

NAVISP Element 2

Competitiveness

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- Support **competitiveness of the industry in the PNT global market**
 - Strengthen the **technology readiness** and **mitigate risks**
 - Address **all value chain**
 - Address all **market sectors**
 - Address all the development phases up **to a pre-commercial product**

- **In line with ESA strategic goals**
 - **Promote the use of space** in non space economic sectors
 - Promote integration of **space/non space technologies**
 - Attract **new comers** to ESA

A lean and agile process for implementation

Procurement:

- « **Driving seat to Industry** » proposing the development of products in line with their commercial plans
- Co-funding mechanism up to **80% for SME, 50% for large companies and 100% for research centers with no commercial interest**
- Implemented via a permanent Open Call with **detailed guidelines** for the preparation of the proposals
- **Two step approach** to involve Delegation from the very beginning of the process
- **Direct negotiation** procurement process
- ESA executive in **facilitating mode**
- Efficient procurement process: **objective of 4 months** from outline proposal submission to contract award

A lean and agile process for implementation

Execution:

- Advanced payment upon contract up to **35%** (for SME)
- All information is treated **as commercial sensitive**
- **IPR** remains with the Contractor
- **Transferable product ownership** upon contract completion

NAVISP Element 2 is being implemented at a very fast pace.

AO 8927 issued in April 2017

After less than 2 years:

- more than **50 activities** in the pipelines, **23 committed**
- **56 % of the available funds engaged (25 M€)**
- **40 M€** of new business processes in the PNT market in Europe and Canada.
- SME: **60% of the primes are SME**
- **30% of the primes are new comers** and never worked with ESA before
- **diversified economic sectors addressed:** transport, aviation, maritime, rail, automotive, energy, banking, LBS, science, space
- All **value chain concerned:** ground segment, user segment, application, service, transversal technologies
- Objective of **4 months met**

Open Call for Proposals on EMITS

A08927

Any doubts/clarification/need of help, contact

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Luis Mayo

- Managing Partner Enif Strategy Consulting S.L., Madrid, Spain, providing advisory services to companies across different sectors.
- Till 2017, Chairman and CEO of Tecnobit, the Aerospace and Defence branch of Grupo Oesia.
- Till 2009, CEO of Grupo GMV. Under his leadership, GMV became the world leader among the suppliers of satellite control centers and a key player in satellite navigation technology.
- Member of the Board of Directors of Galileo Sistemas y Servicios S.L., Galileo Industries S.A. and ESNIS GmbH.
- Contributor to the definition of the Spanish National Space plans.
- Member of the Advisory Committee for Space Matters of the Spanish Centre for National Defence Studies.
- Full member of the French Air and Space Academy.

