

Application Guide

Danish ARTES Kick-start call
Spring 2024

April 2024



Uddannelses- og
Forskningsstyrelsen

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Danish Agency for Higher
Education and Science

ARTES Kick-Start call spring 2024

In this document, you will find information about the Danish spring 2024 ARTES Kick-Start call and the application process for the call.

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1. What can I apply for?

Danish companies can through the European Space Agency' (ESA's) Business Applications Space Solutions program (BASS) apply for funding for a Kick-Start Project.

A Kick-Start activity aims to assist companies in taking the necessary initial steps to assess the technical and business feasibility of space-based solutions. The call is also targeting startups and companies that do not usually utilize space data in their products or services but wish to do so.

The BASS program is a part of ESA's program of Advanced Research in Telecommunications Systems (ARTES).

- [Read more about ARTES BASS here.](#)

Beware that, when applying to the Danish Kick-start call, your proposed activity must not fall under one of the themes of ESA's already announced thematic Kick-Start calls. These can be found on [ARTES BASS' website](#).

2. How much can I apply for?

The Danish Agency for Higher Education and Science (going forward: The Agency) has allocated EUR 360,000 in funding for Danish companies that apply through ESA's Open Call for Proposals for Kick-Starts before June 7th 2024 13:00 CET.

Each Kick-Start activity is covered by EUR 60,000, so up to six Danish Kick-Start activities may be funded.

The EUR 60,000 must be equivalent to 75% of the activity's costs, and a co-funding of EUR 20,000 is thus required by the company.

3. Who can apply?

To apply for funding for a Kick-Start activity in 2024, applicants must meet the following eligibility requirements:

- The applicant's company or institution must be registered in Denmark.
- The applicant's portion of the activity must take place in Denmark.
- The applicant must meet ESA's requirements in relation to the "OPEN CALL FOR PROPOSALS FOR KICK-STARTS".

- [Read more about ESA's requirements on esa-star \(ref. OPEN CALL FOR PROPOSALS FOR KICK-STARTS \(BASS ARTES 4.0\) – Tender Action Number: 6-60007\)](#)

4. How do I apply?

To seek funding for a Danish Kick-Start activity in 2024 the application process is as follows:

- Step 1 (optional): The applicant may participate in a workshop organized by The Agency and ESA on the subject of applying to ESA ARTES BASS Kick-Start and Demonstration Project calls.
❖ **The workshop will take place on May 6th 2024.**
- Step 2 (optional): The applicant may seek feedback and guidance from the Danish ESA Business Incubation Center (ESA BIC DK) prior to sending their application to ESA.
- Step 3: The applicant submits an application to ESA through [esa-star](#) before the ESA deadline.
❖ **Deadline: June 7th 13:00 CET**
- Step 4: ESA evaluates the received applications. Following the ESA evaluation, up to six Danish applicants will be supported and be able to proceed with contract agreements with ESA.

Read more about the four steps in the sections below.

Important note: By submitting an application to ESA, the applicant confirms that The Agency may publish the activity on its website, newsletter, and LinkedIn, in case the activity is offered a contract by ESA.

Step 1 (optional): Participate in an ESA workshop on why and how to apply to the ARTES BASS Kick-Start and Demonstration Project calls

The Agency and ESA together organize a workshop on the possibilities of the ARTES BASS Kick-Start and Demonstration Projects. The workshop will be held in Copenhagen and will cover the following:

1. A presentation of the ESA ARTES BASS program.
2. An account of the Kick-Start call that closed in February 2024 and a presentation of the 12 companies recommended for a contract reward.
3. A walk-through of the Danish pre-authorization process for the Kick-Start Open Call of June 2024.
4. A walk-through of the Danish application process for the Demonstration Project Call of 2024.

The workshop will take place on Wednesday the 6th of May 2024, with scheduled presentations and Q&A between 13:30 and 16:30.

To register for the workshop, send an e-mail with the subject **“Registration for ARTES BASS Workshop”** to amv@ufm.dk, with UFS-FVI-RUM@ufm.dk in copy. The registration deadline is 1st of May 2024

In the e-mail please specify

- name of company
- number of participants
- whether the primary interest is in the Kick-Start call or the Demonstration Project call
- whether the company has previously applied to ESA.

The workshop is not a mandatory step in the application process.

Step 2 (optional): Seek guidance with the ESA BIC DK

Businesses that have not previously worked with ESA have the opportunity to seek professional feedback and guidance on the application process from ESA BIC DK. The center has a great deal of experience with supervising Danish ESA applicants. Contact the ESA BIC DK Space Commercialization Manager Poul Zimmermann Nielsen, pzn@esabic.dk, to hear more about the opportunities.

This is not a mandatory step in the application process.

Step 3: Submit application to ESA

The application must be submitted to ESA through esa-star. The deadline for submitting the application to ESA is June 7th 13:00 CET.

- [Link to ESA's application format \(ref. OPEN CALL FOR PROPOSALS FOR KICK-STARTS \(BASS ARTES 4.0\) – Tender Action Number: 6-60007\) on esa-star.](#)

NB: When submitting the application to ESA, one or several Letter(s) of Interest from users/customers must be attached to the proposal. It is highly recommended that the applicant early in the process register their business in esa-star by completing the online questionnaire on the [esa-star registration website](#).

Step 4: ESA evaluation and selection of activities

After the above-mentioned deadline ESA evaluates the applications according to their own requirements and criteria. The quality of the application will be evaluated on the basis of the following ESA evaluation criteria and associated Weighting Factors (“WFs”) (this is also mirrored in esa-star Tendering):

1. Business potential and approach towards customer engagement [WF 35%]
2. Technical concept including its feasibility, degree of innovation with respect to the current state of the art, utilization of space asset(s), soundness of the methodology proposed [WF 35%]
3. Background and experience (general and related to the particular field concerned) of the company and staff [WF 20%]
4. Adequacy of management, costing, and planning for the execution of the work. [WF 10%]

Following ESA’s evaluation, applicants that ESA evaluate with a score of 75 or higher (hereafter “Very Good”, as based on [ESA’s categories](#)) will move on to contract agreements with ESA.

Should more than six applications by ESA be scored as “Very Good”, ESA will liaise with The Agency, for The Agency to decide upon a new threshold based on the funding available. In the event that fewer than six applications are considered as “Very Good”, ESA will liaise with The Agency, for The Agency to decide upon a new threshold based on the funding available. Should there not be six proposals of a high enough quality to be awarded contract, the remaining funding will be transferred to the next Danish Kick-Start call. ESA will inform the applicants who were not recommended for a contract award.

The Agency is not involved in ESA’s evaluation of the proposals nor the contract award.

Appeal Options

The Agency has conducted an analysis of the legal status of the application process within the Danish Administrative Law. The conclusion is that the process related to the issuing of Danish pre-authorization letters cannot be considered decisions under Danish administrative law. ESA, an independent international organization, makes the final decision in accordance with ESA's convention and its derived administrative rules. It is, therefore, not possible to appeal ESA's decisions to Danish authorities. However, it is possible to appeal to ESA's (industrial) ombudsman.

5. ESA BIC DK's Contact information

ESA BIC DK offers businesses that have not previously worked with ESA the opportunity to receive professional feedback and guidance on the application process. The center has a great deal of experience with supervising Danish ESA applicants. To hear more contact the ESA BIC DK Space Commercialization Manager Poul Zimmermann Nielsen.

Contact information:

- Poul Zimmermann Nielsen, pzn@esabic.dk

6. The Danish Agency for Higher Education and Science's Contact information

If you have any questions concerning the call, you are welcome to contact The Agency for clarification.

- Alexandra Martinussen Vikner, amv@ufm.dk, +45 72 31 95 01
- Peter Mandix Sehestedt, pse@ufm.dk, +45 72 31 82 02

Please send in copy to UFS-FVI-RUM@ufm.dk.

7. ESA BASS Contact information

- Davide Coppola, davide.coppola@esa.int
- Please send in copy to Christopher Frost-Tesfaye, christopher.frost-tesfaye@esa.int