

Application Guide

Danish ARTES Demonstration Project call 2024

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Uddannelses- og
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Danish Agency for Higher
Education and Science

ARTES Demonstration Project call 2024

In this document, you will find information about the Danish 2024 ARTES Demonstration Project 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's (ESA's) Business Applications Space Solutions (BASS) program apply for funding for a Demonstration Project.

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

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

Demonstration Projects are dedicated to the implementation and pilot project of pre-operational space-based applications.

After completion of the contract with ESA, the Demonstration Project, assuming it is successful, is expected to evolve into an operational and commercial service. Demonstration Projects are often a continuation of previous ESA feasibility studies (and kick-starts), but this is not a prerequisite for applying.

The goals of ARTES BASS Demonstration Projects are:

- To validate the business case and the additional technical solutions of a proposed customer- or user-driven service or product.
- To deliver a profitable and sustainable product at the end of the project.
- To demonstrate the central need and added value from using at least one space asset (e.g. Satcom, GNSS, Earth observation, Space-flight Technology Spin-Outs, or solutions enabled by space infrastructure such as the International Space Station).

The above objectives shall be achieved via the development of a "pre-operational service" to be validated by the pilot users in their relevant operational context.

Demonstration Projects must meet the following requirements:

- They must be user-driven (contain user involvement and contribution).
- They must benefit from the use of one or more space assets.
- There must be a clear potential for the service or product to be commercialized after completion of the project.

A Demonstration Project's duration depends on the complexity of the activity. Typically, it is between 12 and 24 months.

2. How much can I apply for?

For 2024 The Danish Agency for Higher Education and Science (going forward: The Agency) has pre-authorized EUR 3 million in funding for Danish Demonstration Projects through ESA. To be eligible, the first part of the proposal application (an extended Activity Pitch Questionnaire) must be submitted to ESA before June 28th 2024 13:00 CET.

As a base line, organizations and companies can get up to 50% of their project-related cost funded. SMEs however, can get up to 80% of their project-related cost funded.

Universities and research institutes can apply as part of a consortium but they cannot apply alone. If the university or research institute have no commercial interest in the product or service, they are eligible for funding of up to 80% of their project-related cost. However, the funding of the institute's project-related cost must not exceed 30% of the total cost of the project.

The budget for Demonstration Projects varies from project to project. In the context of this call, the funding per project shall not exceed EUR 700,000.

3. Who can apply?

To apply for funding for a Demonstration Project, applicants must meet the following eligibility requirements:

- The applicant's company, organization, or institution must be registered in Denmark.
- The applicant's portion of the activity must take place in Denmark.

Any Danish company or organization, be it as a group of users, a public body or a non-governmental organization, can apply. The company must be registered in [esa-star](#).

4. How do I apply?

The tendering process for seeking funding for a Demonstration Project in 2024 adhere to the following steps:

- Step 1 (optional): The Tenderer 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 Tenderer 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 Tenderer submits an extended Activity Pitch Questionnaire (APQ+) to ESA through [ESA's Open Space Innovation Platform \(OSIP\)](#) **before June 28th 13:00 CET**. OSIP is ESA's main entry point for novel ideas in response to specific problems and through open calls for ideas.
- Step 4: After the deadline, ESA assesses the APQ+. In ten working days from the APQ+ submission deadline, ESA will provide written feedback to the applicants through OSIP. Companies with an APQ+ that is positively assessed by ESA are invited to submit a Full Proposal (Step 5).
- Step 5: Companies that have been invited by ESA to submit a Full Proposal may decide to do so. The proposal must be submitted through [esa-star](#) **before October 18th 13:00 CET**. If not invited by ESA, a company cannot submit a Full Proposal.
- Step 6: After the deadline, the Full Proposal will be assessed by a Tender Evaluation Board (TEB), and the Tenderers recommended for contract award will receive an invitation for a negotiation meeting with ESA. The purpose of the negotiation meeting is to discuss any outstanding issues and points raised by the TEB. ESA will communicate the feedback of the TEB to all Tenderers.
- Step 7: Upon successful negotiation, the project kick-off will be agreed, and the contract will be sent for signature before the end of 2024.

Important note: By submitting an application to ESA, the applicant confirms that the Agency may publish general information on 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 award.
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 Monday the 6th of May 2024 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 the 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@esabik.dk, to hear more about the opportunities.

This is not a mandatory step in the application process.

Step 3: Submit APQ+ to ESA

The first mandatory step in the application process is the submission of an APQ+ for Demonstration Projects. The APQ+ allows for the Tenderer to in a reduced, standardized form present their initial idea to ESA, and it allows for ESA to quickly make an informed assessment of the idea.

The APQ+ must be submitted to ESA through the OSIP platform. The submission deadline is **June 28th 13:00 CET**. If the APQ+ exceeds the EUR 700,00 price limit specified above, it will be discarded.

In order to submit the APQ+, the company shall use the link below and answer all questions provided in the APQ template, including the supplementary questions of the APQ+ section (AP.5) listed at the bottom of the APQ application form. *The provision of these supplemental questions is mandatory for this call.*

- [Instructions on how to submit an APQ.](#)
- [Direct link to the APQ application form.](#)

Step 4: ESA assesses the APQ+ and provides feedback

After the deadline, ESA assesses the APQ+. Within ten working days ESA will through OSIP return with written feedback for the Tenderer. If the APQ+ attain a positive assessment and recommendation, the Tenderer will be invited to submit a Full Proposal.

If ESA based on the APQ+ does not recommend the idea for a Demonstration Project, the Tenderer will receive feedback but cannot continue on with submission of a Full Proposal. If the APQ+ is positively evaluated, the Tenderer will also get assigned a technical officer with ESA, who can guide them through the next steps of the process.

Step 5: Submit Full Proposal

After being invited by ESA, the Tenderer may prepare a Full Proposal according to ESA's feedback. Provision of a Letter of Authorization of funding from the Danish Delegation is not required. Should the bidding team include companies registered outside Denmark, funding letters [from the respective ESA delegations](#) are required and shall be attached to the Full Proposals.

Putting together a Full Proposal for ESA can be a comprehensive process. It is therefore recommended that you begin this in due time. The requirements and criteria for the Full Proposal are available in [esa-star](#).

The deadline for submission of the Full Proposal through [esa-star](#) is **October 18th 13:00 CET**.

Step 6: The Tender Evaluation Board evaluates the Full Proposal

After the deadline, the Danish Full Proposals will be assessed one-by-one by a TEB.

The evaluation criteria of a Demonstration Project Full Proposal are as follows:

1. Compliance with the ARTES 4.0 Downstream Applications objectives:
 - user/customer participation,
 - service innovation and key selling points,
 - credibility of the business plan and sustainability aspects (Environmental, Social and Governance).
 - relevance to the selected Programme Line objectives and scope, including the added value of the space asset(s).
2. Quality and completeness of technical proposal, suitability of the proposed technical solution vs. project objectives, evaluation of the technical risks and credibility of the risk mitigation actions

3. Company experience and competence, completeness of the team in all areas required (i.e. for the proposed programme of work and for the operational/commercial exploitation of the targeted product/service), calibre of key personnel, adequacy of facilities
4. Adequacy of management (incl. completeness of work package descriptions), planning and costing (incl. completeness of cost data), value for money, assessment of financial risk versus company resources
5. Compliance with contract conditions and other tender conditions.

Following the TEB's assessment, applicants with an average score of 75 or higher (hereafter "Very Good", as based on [ESA's categories](#)) will be invited for a negotiation meeting .

Should the total (aggregated) price of the proposals assessed as "Very Good" or higher exceed the value pre-authorized by the Danish delegation, or in the contrary, have a total (aggregated) value below the pre-authorized amount by the Danish delegation, ESA will liaise with the Danish delegation to decide on the possibility of awarding additional contracts under different thresholds based on a strictly merit-based assessment. In case this materializes, the information will be made public to all bidders in connection with the communication of the results.

Should there be funding left from the pre-authorized amount after all proposals recommended by the TEB have been offered a contract award, the remaining funding will be transferred to a later Danish ARTES BASS call.

ESA will always communicate the result and provide the applicants who were not recommended for a contract award with substantive feedback.

The Agency is not involved in ESA's assessment of the proposals nor the contract award.

Step 7: Negotiation meeting

Once having received an invitation for contract negotiation from ESA, the Tenderer may enter this process. Upon a successful negotiation, the project kick-off will be agreed, and the contract will before the end of 2024 be sent for signing.

Step 8: Communication of projects selected by ESA

Once all Danish Demonstration Project contracts have been signed with ESA, the names of the selected companies together with general information on the activity will be announced.

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. To hear more contact the ESA BIC DK Space Commercialization Manager Poul Zimmermann Nielsen.

- 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

If you have questions about the ESA application process, you are welcome to contact ESA for clarification.

- Davide Coppola, davide.coppola@esa.int

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