

NAVISP Element 2

Competitiveness

Alessandra Fiumara

NAVISP Element 2 Manager

*Satellite applications for Smart Mobility:
New Opportunities for Scotland.*

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- **Competitiveness of the industry the wide PNT sector**
- 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

Content

Activities can

- Address **all PNT value chain**
- Address all applicable **market sectors**
- Address all the development phases up **to a pre-commercial product**
- Support **technical, commercial and regulatory risks**

- **A lean and agile process** for implementation
- **Industry** leader for the definition of the activities
- Proposals channeled through a permanent

Open Call on EMITS AO8927

- **Two step procurement** with support of **National Delegation**
- **Direct negotiation** procurement process
- Efficient procurement process: **objective of 4 months** from Outline Proposal submission to Contract award

- Co-funding mechanism up to **80% for SME, 50% for large companies and 100% for research centers with no commercial interest**
- 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.

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** (if no delays introduced by late submission of Full Proposal)

Open Call for Proposals on

EMITS A08927

Any doubts/clarification/need of help, contact

navisp.element2@esa.int