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Darmstadt, 3/03/2026

Ref: ESA-CIC-COM-SR-LE-2026-00134

Subject Invitation to Tender for “Risk Modelling for Re-entry Fragments Going Through Airspace” – T811-904SD

Ref.: ESA AO/1-13285/26/D/SR

Activity No. 1000045687 the esa-star system

Budget Line: E/0901-01 – Technology Development

Category: ESA EXPRESS PROCUREMENT PLUS (EXPRO+) / OPEN COMPETITIVE

Dear Madam/Sir,

The European Space Agency (the “Agency” or “ESA”) hereby invites you to submit a tender for the above subject.

This Invitation to Tender (“ITT”) has been established and will be processed following a procedure, tailored to low- to medium-value procurement actions, called “**EXPRESS PROCUREMENT PLUS – EXPRO+**”.

In this case, a competitive evaluation procedure will be used since other Tenderers may submit tenders for the subject activity.

Your tender is required to conform to the conditions specified in this Cover Letter and in the applicable Appendices.

Your tender shall be submitted **exclusively in electronic format via esa-star Tendering** [see: <https://esastar.sso.esa.int/>]. The EXPRO Tendering Conditions (“EXPRO/TC”), attached hereto as Appendix 3, contain further information on esa-star and its operation.

This ITT was published on esa-star Publication (<https://esastar-publication.sso.esa.int/>) on the same date as this Cover Letter and is issued in English only.

A French translation can be obtained upon request made via the dedicated function in esa-star Tendering within five (5) working days following the date of publication on esa-star Publication. Such request shall not constitute a valid reason for an extension of the time limits established for the tendering period.

1) Please find attached hereto the following documents:

- Appendix 1 – Statement of Work
- Appendix 2 – Draft Contract
- Appendix 3 – EXPRO Tendering Conditions (EXPRO/TC)
- Appendix 4 – Proposal Template (including Cover Letter and Detailed Proposal)

2) Your attention is drawn to the following:

- The Agency, following decision of its Council, may give preference in the placing of the contract to tenders from/or containing a substantial involvement of economic operators registered in Czech Republic, Hungary, Poland, and Romania, which will have obtained an overall weighted mark of at least 60 or that are less than 5 points below the best evaluated offer by the TEB, provided such tenders have been assessed as representing an acceptable combination between technical quality (including risk) and price.

The attention of tenderers is drawn to the fact that such preference clause is in no way meant to constitute an exclusion from bidding for economic operators of other Member/Participating States.

- The Member States of the Agency have made it mandatory for the Agency to register economic operators wishing to do business with the Agency. Economic operators not yet registered as potential Tenderers are requested to complete the online questionnaire on the “esa-star registration” website (<https://esastar-emr.sso.esa.int/>).

Any entity, including any subcontractor in the Proposed Team at the time when a tender is submitted, is required to at least have already completed the “Light Registration” as described in the following esa-star Registration User Manual:

<https://esastar-emr.sso.esa.int/Account/DownloadFile>

Please note that only the “Full Registration” allows the Contract to be placed with the selected Tenderer.

The registration as an ESA Entity includes the obligation to subsequently fill in the Agency Questionnaire and to update it yearly at the following link:

<https://esastar-em.sso.esa.int>.

Failure to provide or update the required information will result in the access to the non-public part of esa-star being blocked.

Further information on the registration process can be found on the Industry Portal pages available at:

http://www.esa.int/About_Us/Business_with_ESA/How_to_do/esa-star_Registration_Process.



- Special attention is drawn to the Policy on the Prevention, Detection and Investigation of Fraud ESA/ADMIN/IPOL-LEGI(2021)1. The aim of the Policy is to give a structured framework to the current practice by the Agency of investigating potential cases of Fraud through investigation teams set up on an ad hoc basis. It is required that you read the Policy and that you inform your personnel about the Policy. It is mandatory that you cooperate with the investigation teams, if so required. This obligation shall be flown down by you and fulfilled by your subcontractor(s) too.

The Policy on the Prevention, Detection and Investigation of Fraud is available at: <https://esastar-publication.sso.esa.int/supportingDocumentation>

- 3) The contents of your tender will be limited to filling in as necessary the Proposal Template, provided in MS Word format and attached hereto as Appendix 4. Please note that the captions in red colour are meant to guide you in correctly filling in the template and that such captions are to be removed from your tender once it is ready for submission.
- Please complete the part of the template labelled “**Cover Letter**” by filling in the blank spaces and deleting any options which are not applicable or not relevant (all such options are identified in red colour);
 - As part of the tender submission process in esa-star Tendering, you will be required to make declarations in relation with “**Declaration of Compliances**” (contained in Appendix 4 to this ITT – Proposal Template – Cover Letter) and “**Key Acceptance Factors**”.

The EXPRO/TC indicate the consequences in case it would appear during the evaluation that the declarations contain incorrect statements.

When submitting your tender in esa-star Tendering, in the section “Key Acceptance Factors”, you will be prompted to declare that your tender fulfils each of the following Key Acceptance Factors:

Mandatory KAF:	
1	The Tenderer confirms, on its behalf and on behalf of its Subcontractor(s), to satisfy the “Eligibility Requirements” (see section 1.1 of the EXPRO/TC);
2	The Tenderer confirms, on its behalf and on behalf of its Subcontractor(s), to fulfil the requirements concerning “Free Competition” (see paragraph 10 of the Cover Letter of the Proposal Template);
3	The Tenderer confirms, on its behalf and on behalf of its Subcontractor(s), to accept the conditions established for “Non commitment by the Agency in competitive procurements” (see section 1.7 of the EXPRO/TC);
4	The Tenderer confirms, on its behalf and on behalf of its Subcontractor(s), to be compliant with the “Non-Benefits Requirements” (see section 1.8 of the EXPRO/TC);
5	The Tenderer confirms that the tender Cover Letter and the Detailed Proposal contain a binding price;



6	The Tenderer confirms that the tender Cover Letter and the Detailed Proposal contain a price type compliant with the one requested in the ITT;
7	The Tenderer confirms that the tender is compliant with the budgetary limit applicable to the ITT;
8	The Cover Letter of the tender indicates the dedicated section of the tender that provides the rationale why the participation of non-LSI companies is considered as significant.

- Please complete the part of the template labelled “**Detailed Proposal**” in all its parts by filling in the information relevant to the various chapters, sections and sub-sections (using exactly the same headings, same subject matters, same order and same numbering);
- Your “Detailed Proposal” is expected to elaborate upon the Agency’s requirements whilst remaining precise and concise. Therefore, mere repetitions of the Agency’s requirements are to be avoided;
- Your tender and all correspondence relating to it shall be in English;
- Please ensure that your tender complies with the following essential requirements:

You are required to clearly state that you accept all terms and conditions stated in the documents expected to form together the Contract (ref. paragraphs 6 and 7 of the Cover Letter of the Proposal Template).

Should you consider that a technical and/or management requirement included in this ITT is not feasible, you are required to include a clear statement in this regard in your tender with due explanation and justification and with a proposal for alternative(s), if any (ref. paragraph 6 of the “Cover Letter” of the Proposal Template as well as chapters, sections and sub-sections of the “Detailed Proposal”).

a) Your price quotation shall meet the following conditions:

- **ESA has defined a maximum budget of 400,000 Euro.**

The price type for this activity shall be Firm Fixed Price. **Consequently, please note that ESA will take your tender into consideration only if the total Firm Fixed Price in Euro, as defined in Appendix 4 hereto (all in, with the exception of import duties and value added taxes in the ESA Member States) and covering the full scope of the activity as described in Appendix 1, remains within this limit.**

- The breakdown of the quoted amount(s) shall be shown in the format specified in section 2 of the “Cover Letter” template.

b) Your tender is valid during a period of three (3) months from the time limit for tender submission.



- c) You and your subcontractor(s) completed at least the “Light Registration” in esa-star Registration.
 - d) The “consortium structure” in esa-star mirrors the Proposed Team in your tender.
- 4) As concerns the evaluation of your tender by ESA, please note that the quality of your tender will be evaluated on the basis of the following evaluation criteria and associated Weighting Factors (“WFs”) (that are also mirrored in esa-star Tendering):

EVALUATION CRITERIA		Weighting Factors (W.F) in %
1	Background and experience (related to the particular field concerned) of the company(ies) and key personnel, including adequacy of proposed facilities (e.g. testing facilities).	40
2	Understanding of the objectives of the activity, discussion of problem areas, and adequacy of the programme of work, including first iteration of Task 2.	40
3	Adequacy of the management approach, time dedication and costing, compliance with administrative tender conditions and acceptance of contract conditions.	20

Please also note that, in making its recommendation for selection of a Contractor on the basis of the tender evaluation and/or in making a final decision for Contract award, the Agency shall also take into consideration the price quoted (amount) and your response to the following Industrial Policy requirements and conditions:

C2: “Activities in open competition, where a significant participation of non-LSI is requested”

The activity subject to the present Invitation to Tender (ITT) has been selected for the application of ESA policy “**C2 measure**” to ensure the fair allocation of activities among the economic operators, in response to the specific request of ESA Council at Ministerial level of 4th March 1997.

The present Invitation to Tender is in open competition with the specific requirement of having a significant participation of non-Large System Integrators (“LSI”) economic operators. This measure aims at an enhanced cooperation between LSI and equipment suppliers, SMEs (as per definition given by the European Commission in its recommendation 2003/361/EC : see <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32003H0361&from=EN>) and R&D Organisations.

Currently the following economic operators are considered as being LSI:

- Airbus Defence and Space SAS
- Airbus Defence and Space Ltd
- Airbus Defence and Space GmbH
- ArianeGroup SAS (previously known as Airbus Safran Launchers SAS)
- Arianespace
- OHB System AG

- Thales Alenia Space France SAS
- Thales Alenia Space Italia Spa
- AVIO SPA

The following requirements shall apply with regard to the required participation of non LSI(s):

- a dedicated section of the tender shall explain the rationale why the participation of the non-LSI economic operator(s) is considered as significant;
- the cover letter of the tender shall indicate the reference of the dedicated section of the tender where such rationale is provided.

Please note that the Special Conditions of Tender for this ITT contain a specific Key Acceptance Factor related to this C2 measure.

For any clarification related to SME status, please contact the Agency's SME Office (e-mail: sme-office@esa.int).

- 5) In accordance with the Agency's rules, issuing this ITT does not bind ESA in any way to place a Contract. Should it deem it appropriate, ESA also reserves the right to place a Contract for only a part of the activity covered by this ITT. Such decision by the Agency may not give rise to any claims by Tenderers having submitted a tender in response to this ITT.
- 6) Please note that economic operators are required to notify their interest to tender to the Agency. This is to be done via the esa-star Publication "Expression of Interest" function (Tenderers are also reminded that they may select 'Public' visibility or 'ESA only' when notifying their intention to bid under Open Competitive tendering procedures).
- 7) Any questions to the Agency relating to this ITT (clarifications and/or extensions requests) shall be made exclusively via the dedicated function in esa-star Tendering, at the latest seven (7) calendar days before the closing date stated below.

The Agency will publish an anonymous copy of the question on esa-star Publication together with the Agency's answer, and the question and answer shall also be available in the dedicated section of esa-star Tendering. Tenderers are asked to note that each response, which the Agency makes goes through an internal review process, and that the response will be published once this internal review process has been completed.

If required, the Agency may request clarifications from any Tenderer; such Agency's requests shall be made exclusively via the dedicated function in esa-star Tendering. The corresponding clarification from the Tenderer shall be provided exclusively via the dedicated function in esa-star Tendering and must be received within three (3) calendar days of the submission of the request, if no other period is stated. Clarifications shall not be regarded as amendments or modifications of the tender.

- 8) Please note the provisions of the Submission Conditions that are contained in the EXPRO/TC.

In order to ensure the correct and timely submission of your tender, you are strongly invited to test the esa-star system and try out its functionalities and behaviour well in advance during the tendering period (please refer to Annex I of the EXPRO/TC).

The tender is successfully submitted when the status of the proposal in esa-star Tendering reads “submitted”, i.e. when each section in the dashboard (Declaration of Compliance, Key Acceptance Factors and Consortium Structure) reads “completed” and all required proposal documents read “uploaded” and you click on “submit proposal to ESA”.

Your tender and all supporting documents must be loaded and submitted in esa-star Tendering not later than **17th April 2026 at 13:00 hours (Amsterdam time zone)**.

Please be informed that the target date for negotiations is in CW 23 and the target date for kick-off is CW 25.

- 9) The submitted tender Cover Letter shall be signed by the authorised representative(s) of the Tenderer.
- 10) Should your tender be accepted by ESA, after evaluation, for placing a Contract, it is envisaged to have the negotiation meeting by teleconference shortly after notification to you of the Agency’s intention. Assuming a successful outcome, the Contract will first be signed electronically by the Agency and then sent to you for countersignature within the shortest possible delay.

This Cover Letter has been electronically signed

Yours faithfully,

Anne Hurtz
Head of the Mission Operations & Ground Segment Engineering Contracts Service