



Presentation to the Polish Space Industry 13 June 2017



Procurement Principles (I)

Article 26 (“Contracts”) of the Financial Rules approved by EUMETSAT Council foresees:

- Procurements are achieved through maximum use of open competition;
- Contracts are awarded to the contractor whose offer meets the requirements and is regarded the most advantageous as regards price, quality, running costs, technical/schedule performance and guarantees:

BEST VALUE FOR MONEY

- This applies also to Copernicus procurements undertaken on behalf of the European Commission

Procurement Principles (II)

OPEN COMPETITION

- For procurements of value above 100,000 Euro (with possibility of exceptions as defined in the Financial Rules);
- Is performed **within EUMETSAT Member States**, if competition is considered sufficient
- The clear majority of the scope of work is performed in Member States
- There are no geographical or industrial return rules
- Open competition at lower tiers is healthy and is encouraged by EUMETSAT
- For Copernicus procurements, open competition is restricted to EU Member States and countries participating in the Copernicus programme through an Agreement with the Commission

Exception: procurement of space segment through ESA

- ESA funds a major part of the development of the first satellite in a series under an ESA optional programme and procures recurrent satellites on behalf of EUMETSAT
- This is achieved through single contracts: block procurement for the sake of cost efficiency
- EUMETSAT financially contributes a fixed-share (30%) to development costs and funds fully the costs of the remaining satellites
- Space segment contractors are selected by ESA in line with the ESA Procurement Rules

Industrial Focal Point (IFP) Initiative

IFPs

- Each Member State has the opportunity to appoint an IFP Representative to attend annual discussions and briefings held at EUMETSAT on procurement matters; the Polish IFP is Mr. Zbigniew Burdzy.
- The IFP's role is to act as the liaison between EUMETSAT and their National industries to increase awareness of EUMETSAT procurement opportunities.

Scope of EUMETSAT Procurements (I)

In recent years, EUMETSAT Budgets have been broadly spread as follows:

- Up to 20% allocated to EUMETSAT Internal costs
- Over 80% dedicated to procurement activities – substantially targeted at procurements from industry.

ACTIVITIES COVERED (1/2)

- Development of ground segments:
 - satellite monitoring and control
 - meteorological products processing
 - ground stations
- Launch and LEOP services
- Consultancy support, incl. under frame contracts:
 - satellite operations engineering
 - software, telecommunications engineering
 - training, communication and PR support;
 - UNIX, SAP support

ACTIVITIES COVERED (2/2)

- Services:
 - operations of satellites
 - telecommunications
 - site infrastructure
 - software maintenance
- Scientific studies
- Hardware

Purchase orders placed with companies registered in Poland

Between 1 January 2010 and 31 May 2017, EUMETSAT has placed 6 purchase orders with companies registered in Poland

The overall order values of these orders amount to Euro 89,640.20 and PLN 36,502.88.

Major Upcoming Business Opportunities (I)

➤ Instrument Data Processing Facility for MTG-S (IDPF-S)

The ITT is currently displayed on EUMITS; the closing date is 30 June 2017.

➤ Sentinel-6/Jason-CS Payload Data Acquisition and Processing (PDAP)

The ITT is currently displayed on EUMITS; the closing date is 05 July 2017.

Major Upcoming Business Opportunities (II)

➤ Copernicus:

Upcoming ITTs in 2017:

- Operations Analysts and Controllers Service Team (S-3A/B)
- Maintenance of FOS & PDGS Hardware and COTS
- Corrective maintenance of PDGS Application Software
- Corrective Maintenance of Mission Planning Application Software
- DIAS Platform activities (in Q3/Q4 2017), subject to approval by EC

Major Upcoming Business Opportunities: DIAS (III)

Procurement area	Description	Lead procurement partner
1. Commercial Cloud services	Virtual data store & Elasticity	EUMETSAT
2. Networks Infrastructure Services	High bandwidth/ availability connectivity between sites and towards the user interfaces	EUMETSAT
3. Data access functions	Implementing distributed data access layer to access Earth Observation data, Copernicus information services, and future third-party data	ECMWF
4. Virtual environment and toolboxes	Providing virtual environment for communities to run/develop their SW using toolboxes offered by the DIAS	ECMWF

Major Upcoming Business Opportunities: DIAS (IV)

Procurement area	Description	Lead procurement partner
5. User Uptake and marketing	Marketing of DIAS and user uptake	EUMETSAT on behalf of MO
6. System Integration & Verification	Overall DIAS system level activity	EUMETSAT
7. Service Validation and Operations	Preparing the DIAS for operations, validating the services and supporting the Partners in the operations phase until end of V3	EUMETSAT on behalf of MO
8. Web Services	Interface layer services, portals	EUMETSAT on behalf of MO

Notes:

(1) Procurements might be grouped at the time of the ITT to ensure a coherent set of responsibility to the industry

(2) Some of the procurements will have an operational role in addition to implementation

Selecting Contractors


- All Invitations to Tender (ITTs) for the EUMETSAT procurements are published electronically on EUMITS;
- Use of standard Purchase or Contract General Conditions;
- Use of Fixed Prices in Euro (Firm Fixed or Variation Formula);
- Special Tender Conditions (STCs) including evaluation criteria and weighting factors published in each ITT;
- Bids submitted electronically on EUMITS for Consultancy activities if activated for online bidding;
- Bids evaluated by a Tender Evaluation Board (TEB);
- Adjective Criteria (Perfect, Excellent, Very Good, Good, Fair, Recoverable, Irrecoverable);
- Selection on the basis of Best Value For Money (BVFM).

EUMITS - The gateway to EUMETSAT's ITTs

The screenshot displays the EUMETSAT website interface. At the top, the EUMETSAT logo and tagline "MONITORING WEATHER AND CLIMATE FROM SPACE" are visible. A search bar and "REGISTER/SIGN IN" link are in the top right. A navigation bar includes "HOME", "IMAGES", "ABOUT US", "SATELLITES", "DATA", "NEWS", and "QUICK LINKS". A banner below reads "WELCOME TO EUMETSAT" with a "30 YEARS 1986-2016" anniversary logo. The main content area features a "Register" form with fields for "USER DETAILS" (Username, Title, First Name, Last Name, E-mail) and "COMPANY DETAILS" (Individual, Company Name, Specialisations). A blue arrow points to the "Business with EUMETSAT" link in the "COMPANY DETAILS" section. To the right, a "QUICK LINKS" menu lists various services like "ACCESS OUR DATA", "SEARCH OUR PRODUCTS", "BROWSE OUR DOCUMENTS", "VIEW TRAINING", "MONITORING CLIMATE", "SAFS", "BASIC DOCUMENTS", "BUSINESS WITH EUMETSAT", "PRESS AND MEDIA", "JOB SEEKERS", "YOUTH", and "METEOALARM - WEATHER WARNINGS IN EUROPE". A footer banner shows "ERUPTION OF PAVLOF VOLCANO, ALASKA" with a "Click image to see case study" link.

How to bid for EUMETSAT's ITTs

Creation of account (I)



MONITORING WEATHER AND CLIMATE FROM SPACE

EUMITS - Invitation to Tender System

EUMETSAT WEBSITE

EUMITS - INVITATION TO TENDER SYSTEM

- LOG IN
- CURRENT INVITATIONS TO TENDER
- INTENDED INVITATIONS TO TENDER
- REGISTER

HELP/DOCUMENTATION

- EUMITS USER GUIDE
- DOING BUSINESS WITH EUMETSAT VIA EUMITS

Register

USER DETAILS

Username: (*)
'Username' must contain only alphanumeric characters without spaces or special characters. Minimum 8 and maximum 16 characters long.

Title: (*)

First Name: (*)

Last Name: (*)

E-mail: (*)

COMPANY DETAILS

Individual: (*) Yes No

Company Name: (*)

Specialisations: (*)
Company is mandatory in conjunction with 'Individual' equals No.
Consultancy Support
Data Processing
Flight Dynamics
Hardware
Image Processing Algorithms
Maintenance
Meteorological Studies
Project Control Management
Quality Assurance
Remote Sensing
Satellite Communications
Satellite Operations
Simulation
Software
Systems Engineering

Please use the CTRL key to select more than one specialisation.

How to bid for EUMETSAT's ITTs

Creation of account (II)

ADDRESS DETAILS

Address: (*)

Post Code: (*)

City: (*)

Country: (*)

-- select --

Phone No.: (*)

 e.g. +49 (0) 6151 807 7

Fax No.:

 e.g. +49 (0) 6151 807 555

Web Site:

E-MAIL NOTIFICATIONS

E-mail Notifications:

- Upon Release of New ITT
- Upon Closure of ITT
- Upon Registration & De-registration of Intention to Bid
- Upon Question & Answer
- Upon Extension of ITT Closing Date
- Upon Release of Prerelease/Additional Information

▶ SUBMIT

Fields marked with (*) are mandatory.

You will see a section called “E-mail Notifications”. In this section, e-mail notifications can be requested, e.g. upon release or closure of ITT, or in case of new questions & answers posted on EUMITS (for further details on this service, please see the EUMITS User Guide).

How to bid for EUMETSAT's ITTs

Creation of account (III)

Once the account details have been confirmed by selecting the “Submit” button, your account details will be sent to you and you will have full access to the EUMETSAT system including access to all of EUMETSAT's open and intended ITTs. You will also have the opportunity to post tender related questions on EUMETSAT and to provide online applications in response to EUMETSAT's open consultancy positions. Online bidding has also been rolled out to study procurements.

Current ITTs

Current Invitations to Tender

 [Subscribe RSS](#)

ITT No.	Title	Opening Date	Closing Date	
11/002	DEMO ITT for Online Applications: Firm Fixed Price - Offers to be separated	07 Jul 2015	31 Dec 2017 15:00	E
11/003	DEMO ITT for Online Applications: Firm Fixed Price - NO Separation of Offers	07 Jul 2015	31 Dec 2017 15:00	E
11/001	DEMO ITT for Online Applications: Consultancy Support	10 Dec 2010	31 Dec 2017 00:00	E
17/214091	Sentinel-6/Jason-CS Ground Segment - Payload Data Acquisition and Processing (PDAP)	24 May 2017	05 Jul 2017 14:00	
17/213848	Software Development Service	22 May 2017	03 Jul 2017 15:00	
17/181	Recruitment Advertising Services	24 May 2017	03 Jul 2017 14:00	
15/135	MTG Ground Segment - Instrument Data Processing Facility for MTG-S (IDPF-S)	12 May 2017	30 Jun 2017 14:00	
17/214230	EPS-SG Ground Segment - Network Data Interface Units (NDIUs) and Associated Support	17 May 2017	29 Jun 2017 14:00	
16/151	Installation of Diesel Generators in EUMETSAT's Technical Infrastructure Building	05 May 2017	26 Jun 2017 15:00	
17/214375	System Operations Engineer (Mission Performance Team) Consultancy	10 May 2017	22 Jun 2017 15:00	
17/214335	Provision of Copernicus Satellite Models	12 May 2017	19 Jun 2017 15:00	
17/214399	EPS-SG Operations Preparation for System Operations Development Consultancy	04 May 2017	14 Jun 2017 15:00	
17/214061	Quality Assurance Consultancy	06 Mar 2017	05 Jun 2017 15:00	E

ITT Details

ITT Details

[General Info](#) | [Specific Docs](#) | [General Docs](#) | [Additional Info](#) | [Questions](#) | [Intention To Bid](#)

GENERAL INFORMATION

ITT No.:	17/214061
Title:	Quality Assurance Consultancy
Summary:	Please see specific document section of this ITT on EUMITS. For any document(s) not attached to a specific ITT, please refer to the list of General Documents in the main menu on EUMITS.
Contracts Officer:	Christopher Green
Opening Date:	06 Mar 2017
Closing Date:	28 Apr 2017 15:00
Extended Date:	05 Jun 2017 15:00 E

[General Info](#) | [Specific Docs](#) | [General Docs](#) | [Additional Info](#) | [Questions](#) | [Intention To Bid](#)

SPECIFIC DOCUMENTS

PDF	ITT 17_214061 - Cover Letter	80 KB
PDF	Statement of Work for Quality Assurance (QA) consultancy in LEO Division	161 KB
PDF	ITT 17_214061 - STC	210 KB
PDF	ITT 17_214061 - Draft Contract	285 KB
ZIP	ITT17214061_ZIP_S	660 KB

[General Info](#) | [Specific Docs](#) | [General Docs](#) | [Additional Info](#) | [Questions](#) | [Intention To Bid](#)

GENERAL DOCUMENTS

PDF	General Conditions of Contract (current)	695 KB
PDF	General Conditions of Tender (Current)	458 KB
PDF	VAT Exemption Form (current)	93 KB
PDF	Confidentiality Undertaking	28 KB
PDF	Safety and Security Manual	90 KB
PDF	compliance statement - safety and security	49 KB
PDF	Volume 7, Section 14 - Anti-Fraud Policy	37 KB
ZIP	ITT17214061_ZIP_G	1186 KB

[General Info](#) | [Specific Docs](#) | [General Docs](#) | [Additional Info](#) | [Questions](#) | [Intention To Bid](#)

ADDITIONAL INFORMATION

No information provided.

[General Info](#) | [Specific Docs](#) | [General Docs](#) | [Additional Info](#) | [Questions](#) | [Intention To Bid](#)

QUESTIONS AND ANSWERS

Deadline for Questions: 22 May 2017
No questions have been raised for this ITT.

Standard EUMETSAT consultancy positions consist of a Cover Letter, a Draft Contract, Special Tender Conditions and one or more Statement(s) of Work.

These documents can be found in the “Specific Documents” section of the relevant ITT.

Further, general documents, which apply to the ITT are listed in the “General Documents” section of the relevant ITT.

Specific Documents (examples)

All Potential Bidders

Subject: **EUMETSAT INVITATION TO TENDER**
Engineering services in the area of Ground Stations

Draft contract ITT 14/200747

Dear Sir/Madam,

EUMETSAT invites competitive tenders for the above:

All applicable documents are listed under Specific Documents

Clicking on the hyperlink "Register Intention to Bid" administrator that you intend to bid for this ITT.

Any questions concerning this ITT should be addressed to "Question", noting that each question should be submitted by 15 October 2014. All relevant questions and answers will be published on the EUMETSAT website.

Your offer and all supporting documents must reach Sandrine Foster at the following address no later than 15 October 2014:

EUMETSAT
Contracts Division
Sandrine Foster (ITT No. 14/200747)
Eumetsat-Allee 1
64295 Darmstadt
Germany

Tenderers shall provide 1 original and 5 paper copies

Issued on 1 December 2014 by the authority of:

Eleni Katsampani
Head of Contracts

CONTRACT EUM/COS/DOC/09

Between

The European Organisation for the Exploitation of Meteorological Satellites (EUMETSAT)
Eumetsat-Allee 1
D-64295 Darmstadt
Federal Republic of Germany

represented by

and

<Company>

represented by
(hereafter called "the Contractor")

the following has been agreed:

Article 1 Subject, Applicable Documents

- This contract sets up the framework for the Contractor's work with respect to Engineering services in the area of Ground Stations.
- The Contractor shall execute the work to be performed in accordance with the documents listed in order of precedence in case of conflict:
 - This contract
 - EUMETSAT General Conditions of Contract (EUM/COS/DOC/09)
 - EUMETSAT Statement of Work EUM/TSS/SOW/14/780228 dated 2014 (Annex II)
 - Each work package released.
 - EUMETSAT anti-fraud policy EUM/LAD/DU/14/750905 v1, 13 March 2014
 - Safety and Security Manual ref. EUM/GES/MAN/03/0533v2 dated 2013
 - The Contractor's proposal ref. <...> not annexed hereto, but known and an integral part of this contract.



EUM/COS/DOC/09
v1, 30 October 2014
ITT 14_200747 - STC

SPECIAL TENDER CONDITIONS Engineering services in the area of Ground Stations



Contents of the Proposal

1. Introduction

The following special conditions apply complementarily to EUMETSAT's General Conditions of Contract of Tender. In case of conflict between the General Conditions of Tender and the Special Tender Conditions (STC), the latter shall prevail.

The activities are expected to start in April 2015 for a duration of 2 years, extend the activities for a further period of one year shall form part of the offer.

The offer shall be written in English and shall be presented in 2 separate parts:

- Part one – technical/managerial proposal
- Part two – financial/contractual proposal

Bidders' attention is drawn to the requirement in the General Conditions of Contract to present the Financial and Contract Proposal separately from the Management Proposal. This requirement applies to both paper and electronic proposals. No financial information shall be stated in the technical/managerial proposal. The Technical and Management Proposals shall be submitted as separate documents. The Technical and Management Proposals shall be submitted as separate documents. The Technical and Management Proposals shall be submitted as separate documents.

2. General Information

The major purpose of this ITT is to provide support in the area of Ground Stations.

For the Bidder's information only, the estimation of future potential support for the first year is presented in Appendix A of the SoW. A similar volume of activity is estimated for each subsequent year of the contract duration including option. The effort is estimated at a maximum of 0.35 man per year for the antenna service packs and 0.25 man per year for the Base band and software systems service packs.

The Bidder is invited to note the already identified WP that is part of the firm performed (not optional) (see Appendix C of the Statement of Work). It has once the Bidder is selected for the contract, the procedure to approve the WP described in the SoW section 2.1.

Statement of Work for the provision of engineering services in the area of Ground Stations

Doc.No. : EUM/TSS/SOW/14/780228
ISSUE : v1B
Date : 26 November 2014

EUMETSAT
EUMETSAT Allee 1, D-64295 Darmstadt, Germany
Tel: +49 6151 807-7
Fax: +49 6151 807-555
http://www.eumetsat.int

Intended ITTs

Intended Invitations to Tender

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ITT No.	Title	Opening Date
13207926	Satellite Simulator for MSG (MSGSIM)	4th Quarter 2017
17214044	EPS-SG Sentinel-5 Level 2 Operational Processing	3rd Quarter 2017
16213099	Meteosat Image Anomaly Detection and Metadata Database	2nd Quarter 2017
17178	Fixed Telecommunication Services	2nd Quarter 2017
16213582	UMARF storage upgrade for S3B	2nd Quarter 2017
16212935	Enhancing the capabilities of MTG-IRS Level 2 Validation and Demonstration Processor	2nd Quarter 2017
16213639	Quality Assurance on EPS-SG	2nd Quarter 2017
16175	Consultancy Support on Data Processing and Applications System Engineering	2nd Quarter 2017
17214032	Metop-C-EPS-SG LEOP Consultancy	2nd Quarter 2017
16213262	Mission Performance Monitoring Tools (MPMT)	2nd Quarter 2017
16154	Multi-year quality time series of MSG SEVIRI Water Turbidity Products and MTG FCI potential for Ocean Colour	2nd Quarter 2017
16161	Frame Contract with Multiple Suppliers for Procuring Generic Promotional Items	2nd Quarter 2017
17214191	UMARF storage upgrade for S3B	2nd Quarter 2017
17182	Travel Service for EUMETSAT 2018-2021 (frame contract)	2nd Quarter 2017
17214472	Copernicus - Towards Fiducial Reference Measurements from high resolution sea surface temperature drifting buoys for Copernicus satellite validation	2nd Quarter 2017
17214183	Generic Tool to Reproject Low Earth Orbit Satellite Data	2nd Quarter 2017
17214168	Security Engineering Service	2nd Quarter 2017
17180	Technical Furniture 2017-2019	2nd Quarter 2017
17179	Racks and Installation 2017-2019	2nd Quarter 2017
17183	LEO MCC Refurbishment 2018-20	2nd Quarter 2017

How to bid for EUMETSAT's ITTs

Online applications (I)

For consultancy ITTs, which have been activated for online bidding EUMETSAT encourages industry to make use of the online application functionality.

ONLINE APPLICATION

If you want to apply online for this ITT please submit your online application.

▶ APPLY ONLINE

Consultancy ITTs – Special Tender conditions

- Pre-requisite conditions to bid for full time equivalent consultancy ITTs :

EUMETSAT places contracts with legal entities (companies and/or public bodies). Bidders have to confirm in their offers that the proposed Key Person is or will be an employee of the Bidder during the performance of the contract under a valid employment contract and a valid work permit if applicable, should EUMETSAT award a contract to the Bidder under this ITT. The Bidder shall also confirm that the proposed Key person does not/will not own the majority of the shares of the bidding company and is not/will not be part of the management of the bidding company during the contract duration.

Freelancers are therefore excluded from bidding for full time equivalent consultancy support procurements.

EUMITS – Who to contact in case of technical questions

Should you have any technical questions or should you experience any problems with EUMITS, please contact

eumits@eumetsat.int