

Introduction: 5th Fixed Call for Proposals under the Requesting Party Activity (RPA) in Lithuania

Vilnius, 17 September 2025



Disclaimer



This presentation material does not contain sufficient information to be used, in any way, in the context of the Fixed Call for Proposals **CfP/5-50152/25/NL/MH/yd** and **CfP/5-50153/25/NL/MH/yd**

This presentation is just to help understand in a simplified manner some of the Rules and Procedures associated with ESA procurements, in particular for this Call for Proposals.

Please ensure that your Proposal is compliant with the requirements contained in **the Fixed Call for Proposals CfP/5-50152/25/NL/MH/yd and CfP/5-50153/25/NL/MH/yd documentation** that will be published on esa-star Publication.



Requesting Party Activity (RPA) Scheme



Lithuania signed an agreement for Requesting Party Activities on 28 April 2021 and went into force on 21 May 2021.

The RPA (Requesting Party Activities) is a funding scheme to further develop the national space industry.

RPA aims at providing support to Lithuanian entities to overcome market entry barriers and reach a competitive level for successful participation in multinational ESA programmes.

The goals are:

- To prepare industry to be competitive in the ESA optional programmes that Lithuania subscribes to;
- To develop the competences that enable the country to contribute to new ESA optional programmes;
- To act as an entry point for new companies and determine feasibility of new ideas;
- To ensure that a highly educated workforce is available in the country for space related activities.



Summary of the presentation

1. ESA Tools – Basics of ESA procurement
2. Type of Activity Overview
3. Tender Package for Fixed Call for Proposals
 - a. Cover Letter
 - b. Draft Contract
 - c. Tendering Conditions
 - d. Proposal Template
4. The Tender Evaluation
5. The Negotiation Period
6. Debriefing
7. Schedule
8. Questions?

Sections 3 to 8 (or equivalent) will be shown in three different presentations...

1. For all Activity Types (excluding G2)
2. For Activity Type G2
3. OSIP – For Activity Type H

1. ESA Tools – Basics of ESA Procurement



1. ESA Tools – Basics of ESA Procurement

<https://doing-business.sso.esa.int/>

- Portal for access to the entire esa-star toolset, including associated ESA corporate applications like esa-p
- All applications are connected, making it easier for users to access the systems and retrieve information
- Optimised and supported for use with the Google Chrome browser



1. ESA Tools – Basics of ESA Procurement

esa-star Registration (<https://esastar-emr.sso.esa.int/>)

- Registration on ESA-STAR is a **pre-requisite** to do business with ESA

esa-star Publication (<http://doing-business.sso.esa.int>)

- All Tender related documents can be found in esa-star Publication. Here you request the system to create a **Bidder Restricted Area** in ESA-STAR Tendering

esa-star Tendering (<http://doing-business.sso.esa.int>)

- In the Bidder Restricted Area, you can request for clarifications and **submit the proposal**

esa-star esa-match (<https://esastar-esamatch.sso.esa.int/>)

- Competences & Capabilities, **find suitable tenders and entities for collaboration**



Further Instructions

[ESA - esa-star: open for business](#)

<https://esastar.sso.esa.int/Lists/List%20Training/Forms/AllItems.aspx>



1. ESA Tools – Basics of ESA Procurement



esa-star Registration

Doing Business with ESA

This portal provides access to the different ESA IT Corporate Applications for all economic operators doing business with, or intending to interact with, ESA.

A click on the "More Details..." button provided for each IT Corporate Application reveals a brief description which explains the purpose of and process supported by the related system. To access any of the applications, please use the "Access" buttons. Some systems can be entered as a guest user, without the need to log-in. However, functionalities and data available will be limited. Additional information about the ESA Procurement Process and further useful links for economic operators are provided on the right-hand side.

esa-star Announcements



ESA Programmes Information



esa-star
Registration

More Details... Access

esa-star

More Details... Access

esa-star

More Details... Access

esa-star

More Details... Access

Register in ESA-STAR Registration

About ESA's Procurement Process

esa-star
ECM

More Details... Access

esa-star
CCD

More Details... Access

esa-star
ASTRA

More Details... Access

esa
esa-p

More Details... Access

Useful Links



1. ESA Tools – Basics of ESA Procurement





esa-star Publication

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esa-star Announcements 


ESA Programmes Information 

**Access Tenders and
ESA procurement related news**




 **esa-star
Publication**

[More Details...](#) [Access](#)

 **esa-star
esa-match**


[More Details...](#) [Access](#)

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 **esa-star
CCD**

[More Details...](#) [Access](#)

 **esa-star
ASTRA**

[More Details...](#) [Access](#)

 **esa-p**

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About ESA's Procurement Process 

Useful Links 



1. ESA Tools – Basics of ESA Procurement



esa-star Tendering

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esa-star Announcements

ESA Programmes Information

 esa-star Registration More Details... Access	 esa-star Tendering More Details... Access	 esa-star More Details... Access	 esa-star More Details... Access
 esa-star ECM More Details... Access	 esa-star CCD More Details... Access	 esa-star ASTRA More Details... Access	 esa-p More Details... Access

Submit your proposal

About ESA's Procurement Process

Useful Links



1. ESA Tools – Basics of ESA Procurement



esa-star esa-match

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esa-star Announcements



ESA Programmes Information



Network, find partners, advertise what you offer

The main content area features a grid of application tiles. Each tile includes an icon, the application name, and two buttons: "More Details..." and "Access". The tiles are:

- esa-star (top row, first three)
- esa-star esa-match (top row, fourth, highlighted with a blue border and a green arrow pointing to it)
- esa-star ECM (bottom row, first)
- esa-star CCD (bottom row, second)
- esa-star ASTRA (bottom row, third)
- esa-p (bottom row, fourth)

About ESA's Procurement Process



Useful Links



2. Type of Activity Overview



2. Types of Activity



This briefing is exclusively for the following activity types, divided into three presentations as follows:

<p style="text-align: center;">ESA-STAR</p> <p style="text-align: center;">5th Fixed Call for Proposals under the RPA in Lithuania</p> <p style="text-align: center;">CfP/5-50152/25/NL/MH/yd</p>	<p style="text-align: center;">ESA-STAR</p> <p style="text-align: center;">5th Fixed Call for Proposals for Co-Sponsored Research Activities (PhD Theses) under the RPA in Lithuania</p> <p style="text-align: center;">CfP/5-50153/25/NL/MH/yd</p>	<p style="text-align: center;">OSIP</p> <p style="text-align: center;">2025 Space related courses for Lithuanian industry</p>
<p>Type A – Research and preparatory activity</p>	<p>Type G2 – Education activities – PhD Theses</p> <p>This Call for Proposals is handled separately on ESA-STAR.</p> <p>Please see separate presentation on Type G2.</p>	<p>Type H – Space-related courses</p> <p>This campaign is handled separately via the Open Space Innovation Platform (OSIP).</p> <p>Please see separate presentation on OSIP.</p>
<p>Type B – Flight and ground segment related research and development activities</p>		
<p>Type C – Flight Opportunities N/A</p>		
<p>Type D – Space science activities</p>		
<p>Type E – Satellite development N/A</p>		
<p>Type F – Space (downstream) Applications</p>		
<p>Type G1 – Education activities – University courses</p>		

