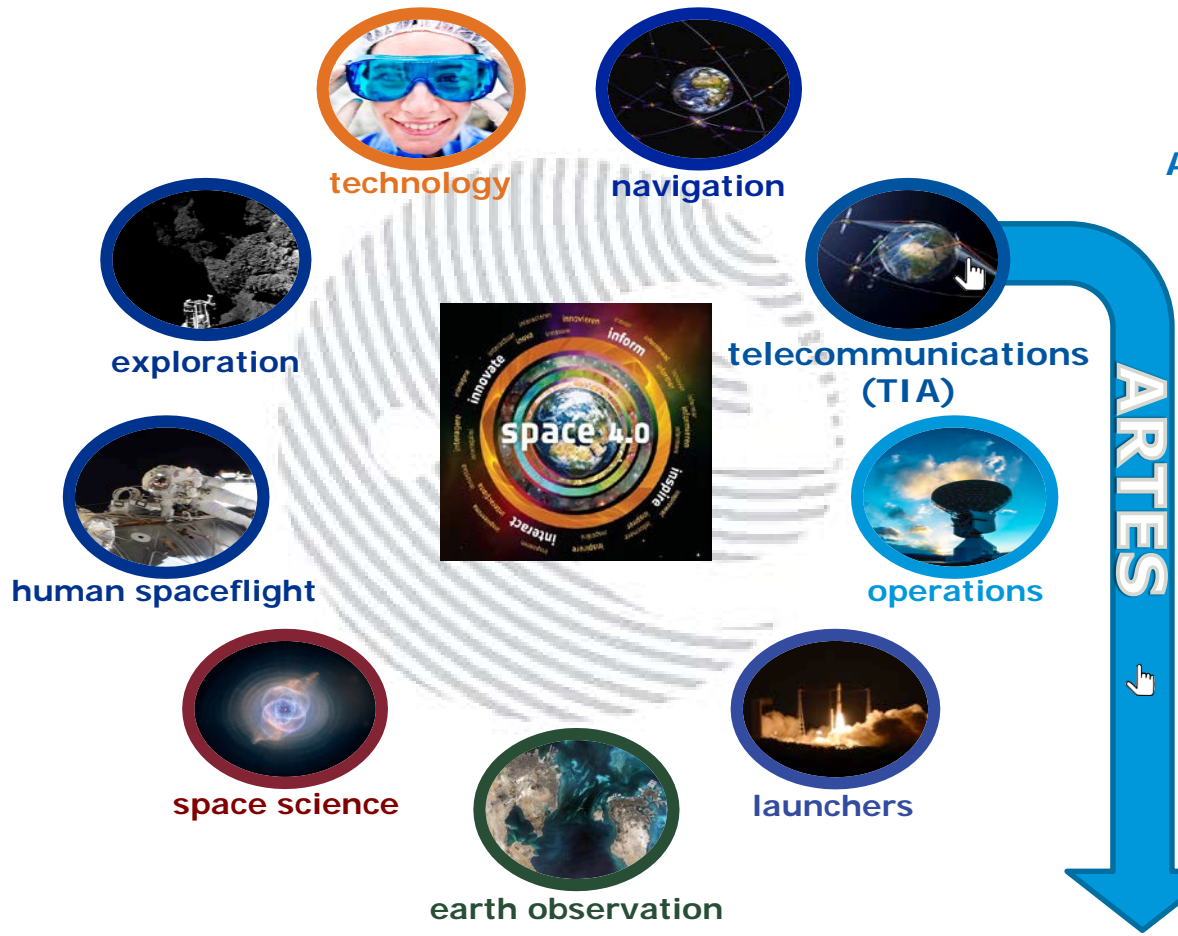


# ARTES Core Competitiveness: An Overview

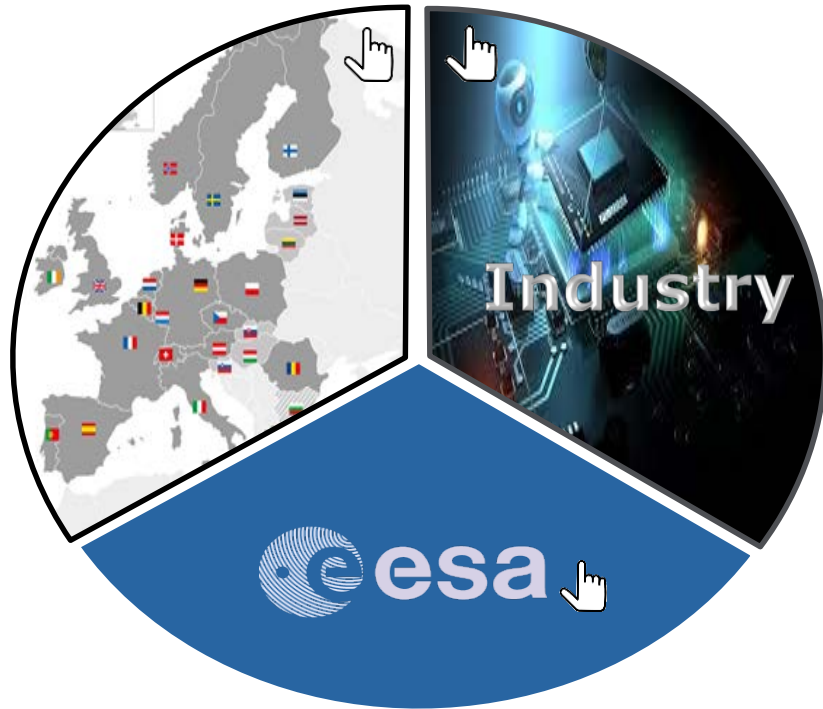
- Support the competitiveness of the European and Canadian industry on the world market
- Develop the use of space for the benefit of the European citizens and of the economy





## ARTES = Advanced Research in Telecommunications Systems

- Future Preparations (FP)
- Business Applications  
Integrated Applications  
Promotion (IAP)
- ☞ **Core Competitiveness (CC)**
  - ScyLight
- Large Platform Mission (LPM)
- Small Geostationary Satellite (SGEO)
- Next Generation Platform (Neosat)
- European Data Relay Satellite System (EDRS)
- Iris - SatCom for Air Traffic Management
- Automatic Identification System (SAT-AIS)
- Partner (e.g. Electra, Quantum, ICE, Indigo, ECO, Pioneer, Govsatcom, AIDAN )



- **National Delegates** contribute funding
- **Industry & institutions**<sup>(1)</sup> develop technology and products<sup>(2)</sup> for the world Satcom market
- **ESA** shares the risks and manages the contracts and activities
- **Industry** brings the end result to market & retains IPR

(1) within ESA Member States participating in ARTES

(2) Any hardware, software, system or sub-system, service or application item

# ARTES Core Competitiveness (CC):



1. Makes funding available
2. Facilitates synergies and cooperation among Industry
3. Enables think tank for ideas and opportunities
4. Offers independent assessment and technical expertise
5. Ensures full transparency of the process
6. Guarantees confidentiality and fairness



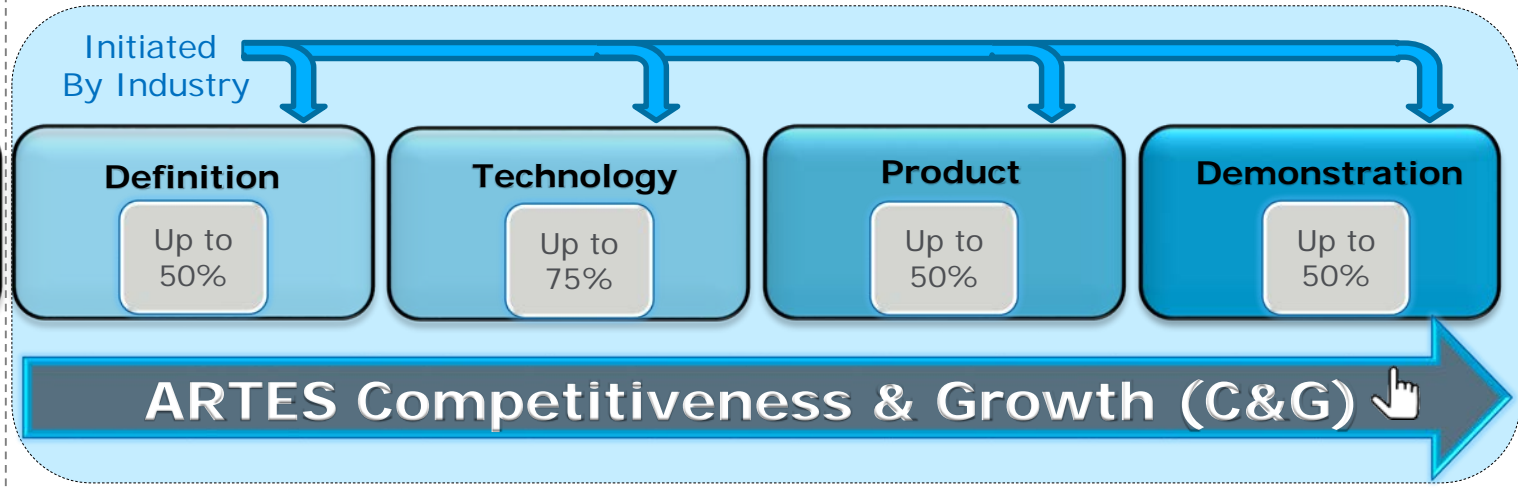
# ARTES Core Competitiveness Element



**Advanced Technology (AT)**  
100%

**ARTES AT**

Open Competition



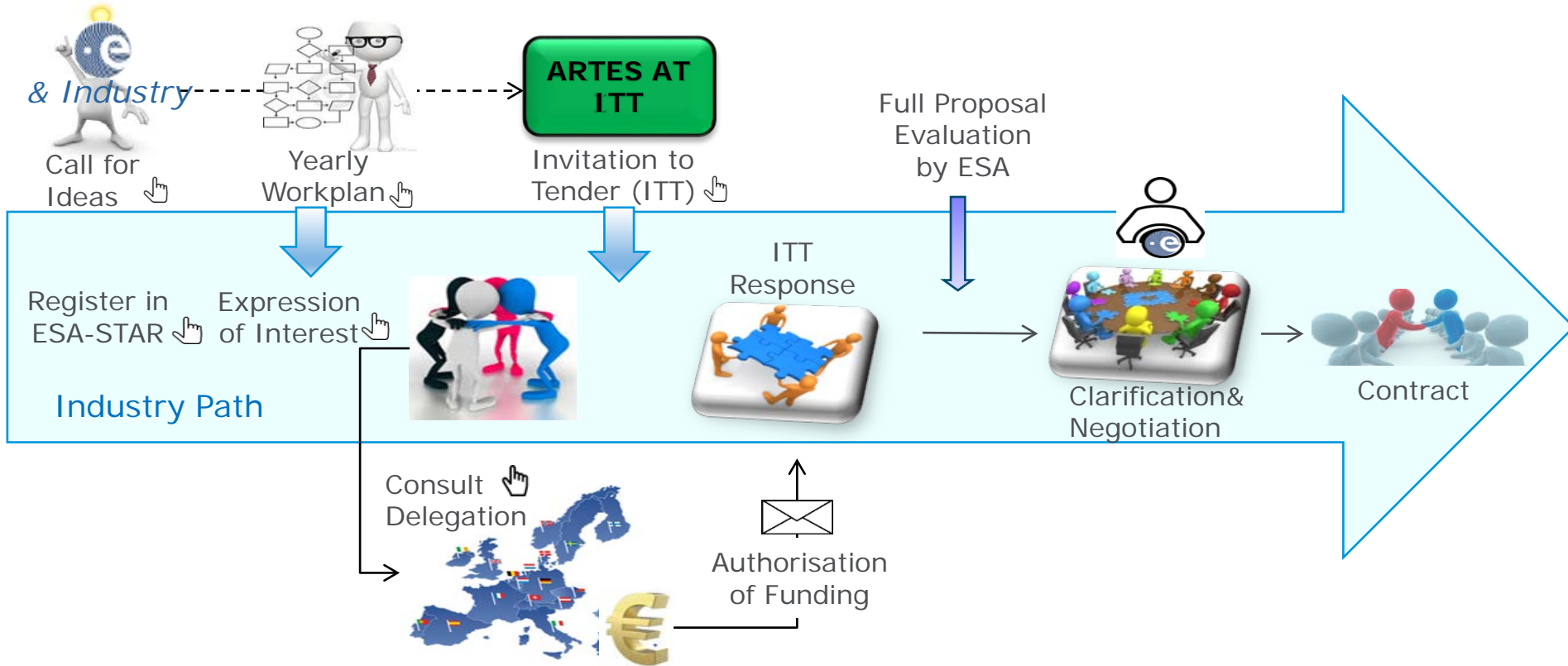
Direct Negotiation



# ADVANCED TECHNOLOGY



# ARTES Advanced Technology (AT) Process

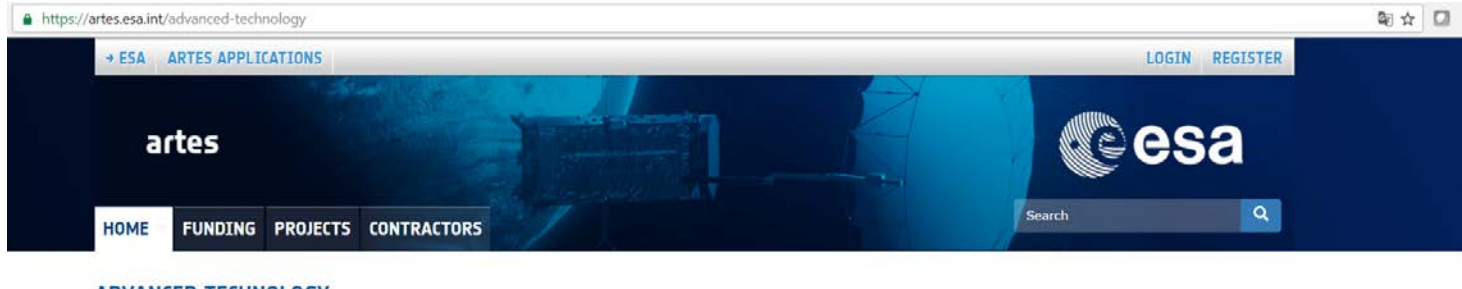




# ARTES Advanced Technology (AT) on the ARTES website



<https://artes.esa.int/advanced-technology>



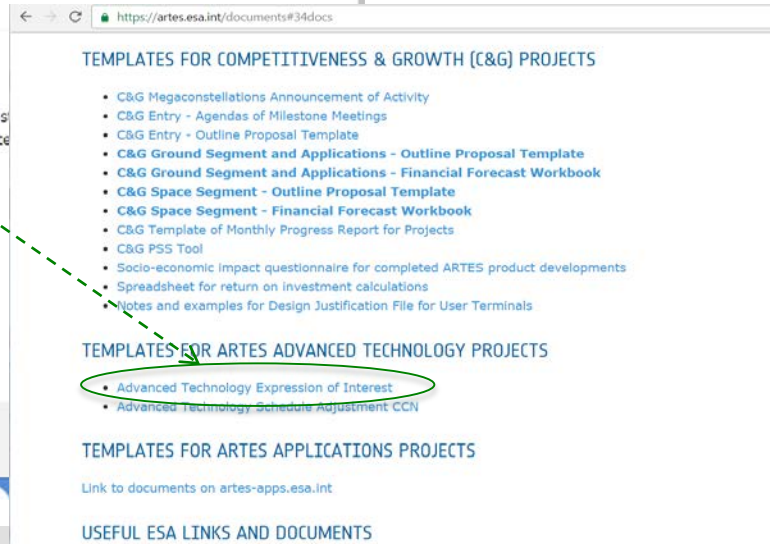
## ADVANCED TECHNOLOGY

- ARTES Advanced Technology - Workplan
- ARTES AT Planned Activities Summary Table
- Documents**



ARTES Advanced Technology is dedicated to long term technological development of the satcom industry initiative. This element focuses on research and development of new technologies and techniques in the ground and user equipment for future or evolving satcom systems.

- Download the ARTES AT 2016 and 2017 Workplan
- Download the ARTES AT Planned Activities Summary Table



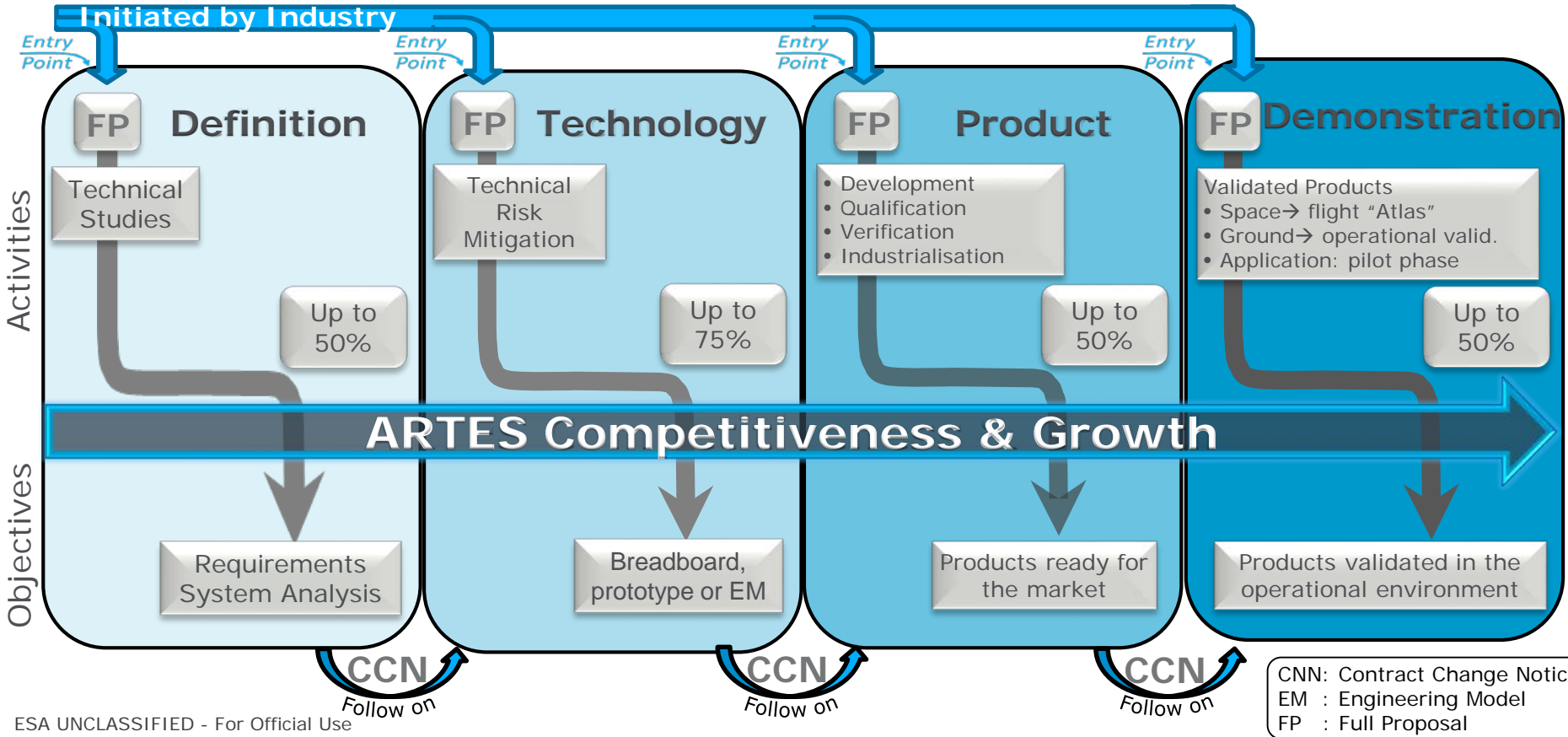
ESA UNCLASSIFIED - For Official Use



# COMPETITIVENESS AND GROWTH



# ARTES Competitiveness & Growth – The Development Phases

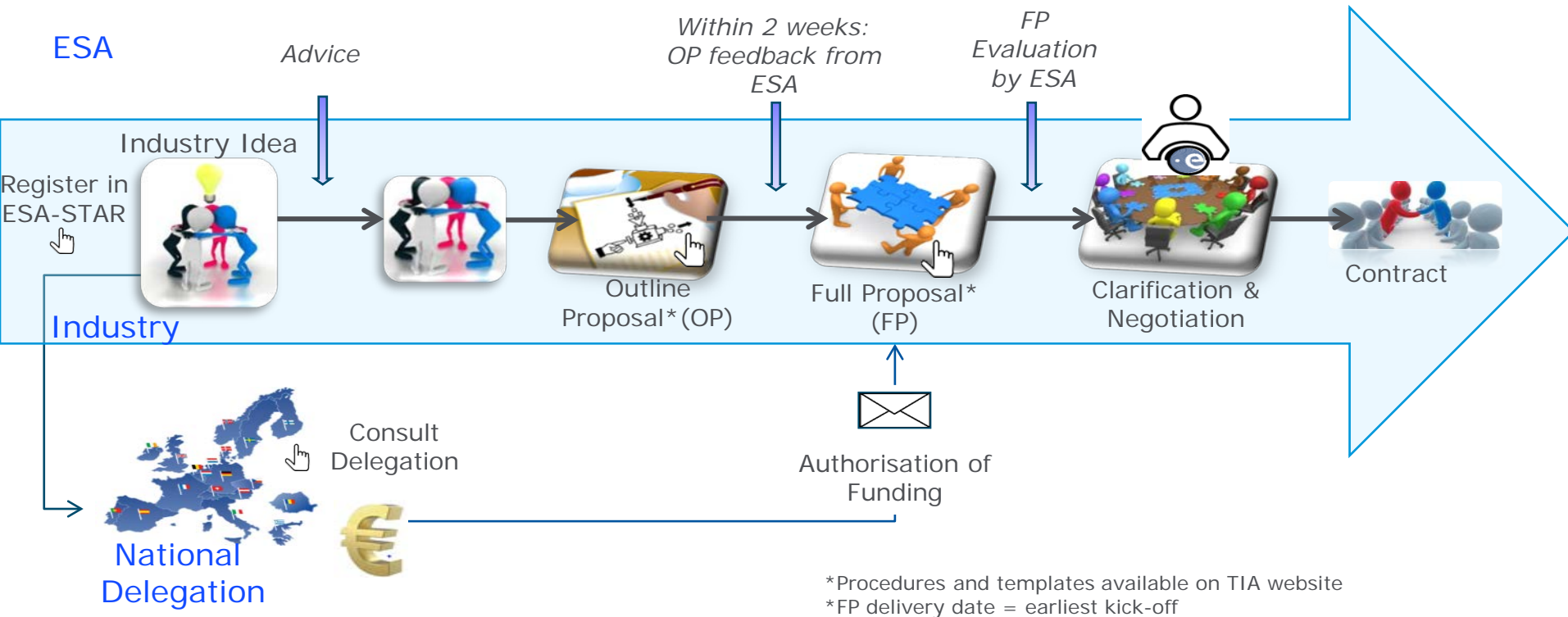


ESA UNCLASSIFIED - For Official Use



European Space Agency

# ARTES Competitiveness & Growth Process

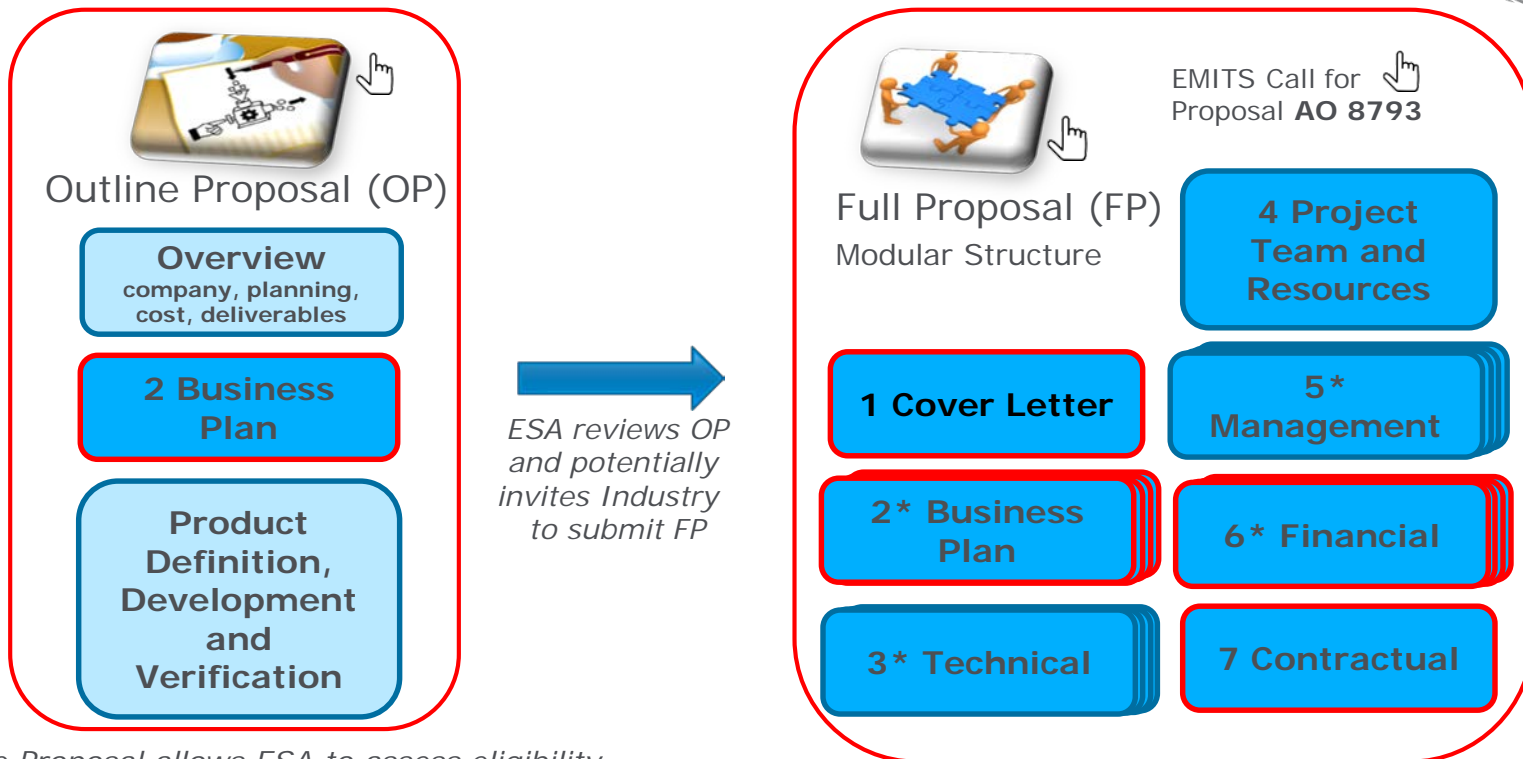


\* Procedures and templates available on TIA website

\* FP delivery date = earliest kick-off



# ARTES C&G Outline and Full Proposals



EMITS Call for Proposal **AO 8793**

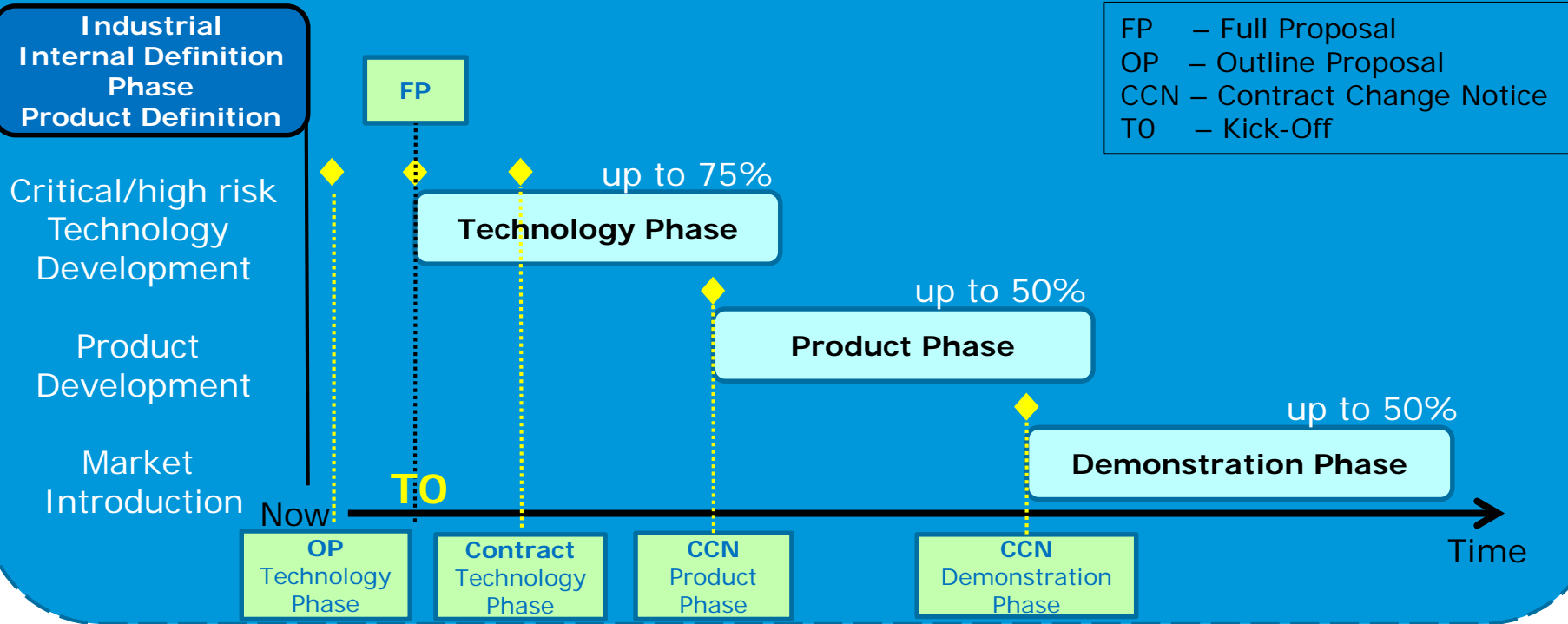
*Outline Proposal allows ESA to assess eligibility, feasibility and validity of the activity*

\* Update required for subsequent Phases

Mandatory Templates




## Company's Development Plan and ARTES C&G Support



FP – Full Proposal  
 OP – Outline Proposal  
 CCN – Contract Change Notice  
 TO – Kick-Off



	<b>Maximum Funding Level for Universities or Research Institutes</b>	
<b>ARTES C&amp;G Development Phase</b>	<b>With</b> commercial Interest in the product	<b>No</b> commercial interest in the product
Definition Phase	50%	50%*
Technology Phase	75%	100%*
Product Phase	50%	50%*
Demonstration Phase	50%	not applicable

\* up to 30% of total contract cost

# ARTES C&G for Newcomers and SMEs: ARTES Entry

1. SMEs within the ARTES C&G Participating States
2. Have not worked with ESA within the last 10 years (as Prime or Subcontractor)
3. Funding Up to 75% with max 250K€
4. Support for Technology, Product and Demonstration phase (\*\*)
5. Simplified Call for Proposals in EMITS (Reference Number AO8595)



	Maximum Funding Level	
Development Phase	Entry (≤250k€)	Universities or research institutes
Definition Phase	N/A	50%*
Technology Phase	75%	100%*
Product Phase	75%	50%*
Demonstration Phase (1)	75%	N/A

(\*\*): Demonstration Phase is only applicable for Ground and Applications – In case ATLAS (flight demonstration) is proposed please contact ESA

\*up to 30% of total contract cost





→ ARTES

CORE COMPETITIVENESS

A View on Recent Success



European Space Agency

# Your success is our success!

Space Segment



Courtesy of CASA

Ground Segment



Courtesy of Space Engineering  
Courtesy of Global Invacom

Applications



Courtesy of RDT

**ARTES CC Video:  
click to watch**



For more information, please consult:

**<https://artes.esa.int>**

### Note

To enable hyperlinks included in this handout please register and log-in to:

ARTES web site: 

EMITS: 

# ARTES Core Competitiveness Contact points



If you want to participate, visit <https://artes.esa.int> or contact us:

ARTES CC (AT + C&G):

[Dietmar.Schmitt@esa.int](mailto:Dietmar.Schmitt@esa.int)

ARTES Entry:

[Francesco.Feliciani@esa.int](mailto:Francesco.Feliciani@esa.int)

Contractual matters:

[Andrea.Dean@esa.int](mailto:Andrea.Dean@esa.int)

ARTES C&G Demonstration Phase Atlas:

[John.Shirlaw@esa.int](mailto:John.Shirlaw@esa.int)

Outline Proposals for ARTES C&G,  
Draft Proposals for Megaconstellation and  
Announcements of Activity are to be sent to:

[Artes-CG@esa.int](mailto:Artes-CG@esa.int)

ARTES Advanced Technology  
Expression of Interest are to be sent to:

[Artes-AT@esa.int](mailto:Artes-AT@esa.int)

