

# European Data Relay Satellite System (EDRS)

Announcement of Opportunity

Dear Sir/Madam,

The European Space Agency (ESA) is launching a new development programme aimed at the development and operations of a European Data Relay Satellite system (EDRS).

The programme is in preparation within the ESA's Joint Telecommunication Board (JCB) and will be submitted for approval at the forthcoming ESA's Ministerial Council on 25<sup>th</sup>/26<sup>th</sup> November 2008 (C-MIN 08).

The programme financial envelope is currently set at 250M€ for industrial contracts.

The main objectives of EDRS Programme are to:

- Provide ESA with the necessary Satellite Data Relay capacity and related services according to an agreed level of services for the nominal lifetime of the infrastructure (15yrs);
- Develop the satellite data relay commercial/institutional market;
- Support the standardisation and adoption of Optical and Ka-band DRS technology;
- Achieve a cost efficient programme.

With this announcement the Agency intends to solicit interest for this opportunity to Operators and Service Providers either independently or in suitable consortia.

Should you be interested to respond, you shall send your EDRS proposal (max. 50 pages) in three hard copies to the addressee below

Ulrich Sterzl  
P.O. Box 299  
2200AG Noordwijk  
The Netherlands

**by Monday 29<sup>th</sup> September 2008.**

In the appendices to this document you will find material relevant for the preparation of your EDRS proposal.

- Appendix 1: Proposal content guidelines;
- Appendix 2: The ESA Data Relay Satellite Service requirements;
- Appendix 3: Preliminary EDRS end to end system architecture;
- Appendix 4: Project Implementation Plan;
- Appendix 5: ESA – Operator baseline financial arrangement for the EDRS programme;
- Appendix 6: Evaluation criteria used by ESA for the pre-selection of proposals.

In your EDRS proposal you are requested to confirm your interest in participating in the EDRS programme. Your proposal shall comply with the ESA EDRS requirements as further defined in Appendix 2. Such requirement might be complemented with your requirements for the provision of EDRS services to other (non-ESA) market segments that you intend to address according to your business case.

Furthermore, your EDRS proposal shall contain inter alia:

- While responding to the requirement set forth in this AO, you are invited to review and propose optional modifications to the ESA "Preliminary EDRS

end-to-end architecture” (Appendix 3) and to the “ESA – Operator baseline financial arrangement for the EDRS programme” (Appendix 5) including responsibilities of all Parties. Similarly, while satisfying the ESA requirements the Operator<sup>1</sup> is invited to propose possible modifications which are judged more suitable from the technical and/or operational and/or financial point of view.

- Statement of concurrence with the principles of the Project Implementation Plan as per Appendix 4.
- Statements of concurrence with the funding scheme (Appendix 5) for EDRS, i.e.:
  - the funding that will be made available for each element of EDRS
  - the funding requirements for ESA on the basis of ROM costs for each technology element/equipment that would need to be developed (the bidder is expected to get cost estimation through consultation with the industry)
- Statements of concurrence with the Data Relay Service requirements and principle agreement on pro-forma Service Level Agreement (SLA) as per Appendix 2.

The Agency will evaluate all proposals received against the evaluation criteria specified in Appendix 6 aiming at a pre-selection of those proposals (max. three) which best meet the objectives and comply with the requirements of the Programme as specified above.

The information provided in the proposal will be kept confidential.

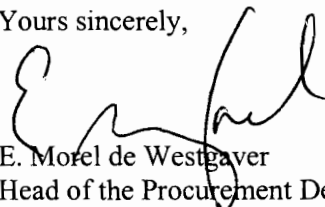
ESA will utilise, in prior agreement with the Bidders, some essential elements of their proposal to support the discussion and approval of the EDRS programme at the C-MIN 08.

ESA foresees to issue before the C-MIN 08 in Q4-2008 a Request for Quotation (RFQ) to each of the pre-selected Operators/Service Providers for carrying out Phase A studies, in accordance with ESA rules and procedures. The scope of such Phase A work will be to consolidate the feasibility of the missions proposed by the pre-selected Operators/Service Providers, who are expected to be the prime contractor of the respective study. All Phase A studies will be fully funded by ESA.

The final selection and award of the EDRS phase B/C/D/E contract will be achieved through competition.

Please note that the present letter by the Agency does not constitute any obligation by the Agency to pursue the envisaged initiative, to award any contract for the participation in the selection procedure or to reimburse any cost incurred.

Yours sincerely,



E. Morel de Westgaver  
Head of the Procurement Department  
European Space Agency

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<sup>1</sup> Except where ex- or implicitly stated otherwise, the term “Operator” in this Announcement of Opportunity encompasses also Service Providers.