

**Instituto Pedro Nunes**  
Rua Pedro Nunes  
3030-199 Coimbra, Portugal  
URL: <http://space.ipn.pt>  
E-mail: [space@ipn.pt](mailto:space@ipn.pt)  
Tel. + 351 239 700 900

**Subject: Invitation to Tender for the SPARK 4 Business Permanent Open Call**

**Ref:** 01/2021

**Date:** 1<sup>st</sup> of April 2021

Dear Madam or Sir,

Instituto Pedro Nunes (IPN) and the Telecommunications and Integrated Applications Directorate of the European Space Agency (ESA-TIA), with the support of Autoridade Nacional de Comunicações (ANACOM) and the Portuguese Space Agency – Portugal Space, hereby invite you to submit, at any given time, an Application against the present SPARK 4 Business Open Call.

**Purpose**

The purpose of the call is to stimulate the submission of ideas for innovative utilization of space assets (e.g. Satellite Communications, Satellite Navigation, Earth Observation, Human Spaceflight) within non-space markets (e.g. transport, energy, health, agriculture, environment, safety). This can involve either the improvement of existing operational processes and services or the generation of new applications or services.

The bidders of ideas with a potential good market perspective will get the opportunity to investigate the commercial viability and the technical feasibility within a small project via a SPARK 4 Business project, which shall make use of at least 1 (one) space assets - Satellite Communications, Satellite Navigation, Earth Observation, Human Spaceflight.

For activities where a good market and technical feasibility can be proven, the bidders will have the opportunity to further develop and implement their idea up to a pre-operational level via a follow-on Feasibility Study or Demonstration Project within the ESA Integrated Application Programmes (IAP) or via a follow-on Applications Project within the SatCom applications elements of the ESA programme ARTES Applications (reference: <http://artes-apps.esa.int>).

Considering the proximity of Portugal with other Portuguese speaking countries with whom manifold relations are established (business, institutional, educational, technological, etc.) and the business potential underlying in such relations, the call encourages the submission of projects addressing relevant problems, needs or opportunities in Portuguese speaking African countries such as Angola, Mozambique or Cape Verde, as well as projects addressing the oceans/maritime domain, namely the Atlantic. This statement does not limit in any possible way the range of non-space markets or geographies of application of the projects submitted.

## Beneficiaries

This Call encourages the submission of projects from space and non-space entities interested in developing services for non-space markets:

- a) Entities involved in space missions (Earth Observation, Human Spaceflight, Launchers, Navigation, Space Science, Space Engineering, Operations, Technology, Telecommunication);
- b) Space and non-space newcomer entities holding ideas for innovative utilization of space assets to develop non-space services.

## Submission and Evaluation of Applications

In 2021, the timelines are the following:

Submission of projects by	Evaluation Date
2 <sup>nd</sup> June 2021 (23:59 GMT)	17 <sup>th</sup> June 2021 (TBC)
2 <sup>nd</sup> November 2021 (23:59 GMT) - TBC	16, 17 or 18 <sup>th</sup> November 2021 (TBC)

All projects must be submitted to Instituto Pedro Nunes (IPN) in .pdf format only and in a single e-mail, to the address [space@ipn.pt](mailto:space@ipn.pt).

The eligibility of submitted projects will be checked by a Tender Opening Board (TOB). When the Project Submission Form is compliant with the formal requirements the TOB invites the Bidder to present his/her ideas to the TEB on the Evaluation Date. The content of the eligible Proposals will be evaluated by a Tender Evaluation Board (TEB) against the criteria set in the Conditions to Tender and Management Requirements.

## Budget

The total available budget for the implementation of the Call is 125.000 Euro for 2021. The available grant per winning project is up to 25.000 Euro. All projects should consider a co-funding basis up to 50% of the total project cost (e.g.: for a total project cost of 50.000 Euro, the maximum grant is 25.000 Euro).

## Other relevant documents

Applicants should also read the following documents made available with this Call:

- SPARK 4 Business Conditions to Tender and Management Requirements;
- SPARK 4 Business Project Submission Form;
- SPARK 4 Business Draft Contract.

Yours faithfully,

Carlos Cerqueira  
*Head of ESA Space Solutions Centre Portugal*