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EUSPA Industry Day

EGNSS Transversal Service Contractor (EUSPA/OP/02/25)

24th February 2026 9:30-11:30

EUSPA



Introduction

The information provided in the next slides represent an extract of the information contained in the Annex I to the Invitation to Tender (ITT), the “Tender Specifications”.

In case of inconsistency between this presentation and the “Tender Specifications”, the “Tender Specifications” prevail.

Agenda

- Introduction
- Overview
- Procurement Procedure and Timeline
- Envisaged Contractual Approach
- Organisation of the Tender(er)
- Assessment of Tenderers
- Conditions of Submission of Tenders
- Q&A

Questions raised will be noted and will be included in a clarification note that will be published by EUSPA, together with this slides, within the EUSPA Portal.

Overview

- Procurement overview
- Activities within the contract
- Establishment of fair competition conditions

Overview

Procurement Overview

- EUSPA/OP/02/25 – EGNSS Transversal Service Contractor (ETSC)
- Open Procedure with Direct Contract.
- Procurement documentation available in:
<https://www.euspa.europa.eu/opportunities/procurement>
- The scope of this procurement procedure is to conclude a Direct Contract for the performance of the E-GNSS Transversal Service operations, to ensure the provision of the E-GNSS Transversal Services.
- The estimated total value of the Direct Contract is 26,000,000 EUR.
- The Contractor, to whom this contract will be awarded, will be a key partner of EUSPA for the provision of the EGNSS Transversal Service operations for all the duration of the Contract, and will receive a significant level of delegation (and associated responsibilities) for the management of the wide scope of activities to be performed.

Overview

Activities within the contract

The activities to be performed within the Contract, include, at high level, the following:

- Managing the E-GNSS Transversal Infrastructure to provide the following services:
 - Operations of the E-GNSS Transversal Infrastructure, in particular for what concerns:
 - E-GSC Web portal management, including the E-GSC Help-desk and the E-GNSS Terrestrial Data Distribution Service (EDDS).
 - Interface with other E-GSC operators (e.g., GSOp II, NESP, etc.).
 - Management of the E-GSC Centre of Expertise (CoE), including operations and maintenance of the E-GNSS Demonstrator (ESD).
 - Performance of the Infrastructure Logistic Support (ILS), including all levels of maintenance, of the E-GNSS Transversal Infrastructure.
 - Support to security, including cybersecurity activities related to the E-GNSS Transversal Infrastructure.

Overview

Establishment of fair competition conditions

In order to ensure fair competition conditions within this procurement, the following measures are being put in place:

- A comprehensive description of the activities to be undertaken;
- Concerning access to information, and in accordance with principle of equal treatment, a due diligence process;
- A hand-over / hand-back process, to facilitate the handover to a new operator;
- Neutralization of elements that may affect impartiality and objectivity of the award within the limits and according to the principles elaborated by the case law.

Procurement Procedure and Timeline

- Timeline
- Submission of NDU: Access to EU proprietary information
- Due Diligence

Procurement Procedure and Timeline

Timeline

Action	Date
<i>Submission of Contract Notice for publication in OJ</i>	<i>16 December 22025</i>
<i>Recommended Deadline for submission of a non-disclosure undertaking ("NDU") for access to Proprietary Information</i>	<i>20 February 2026 (advisory)</i>
<i>Last date for submission of requests for clarifications</i>	<i>22 May 2026 17:00 CET</i>
<i>Last date of publications of clarifications</i>	<i>26 May 2026 17:00 CET</i>
<i>Deadline for reception of Tenders</i>	<i>1 June 2026 23:59 CET</i>
<i>Period of evaluation of Tenders</i>	<i>June-November 2026 (estimated)</i>
<i>Evaluation and Award decision</i>	<i>November 2026 (estimated)</i>
<i>Signature of Contract</i>	<i>November/December 2026 (estimated)</i>
<i>Start of Contract (Kick-off meeting)</i>	<i>1 January 2027 (estimated)</i>

Procurement Procedure and Timeline

Submission of Non-Disclosure Undertaking (NDU): Access to EU Proprietary Information

Any interested economic operator may request access to the proprietary information.

Access will be granted only upon submission of:

1. NDU using the form in Tender Specifications Annex I.G.2;
2. Identification Form (the “IF”) and the supporting documents there indicated;
3. Proof that the person signing the NDU is authorised to represent the Candidate/sub-contractor;
4. Evidence of the appointment of a Local Security Officer;
5. Further:
 - a) A Declaration of CIS Accreditation duly filled and signed by a person authorized under national laws to make such declarations, using the form provided in the Annex to the NDU, or
 - b) A certificate or decision issued by the relevant competent authority proving the accreditation of the CIS at the required classification level

EUSPA will dispatch proprietary information in electronical form only.

Procurement Procedure and Timeline

Due diligence

- The Contracting Authority makes available, to all Tenderers having submitted the NDU, the set of due diligence documents listed in the Reference Documentation List (Annex II.VIII to the Draft Contract).
- This is done to ensure, as far as possible, a level playing field of information and fair competitive conditions.
- The documentation contains information related to the service provision, operations, maintenance and planned evolutions of the System and the associated elements and services.

Procurement Procedure and Timeline Documentation (1/3)

The following documents are made available to the Tenderers:

- a) Contract Notice
- b) Annex I to Invitation to Tender - “Tender Specifications” with its annexes
- c) Annex II to Invitation to Tender

Some of the documents contained in the Annex II to the Invitation to Tender contain EU proprietary information that can be made available to the interested parties only following the submission of an NDU.

Procurement Procedure and Timeline Documentation (2/3)

Annex I to Invitation to Tender - “Tender Specifications” with its annexes including:

- Administrative Annexes (Annex I.A – “Template Identification Sheet of the Tenderer”, Annex I.B – “Template Declaration of Honour”, Annex I.C – “Template Joint Bidding Power of Attorney”, Annex I.D.1 – “Template Subcontractor Letter of Intent”, Annex I.D.2 – “Template Non-Subcontractor Letter of Intent”);
- Annex I.E “Template Financial Statements relating to the Selection Stage”;
- Annex I.F.1 “Template Financial Proposal”;
- Annex I.F.2 “Template Cost Sheets”;
- Annex I.G.2 “Template Non-Disclosure Undertaking (Re-Inforced)”;
- Annex I.H “Participation Conditions Part 1”, “Participation Conditions Part 2”, “Participation Conditions Part 3”;
- Annex I.K “Template Statistical Reporting”;
- Annex I.L “Template Statement of Compliance”.

Procurement Procedure and Timeline Documentation (3/3)

Annex II to Invitation to Tender “Draft Contract” with its annexes including:

- Annex II.III “Security Aspects Letter”;
- Annex II.IV “Statement of Work”;
- Annex II.V “KPI Definition Document”;
- Annex II.VI “CFI Assets and Deliverable Item List”;
- Annex II.VII “CISL and DRL”;
- Annex II.VIII “Reference Documentation List”;
- Annex II.XII “Template Foreground IPR declaration Part 1”, “Template Foreground IPR declaration Part 2”;
- Annex II.XIII “Template Background IPR declaration”;
- Annex II.XVIII “Template Quarterly Service Fee Payment Plan and MPP”;

Some of the documents contained in the Annex II to the Invitation to Tender as above listed contain EU proprietary information that can be made available to the interested parties only following the submission of an NDU.

Envisaged Contractual Approach

- Direct Contract
- Main Contractual Provisions
- Transfer of Undertakings

Envisaged Contractual Approach

Direct Contract

Direct Contract with a maximum duration of 72 months.

In direct contracts, all the terms governing the provision of the services, supplies or works are defined at the outset. Once signed, they can be implemented directly without any further contract procedures.

Envisaged Contractual Approach

Main Contractual Provisions (1/2)

Specified in the section 3.1 of the Tender Specifications

- **Language of the contract** – English;
- **Estimated total value of the Contract** - EUR 26,000,000.00, for the whole duration of the Contract, including also the Contract extensions and options.
- **Place of Performance** - Contractor's premises, having to be located within a Member State of the EU, and the prime and backup E-GSC premises (respectively within the Enaire campus in the ACC Torrejón de Ardoz, Madrid, Spain and CNES premises in Toulouse, France).
- **Duration** – 30 months from the Effective Date up to 72 months from the Effective Date with activation of options and extensions;
- **Ownership** - covered in the Draft Contract;

Envisaged Contractual Approach

Main Contractual Provisions (2/2)

- **Consents** – to be obtained by the Contractor;
- **KPI and liability** – covered in the Draft Contract;
- **Agency Undertakings** – covered in the Draft Contract, mainly related to right of access to E-GSC premises;
- **Handover Assets** – covered in the Draft Contract, available upon submission of the NDU;
- **Background IPR** – specific provisions contained in the Draft Contract;
- **Foreground IPR** – specific provisions contained in the Draft Contract.

Envisaged Contractual Approach

Transfer of undertakings

- Tenderers are required to assess and undertake the risks possibly deriving from the applicable national law and EU/national case law concerning transfer of undertakings in relation or in connection with the succession in the E-GNSS Transversal Infrastructure Service operations between the Incumbent Contractors and the Contractor, when different entities.
- Tenderers will be requested to address the risk and clearly identify the related envisaged financial consequences as a stand-alone amount in their financial proposal.
- EUSPA intends to neutralise, for evaluation purposes, the possible financial impact associated to this risk.

Organisation of the Tender(er)

- Overview

Organisation of the Tender(er)

Overview

Sections 4 and 5 contain a set of principles related to the organisation of the Tenderer and of its Industrial Organisation including information on :

- Core Team
- Change in the Composition of Tenderers / Core Team
- Joint Tenders
- Compliance to competition laws
- Participation in multiple Tenders
- Subcontracting including changes
- Supply Chain and use of COTS

Assessment of tenders

- Access to Procurement
- Exclusion and Rejection Criteria
- Selection Criteria
- Minimum Requirements
- Award Stage
 - Qualitative Award Criteria
 - Financial Award Criteria
 - Calculation of Final Score and Ranking of Tenders

Assessment of Tenders

The Tenders will be evaluated in the light of the criteria set out in the Tender Specifications.

The evaluation is based solely on the information provided in the submitted Tender. It involves the following:

1. Verification of the **submission requirements**;
2. Verification of compliance with the **Access to Procurement** conditions;
3. Verification of **non-exclusion** of Tenderers/Subcontractors on the basis of the exclusion criteria;
4. Verification of **non-rejection** of Tenderers/Subcontractors on the basis of the rejection criteria;
5. Verification of compliance with the **selection criteria**;
6. Verification of compliance with the **minimum requirements**;
7. Evaluation of tenders on the basis of the **award criteria**.

Assessment of Tenders

Access to Procurement

Tenderers will be evaluated against the requirements detailed in Section 7 of the Tender Specifications:

Ref #	Access to Procurement Conditions	To be Evidenced by:	Applicable to:
A1	Participation Conditions Entity must meet the conditions as per Section 7.1. of the Tender Specifications.	As per the provisions in Section 7.1 of the Tender Specifications.	All economic operators, as provided in Section 7.1 of the Tender Specifications.
A2	EU Restrictive measures Entity must meet the conditions as per Section 7.2 of the Tender Specifications..	As per the provisions in Section 7.2of the Tender Specifications.	All economic operators, as provided in Section 7.2 of the Tender Specifications.

Assessment of Tenders

Exclusion and Rejection Criteria

The Tenderers, consortium members and sub-contractors shall not be in any exclusion situation described in the Declaration of Honour.

The Tenderers, consortium members and sub-contractors shall not be in any ground for rejection described in the Declaration of Honour.

Tenderers must continue to fulfil the criteria and requirements above for the entire duration of this procurement procedure and for the duration of the ensuing Contract.

In case of any change in the in the situation regarding the above-mentioned criteria and requirements, Tenderers shall inform the contracting authority without delay.

Assessment of Tenders

Selection criteria (1/4)

Ref #	Legal and Regulatory Capacity Criteria	To be Evidenced by:
L1	<p>Legal entity authorisation requirement</p> <p>Entity is authorised to perform the Contract under its national law</p>	<ol style="list-style-type: none"> 1. Identification Form File (template available at: https://commission.europa.eu/publications/business-partners-legal-entities-and-bank-accounts_en), and 2. Extract of the inclusion in a trade or professional register, or certificate, membership of a specific organisation, or equivalent.
L2	<p>Management of conflicting interest</p> <p>Compliance with Section 10.1.2 of the Tender Specifications.</p>	Statement of compliance in the dedicated Section of the Declaration of Honour (Annex I.B of the Tender Specifications); and the evidences required in Section 10.1.2 of the Tender Specifications.
L3	<p>Appointed Local Security Officer (“LSO”) – as per Section 10.1.3.1 of the Tender Specifications.</p>	As per the provision in Section 10.1.3.1 of the Tender Specifications.
L4	<p>Possession of a Facility Security Clearance (FSC) as per Section 10.1.3.2 of the Tender Specifications.</p>	As per the provision in section 10.1.3.2 of the Tender Specifications.

Assessment of Tenders

Selection criteria (2/4)

Ref #	Legal and Regulatory Capacity Criteria	To be Evidenced by:
L5	Possession of PSC at the required level as per Section 10.1.3.3 of the Tender Specifications.	As per the provision in 10.1.3.2 of the Tender Specifications.
L6	Capability for handling of EU COMSEC Items as per 10.1.3.4 of the Tender Specifications.	As per the provision in 10.1.3.4 of the Tender Specifications.

Assessment of Tenders

Selection criteria (3/4)

Ref #	Economic and Financial Capacity Criteria	To be Evidenced by:
F1	The Tenderer must be in a stable financial position and have the economic and financial capacity to perform the Contract	Submitting a full copy of the Tenderer's annual accounts (profit and loss account, notes on the accounts and auditors' remarks when applicable) of the last three years approved by external auditors and Duly filled in Financial Statements relating to the Selection Stage in Annex I.E of the Tender Specifications.
F2	The Tenderer must have a minimum yearly turnover of EUR 4,000,000.00 in the last three years preceding the year of launch of the present procurement procedure.	Duly filled in Financial Statements relating to the Selection Stage in Annex I.E of the Tender Specifications. Copy of the Tenderer's annual accounts (profit and loss account, notes on the accounts and auditors' remarks when applicable) of the last three years approved by external auditors.

Assessment of Tenders

Selection criteria (4/4)

Ref #	Technical and Professional Capacity Criteria	To be Evidenced by:
T1	<p>Relevant experience</p> <p>Experience of Tenderer in performing recent and comparable services.</p>	<p>(a) Background and sound experience of the Tenderer in operating and maintaining an infrastructure accrued over the last 4 (four) years;</p> <p>(b) Background and sound experience of the Tenderer in GNSS services, technologies and applications accrued over the last 4 (four) years;</p> <p>(c) Proven experience in managing communications with users, web portals and a help desk over the last 4 (four) years;</p> <p>(d) Proven knowledge of complex systems and experience in performance monitoring and management under Key Performance Indicators regime over the last 4 (four) years;</p> <p>(e) Demonstration of relevant experience in managing project in an international context over the last 4 (four) years.</p>

Assessment of Tenders

Minimum requirements

Ref #	Minimum requirements	To be Evidenced by:
M1	Compliance with applicable environmental, social and labour law obligations established by European Union law, national legislation, collective agreements or the applicable international social and environmental conventions listed in Directive 2014/24/EU	Corresponding statements of compliance in the Declaration of Honour – Annex I.B.

Assessment of Tenders

Qualitative Award Criteria (1/3)

Ref #	Description of the Award Criterion	Maximum points	Minimum points
Q1	Adequacy of resources with respect to the scope of services and related justification:	15	7.5
	Adequacy of resources (including, but not limited to, size and competencies) proposed for the execution of the tasks and distribution of work within the Tenderer's team down the subcontracting chain.		
Q2	Quality and suitability of the proposed E-GNSS Transversal Services provision management approach.	15	7.5
	Quality and suitability of the integrated activity organisation and plan of the Contractor to ensure the provision of the services including adequacy and leanness of management approach and processes considering the stated level of compliance to the relevant requirements of the technical baseline, using the template in (Annex I.L) (reference is also made, inter alia to the security, product assurance, configuration management, environmental management, the approach to risks / mitigation actions, and requirement verification matrix).		
Q3	Adequacy, efficiency, reliability and completeness of the proposed E-GNSS Transversal Services.	30	15
	Level of committed performance, critical analysis and related justification thereof, considering the identified detailed requirements of the procured services, the stated level of compliance to the technical base-line, using the template in (Annex I.L) and the proposed approach to the service provision (including potential level of performance above the required level).		

Assessment of Tenders

Qualitative Award Criteria (2/3)

Ref #	Description of the Award Criterion	Maximum points	Minimum points
Q4	Quality and maturity of the plans required under Section 5.2 of the Tender Specifications:	10	5
	<p>This criterion will be assessed taking account of the following aspects:</p> <ul style="list-style-type: none"> • Quality and maturity of the plan to ensure compliance with the Supply Chain requirement under Section 5.2 of the Tender Specifications and relevant commitment to achieve the target percentage of subcontracting with competitive tendering outside the group, or, if applicable, the completeness and robustness of the provided justification for any derogation. • Quality and maturity of the plan to maximise participation of SMEs and start-ups from across the Union in the delivery of the scope of the Contract in terms of technologies, services, processes entrusted to start-ups and SMEs and relevant justifications. • Quality and maturity of the plan to ensure compliance with the general subcontracting principles under Section 5 of the Tender Specifications. 		

Assessment of Tenders

Qualitative Award Criteria (3/3)

Ref #	Description of the Award Criterion	Maximum points	Minimum points
Q5	Level of stated compliance to the contractual baseline and relevance of justifications where applicable:	15	7.5
	<p>This criterion will be assessed taking account of the following aspects:</p> <ul style="list-style-type: none"> • Level of stated compliance to draft Contract and relevance of the related justifications where applicable in case of non- or partial compliances are reported, including quality and consistency of possible alternative wording proposed. Duly filled in Background IPR Declaration. • Level of stated compliance to the SAL and relevance of the related justifications where applicable in case of non- or partial compliances are reported, including quality and consistency of possible alter-native wording proposed. 		
Q6	Credibility and appropriateness of costing:	15	7.5
	<p>This criterion will be assessed taking account of the following aspects:</p> <ul style="list-style-type: none"> • Consistency, justification and traceability of the proposed costs and cost structure with respect to the Tenderer's proposal. • Justification and transparency of costs, at prime and subcontractors' activities, including compliance with the cost structure requirements set in the Tender Specifications and measures to control the cost. 		

Assessment of Tenders

Financial Award Criteria

For evaluation purposes, the ‘Total Price for Evaluation Purposes of the Tender’ will be computed using the financial table of answers (Annex I.F.1).

The “Total Price for Evaluation Purposes of the Tender” will:

- Include the prices of all activities to be performed under the Contract.
 - including the options and number of activations per option identified in the Tender Specifications.
- not include the financial impact of transfer of undertakings risks (if any).
- not include the activities to be performed under Section 10 of Annex II.IV (Statement of Work), i.e. the Task 7 related to Handover (in order to establish fair competition conditions due to the incumbent position).

The financial score of each tender will be calculated as follows:

$$\text{Financial Evaluation Score of Tender X} = \left(\frac{\text{cheapest total price}_{\text{evpt}} \text{ received}}{\text{total price}_{\text{evpt}} \text{ of Tender X}} \right) \times 100$$

Assessment of Tenders

Calculation of Final Score and Ranking of Tenders

The final score of each tender is established by weighting technical quality against price on a 70/30 basis and will be calculated using the following formula:

SCORE FOR TENDER= 70% of Qualitative Evaluation score + 30% of Financial Evaluation score

A ranking list of all Tenderers will be established based on the 'score for tender' formula above. The Contract will be awarded to the Tenderer which will be ranked the highest (the best price-quality ratio).

Conditions of Submission of Tenders

- Content of the Tender to be Submitted
- Submission of the Tenders

Conditions of Submission of Tenders

Content of the Tender to be Submitted

The Tender must be:

- ✓ Signed by the Tenderer or its duly authorised representative;
- ✓ perfectly legible so that there can be no doubt as to words and figures;
- ✓ drawn up using all model reply forms supplied in the annexes to the Tender Specifications;
- ✓ clear and concise, with continuous page numbering, and assembled in a coherent fashion.

The Tender must be structured in:

- Envelope 1 – Administrative File
- Envelope 2 – Technical File
- Envelope 3 – Financial File

Which shall contain the information requested throughout the tender specifications and in particular in sections 15.5.1, 15.5.2 and 15.5.3.

Request to Participate Submission of the Tenders

Tenderers may submit their tenders only electronically on 2 (two) CD-ROM, DVD or USB sticks with the full set of documents (as requested under Sections 15.5 and 15.6 of the Tender Specifications).

*Deadline for submission of the
Tenders*

1st June 2026 23:59 CET

Period of validity of the tenders is twelve (12) months from the closing date for the submission of the tenders

Q&A

Questions should be raised using the chat

Questions raised will be noted and will be included in a clarification note that will be published by EUSPA, together with this slides, within the EUSPA Portal

Additional questions can be also submitted as per the Tender Specifications provisions



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