PRODUCT POLICY

Czech Space Technology Day
TEC-SG
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European Space Agency

www.esa.int

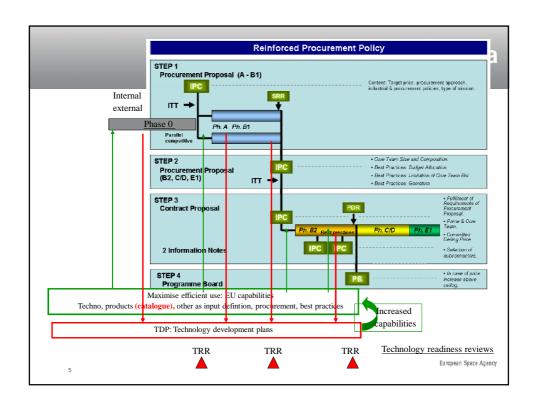## COMPETITIVENESS: PROCUREMENT REFORM

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POLICY ACTIONS (FROM ESA/IPC(2008)99)

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a) Define user driven and utilization oriented products for European programmes and for European companies to compete in the world market

b) Tailor technology development programmes and processes so as to support the product development cycle, from concept to qualification, including when required in-orbit demonstration

c) Establish processes and tools that allow setting up and maintaining a catalogue of such products

d) Establish measures that encourage investment by Member States

e) Establish measures that promote use of developments and reuse of products in ESA programmes and in other programmes.

f) Assuring equal opportunities to all classes of firms, including in particular SME

g) Assuring the availability by approach to sourcing

h) Maintain a strong supplier base with repeatable products and processes.

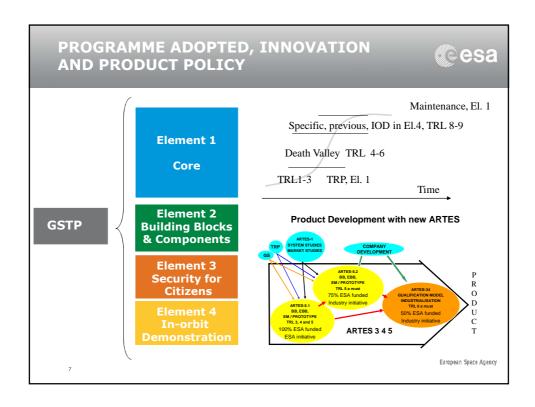European Space Agency

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PRINCIPLES OF THE PRODUCT POLICY

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a) Underlying Concept of the Product Policy

    a) New technologies needed due to the innovative character of missions must reach TRL 6 (qualified for intended use) before C/D Phase

    b) Reuse of generic Building Blocks should be preferred to new developments so as to avoid unnecessary risks and costs

b) Consequences

    a) Strong effort in identification of products at low integration level

    b) Develop products in advance to the level suitable for utilisation

    c) New technologies and products shall reach maturity required at each project step (TRL 5 at SRR, TRL 6 at PDR)

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IMPLEMENTATION OF THE PRODUCT POLICY

a) Technical Measures for Standardisation and Modularity

    a) Foster standardisation of interfaces and architectures to facilitate the definition of modules

    b) Coordinate reflection on standardisation of interfaces and architectures with Primes, equipment suppliers and National Agencies

b) Technical Measures related to Identification and Development of Products

    a) Improving the identification of user driven products and generic multi-mission Building Blocks

    b) Strenghtening the involvement of suppliers and users, including the ESA Projects

    c) Managing technology/product developments as project with clear utilisation driven milestones

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PROGRAMME ADOPTED, INNOVATION AND PRODUCT POLICY

LIST OF SPACE PRODUCTS - OBJECTIVES

a) Support projects in concept, feasibility and definition phases and in procurement actions for make and buy decisions

b) Promote the efficient use and re-use of products with minimum additional effort, for the reduction of risks to space projects (cost, schedule, performance)

c) Facilitate the reuse outside ESA programmes, so as to enhance the "market" volume, reduce cost and strengthen the industrial base

d) Motivate the investment of Member States in high technology maturity

LIST OF PRODUCTS - BENEFITS

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a) Provide the final Customer and Primes with knowledge about the qualification status of the listed products prior to major satellite procurement process

b) Facilitate the establishment of make or buy lists early in the procurement process

c) Reduce the effort for the lengthy qualification status reviews by the final Customer and Primes for all products for each new project

d) Reduce the efforts for suppliers to provide full demonstration of ECSS compliance for listed products for each new Customer

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USING THE LIST OF PRODUCTS

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a) It does not replace a Product Policy (it is a tool)

b) The use of listed products is not mandatory

c) Projects reMAIN however fully in charge to determine and decide on the level of innovation, geo-considerations and trade-off with risk, costs and planning

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