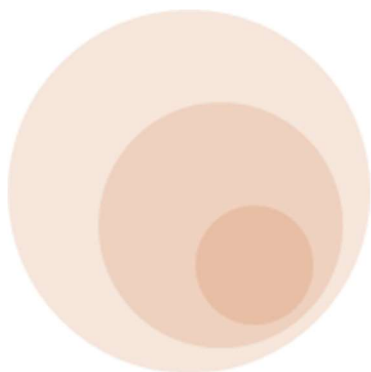




PROCUREMENT AND SALES DIRECTORATE  
PROCUREMENT AND SALES SUB-DIRECTORATE



## Competitive bidding regulations

OPEN CONSULTATION (ARTICLES L. 2500 OF THE FRENCH  
PUBLIC PROCUREMENT CODE)


**R&D ON SBSS: DEVELOPPING AN AUXILIARY  
PAYLOAD DEDICATED TO SST ACTIVITIES**

**ORASOA202405094**

Contract notice published in the supplement to the  
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**Date: 19/12/2024**

	<b>Competitive bidding regulations</b> <b>R&amp;D ON SBSS: DEVELOPPING AN</b> <b>AUXILIARY PAYLOAD DEDICATED TO SST</b> <b>ACTIVITIES</b>	<b>Iss. : 1</b> <b>Date: 18/12/2024</b> <b>Page: 2/11</b>
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This competitive bidding procedure is made up of the following documents, in descending order of priority:

- [DA1]: These competitive bidding regulations and appendices:
  - Appendix 1: General provisions governing CNES calls for tender
  - Appendix 2: Response template
- [DA2]: Technical specifications
- [DA3]: The draft contract

## 1 PURPOSE OF THE COMPETITIVE BIDDING PROCEDURE

This competitive bidding procedure concerns the services related to the tasks to be performed to the development of disruptive SBSS solutions (through primary, secondary payloads or the use of non-dedicated equipment) contributing to SST activities leading to the production of an engineering model, as defined in the technical specifications [DA2].

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## 2 SPECIFICATIONS

### 2.1 TECHNICAL SPECIFICATIONS

#### 2.1.1 Division into work packages

**This competitive bidding procedure is divided into legal work packages.** However, the Candidate's bid may cover all of the following legal packages:

##### **Legal work package 1: Auxiliary payload for Space Surveillance product**

###### **Firm tranche:**

- Technical work package 1: Hardware design and testing, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 2: On-board autonomy, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 3: Long-term perspectives assessment, from 15 May 2025 until 31 May 2027, Firm price

##### **Legal work package 2: Primary payload used for SBSS application**

###### **Firm tranche:**

- Technical work package 4: Hardware design and testing, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 5: On-board autonomy, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 6: Long-term perspectives assessment, from 15 May 2025 until 31 May 2027, Firm price

##### **Legal work package 3: Development of innovative solution (including sensor) that should be used for opportunistic space based detections**


###### **Firm tranche:**

- Technical work package 7: Hardware design and testing, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 8: On-board autonomy, from 15 May 2025 until 31 May 2027, Firm price
- Technical work package 9: Long-term perspectives assessment, from 15 May 2025 until 31 May 2027, Firm price

Provided the Candidate's bid meets all legal work packages, covering then all the services defined for that legal work package in the technical specifications [DA2].



**The Candidate is not authorized to submit bids with an amount that varies according to the number of legal work packages that may be obtained.**

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### 2.1.2 Alternative bid

The Candidate **is not authorised to submit an alternative bid.**

### 2.1.3 Minimum requirements

In the context of this competitive bidding procedure, **no minimum requirements are specified.**

## 2.2 CONTRACTUAL SPECIFICATIONS

The services shall be covered by **a Contract, with an estimated duration of 24 months.**

The draft contract is presented in [DA3].



**This draft contract constitutes a full-fledged specification and must be explicitly accepted by the Candidate in its bid, bearing in mind that for the purposes of this competitive bidding procedure, the Candidate is authorised to propose amendments to the draft contract, duly justified in its bid. Failing this, the amendments shall not be examined by CNES. CNES reserves the right to accept or not the amendments proposed by the Candidate.**

## 2.3 FINANCIAL SPECIFICATIONS

**Price disclosure:** In the context of this competitive bidding procedure, **the Candidate shall be informed that the credits allocated to the Legal work package 1 is 2 000 000 € excluding tax, to the Legal work package 2 is 2 000 000 € excluding tax and to the Legal work package 3 is 1 000 000 € excluding tax. However, this indication does not constitute a reason for the non-conformity of the bid, whose amount shall be assessed according to the selection criteria set out in §3.2.**

**Co-financing:** In the context of this competitive bidding procedure, **no special requirements are specified.**

## 2.4 RESPONSE TEMPLATE



**The Candidate's bid must be drawn up according to the "Response template" given in Appendix 2.**

All the communication between CNES and the Candidate, and in particular the submission of the bid, shall only be done using the CNES procurement dematerialisation platform, accessible via the link: <https://marches.cnes.fr>




**Only if this platform is not accessible** is the Candidate authorised to contact:


**CENTRE NATIONAL D'ÉTUDES SPATIALES**

Procurement – Sales service **DAR/OAR/SOA**

Address: **18, avenue Edouard Belin - 31401 Toulouse Cedex 9, France**

For the attention of **Quentin GARRIGA**  
[quentin.garriga@cnes.fr](mailto:quentin.garriga@cnes.fr)

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 **The Candidate who uses this means of communication must send with its request the proof that the platform placed at its disposal is unavailable. Otherwise, CNES reserves the right not to respond to its request.**

## 3 SELECTION CONDITIONS

### 3.1 BID CONFORMITY CONDITIONS

The nonconformities that can lead to rejection of the bid by CNES are as follows:

- Inappropriate bid: bid unsuited to the contract because, without substantial modification, it is clearly unable to meet the needs and requirements of CNES as expressed in the competitive bidding documents, which is equivalent to a failure to bid,

After negotiation, if applicable:


- Irregular bid: bid which fails to meet the requirements expressed in the competitive bidding documents, in particular because it is incomplete, or which is in breach of the applicable legislation, especially social and environmental legislation,
- Unacceptable bid: bid for which the price exceeds the budget credits allocated to the contract.

### 3.2 SELECTION CRITERIA


The analysis of the bids will lead to a rating based on a range of technical, administrative and financial criteria.

The bids shall be assessed with a view to selecting the most economically favourable bid according to the following weighted criteria:

Criteria	Description	Contribution
C1 – Technical	<p><b><u>Relevance and credibility of the technical proposal.</u></b></p> <p>The main assessment elements are:</p> <ul style="list-style-type: none"> <li>• Did the candidate provide the requirements matrix coverage?</li> <li>• Does the proposal submitted by the candidate meet all the requirements?</li> <li>• Does the proposal submitted by the candidate contain concrete elements leading to provide all the deliverables?</li> </ul>	30 %


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	<ul style="list-style-type: none"> <li>• Did the candidate provide the preliminary analysis presenting the foreseen added-value of the proposal, which at least, the following projections? <ul style="list-style-type: none"> <li>○ Orbital regime targeted by the solution</li> <li>○ Nature of the object the solution will be able to detect (active satellites, debris)</li> <li>○ Number of objects potentially detected</li> <li>○ Detection constraints (distance, luminosity, size of the object)</li> </ul> </li> <li>• Did the candidate provide elements demonstrating the innovative aspect of the solution?</li> <li>• Does the solution proposed by the candidate comply with the input (<math>\geq 3</math>) / output (<math>\leq 7</math>) TRL?</li> <li>• Did the candidate provide evidence the Engineering Model will be built at the end of the contract?</li> </ul>	
C2 – Strategy	<p><b><u>Relevance of the viability of the project in a long-term commercial solution perspective.</u></b></p> <p>The main assessment elements are:</p> <ul style="list-style-type: none"> <li>• About the economic viability of the solution: <ul style="list-style-type: none"> <li>○ Did the candidate provide evidence the solution proposed here is (or will be) included in its main development roadmap?</li> <li>○ Did the candidate provide evidence showing the development of the proposed solution will become a commercial solution if successful?</li> <li>○ Did the candidate provide a clear roadmap leading to transform this R&amp;D activity in operational commercial solution, if successful?</li> </ul> </li> </ul>	25 %

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	<ul style="list-style-type: none"> <li>○ Did the candidate propose financial elements related to the solution once operational, if successful?</li> <li>○ Are the financial elements provided demonstrate the viability of the project once operational if successful?</li> <li>○ In case of a consortium, how many different nationalities are involved?</li> <li>● About the contribution to the strategic autonomy: <ul style="list-style-type: none"> <li>○ Did the candidate propose a solution leading to foster innovation through the existence of cutting-edge skills in the fields studied?</li> <li>○ Did the candidate provide a Strength, Weaknesses, Opportunity and Threats matrix (so called SWOT matrix)?</li> <li>○ Did the candidate provide evidence the SWOT matrix is relevant?</li> </ul> </li> </ul> <p>Did the candidate provide evidence the solution will contribute to increase the European Strategic autonomy once operational, if successful?</p>	
C3 – Organization and method	<p><b><u>Relevance of the work organization.</u></b></p> <p>The main assessment elements are:</p> <ul style="list-style-type: none"> <li>● Did the candidate provide a clear organizational structure?</li> <li>● Did the candidate provide skills matrix demonstrating its credibility to carry out the activity?</li> <li>● Did the candidate provide evidence demonstrating technical resources and working environment are relevant?</li> <li>● Did the candidate propose a clear calendar in line with the timeline of the contract?</li> <li>● Did the candidate propose a clear incremental approach with well-identified milestones and</li> </ul>	20%



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	<p>deliverables in line with the requirements of the contract?</p> <ul style="list-style-type: none"> <li>• Did the candidate provide evidence the methodology proposed to carry out the activity is relevant?</li> <li>• Did the candidate provide a risk matrix?</li> <li>• Does the risk matrix provided by the candidate rely on evidence demonstrating the method used to identify the risk is relevant?</li> <li>• Does the candidate provide mitigation actions for each risk identified?</li> <li>• Does the candidate provide elements showing the impact of the mitigation actions on the success of the project, if activated?</li> </ul>	
C4 – Cost	The total cost of the solution is evaluated.	15 %
C5 – Ecology	<p><b><u>Concerns about consequences of the project on the Ecology</u></b></p> <p>The main assessment elements are:</p> <ul style="list-style-type: none"> <li>• Did the candidate provide elements demonstrating the credibility of the actions implemented to respond to the reduction of environmental impacts?</li> <li>• Is the candidate already ISO certified (ISO related to environmental considerations)?</li> </ul>	10%

## 4 COMPETITIVE BIDDING PROCESS


The steps in this competitive bidding procedure are as follows:

### 4.1 PRELIMINARY CALL FOR PROPOSALS

This competitive bidding procedure **is not subject to a pre-bid invitation to tender.**

### 4.2 SITE VISIT

This competitive bidding procedure **is not subject to a site visit.**

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### 4.3 BID SUBMISSION

The Candidate must submit its bid in accordance with the conditions specified in chapter 2.4 of these regulations, and no later than: **14/02/2025**.

 **Any bid submitted after this deadline shall not be considered.**

Any questions from the Candidate must be sent via the CNES purchasing profile, at least ten (10) working days before the deadline for receipt of bids. The CNES will inform all Candidates of the response to questions via its buyer profile.

Any request for an extension of this deadline must be duly substantiated and sent via the CNES buyer profile at least **ten (10) working days** before the deadline for the receipt of the bids.

If CNES considers this request acceptable, it shall inform all the Candidates via its buyer profile.


If the procedure did not require a preliminary call for proposals, the Candidate shall complete its bid with the elements necessary for the examination of its proposal by CNES. All the documents submitted by the Candidate in response to this competitive bidding procedure shall be kept and archived by CNES and treated as confidential.

### 4.4 BID NEGOTIATION

This competitive bidding procedure **may give rise to a negotiation phase, according to the conditions specified below.**

After the bids have been received, CNES may:


- Invite the Candidate to participate in a negotiation phase which will lead to the submission of a bid modified accordingly. Within the context of this phase, apart from the negotiation leading to a modified bid, CNES may, in particular, ask the Candidate for substantiating documentation regarding any particular component of its pricing proposal and may request additional details concerning all the components of the bid. In any case, these clarifications shall be sent to CNES via the buyer profile within **three (3) days** following the request and shall be incorporated into the modified bid.
- Before taking its decision, ask the Candidate for more details and information concerning its modified bid; these clarifications or additions are intended to clarify the file. The Candidate is required to provide CNES, via the buyer profile, any additional technical, administrative or financial information that may be requested within **three (3) days** following the request.
- Choose the modified bid based on the selection criteria set out in paragraph 4.5 below.

 **However, CNES reserves the right to award the contract on the basis of the initial bid without negotiations.**

The initial bid shall apply until the modified bid is issued by the Candidate. The modified bid shall be binding on the Candidate.

### 4.5 OUTCOME OF THE COMPETITIVE BIDDING PROCEDURE - NOTIFICATION OF THE RESULT

At the end of this competitive bidding procedure, CNES shall notify the Candidate of its choice (bid selected or rejected).

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If all the bids received are non-conforming, CNES shall declare the competitive bidding unsuccessful and shall inform the Candidate of its decision.

#### 4.6 FINALISATION OF THE CONTRACT

After the decision to award the contract, a contract finalisation phase may be scheduled by CNES.



**This finalisation may not result in any substantial modification to the bid or the contract, any variation in which would be liable to distort competition or have a discriminatory effect.**



**In particular, at this stage of the competitive bidding procedure, the draft contract is deemed to be explicitly accepted by the Candidate or, if this regulation so permits, to have been the subject of amendments duly justified by the Candidate and accepted by CNES.**

#### 4.7 DECISION TO TERMINATE THE BIDDING PROCEDURE

If CNES decides not to proceed with this competitive bidding procedure, it shall inform the Candidate as soon as possible in accordance with the regulations. The decision to terminate the bidding procedure shall not give rise to any compensation.

❖ End of document ❖