



PROCUREMENT AND SALES DIRECTORATE
PROCUREMENT AND SALES SUB-DIRECTORATE



Competitive bidding regulations

OPEN COMPETITIVE TENDER (AOO)

Commercial Data Provision 3

ORASOA202602905

 Diffusion Limitée cnes CENTRE NATIONAL D'ÉTUDES SPATIALES	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 2/11
--	---	---

CONTENTS

1	PURPOSE OF THE COMPETITIVE BIDDING PROCEDURE	3
2	SPECIFICATIONS	4
2.1	TECHNICAL SPECIFICATIONS	4
2.1.1	<i>Division into work packages</i>	4
2.1.2	<i>Alternative bid</i>	5
2.1.3	<i>Minimum requirements</i>	5
2.2	CONTRACTUAL SPECIFICATIONS	5
2.3	FINANCIAL SPECIFICATIONS	5
2.4	RESPONSE TEMPLATE	6
3	SELECTION CONDITIONS	6
3.1	BID CONFORMITY CONDITIONS	6
3.2	SELECTION CRITERIA	6
4	COMPETITIVE BIDDING PROCESS	10
4.1	PRELIMINARY CALL FOR PROPOSALS	10
4.2	BID SUBMISSION	10
4.3	BID NEGOTIATION	10
4.4	OUTCOME OF THE COMPETITIVE BIDDING PROCEDURE - NOTIFICATION OF THE RESULT	10
4.5	FINALISATION OF THE CONTRACT	10
4.6	DECISION TO TERMINATE THE BIDDING PROCEDURE	11

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 3/11
---	---	---

This competitive bidding procedure is made up of the following documents, in descending order of priority:

- [DA1]: These competitive bidding regulations and appendices:
 - o Annex 1A - Eligibility and Participation Conditions – SST
 - o Annex 1B - Appendix on Eligibility and Participating Conditions -SST
 - o Annex 2 - Financial statement
 - o Annex 2B - Financial statement per month
 - o Annex 3 - Tender information
 - o Annex 4 - CNES - Special Administrative Terms and Conditions (CCAP 2021)
 - o Annex 5 - CNES - General provisions
 - o Annex 6- SP EUSST Clauses subcontracts
- [DA2]: Technical specifications
- [DA3]: The draft contract

1 PURPOSE OF THE COMPETITIVE BIDDING PROCEDURE

This competitive bidding procedure concerns the services related to commercial data provision, as defined in the technical specifications [DA2].

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 4/11
---	---	---

2 SPECIFICATIONS

2.1 TECHNICAL SPECIFICATIONS

2.1.1 Division into work packages

This competitive bidding procedure is divided into 5 legal work packages. The Candidate's bid may cover one or several or all of the following legal packages:

Legal work package 1: On-ground optical based data acquisition

Firm tranche:

- Flat Rate (01/02/2027 – 31/12/2027), Firm fixed price.

Package with price schedule

- On-demand data provision, 11 months and Firm fixed price

Legal work package 2: On-ground radar-based data acquisition

Firm tranche:

- Flat Rate (01/02/2027 – 31/12/2027), Firm fixed price.

Package with price schedule

- On-demand data provision, 11 months and Firm fixed price

Legal work package 3: On-ground passive-RF based data acquisition

Firm tranche:

- Flat Rate (01/07/2025 – 30/06/2026), Firm fixed price.

Package with price schedule

- On-demand data provision, 11 months and Firm fixed price

Legal work package 4: In-Orbit optical based data acquisition

Firm tranche:

- Flat Rate (01/07/2025 – 30/06/2026), Firm fixed price.

Package with price schedule

- On-demand data provision, 11 months and Firm fixed price

Legal work package 5: On-ground lasers-based acquisition

Firm tranche:

- Flat Rate (01/07/2025 – 30/06/2026), Firm fixed price.

Package with price schedule

- On-demand data provision, 11 months and Firm fixed price

Provided the Candidate's bid meets a legal work package, it must cover all the services defined for that legal work package in the technical specifications [DA2].

The bids shall be examined legal work package by legal work package.



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.

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 5/11
---	---	---

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, the Candidate's bid shall meet the minimum requirements as specified below:

- The minimum requirements that the Candidate's bid must meet are described in Annex 1B - Appendix on Eligibility and Participating Conditions – EUSST
- The eligibility criteria defined in [DA2] - Section 7.1
- The provision of the mandatory data packages as detailed in the [DA-2] – Section 7.2.6



The Candidate shall provide the proof of conformity of its bid with the minimum requirements.



These minimum requirements shall not be open to negotiation. In the event of non-conformity with these requirements, CNES shall consider that the bid is inappropriate, which shall result in the rejection of the initial bid before negotiations, where appropriate, for non-conformity. In this case, CNES shall notify the Candidate as quickly as possible.

2.2 CONTRACTUAL SPECIFICATIONS

The services shall be covered by a Contract, with an estimated duration of 12 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 draft contract as submitted in the regulations constitutes a non-negotiable contractual basis.

2.3 FINANCIAL SPECIFICATIONS

Price disclosure: In the context of this competitive bidding procedure, the Candidate shall be informed that the credits allocated to this contract are € 6 500 000 excluding tax, covering all legal work packages included in this call for tender. 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.

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 6/11
---	---	--

2.4 RESPONSE TEMPLATE

 **The Candidate's bid must be drawn up according to the "Bidding template" given in Appendix 3.**

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'ETUDES 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

 **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 non-conformities 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:

 Diffusion Limitée cnes CENTRE NATIONAL D'ÉTUDES SPATIALES	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 7/11
--	---	---

Criteria	Description*	Contribution
C1 – Technical	<u>Relevance and credibility of the technical proposal.</u> • Compliance with requirements: the candidate provides relevant details with respect to each requirement and technical activities. • Sensors portfolio: The candidate provides relevant details about the sensors that can be used to observe several orbital regimes covered (LEO, MEO, GEO, HEO), the object types (operational satellites, debris) and presents concrete detection limits (maximum range, limiting magnitude, minimum size, ...). This portfolio is adequate to both Surveillance and Tracking activities. • Track content: For each regime the candidate provides an adequate average number of measurements per track, the sampling interval, the mean track duration and the measurement accuracy	30%
C2 – Added Value	<u>Relevance of the added value with respect to the EU SST.</u> • Extended coverage: The candidate can complement in efficient manner the current EU-SST capabilities to observe and reobserve resident space objects • Geographic diversification: The candidate can complement in efficient manner the current EU-SST capabilities thanks to sensors located outside Europe • Regime diversification: The candidate can complement in efficient manner the current EU-SST capabilities thanks to LEO, MEO, HEO and GEO detection capabilities	25%

Criteria	Description*	Contribution
	• EU-SST autonomy: The candidate can complement in efficient manner the current EU-SST capabilities to reduce reliance on non-EU providers.”	
C3 – Operational capabilities	<u>Relevance of the operational capabilities.</u> • Volume of data: The candidate provides relevant volume of data in regard to this technical activity, supported by evidence. Among the key figures, we can list: - o Number of objects able to detect per month - o Number of tracks able to be delivered per month - o Number of on-demand requests able to handle per month - o Repartition between on-demand surveillance and tracking request • Sensors portfolio: The number of sensors that are already operational and the foreseen developments all along the contract • Risk management: The candidate proposes relevant risk analysis and mitigation actions.	20%
C4 – Cost	The cost per track per sensor of the regular offer, flat rate included, is evaluated.	15%
C5 – Environmental clause	<u>Minimizing the impact of the project on the environment</u>	10%

 Diffusion Limitée cnes CENTRE NATIONAL D'ÉTUDES SPATIALES	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 9/11
--	--	---

Criteria	Description*	Contribution
	• Environmental actions: The candidate presents a concrete plan to reduce energy consumption • ISO 14001 certification or any other eco based certification: The candidate provides evidence that the solution has been certified.	

* Non-exhaustive list

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 10/11
---	---	---

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 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: **24 November 2026 at 17:00**



Any bid submitted after this deadline shall not be considered.

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.

The Candidate authorizes CNES to send all or part of these documents to the 4 Head of Expert Team of EU SST, which must consider them confidential.

At this stage, Appendix 1A shall be provided by all subcontractors.

4.3 BID NEGOTIATION

This competitive bidding procedure shall not give rise to any negotiations. The only purpose of the requests for clarification that may be made by CNES is to clarify the file, knowing that the elements of the bid cannot be modified.

4.4 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).

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

4.5 FINALISATION OF THE CONTRACT

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

	Competitive bidding regulations Commercial Data Provision 3 ORASOA202602905	Iss. : 1 Date: 14/10/2026 Page: 11/11
---	---	--



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, the Candidate is informed that the CNES will be able to subcontract all or part of the bid. Consequently, the final amount of the contract will be adjusted according to the list of accepted sensors.

For example: Among a list of ten sensors proposed by the Candidate, the CNES could select only the five needed.

4.6 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 ❖