ECOS 6: ESA's Next-Generation Costing Software

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What is ECOS?

- The ESA Costing Software (ECOS) is an ESA corporate application designed to support industry for the preparation of price proposals and creation of PBF forms.

- ECOS is recognised within the ESA/ADMIN/IPOL-INSR(2025)1 (Cost Engineering Services Admin), chapter 5 and the Memo ESA-CFO-CM-MO-2026-00047 (Usage of ECOS & PBF/PSS forms):

Considering the digitalisation initiative of the DG, efficiency and the ease to use ECOS, it was decided that ESA will request the use of ECOS in all Space Tender Actions[1], including Standard Tender Actions, EXPRO, EXPRO+ and Calls for Proposals. It is not to be used for non-space Tender Actions e.g. General Procurement[2] and Manpower Contracts.

ECOS is to be used as follows:

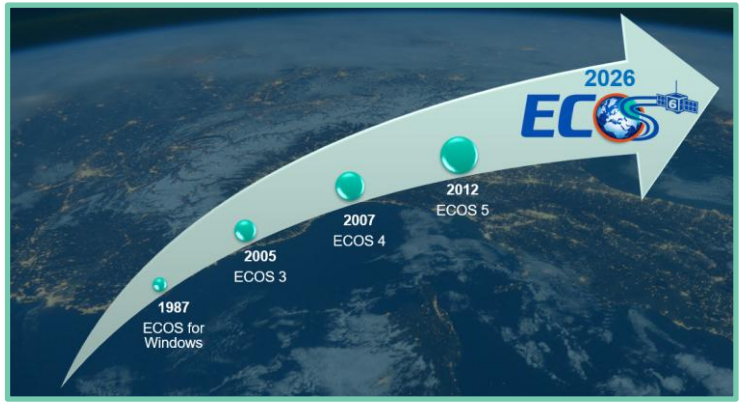
- In all new Space Tender Actions: ECOS 6 is the standard costing tool.
- In Tender Actions published between March 2016 and March 2026 already using ECOS: ECOS 5 stays the standard costing tool for cost evolutions. It can be manually switched to ECOS 6 with agreement of the contractor, to be activated through an email request to ESA IT support (esait.service.desk@esa.int, indicating the Tender Action number concerned).

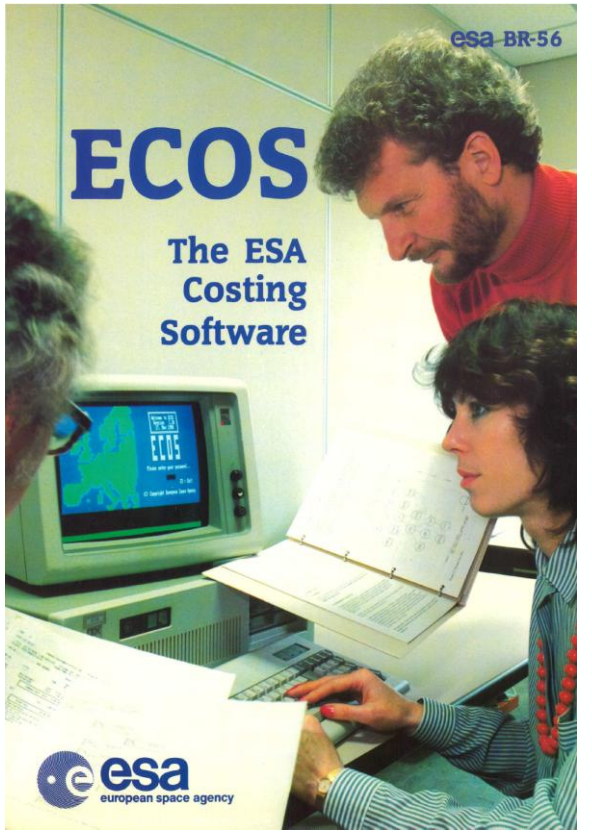
- ECOS provides a standardised, structured and comprehensive framework, tailored to the ESA regulations and costing requirements for compiling the total price inputs across the whole consortium participating a tender.

- **ECOS enables ESA to receive a complete digital version of the price data, allowing for a wider, deeper and robust price analysis, in compliance with latest IT security guidelines.**

The origins of ECOS

- ECOS was developed by ESA (Cost Analysis Division) in the 80's as a revolutionary Project Management tool, when all documentation was on paper and thousands of pages of price breakdown could not even be handled.

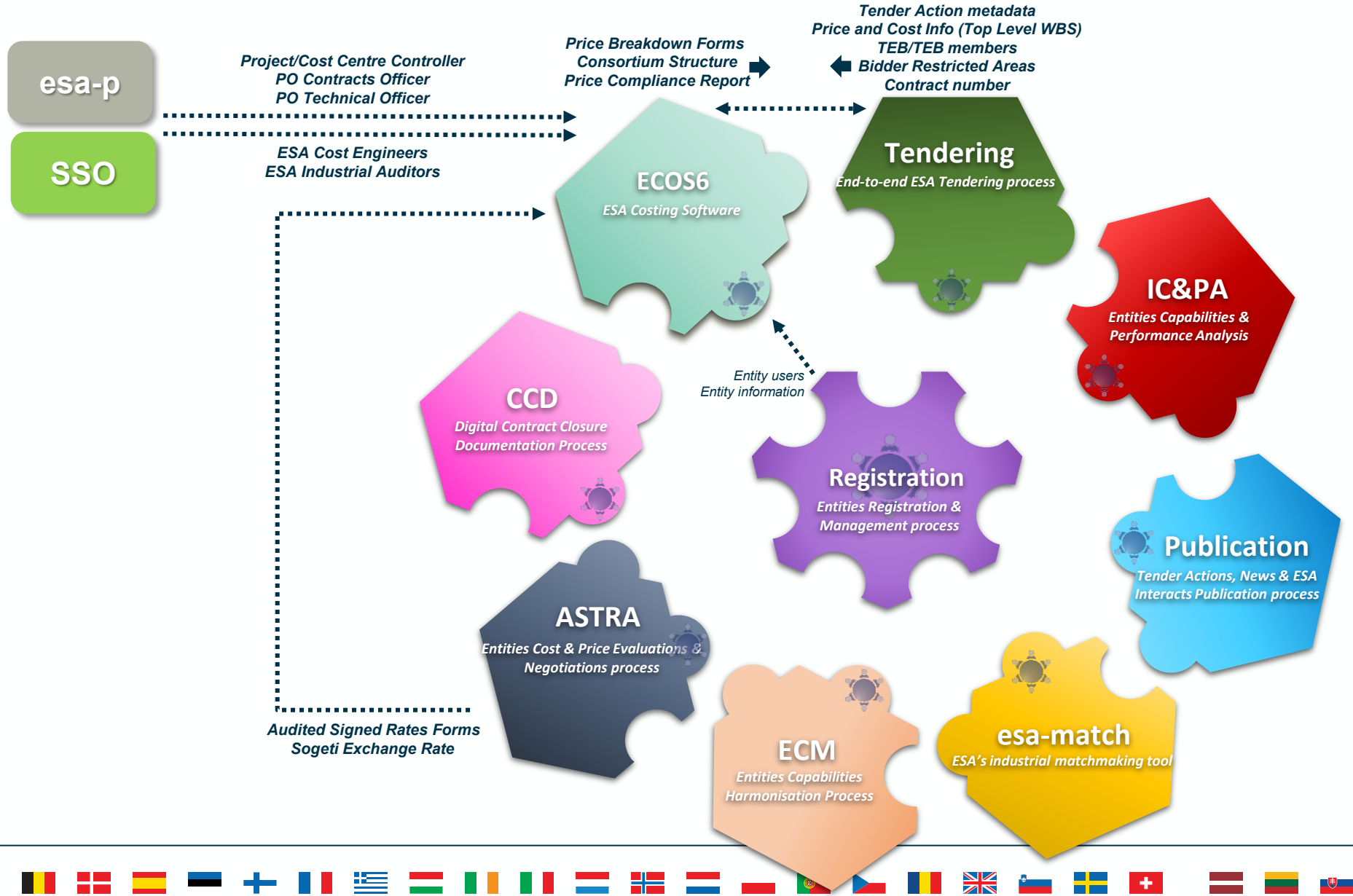




- ECOS is managed by the ESA Cost Engineering Section and the Industrial Audit Service who retain the responsibility to manage the ESA standard price breakdown tables (PBF series).

- ECOS is currently widely used by the frequent bidders for ESA contracts, and growing also in less frequent bidders. The current version, #6, was released in March 2026, and is regularly used by around 1300 users.

ECOS 6 Global Process



What's new in ECOS 6

Context: Evolving ESA procurement (ESA-STAR, digitalisation, security, policies)

Key drivers

User Experience → modern, efficient, SME-friendly

Interoperability → integration with ESA tools (STAR, ASTRA…)

Sustainability → corporate tool, fully digitalised process

Security → enhanced security (no software installation, no exchange of files)

Benefits for Industry:

Modern UI & intuitive

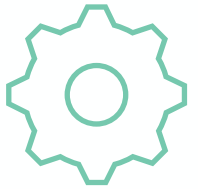
Fast workflows & calculations

Connectivity with proprietary tools (Excel interface)

Facilitated collaboration among bidding consortium and ESA

Automatic upload into ESA-Star

Simplified management of the options



Benefits for ESA:

Automated price compliance (KAF, audited rates, PBF)

Easy access to evaluation reports

Possibility of new report generation

Restricted database

ECOS6 Development - Project

- **ECOS6 has been developed with a dedicated project executed by IMMEDIA, and coordinated from the ESA IT Corporate Applications department (in charge of esa-star ecosystem).**

- **From technical point of view:**
  - Modern web application architecture
  - Microsoft .Net + Angular technologies, following esa-star technical approach
  - Secure and internet ready solution

- **The main challenges for the ECOS6 development have been successfully resolved:**
  - Support proposals of different sizes, applying +40 experience of ESA previous ECOS evolution
  - Data model and algorithms for efficient hierarchical cost calculation and breakdown
  - Complexity of the costing reports following ESA methodologies
  - Secure subcontractor collaboration flow within the tool
  - Overall process to validate and make operational the tool via Internet in a secure way

ECOS 6 workflow

1	Create your price proposal within the tending system
2	Configure events, escalations, exchange rates…
3	Build Work Breakdown Structure (WBS)
4	Subcontract nodes and integrate subcontractor proposals (if needed)
5	Define and assign company rates forms (Audited/non-audited)
6	Fill in the costs for company work packages
7	Create options (if needed)
8	Fill in the milestone payment plan
9	Submit ECOS Proposal
10	Customer evaluation and award of proposals
11	Price negotiation and update throughout the contractual process

ECOS 6 Video Demo

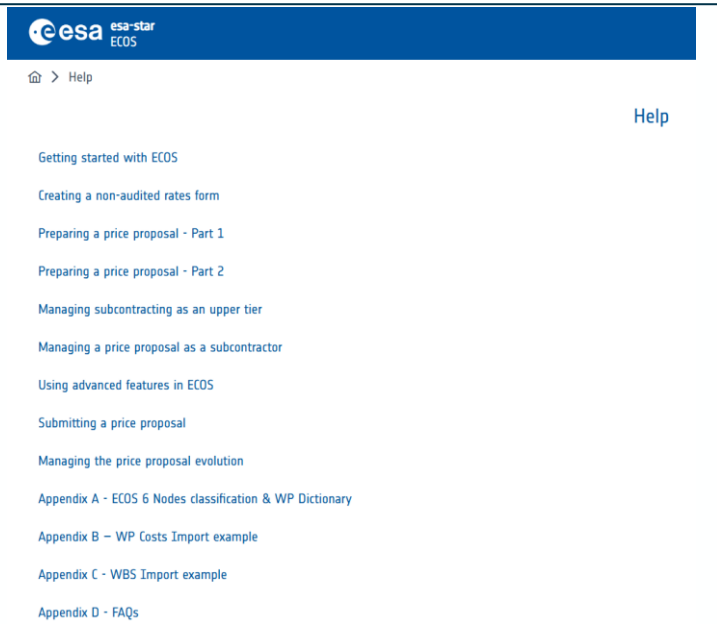
Training Information

- **A set of short videos** presenting all major steps for Industry is available :
  - https://www.esa.int/ESA_Multimedia/Sets/ECOS_6_Video_Tutorials

- **Trainings Manuals** and Q&A are released since the 30th March, and available through a dedicated help section embedded in ECOS 6.

- A dedicated **ECOS Community Teams** has also been set-up for communication & answering basic questions. Recordings of online training sessions done for full opening are also available in it.

- From September 26 : **Training sessions at ESTEC**, intended for advanced users. First three sessions: 28, 29 and 30 September. Future training sessions will be advertised on the ECOS Community Teams and Learning Hub.



Scan me!

ECOS 6 Future Roadmap

- New features based on either Industry feedback or agency needs are planned to be deployed through several updates :
  - First minor update : 17th September 2026
  - First major update : January 2027
  - Second major update : S2 2027

- MPP Improvements : use of % instead of fixed amount, import from excel, information about % of advance payment
- Exchange Rate automatically filled in CWAC and ODC items
- Additional Import from excel : Non-audited rate form, key events
- Export to excel possible for WBS and WP costs (same format as for import)
- Key Events use activated in import files
- Filtering for subcontractor bundle
- Error message improvements
- Format improvement of PBFs files sent to esa-star Tendering
- Access to subcontractor signed PBF reports with the review button
- Access to ESA predefined reports for Industry

Contacts & Important Links

- **Support contact details**

  Esait Service Desk

  esait.service.desk@esa.int

  Telephone: +39 (0)69 41 807 00

- Direct access to ECOS 6 and log in with ESA credentials (Bid/Contract manager) :
  - https://esastar-ecos.sso.esa.int

- More information concerning ECOS can be obtained by consulting the ESA Industrial Portal:
  - https://www.esa.int/About_Us/Business_with_ESA/How_to_do/Introduction_to_ESA_Costing_Software

- For technical questions or further interest on new ECOS platform use cases, do not hesitate to contact IMMEDIA:
  - https://www.immediait.com / info@immediait.com

Q&A

ECOS

It is suggested that you make a photocopy of this form

APPLICATION
FOR ECOS TRAINING CLASS

Company: .....

Address: .....

Telephone: .....

Telefax: .....

Telex: .....

Name of trainee: .....

Position held: .....

Prefered month for training: .....

Please indicate PC-version available in your company: .

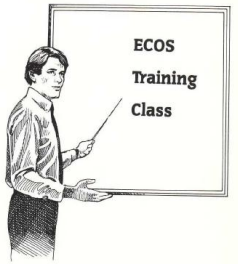
Do you already hold copy of the PC-focus license?

.....

Date: .....

Signature:

Name .....



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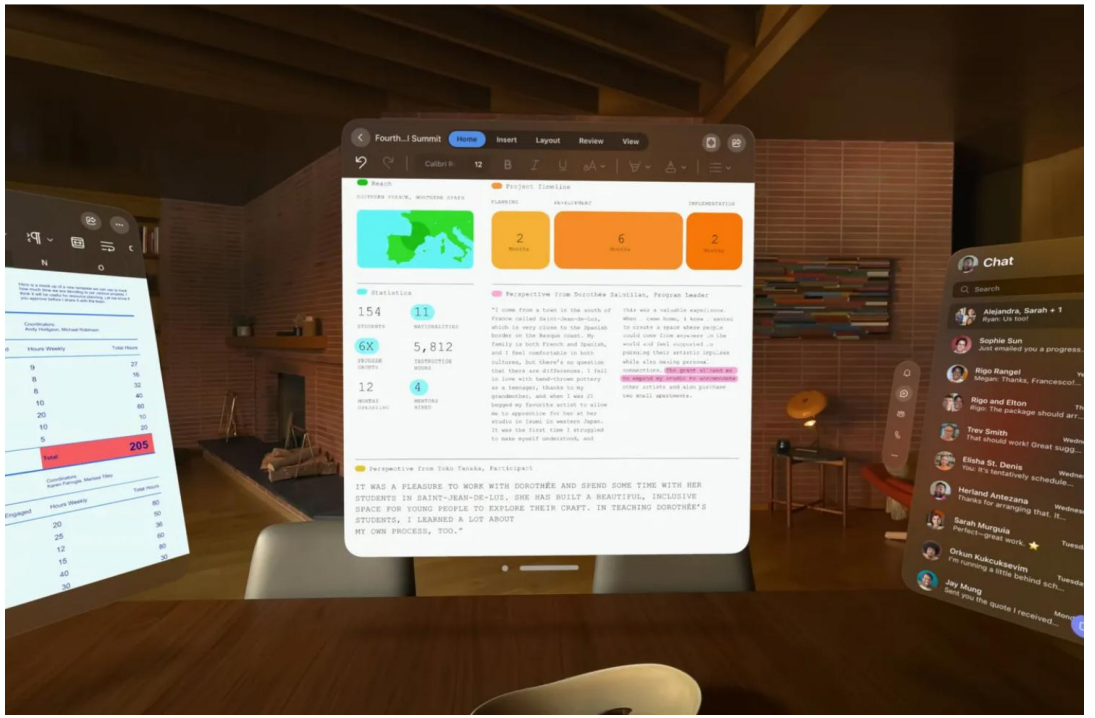


Important Dates

- For ECOS usage :
  - For Major Activities : ECOS 6 must be used for all new ITTs released from 30 March 2026
  - For non-Major activities : ECOS 6 must be also used for all ITTs released from 23 April 2026
  - For ITTs released before the 30th of March 2026, and using ECOS 5, you can keep using it
    - Good to know: external support & monthly updates has ended in June 2026, light support from cost engineering through the ECOS community is still available (only for utilisation, not bug fixing)

- For PSS/PBF usage :
  - Major activities : follows the same logic as ECOS usage
    - ECOS 6 = PBF forms
    - ECOS 5 = PSS forms
  - Non-Major activities :
    - PSS and PBF are both accepted in 2026 (if ITT released before 23 April 2026, otherwise only PBF/ECOS 6)
    - Only PBF from 1st January 2027

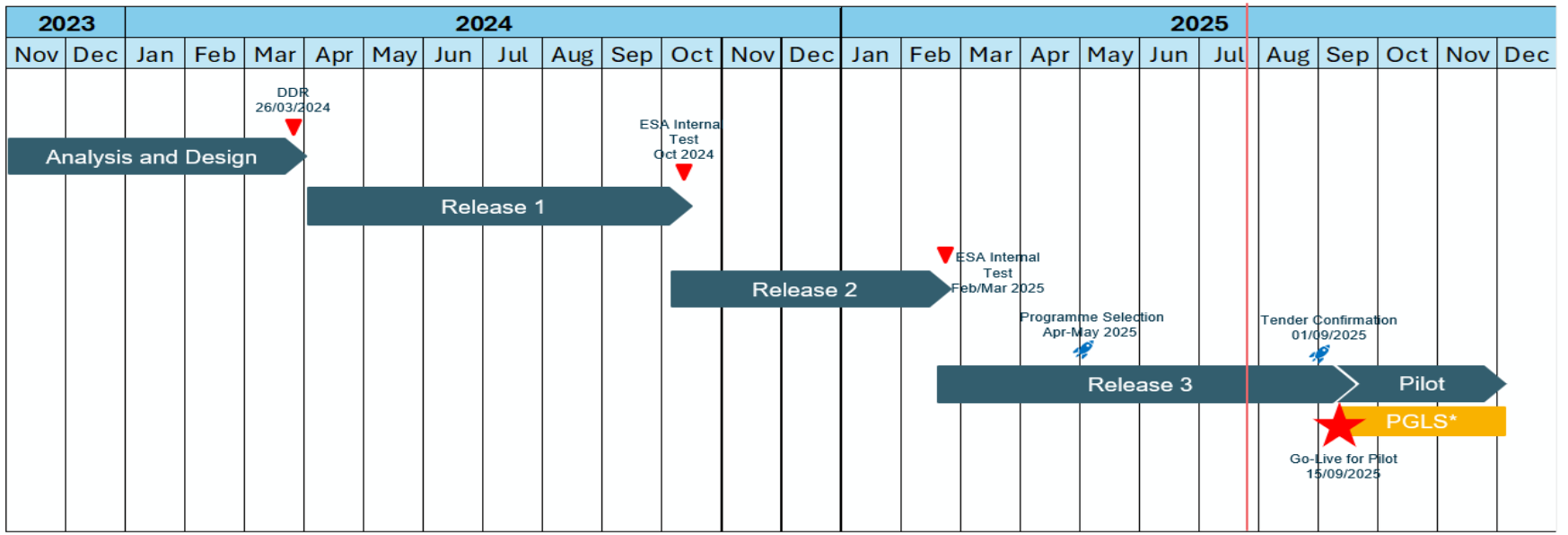
ECOS6 Development - IMMEDIA

- IMMEDIA company has been responsible from industry side for the development of the ECOS6 project.

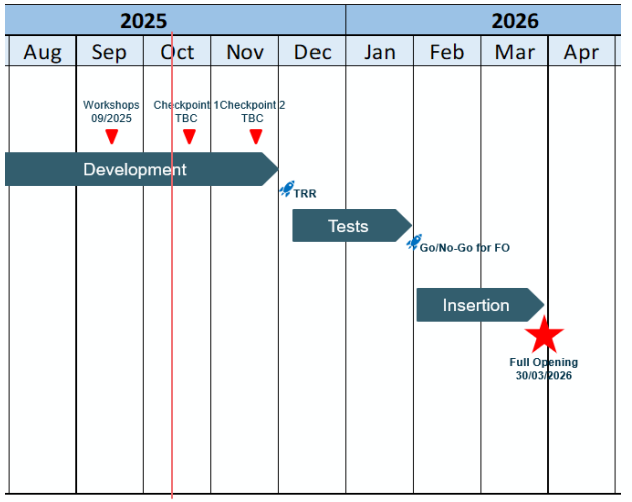
- Our areas of specialisation:
  - Software development and system architecture
  - Innovation and R&D
  - Data engineering and analytics
  - Consultancy and operational support

- We are stable suppliers for ESA and EUMETSAT for more than 15 years:
  - Digital solutions
  - Space project & programme management
  - Ground data systems

ECOS 6 Roadmap till Full Opening

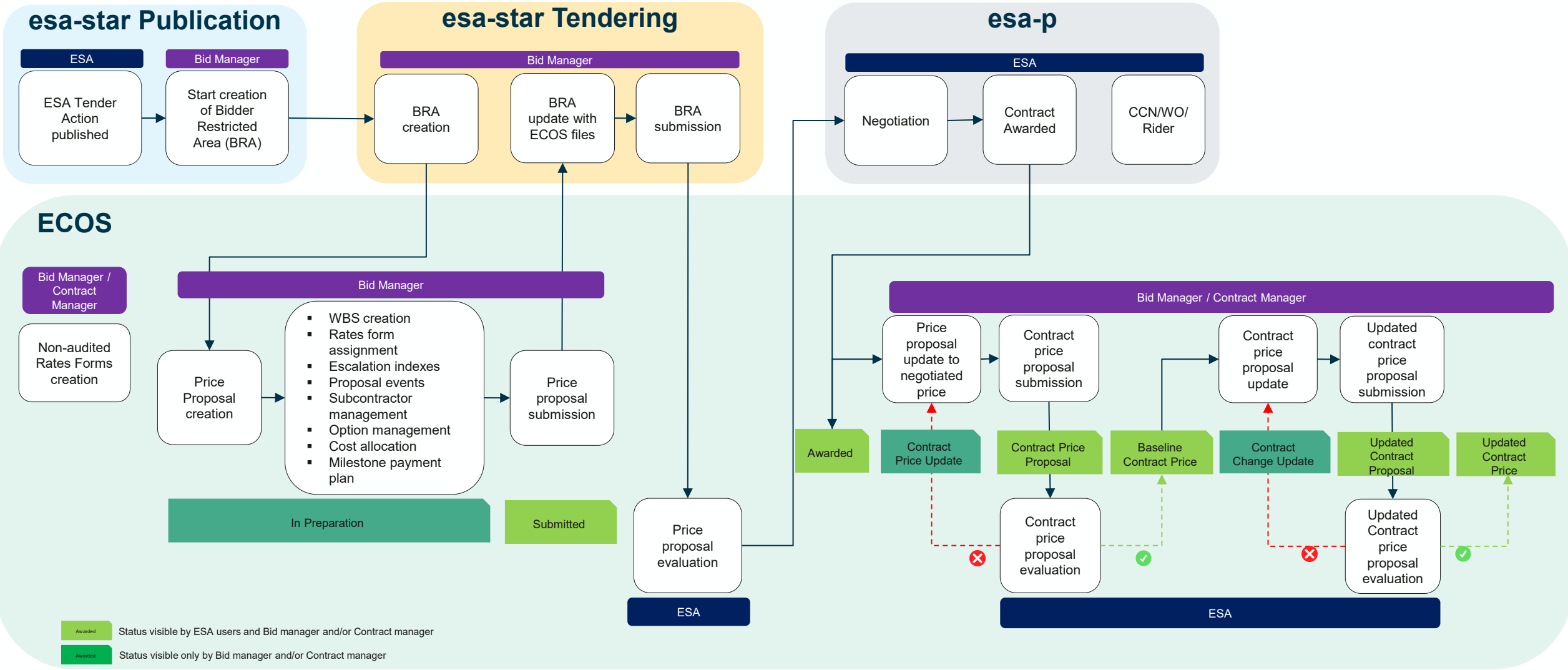


ECOS 6 Roadmap for Pilot



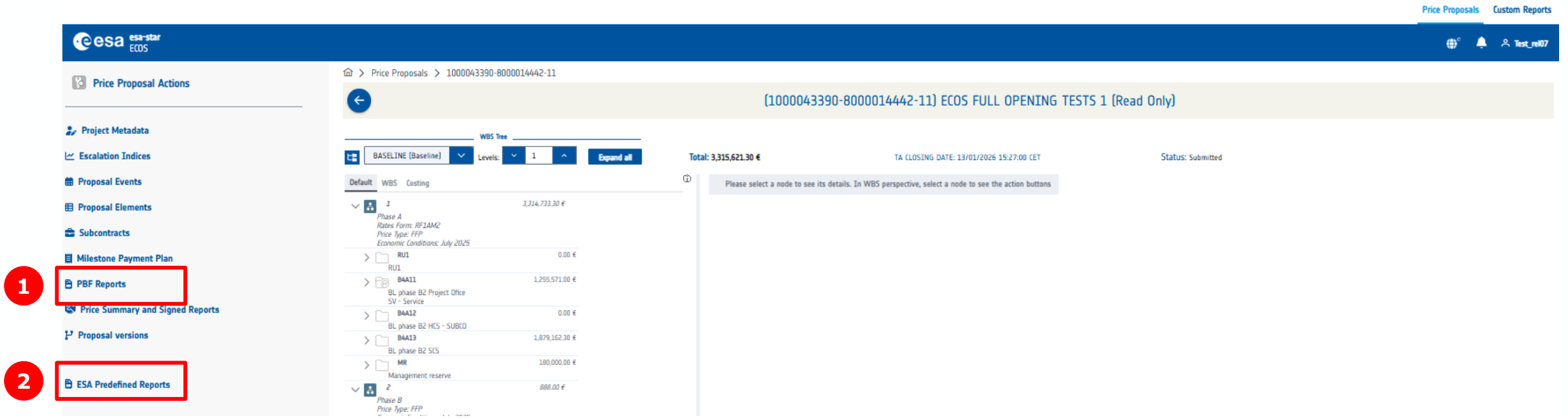
ECOS 6 Roadmap for Full Opening

Price proposal process



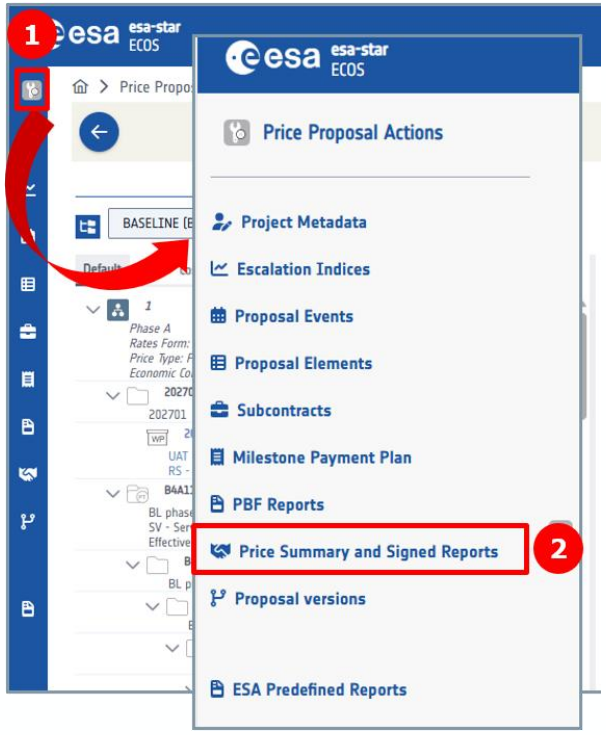
ECOS 6 reports

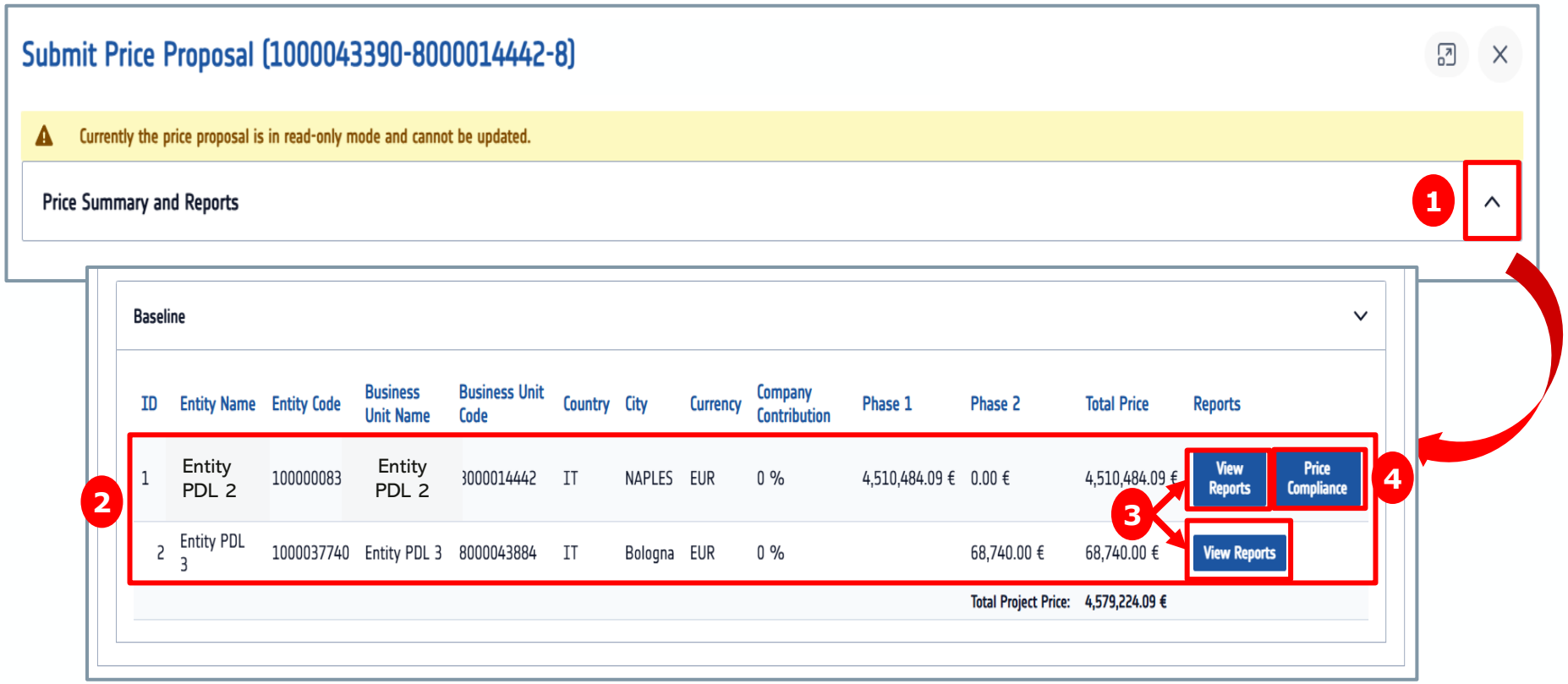
- Two types of reports are available in ECOS 6 for users (directly exportable in HTML, PDF) :
  - 1 : PBFs reports (1 to 8 + Appendix): Industry has access.
  - 2 : ESA predefined reports : mostly historical reports, focused on one project only (5111, 5302, 5305co, 5306, 5406, Management Reserve List and Rates Structure): Industry will have access at the next release.



ECOS 6 Price Summary and Signed Reports

- Signed reports are available when a proposal goes through the submission process
- Only PBF1, 2 and 3 (monthly) are automatically transferred to your BRA in Tendering when submission is completed in ECOS
  - Signed Exhibits and other PBFs stays by default in ECOS





PBFs list

ECOS 6	Former related PSS	Description
PBF-1	PSS-A2	Contract Cost Element Summary
PBF-2	PSS-A8	Work Package Price Breakdown per Company
PBF-3	PSS-A10 and PSS-A15	Price Breakdown by Time
PBF-4	PSS-A4	WBS Price Summary
PBF-5	new	WBS Cost Plan
PBF-6	PSS-A6	Contract Price Summary
PBF-7	PSS-A20	Work Package Description
PBF-8	PSS-A45	Product Data

First Patch / July 26

- Switch of ECOS preset from “Compact/Limited” to “Default/Default” for Expro/Expro+ activities
- Fixing Issue with phase number in the PBF4 and PBF7 occurring only in cases where a node had been cut from one phase and pasted into another
- Fixing Incorrect Start/End dates in PBF3 per Year
- Fixing Escalation cost, summed up in PBF2 and 3 for ISF and ODC
- Updating cases where different phases within the baseline contain different Exchange Rates, the report will now display “Mixed” instead of “0.00”
- Fixing Issue identified when a user imported a WBS template containing taxonomy terms assigned to RUs (taxonomy terms should only be assigned to WPs, not to RUs).
- Fixing Issue identified during the WP Costs import process. In some cases, the Warnings tab is displayed but appears empty.
- Updating User manual : Getting started with ECOS (slide 4), Preparing a price proposal – Part 1 (slide 4 and 24)
- Fixing Misalignment in the setup of the LSI value in ECOS (less than 10 entities concerned)
- Updating FAQ file with rounding rules for the import
- Updating Rates Form Assignment message when date of Economic Condition is not filled-in
- Fixing Potential Missing currency in Exhibits A-C
- Blocking duplicate codes in non-audited Rates Forms
- Allowing subcontractors to modify % of profit for their own bundle

Second Patch / September 26

- Fixed percentage below 10% possible with usage of Audited Rates
- Subcontract bundle due date before the TA Closing Date