Opportunities under Calls for Proposals for ESA Programmes GSTP and ARTES

Contracts and Cooperative Agreements

ESA Industry Space Days
17 September 2026

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Topics:

1. Cooperative Agreement: rationale and key features
2. Overview of the current Calls for GSTP and ARTES IC and their evolution
3. Recommendations for proposal preparation and submission

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Cooperative Agreement: rationale and key features

The use of Cooperative Agreements is allowed under a call for proposal without procurement (new tool under Contracting Regulations).

Tool for accompanying and stimulating the commercialization of space activities: help industry to develop key technologies and products that can be offered later to commercial or public customers.

ESA acts as a Partner

ESA funds eligible activities to be carried out by the Partner and also provides technical support and validation of the activities, without being the end customer of the resulting goods or services.

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Cooperative Agreement: rationale and key features (cont'd)

The main features, focusing on the difference with ESA contracts, are:

- No acquisition by ESA or goods, technology or services: no hardware/software deliverables.
- ESA still supports and monitors the activity implementation with verification of the work progress: hardware/software/technical notes are deemed "items for validation" and not deliverables.
- Use of General Terms and Conditions: management requirements, validation of results, cost and funding (including co-funding, if relevant), payments and invoicing, infringements and liabilities, termination and intellectual property rights.
- The access and use rights on IP for both ESA and Participating States are limited to Registered IP and exclusively for ESA core activities: "space research and technology and their space applications".
- For downstream activities and non-space applications: no access and use rights.
- Payments based on successful verification of substantiated work progress. n
- Reduced administration for industry and ESA:
  - ✓ Simplified proposal template (e.g. no proposed BIPR table).
  - ✓ Cooperative Agreement consists of 2 editable pages stating the Parties details and Milestone Payment Plan and as attachment the non-editable General Term and Conditions.

GSTP Element 1 and 2: current CfPs

GSTP1 Frameworks "De Risk" 4-40026 CALL FOR PROPOSALS WITHOUT PROCUREMENT (CA)

- Proposals to prepare and de-risk potential development activities. Results intended for orienting follow-on activities.
- Pre-defined MPP.

TRL 3 with target 4.
Max budget: 250Keuro
9 months

GSTP 1 Frameworks: Building Blocks 4-40002 CALL FOR PROPOSALS (contract)

- Proposals for creating of enabling technologies, building core capabilities and physical or systematic sub-systems.
- Soon to be replaced by a new CfP with Procurement (contract) in accordance with the Contracting Regulations. No major changes.

TRL 3+ to 4 with target 5 to 6.
Max budget 1Meuro
24 months

GSTP 2 "Make" 4-40016 (contract, evolving to CA soon)

- Proposals intending to bring mature capabilities or products directly to the commercial market focusing on commercial competitiveness, strategic opportunities or downstream market applications rather than early research.
- Soon to be published in October 2026: GSTP Element 2 Call for Proposal without procurement leading to Cooperative Agreements.

TRL 6+ with target 7 to 8+.
No maximum budget
Co-funding required

ARTES IC Current CfPs

STANDARD CALL FOR PROPOSALS for ARTES 4.0 Technologies and Products for Industrial Competitiveness, Optical and Quantum Communication – ScyLight, Space Systems for Safety and Security (4S) and 5G/6G and Sustainable Connectivity

4-40049 CALL FOR PROPOSALS WITHOUT PROCUREMENT
4-40050 CALL FOR PROPOSALS WITH PROCUREMENT

Both CfPs includes changes related to the new implementing rules for ARTES:

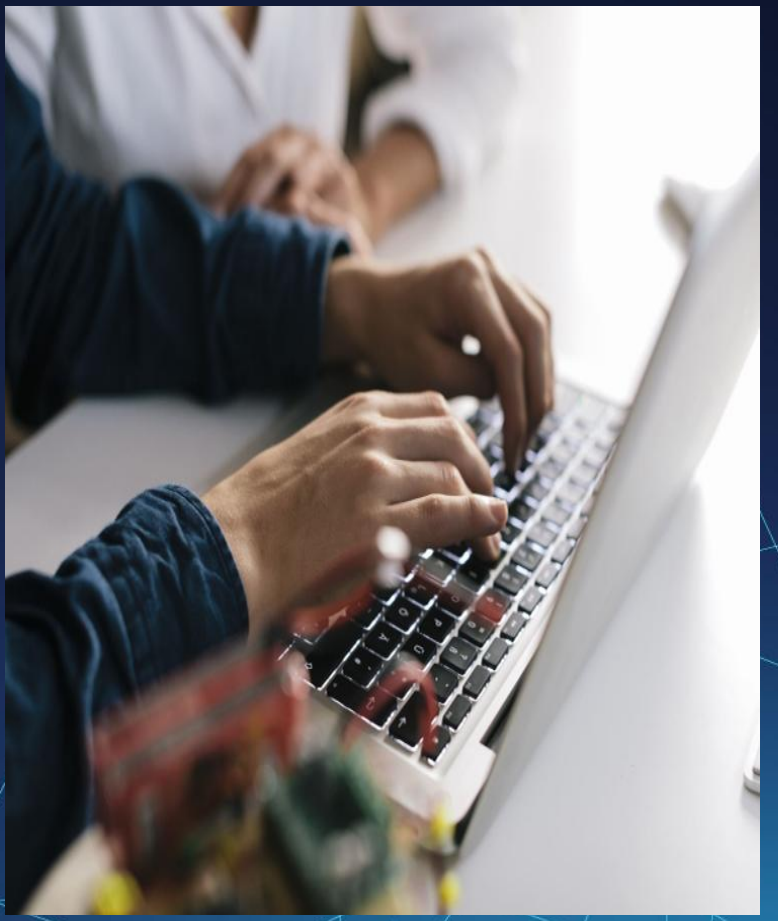
- More favourable funding levels
- 2 development phases only covering from TRL 3 to 9
- Flight activities have no CAP

Specificity of the CALL FOR PROPOSALS WITH PROCUREMENT:

- Change of ownership regime
- Possibility to address RF Monitoring activities
- Possibility to address activities containing CLASSIFIED INFORMATION

Recommendations

- If Authorization of Funding by the national delegation is applicable to the CfP, contact the delegation with sufficient time!
- Read carefully the CfP package.
- Follow the Proposal Template, do not alter the its order.
- Use the terminology in the CfP package.
- Familiarize yourself with ECOS 6: New PBF forms.
- Ensure that your proposal is complete. The proposal to be evaluated based on the content of the proposal only!
- Ensure conformity with the Key Acceptance Factors (KAFs) (otherwise exclusion from evaluation) and Declarations of Compliance (otherwise down marking).
- Plan sufficient time, also for submission via esa-star tendering!



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Q&A

Q & A session at the Technology Tent at 12:00

Starting in 5 minutes!

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