# esa-match

The European Space Agency's industry matchmaking tool

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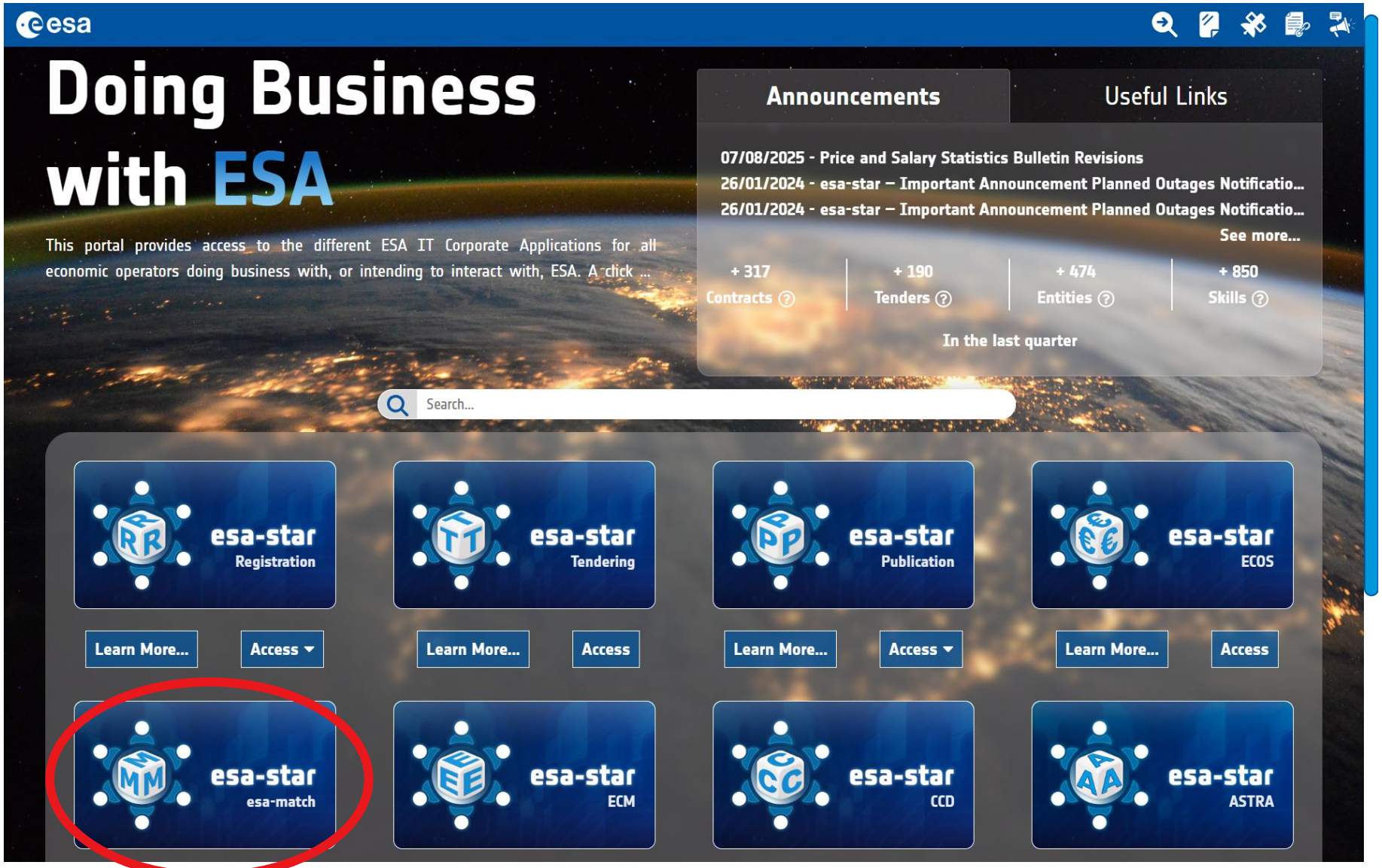
# esa-match: OBJECTIVES

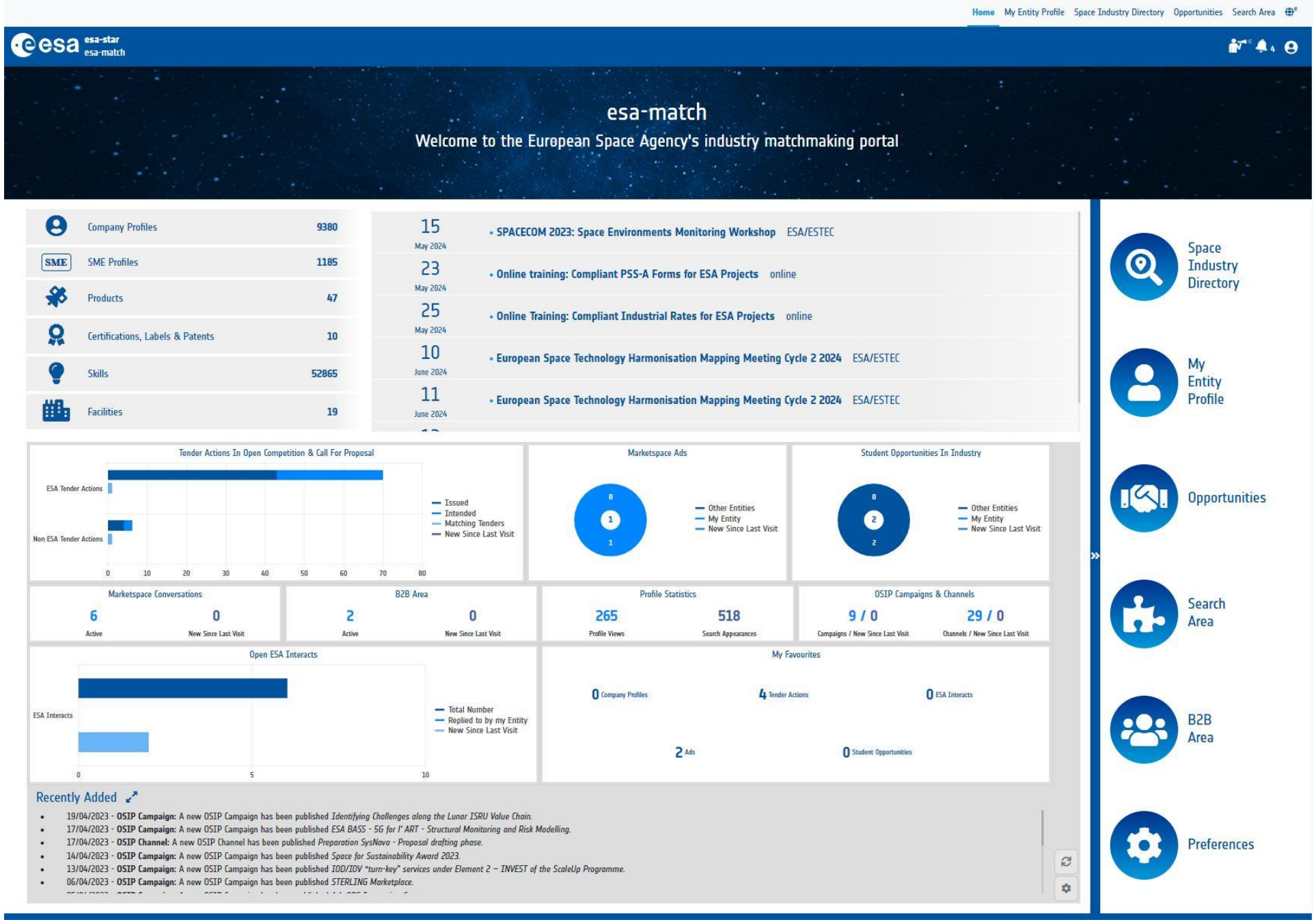
esa-match is the Agency's industry **matchmaking tool**

Main objectives:

- support entities in their **networking and visibility efforts** and help them **showcase their products, services and experience**;
- **facilitate partnering, teaming and cooperation between companies,** especially SMEs, and key partners and customers;
- **bring together (potentially unknown) products or services and (latent) needs**;
- help entities to become involved in **ESA programmes** and **develop their space business;**
- serve as **single point of information** for business **opportunities**.

# Doing Business with ESA

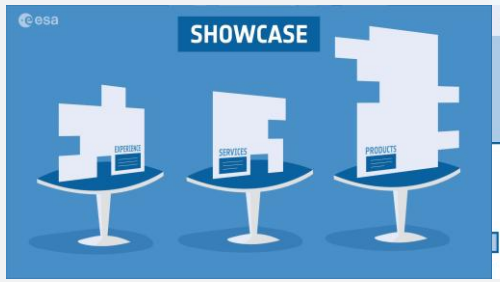


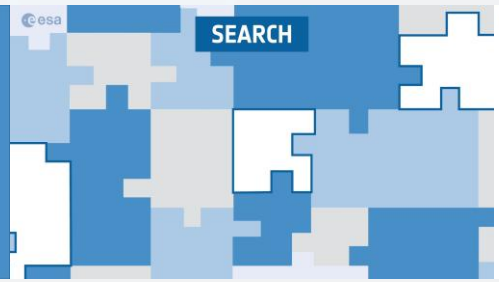

Home
My Entity Profile
Space Industry Directory
Opportunities
Search Area
esa-star
esa-match
esa-match
Welcome to the European Space Agency's industry matchmaking portal
Company Profiles 9380
SME Profiles 1185
Products 47
Certifications, Labels & Patents 10
Skills 52865
Facilities 19
15 May 2024 • SPACECOM 2023: Space Environments Monitoring Workshop ESA/ESTEC
23 May 2024 • Online training: Compliant PSS-A Forms for ESA Projects online
25 May 2024 • Online Training: Compliant Industrial Rates for ESA Projects online
10 June 2024 • European Space Technology Harmonisation Mapping Meeting Cycle 2 2024 ESA/ESTEC
11 June 2024 • European Space Technology Harmonisation Mapping Meeting Cycle 2 2024 ESA/ESTEC
Tender Actions In Open Competition & Call For Proposal
ESA Tender Actions
Non ESA Tender Actions
Issued
Intended
Matching Tenders
New Since Last Visit
Marketspace Ads
Other Entities
My Entity
New Since Last Visit
Student Opportunities In Industry
Other Entities
My Entity
New Since Last Visit
Marketspace Conversations
6 Active
0 New Since Last Visit
B2B Area
2 Active
0 New Since Last Visit
Profile Statistics
265 Profile Views
518 Search Appearances
OSIP Campaigns & Channels
9 / 0 Campaigns / New Since Last Visit
29 / 0 Channels / New Since Last Visit
Open ESA Interacts
ESA Interacts
Total Number
Replied to by my Entity
New Since Last Visit
My Favourites
0 Company Profiles
4 Tender Actions
0 ESA Interacts
2 Ads
0 Student Opportunities
Recently Added
19/04/2023 - OSIP Campaign: A new OSIP Campaign has been published Identifying Challenges along the Lunar ISRU Value Chain.
17/04/2023 - OSIP Campaign: A new OSIP Campaign has been published ESA BASS - 5G for I' ART - Structural Monitoring and Risk Modelling.
17/04/2023 - OSIP Channel: A new OSIP Channel has been published Preparation SysNova - Proposal drafting phase.
14/04/2023 - OSIP Campaign: A new OSIP Campaign has been published Space for Sustainability Award 2023.
13/04/2023 - OSIP Campaign: A new OSIP Campaign has been published IOD/IOV "turn-key" services under Element 2 – INVEST of the ScaleUp Programme.
06/04/2023 - OSIP Campaign: A new OSIP Campaign has been published STERLING Marketplace.
Space Industry Directory
My Entity Profile
Opportunities
Search Area
B2B Area
Preferences

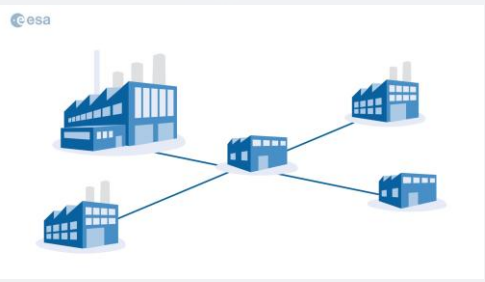
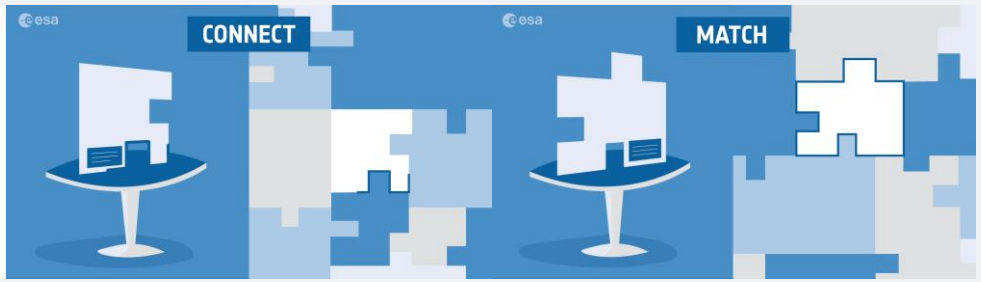
# esa-match: BENEFITS – why you should use the tool



- esa-match users (including ESA employees and LSIs) use esa-match to find information about company **competences and capabilities**;
- The public part of esa-match lets you **showcase your entity's competences and capabilities openly to a global audience** in an ESA-operated system;
- The system lets you **communicate directly with potential partners** through build-in features;
- It **facilitates your own search** of potential collaborators, products and services;
- The system is **integrated with other ESA applications**, gathering interesting information in one place.





# esa-match: FEATURES

## Dashboard

Customisable view of the homepage to show useful information (new tender actions since last visit, views of profile by other entities, and many more)

## Space Industry Directory

List of all registered entities with ESA (from MS, AS, CS) with many filtering options

## Entity profile pages

For entities to introduce themselves and present their products, services and capabilities

## B2B Area

Private virtual room to communicate with other esa-match entities

## Opportunities

### Marketspace

Area to place ads to look for partners and collaborators. It also lets entities react to ads and communicate with others

### Student Opportunities in Industry

Area to place ads to look for interns, trainees or thesis students

### Tenders Area

Area to access to ESA and non-ESA tender actions in open competition and information about potential partners

### ESA Interacts

Access to “ESA Interacts” published via esa-star Publication

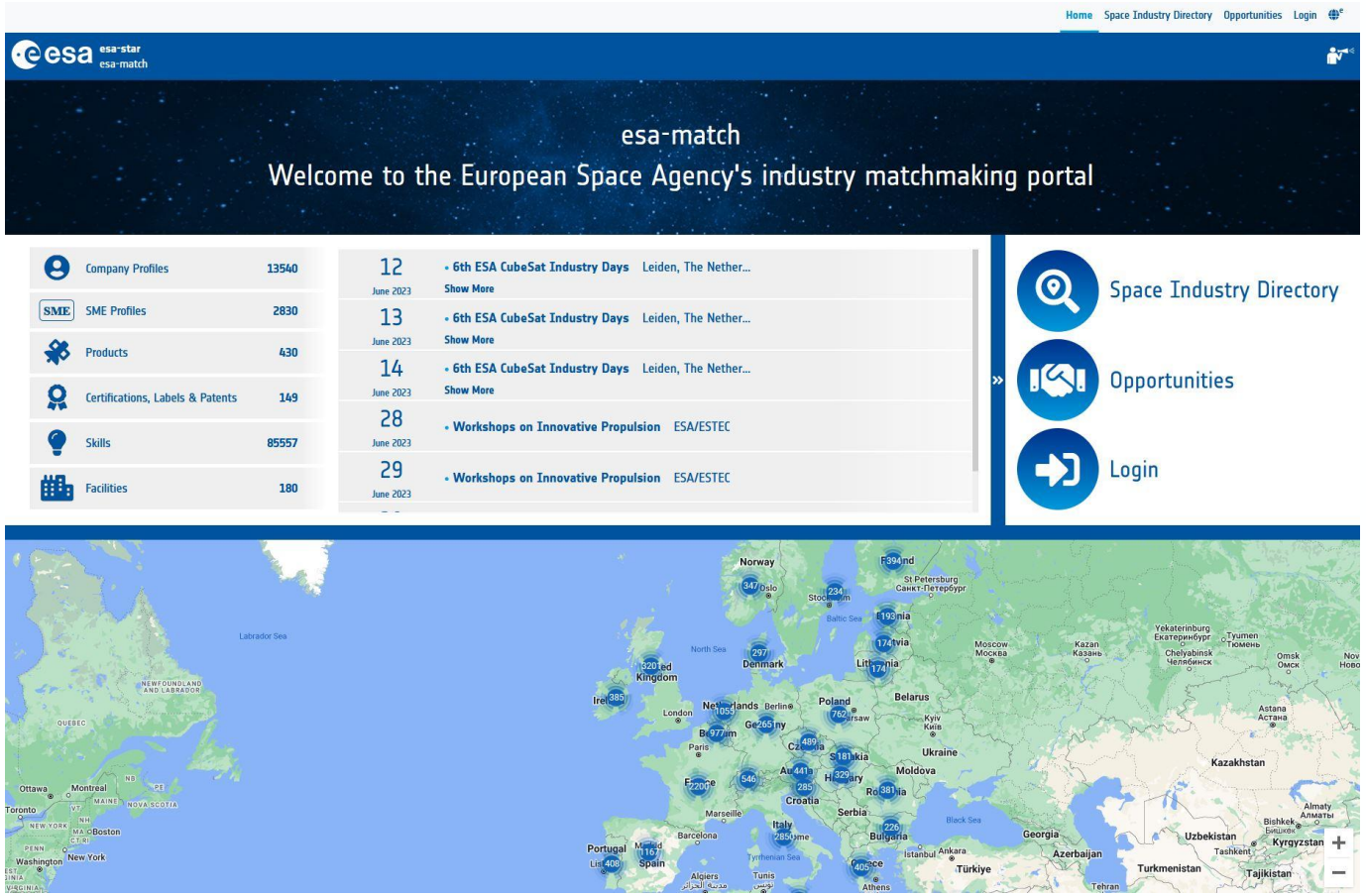
### OSIP Campaigns & Channels

Access to available OSIP Campaigns & Channels

# esa-match: PUBLIC PART

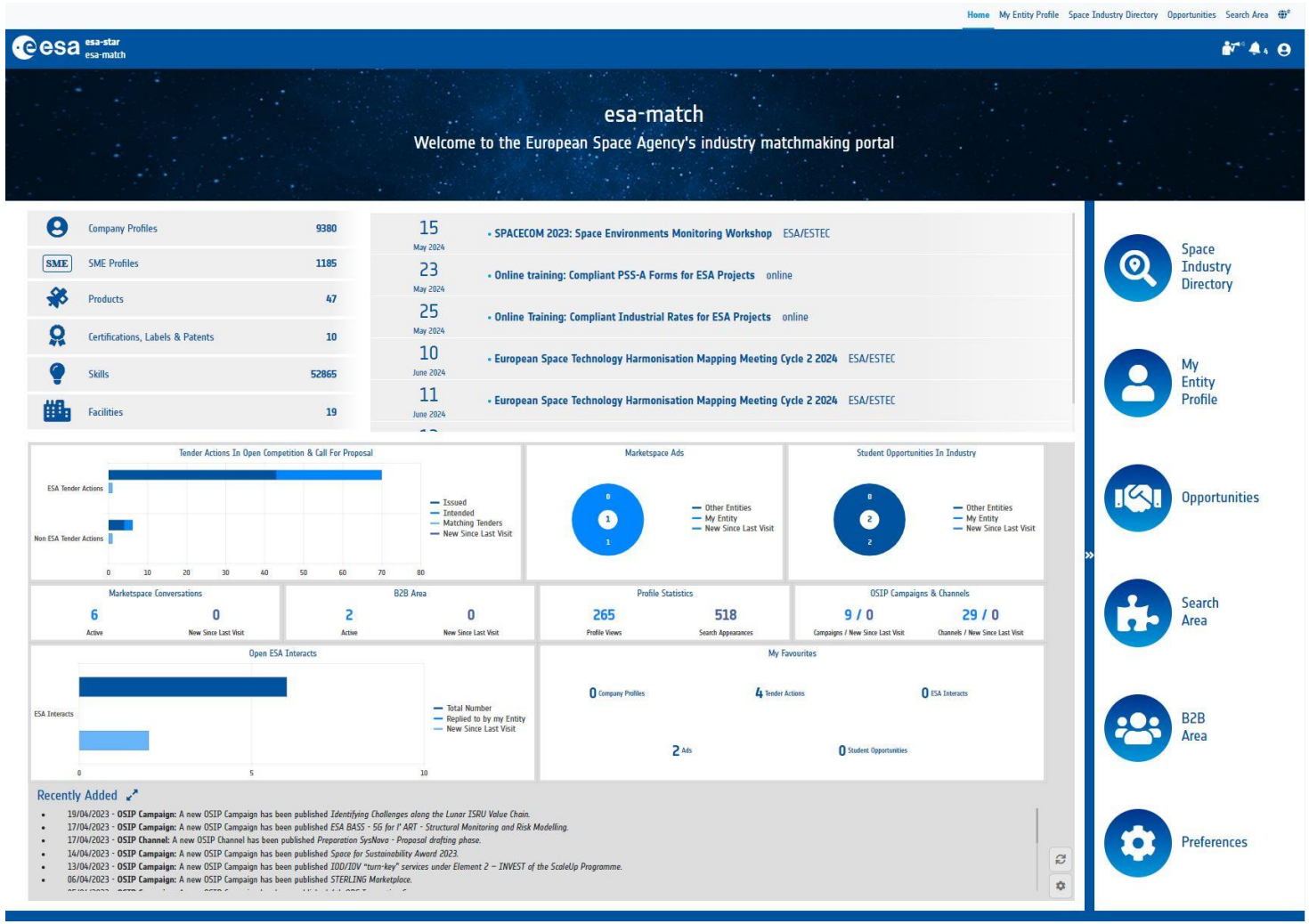
- The public part of the application can be accessed by anyone, without the need of log-in.

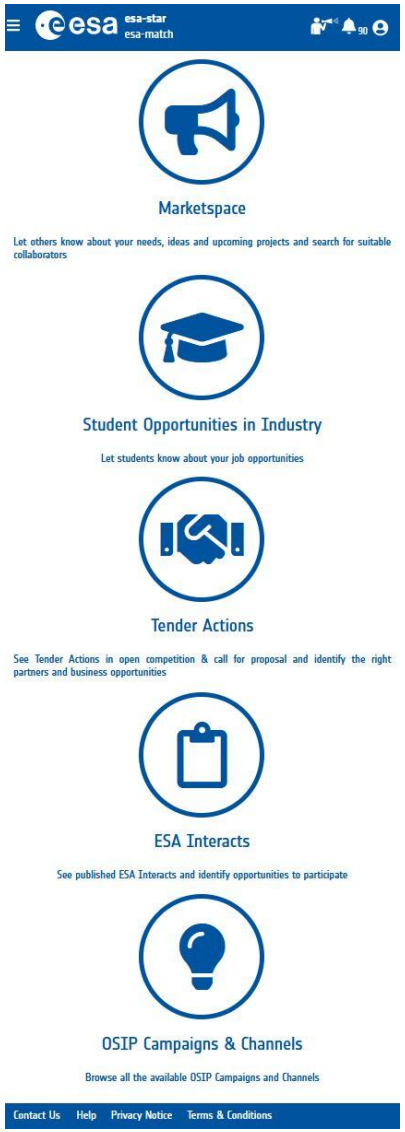
- Functionalities and data available are **limited**. Access is provided to:
  - a set of statistics
  - the **Space Industry Directory** including entity profile pages (limited set of information released by entities)
  - **Opportunities**
    - Marketspace (ads released as “public” by entities)
    - Student opportunities in industry ads
    - Tenders & ESA Interacts



# esa-match: INTERNAL PART

- The internal part of the application can be accessed after a successful **login**.



# esa-match: ACCESS

esa-star
esa-match

- All entities, registered and validated by ESA in esa-star Registration, from ESA Member States, Associate States and Cooperating States have their own **profiles in esa-match** (both Legal Entities and Business Units). Profiles are automatically created and can be completed by the users.

- The application is accessible to:
  - **Guest users** with access to the esa-match **public part** (limited information; provided on the internet without the need to log in)
  - **esa-star registered users** with access to the full internal part

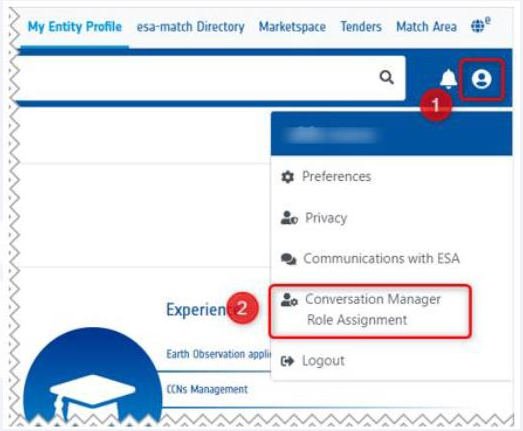
# esa-match: ROLES

esa-star
esa-match

- All entity users with an esa-star role assigned can use the internal part of esa-match.

- Users with an **esa-match Conversation manager role** can, in addition, manage the publication of entity ads in the Marketspace and can manage the B2B area to send to and to receive messages by other entities;

- Users with the **esa-match Responsible role** can, in addition, complete their entity's profile, manage their entity's information, set the level of visibility of their data to other entities and ESA, and assign the esa-match Conversation Manager role; the esa-match Responsible role is assigned in esa-star Registration by the Entity Information Administrator.

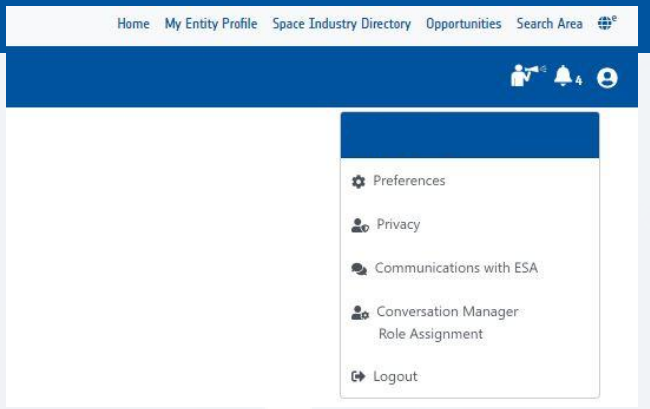



See slides 5-6 in the esa-match Training manual

# esa-match: PREFERENCES & NOTIFICATIONS

esa-star
esa-match

- Activate your **e-mail Notifications** in the User Preferences section




You can decide if you wish to:

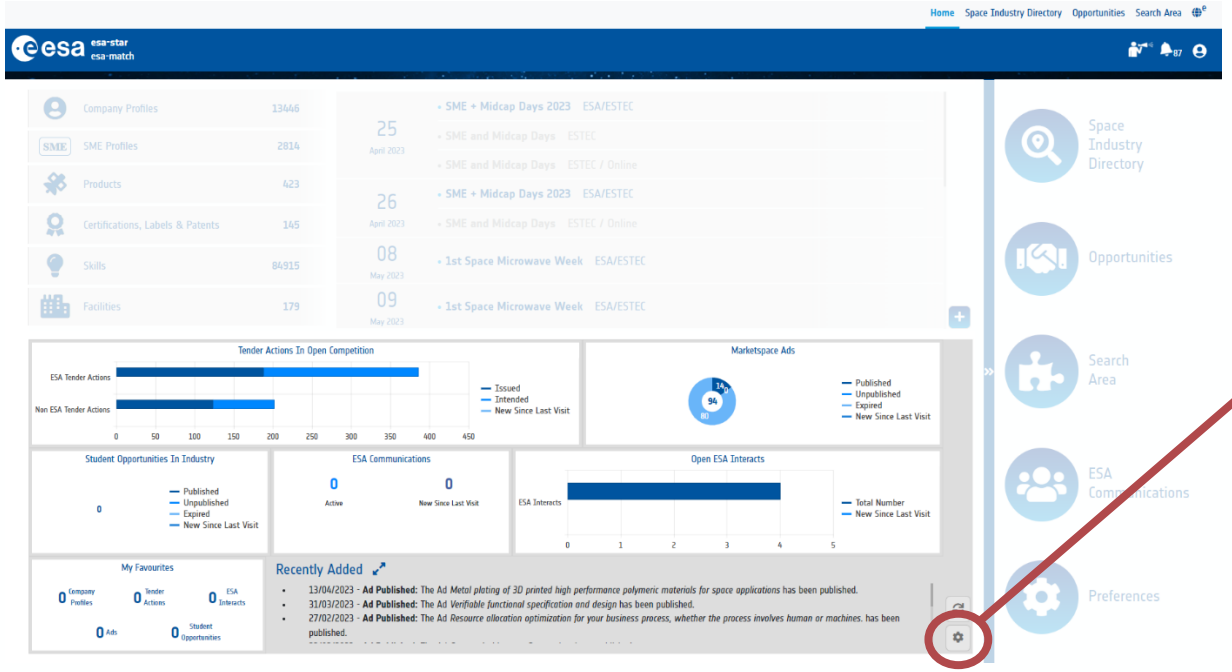
- only receive notifications as **alerts in esa-match**. Alerts are messages sent to a user inside the application itself when specific events happen

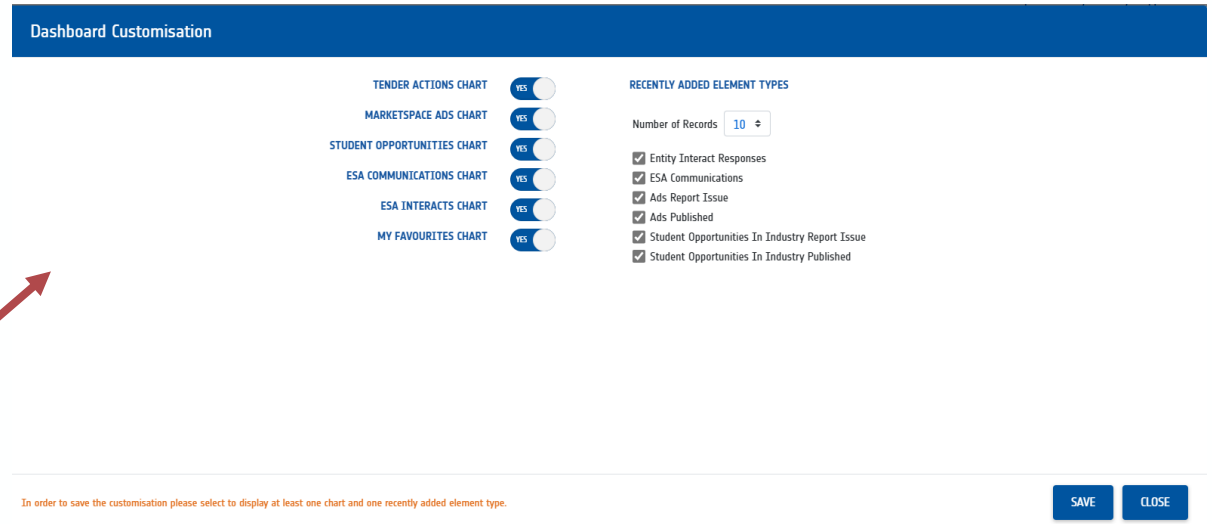
- receive notifications both as **alerts in esa-match and via email**. When a notification inside the application is generated, an email is also sent to the user

# Overview of esa-match Features

# esa-match: DASHBOARD

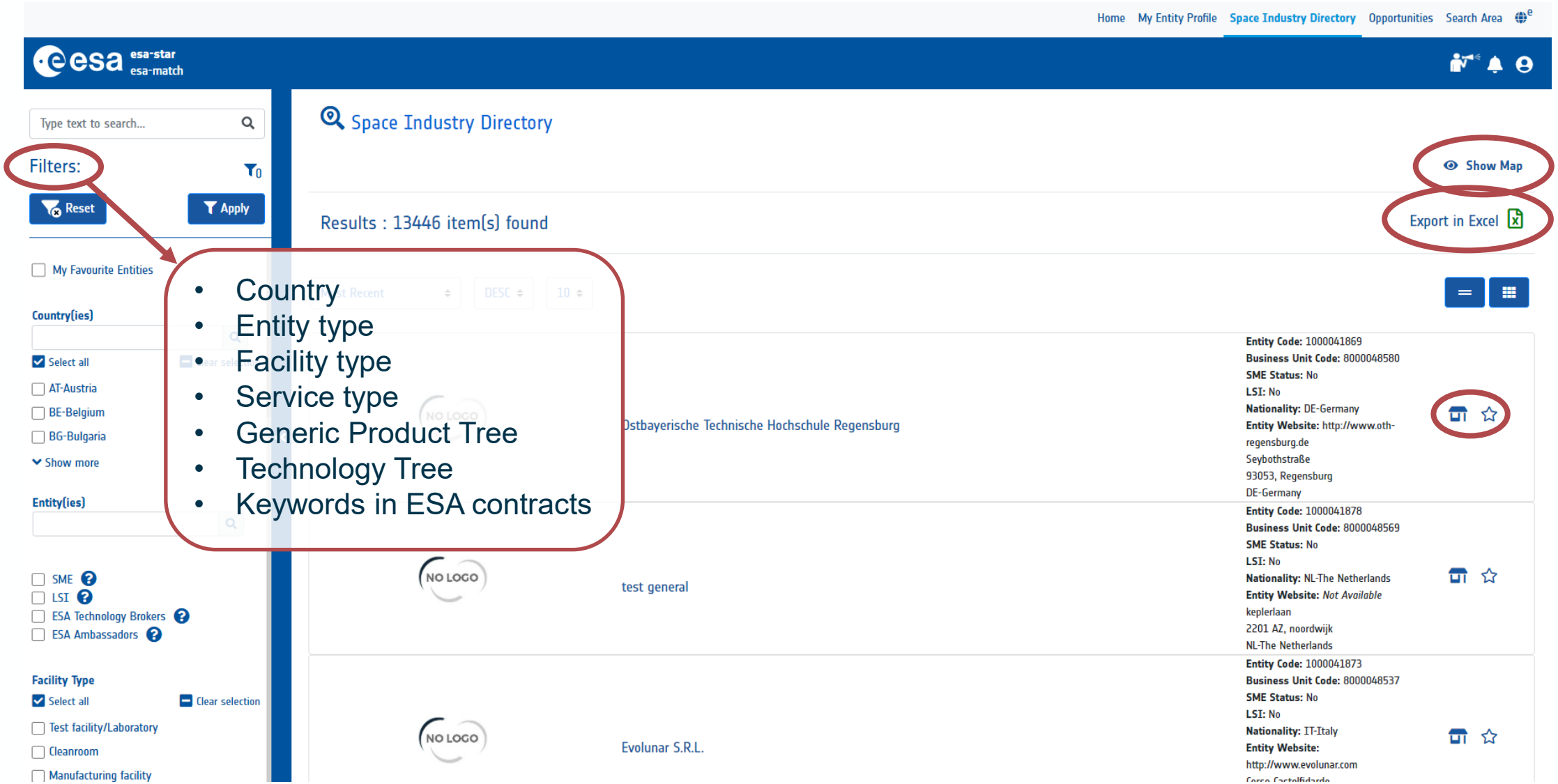
- Includes charts and indicators to show new and relevant changes to users since last visit such as new tender actions, marketspace ads, messages received, favourite items and more.



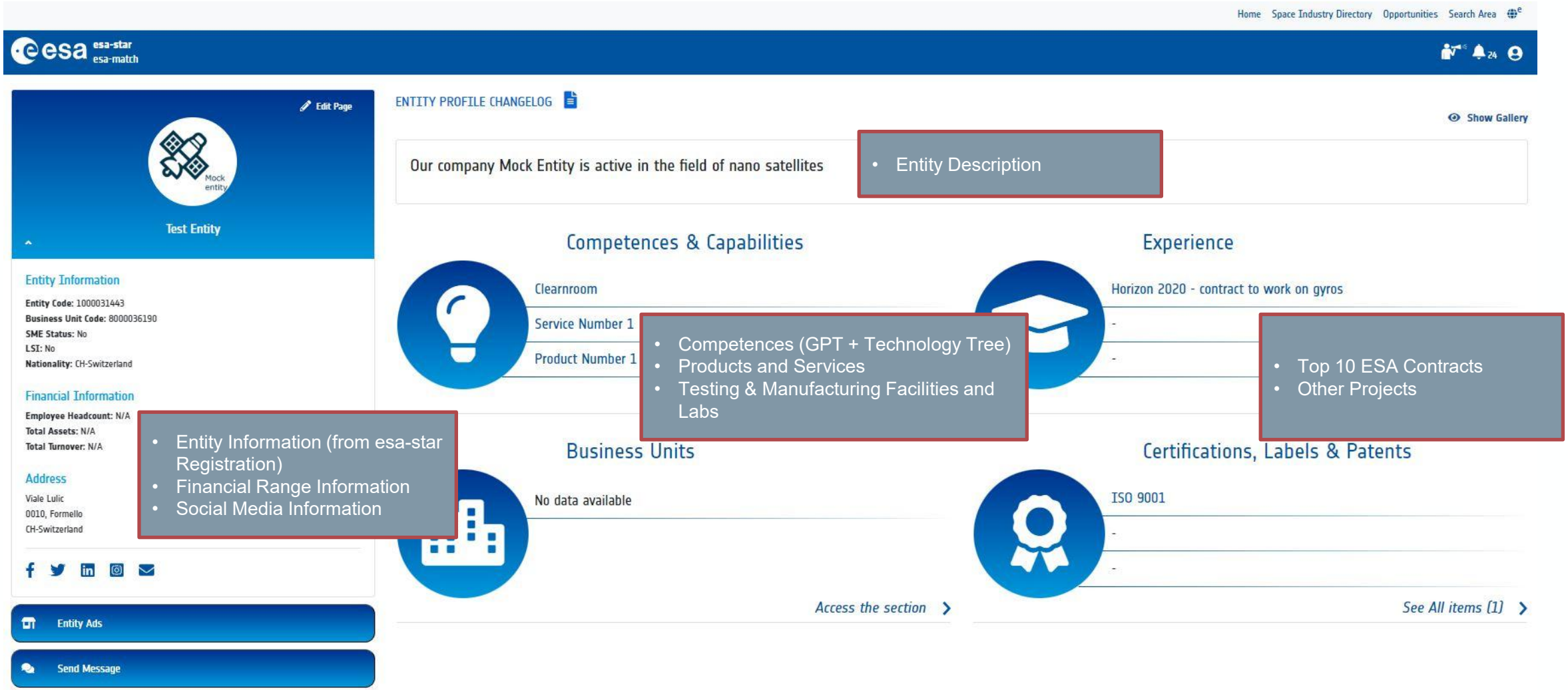




**Do not forget to customise your view!**

# esa-match: SPACE INDUSTRY DIRECTORY

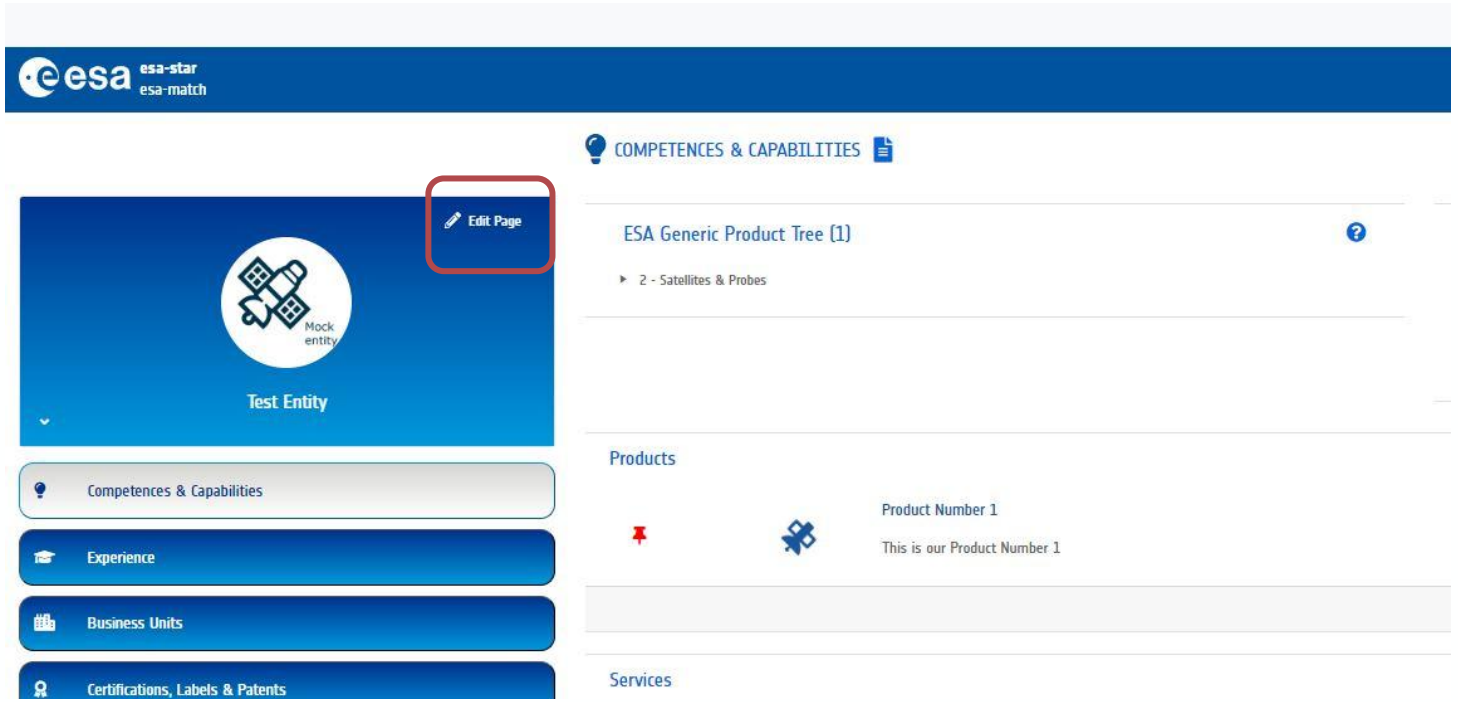


# esa-match: ENTITY PROFILE PAGES



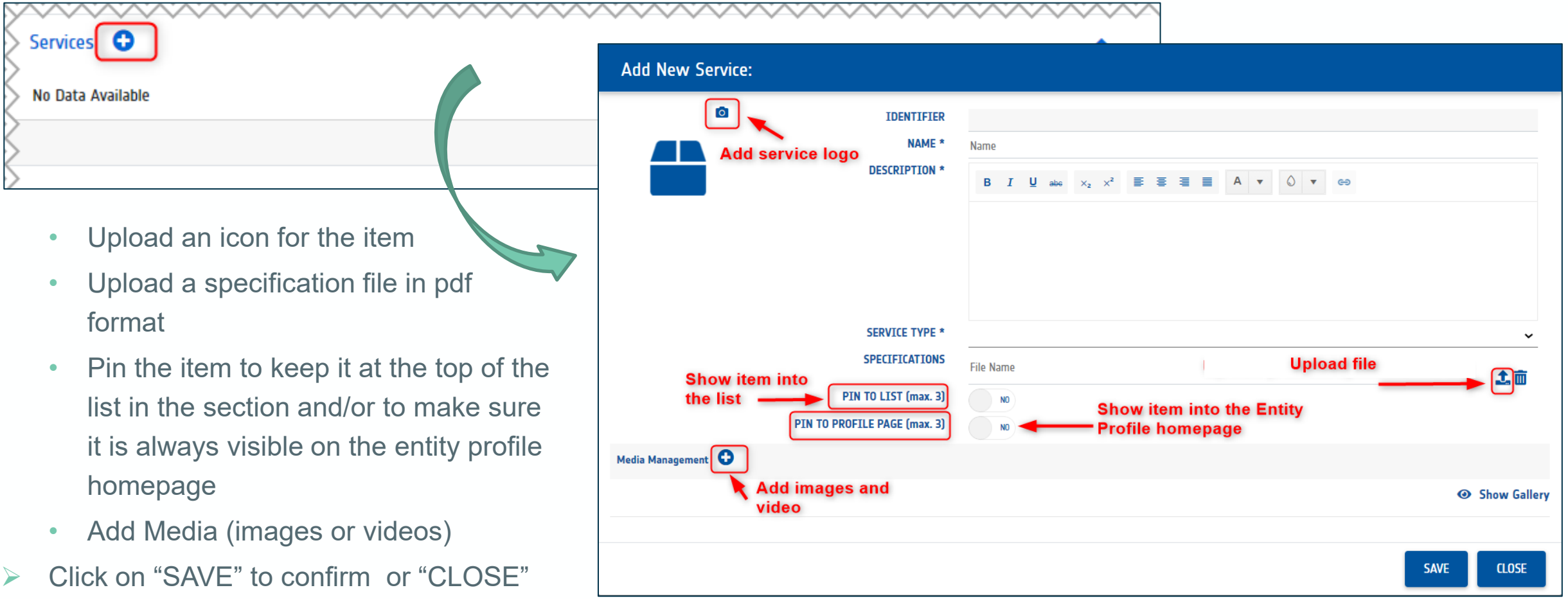
# esa-match: ENTITY PROFILE PAGES

- To manage the information under Competences and Capabilities (the ESA Generic Product Tree, the ESA Technology Tree, Products, Services, and Testing & Manufacturing Facilities and Labs), click on the Competences & Capabilities symbol on the entity profile homepage
- Click on “Edit Page” in the Competences & Capabilities section.



# esa-match: ENTITY PROFILE PAGES

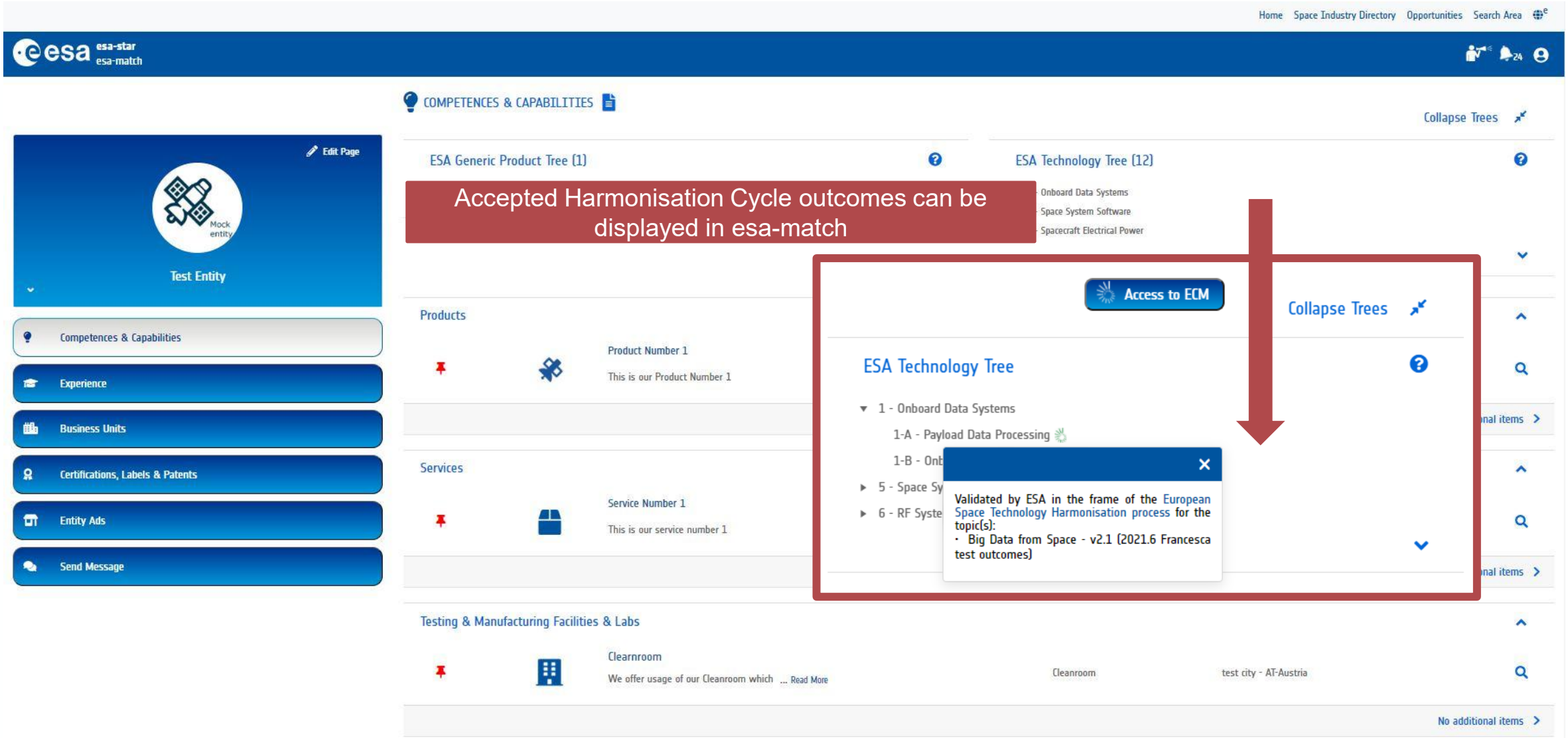
- Click on the “+” icon next to Products, Services or Certifications to add items. In addition to the basic information, you can:



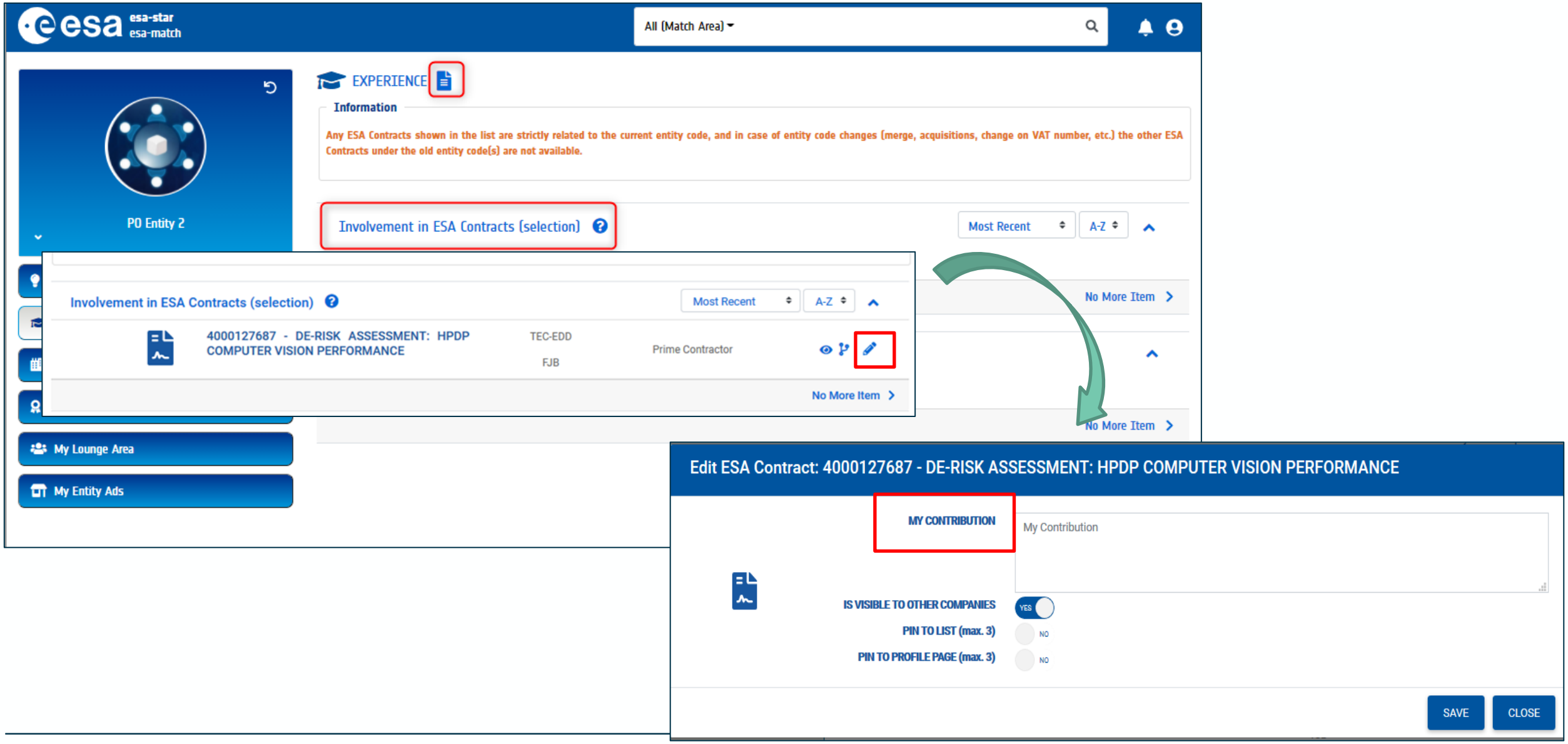

  - Upload an icon for the item
  - Upload a specification file in pdf format
  - Pin the item to keep it at the top of the list in the section and/or to make sure it is always visible on the entity profile homepage
  - Add Media (images or videos)

➢ Click on “SAVE” to confirm or “CLOSE” to discard changes.

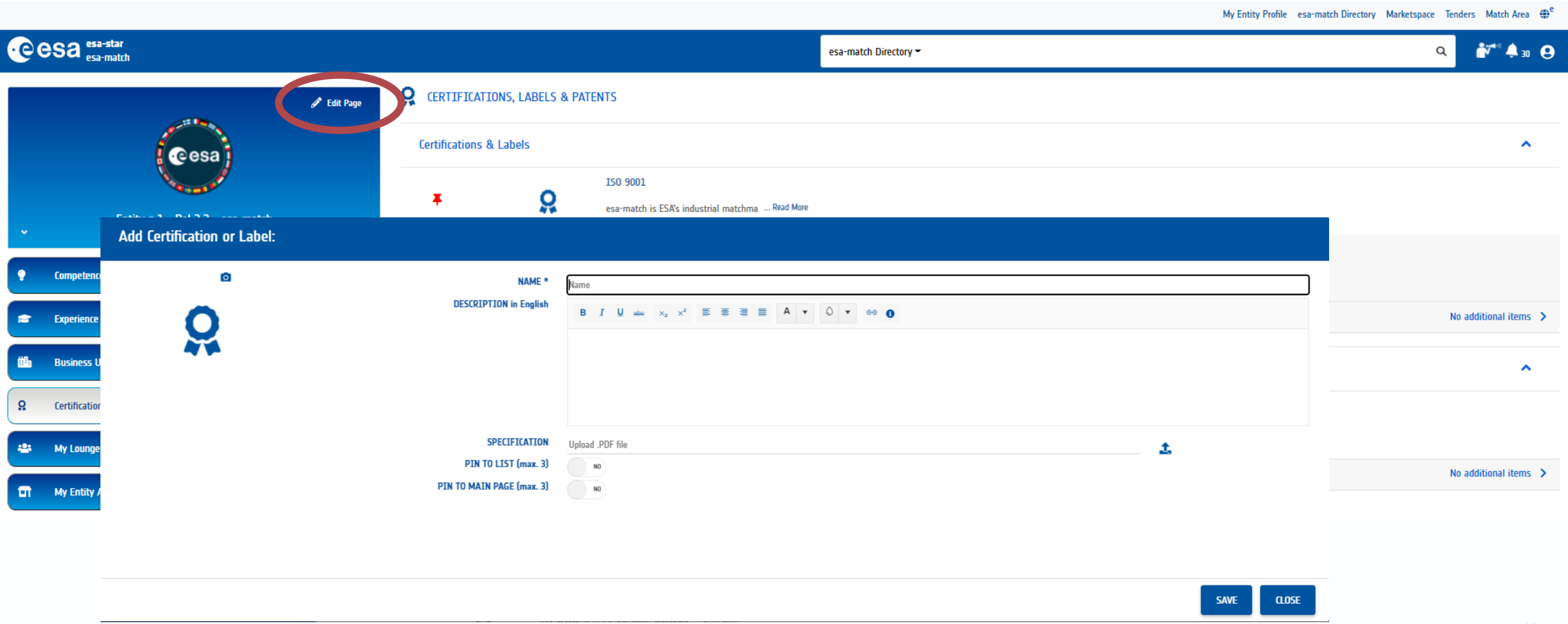
# esa-match: LINK TO ECM



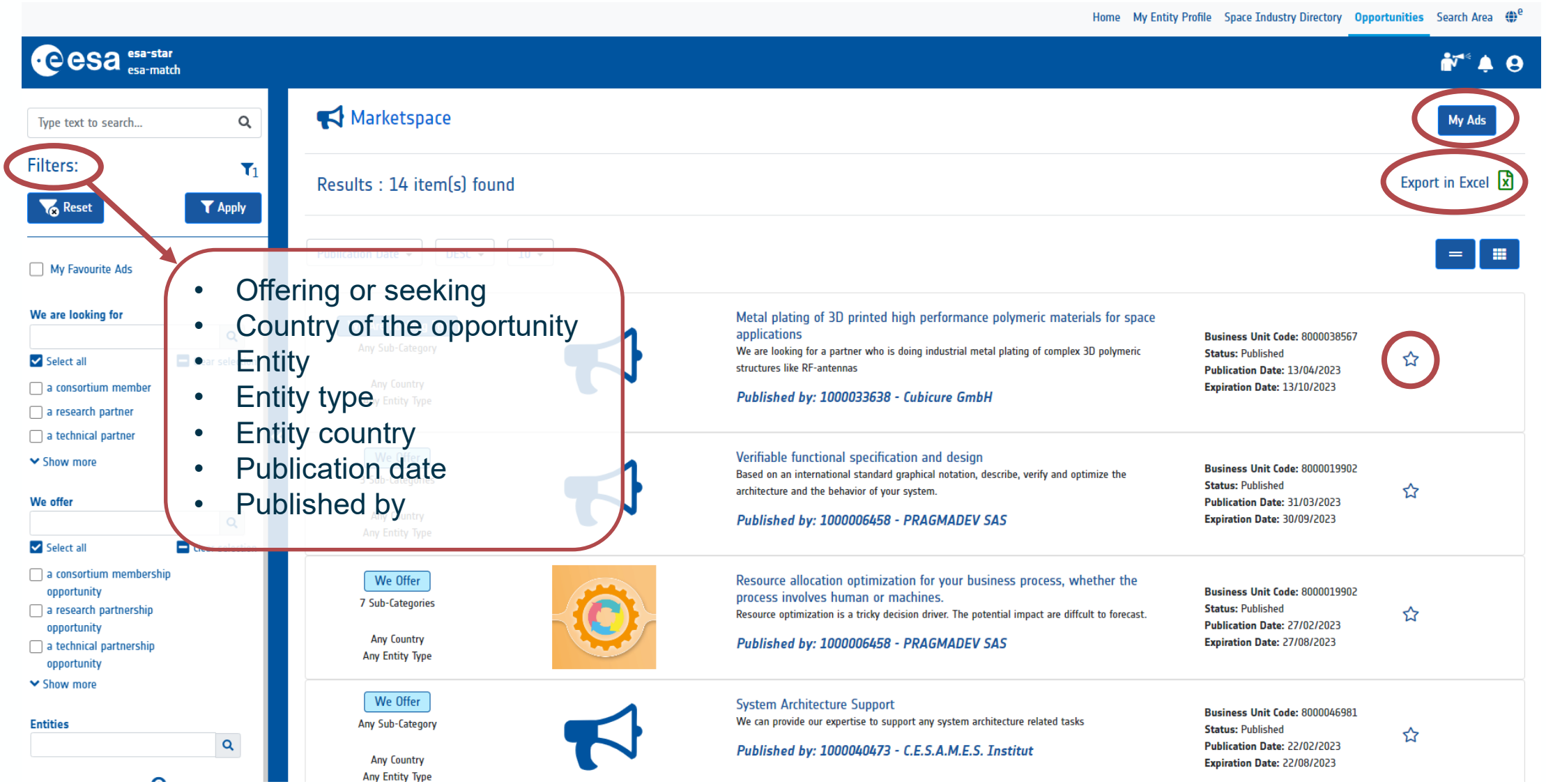
# esa-match: ENTITY PROFILE PAGES



# esa-match: ENTITY PROFILE PAGES



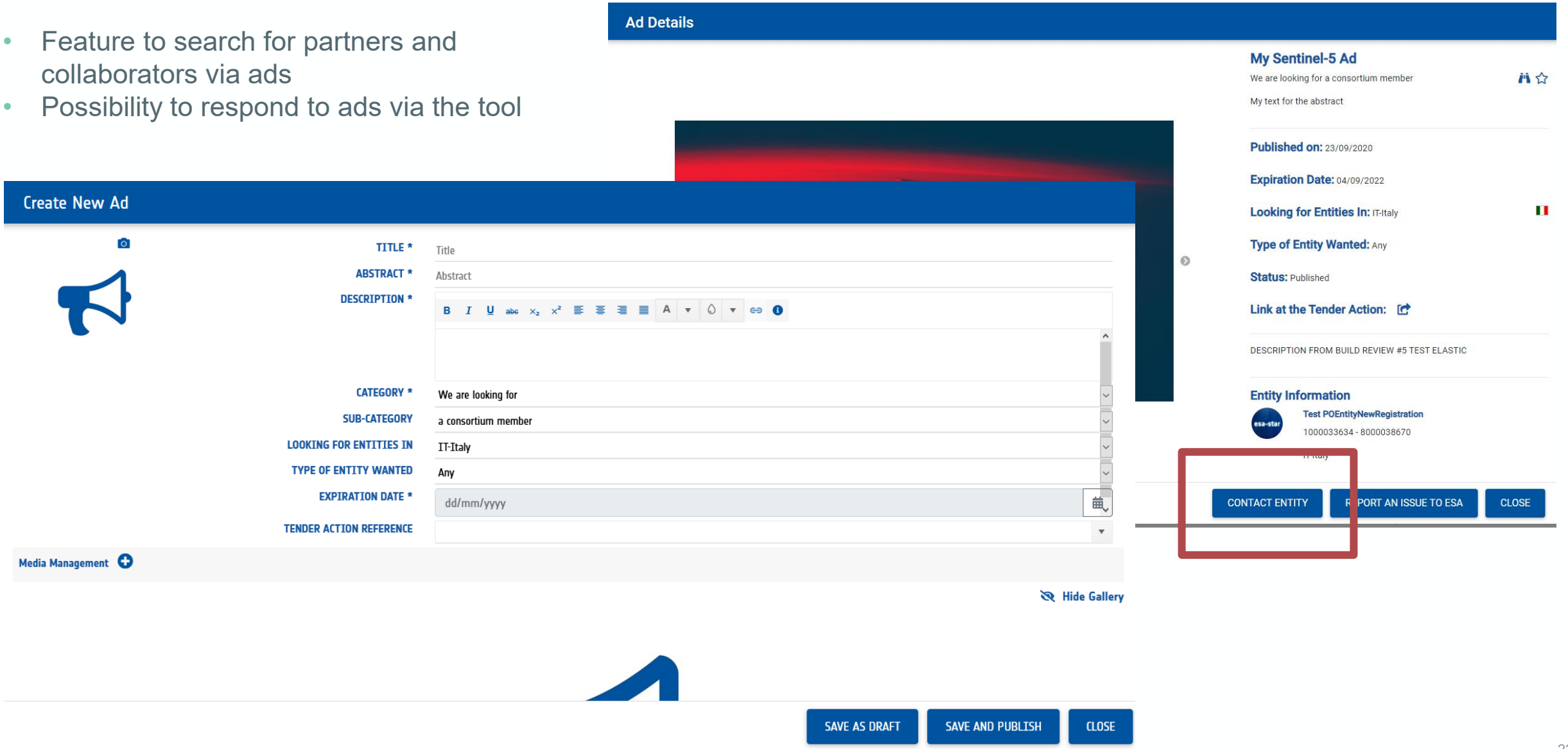
# esa-match: MARKETSPACE



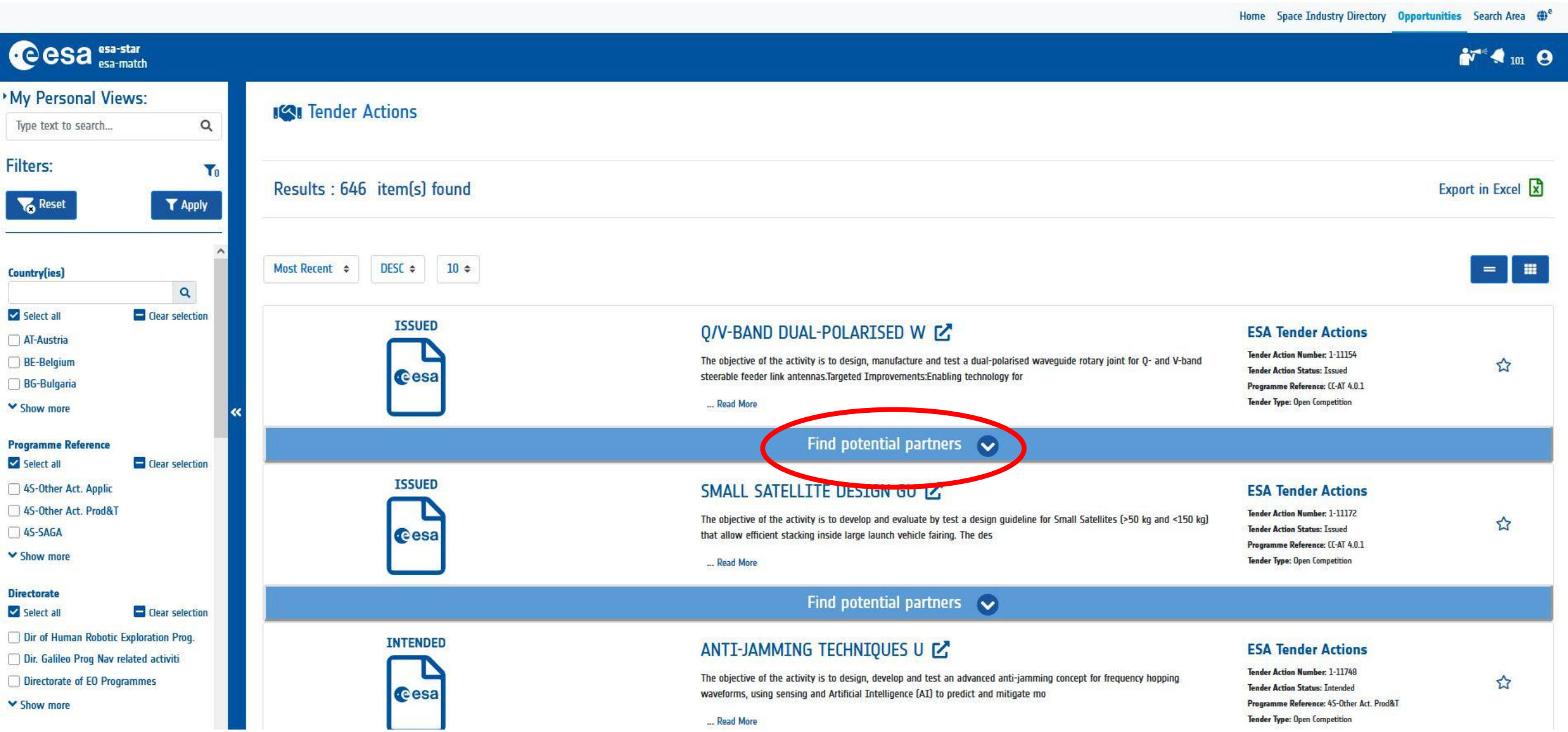

- Offering or seeking
- Country of the opportunity
- Entity
- Entity type
- Entity country
- Publication date
- Published by

# esa-match: MARKETSPACE

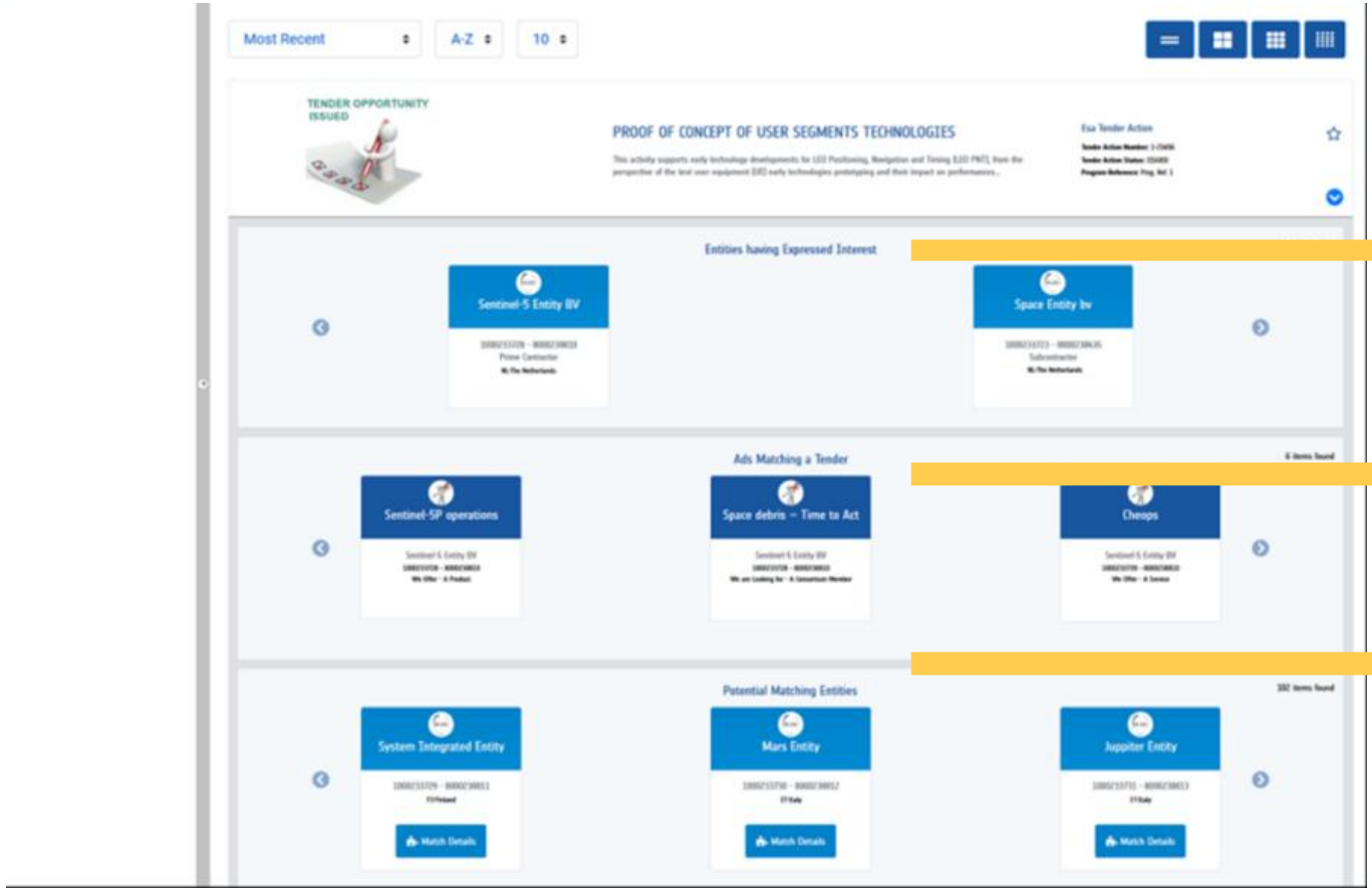
- Feature to search for partners and collaborators via ads
- Possibility to respond to ads via the tool



# esa-match: TENDER ACTIONS



# esa-match: TENDER ACTIONS

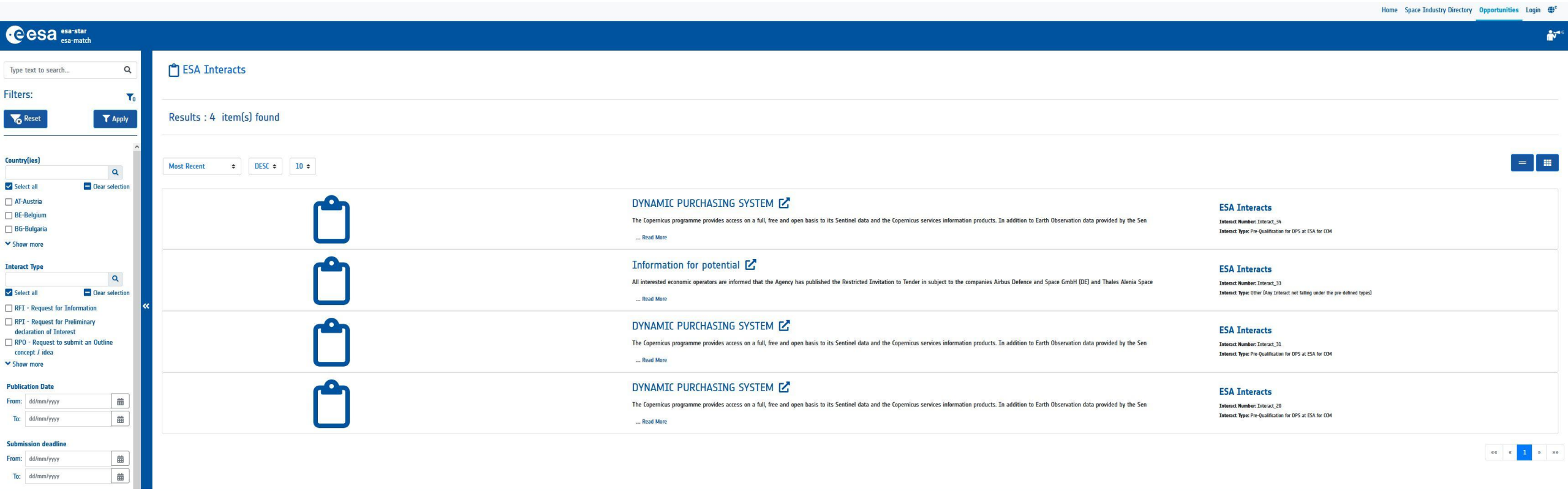



**Expressions of Interest**
This section shows all entities that have expressed interest in this particular tender (via esa-star Publication)

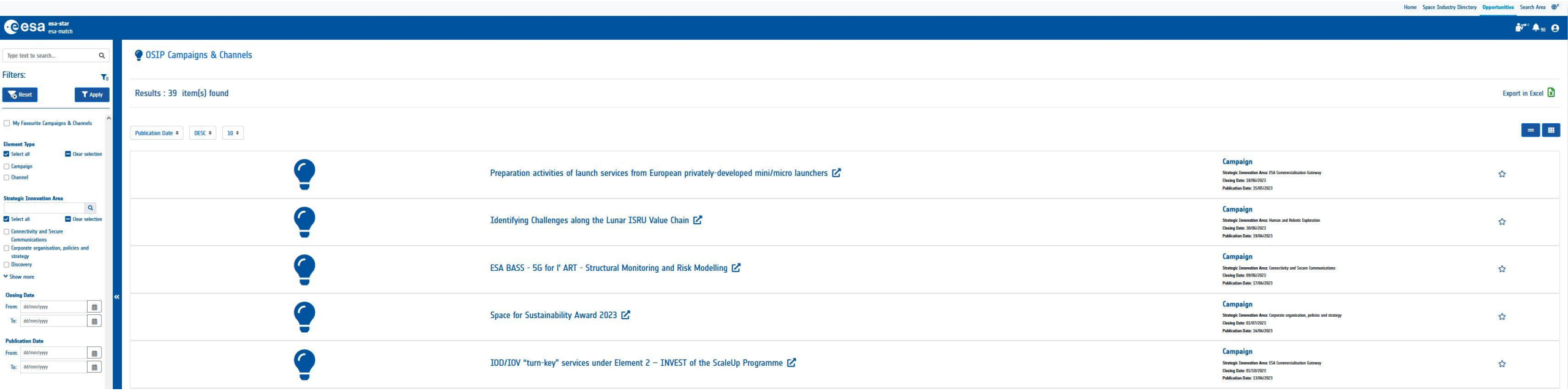
**Ads linked to the Tender**
This section shows all ads in the Marketspace linked to the tender which were placed by entities

**Other Matching Entities**
This section shows entities with matching Countries, Product and Technology keywords, identified automatically by the system

# esa-match: ESA INTERACTS

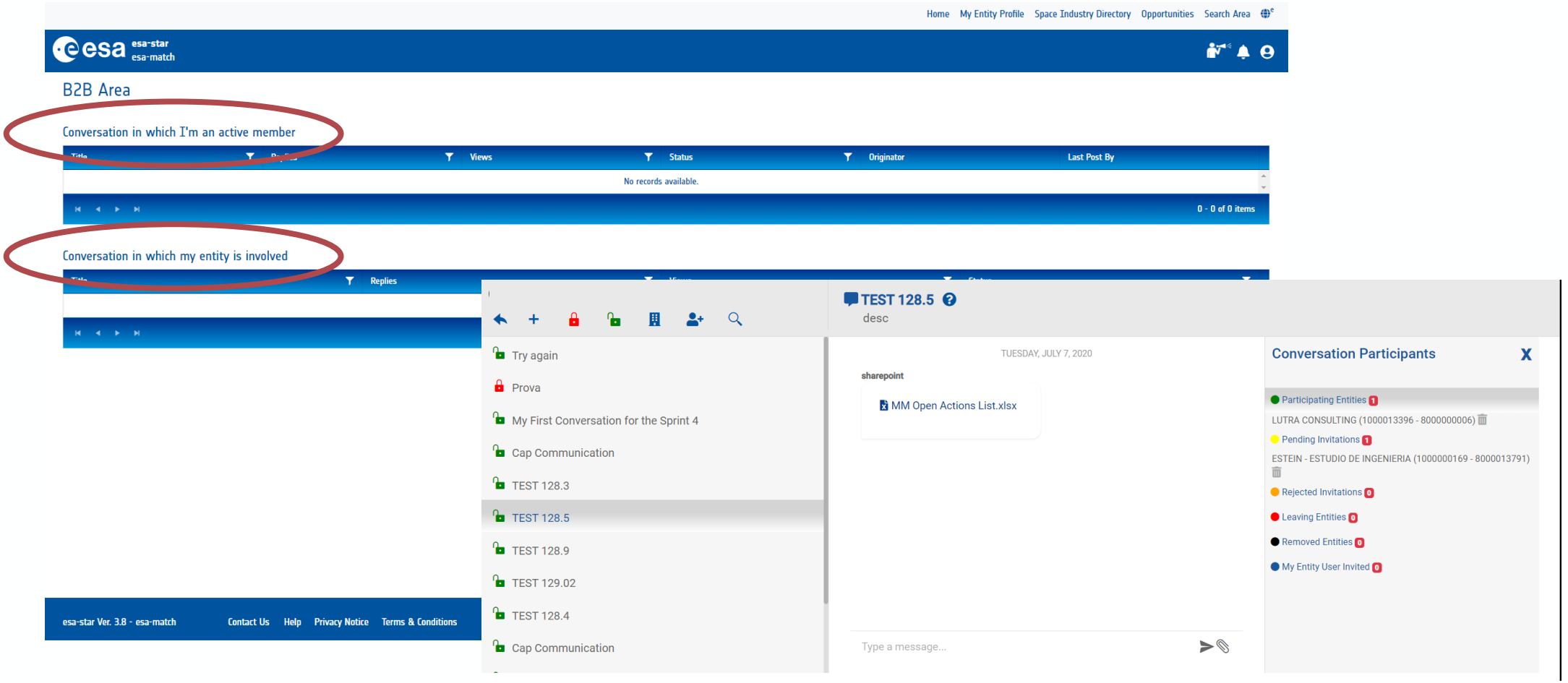


# esa-match: OSIP CAMPAIGNS & CHANNELS



# esa-match: B2B AREA

- The **B2B Area** is a private virtual room of an entity where conversations with other entities can take place



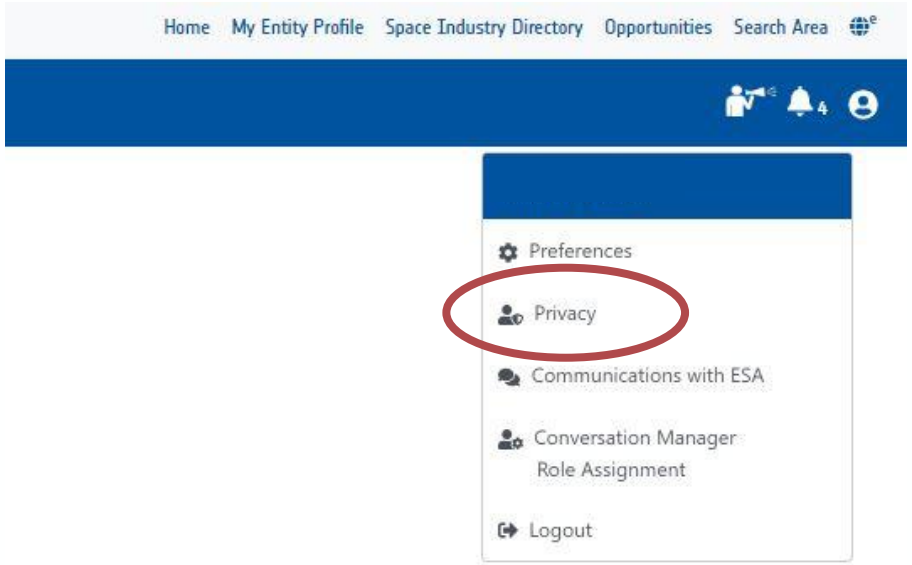
# esa-match: B2B AREA & PRIVACY

- The **B2B Area** is not active by default. It has to be activated via the Privacy Settings by the esa-match Responsible

- **If not activated, your entity cannot be found by other entities which wish to add you to a conversation**

- Only users with the role of **Conversation Manager** or **esa-match Responsible** can manage conversations in the B2B Area. These are the only roles notified when their entity is invited to participate in a conversation and they are able to accept or decline the invitation

- The messages exchanged inside the conversations in the B2B area are only visible to authorised users of the entities involved in the conversation




See User Manual: "Management of Ads in Marketspace and Conversations"

# esa-match: FIRST STEPS & SUPPORT

esa-star
esa-match

## First steps

1. Set your preferences and activate notifications
2. If you are the esa-match Responsible, activate the B2B Area
3. Complete your entity profile
4. Create as many ads as you need
5. Customise your dashboard
6. Start exploring the directory and marketplace! 🚀
7. Tell business partners about esa-match

## Support

### Technical support

External lines: +39 06 941 80700

Email: esait.Service.Desk@esa.int

## Feedback

### SME Office

sme-office@esa.int

**Visit match.esa.int and download the new Starter's Guide!**

# esa-match: TRAINING & INFORMATION MATERIAL

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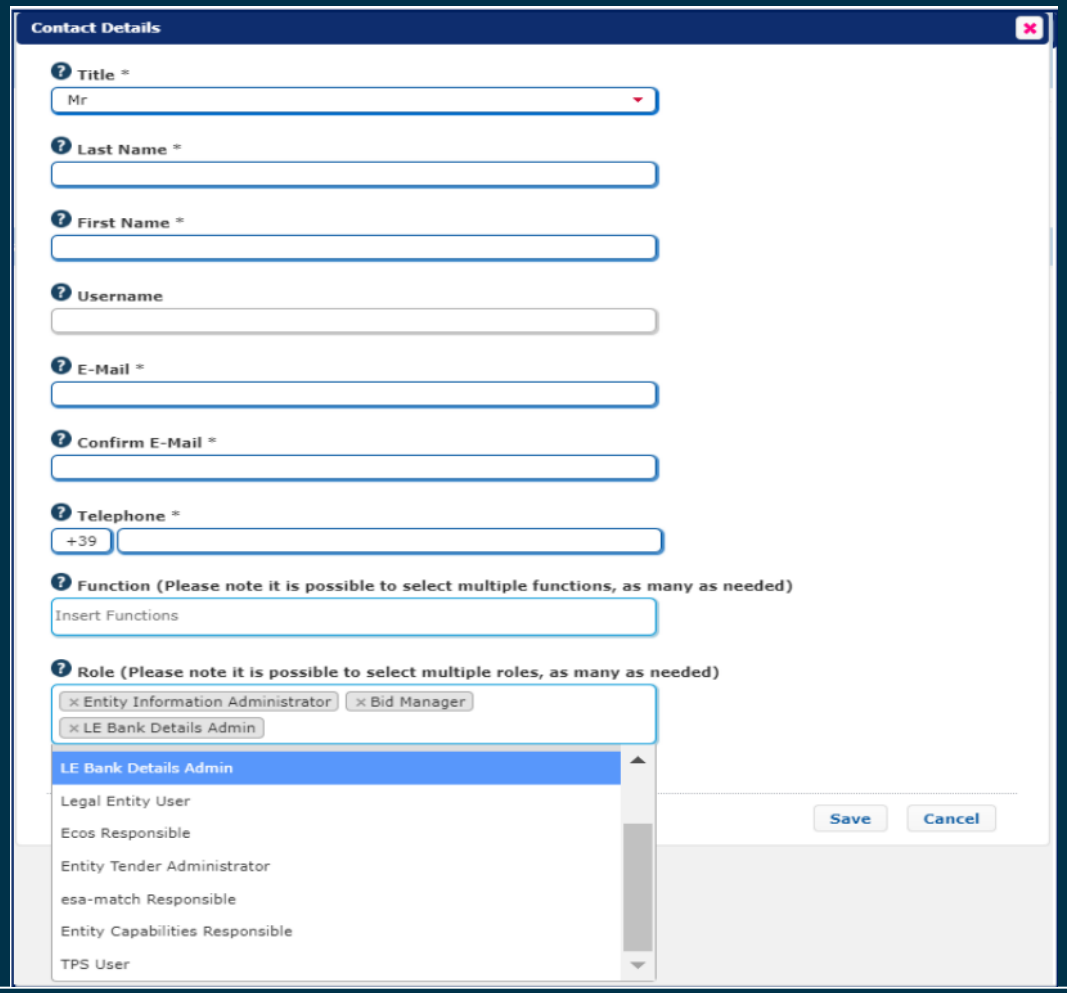
esa-match

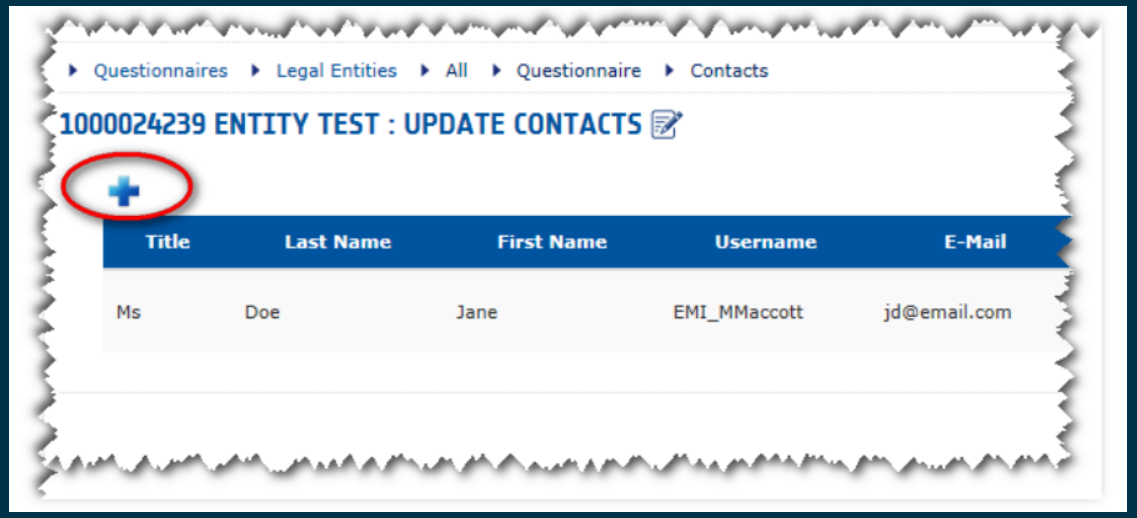
- **Training and information materials** are available at: https://esastar-esamatch-ext.sso.esa.int/help
- **Introductory sessions** for industry are offered as webinars. Registration is possible via the ESA Learning Hub.
- An esa-match **FAQ page** can be accessed at: https://learninghub.esa.int/content/esa-match-faqs
- Watch the **esa-match animation** here

# ANNEX I

# esa-star: REMINDER – how to assign roles in esa-star

- Entity Information Administrators and their Deputies can add esa-star users for their company and assign roles to them via their entity's esa-star questionnaire in esa-star Registration




See pp. 33-35 esa-star Registration User Manual

# esa-star: REMINDER – roles in esa-star

**· Legal Entity**

- ➢ **Entity Information Administrator**
- ➢ Entity Information Administrator Deputy
- ➢ Legal Entity User
- ➢ Bid Manager
- ➢ LE Bank Details Administrator
- ➢ esa-p Entity User
- ➢ ECOS Responsible
- ➢ Entity Tender Administrator
- ➢ Contract Manager
- ➢ **esa-match Responsible**
- ➢ **esa-match Conversation Manager (to be assigned in esa-match)**
- ➢ Entity Capabilities Responsible
- ➢ TPS User

**· Business Unit**

- ➢ **BU Information Administrator**
- ➢ Business Unit User
- ➢ Bid Manager
- ➢ BU Bank Details Administrator
- ➢ BU Contract Manager
- ➢ **BU esa-match Responsible**
- ➢ **BU esa-match Conversation Manager (to be assigned in esa-match)**
- ➢ BU Entity Capabilities Responsible

See pp. 4-6 esa-star Registration User Manual

**Entity Information Administrator and Entity Administration Deputy**
- e.g.: updating or requesting user ids and contact points for entity staff and defining their role

**Legal Entity User and Business unit users:**
Authorised to view the published Entity Information (except for financial figures and entity structure) in esa-star Registration, • view tender action information in esa-star Publication, • find business partners in esa-match and view their entity details, including the list of competences and products, • view harmonisation outcomes in esa-star ECM

# esa-match: ROLES

See slides 5-6 in the esa-match Training manual

The **esa-match Responsible** has the following rights:

✓ Managing the entity's privacy settings

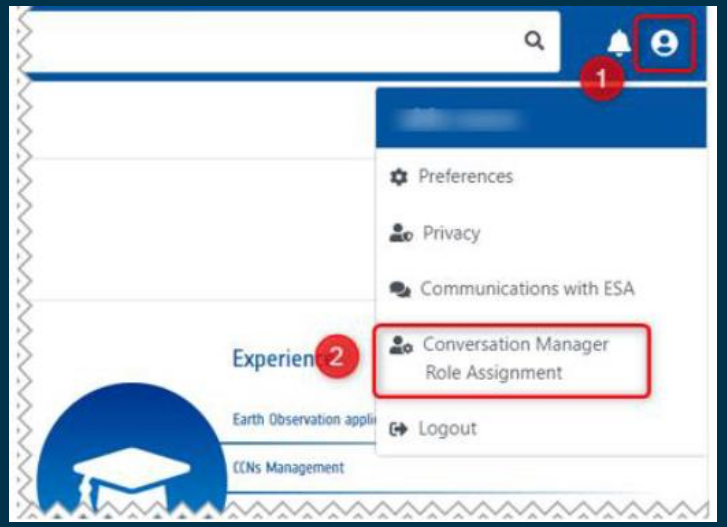
✓ Editing entity profile information, except for the information automatically retrieved from esa-star Registration

✓ Nominating one or more esa-match Conversation Managers from the list of all users belonging to their entity with at least one relevant role

✓ Managing the conversations in the B2B Area

✓ Managing the entity's ads and related messages/conversations in the Marketspace

✓ Replying to ESA communications.




The **esa-match Conversation Manager** has the following rights:

✓ Managing the conversations in the B2B

✓ Managing the entity's ads and related messages/conversations in the Marketspace

✓ Replying to ESA communications

This role is assigned directly in esa-match