

## Invitation to Apply to ESA IP for Commercialization Spain

The purpose and objective of ESA IP for Commercialization is to provide support to the Economic Operators to assess and define a strategy to protect, manage and commercially exploit their intellectual property that results from ESA or national activities and programmes, and which provide competitive positioning in the space market in Spain.

In Spain, Arribes Enlightenment S.L. is the ESA Technology Broker (ESA TB) and is responsible for managing and implementing the ESA IP for Commercialization open call. Universidad Politécnica de Madrid supports Arribes Enlightenment S.L. as part of ESA TB Spain project team.

For ESA IP for Commercialization Spain, ESA, the ESA Technology Broker Spain and the Spanish Space Agency (AEE) welcome applications addressing:

- The request of funding to perform one (or more) of the following activities to be carried out by an IP Specialist, external to the Economic Operator:
  - Intellectual Property Management and Strategy.
  - Intellectual Property Protection.
  - Intellectual Property Revenue Management.
- The ESA IP for Commercialization shall be based upon Intellectual Property generated by the Economic Operator:
  - under ESA contracts
  - or publicly funded space activities in Spain.
- Such Intellectual Property provides to the Economic Operators a potential competitive positioning on the target market.

Arribes Enlightenment S.L. hereby invites you to submit your application for ESA IP for Commercialization Funding Spain. This document introduces the application and evaluation process and contains references to the templates that should be used when applying.

Please contact Arribes Enlightenment S.L. for any further questions at [esa-technology-broker@arrib.es](mailto:esa-technology-broker@arrib.es). Additional information on the IP for Commercialization Open Call can be found at [ESA Technology Broker Spain](#) web page.

Yours sincerely,

Dr. Noelia Sánchez Ortiz

ESA IP for Commercialization Funding Spain Manager

Arribes Enlightenment S.L.

## Introduction

The purpose of this Open Call for ESA IP for Commercialization Funding Spain is to inform about the opportunity for entities looking to assess and define a strategy to protect, manage and commercially exploit their intellectual property that results from ESA and/or national activities and programmes, and which provide competitive positioning in the space market in Spain.

Selection and evaluation of applications are scheduled periodically, see ESA Technology Broker Spain for details.

The Call is permanently open, has no closing date for the submission of applications unless Arribes Enlightenment S.L. has indicated otherwise.

The funding available per proposal is limited to a maximum of 10.000 € with a maximum duration of one year.

## Who can apply?

ESA IP for Commercialization funding is primarily targeted at SMEs or entities who have generated intellectual property with potential for commercialization under ESA or national funding and would like to assess the best strategy to manage and/or to protect it.

However, some further formal criteria apply. To be eligible for contract award, applicants must fulfil all the requirements below:

- To be a legal entity (a public law company / a private law company / an association / a foundation, etc.) registered under the laws of Spain.
- To be headquartered in Spain.
- To be fully compliant with Spain tax and social security obligations;
- To observe the remaining requirements stated in this document;
- When acting in collaboration with other national or foreign entities, the applicant will be the sole contractor and will be fully responsible for managing the funding.
- Declare that Intellectual property proposed under the submitted ESA IP for Commercialization project has been created as a result of an ESA or national activities and programmes.

## How to apply

Please make sure you have received the following templates, which are part of the Open Call documentation available at [ESA Technology Broker Spain IP for Commercialization Open Call](#):

- ESA IP for Commercialization Application Template:
  - Description of the Intellectual Property, its commercial and strategic value and under which activity was created (ESA or national funding).
  - Selection of the activity(ies) to be performed.
  - Information of the Intellectual Property Specialist who will provide the service and the cost quotation.
- Draft ESA IP for Commercialization Contract.

Fill in all required sections and pay particular attention to the following:

- Instructions inside the documents shall be followed in order to fulfil all pre-conditions of the Open Call and for the application to be accepted.
- Please read this document as well as the Draft ESA IP for Commercialization Funding Contract carefully. The Cover Letter shall include a clear, explicit and unambiguous statement declaring that the applicant has read, understood and accepted the terms and conditions contained in the contractual documentation (this is part of the template). Modifications or amendments to the ESA IP for Commercialization Funding Contract may be done in exceptional cases. Please contact the local ESA Technology Broker Manager for guidance.
- Make sure the Cover Letter and the Requirement Checklist are signed by an authorised representative of the entity applying.
- As part of the application, an Activity Proposal must be submitted. This should include details on how you intend to spend the ESA IP for Commercialization Funding. Details on eligible costs can be found below. Note that, the funding should primarily be spent in Spain.

Please submit the completed ESA IP for Commercialization Funding Application Template in electronic form as:

- A single .pdf document.
- To the following e-mail address: [esa-technology-broker@arrib.es](mailto:esa-technology-broker@arrib.es).
- With subject "ESA IP for Commercialization Funding Spain Open Call".

Any questions related to submission of proposals should be sent to the same e-mail address.

## Eligible costs

In order to be eligible, all project costs must be:

- Subcontracting costs of the Intellectual Property Specialist as described in the proposal:
  - Necessary to the execution of the project;
  - Incurred by the beneficiary and recorded in its accounts;
  - Incurred during the contract term;
  - Indicated in the cost planning in the proposal;
  - Without VAT, interest owned, or duties.

Expenses incurred in the preparation and dispatch of the proposal will not be reimbursed.

Not eligible cost:

- Staff costs from the benefiter of the ESA IP for Commercialization Funding.
- Access to data sources or intellectual property;
- Materials, equipment, and facilities;
- Travelling, subsistence, and accommodation costs.

Other costs not included in the above categories but deemed critical to the execution of the project should be agreed in advance with the local ESA TB Manager responsible for implementing ESA IP for Commercialization Funding Spain.

## The evaluation procedure

The evaluation of all received applications is managed locally by Arribes Enlightenment S.L. and Universidad Politécnica de Madrid and follows common ESA IP for Commercialization Funding procedures, as described hereafter:

Once a published submission deadline has passed, Arribes Enlightenment S.L. and UPM first assesses the formal aspects of applications received before the submission deadline. If a non-compliance of a minor nature is found, the applicant may be asked to address this in an updated proposal within 48 hours. If the proposal is found non-admissible, the applicant will be informed and the reason will be explained. In such a case an applicant is eligible to submit a revised proposal at a later date.

If the application is compliant with the formal requirements, the proposal will be evaluated by Arribes Enlightenment S.L. and UPM. The evaluation will typically take place a few days after the submission deadline.

The application will be marked against the following criteria

<b>Evaluation Criteria</b>	<b>Sub-Criteria</b>	<b>Yes/No</b>
Intellectual Property	Proof that it is as result of the ESA or national program	
Intellectual Property	Commercial and strategic value well described	
IP Specialist proposal and quotation	In line with the services requested and within the maximum budget.	

All applicants will be notified in writing about the outcome of the evaluation. The applicant may require, within 10 calendar days from the receipt of the notification, an oral debriefing explaining the reason why the application was not successful.

Arribes Enlightenment S.L. will enter into contract negotiations with successful applicants, taking the comments of the evaluation board into account. Arribes Enlightenment S.L. has the right not to place a contract if, after three months following the notification to a successful applicant, no contract still has been signed, and this is because of a reason for which the applicant can be held accountable.

Furthermore, we kindly ask you to pay attention to the following:

- Please note that applications will be treated as confidential. However, in spite of the efforts undertaken by Arribes Enlightenment S.L. and Universidad Politécnica de Madrid to ensure full confidentiality, the applicant's idea may through this application fall into the public domain. Therefore, we strongly recommend that the applicant discusses the protection of his/her idea with a dedicated expert in this field prior to application, and – if relevant – takes appropriate steps to protect the idea (e.g. by applying for a patent).
- No expenses incurred in either stage of the application procedure will be reimbursed to the applicant by Arribes Enlightenment S.L., ESA, and/or any third party.
- This Open Call does not impose any obligation upon Arribes Enlightenment S.L. to enter into negotiations with any applicant or to enter into any other specific arrangement.

## ANNEX A – DETAILS ON DELIVERABLES

Under an ESA IP for Commercialization Funding project, the Contractor shall deliver a document addressing (Template to be provided by the ESA TB Spain):

- The work performed by the Intellectual Property Specialist
- The value of the work performed for the contractor and its impact in their strategy, hence for the Spain.
- When a submission of a patent application or any other IPR has been resulted from this activity; the contractor shall include the reference number. In addition, when the IP was generated under an ESA contract the Contractor shall prove that the actions related to the obligations towards the ESA contract have been put in place, and in particular the update the Contract Closure Document (CCD) according to the ESA contract.