



Early Engagement Notice – UK Space Agency: Space for Global Corporates pilot

1. About UK Space Agency

The Agency is responsible for all strategic decisions on the UK civil space programme and we provide a clear, single voice for UK space ambitions. The UK Space Agency is at the heart of UK efforts to explore and benefit from space. The UK's thriving space sector contributes £9.1 billion a year to the UK economy and directly employs 28,900 with an average growth rate of almost 7.5%.

Collaboration lies at the core of the UK Space Agency ethos and applies across Government as well as to external organisations including European and global partners such as the European Space Agency (ESA), the European Union, national space agencies and the United Nations.

The Agency provides funding for a range of programmes via programmes such as the National Space Technology Programme and FP7 and works closely with national and international academic, education and community partners.

UK Space Agency achievements include:

- Implementing Government £10m National Space Technology Programme to support the development of UK technology and services/applications using space data. The first four flagship programmes totalled £6m, matched by £5m from industry.
- The Climate and Environmental Monitoring from Space facilities at the International Space Innovation Centre, supported by £400,000 funding, will make satellite data available to space businesses and institutions, particularly those which do not have the infrastructure to exploit Earth observation data.
- Chaired and led the International Charter 'Space and Major Disasters', to task Earth observation satellites quickly to provide data following a major disaster

www.BEIS.gov.uk/ukspaceagency

2. The Business Need

The UK space industry has a target of securing 10% of the global market by 2030. As part of our work to support the industry in pursuit of this target we are preparing a business case for an "International Space Programme", comprising a range of measures to drive growth in the sector, promote UK influence and security, and support research and innovation.

The proposed international space programme has three draft objectives, the Space for Global Corporates initiative is intended to support the first of these;

- **Driving Growth:** Enabling UK space companies to become world leaders in 'new space' by solving end-user problems in the highest potential global markets through partnerships and technology commercialisation with corporate end-users.

As well as contributing to the above objective, this pilot programme is intended to enable the UK Space Agency to more accurately evaluate the economic case for the proposed initiative and inform the design of the full initiative should it proceed in the future.

The aim of the pre market engagement day is to allow us to more accurately determine the required scope and timeline for the pilot programme, and better understand the market for such services and how the pilot programme and proposed initiative could be designed in such a way to best support the growth of the UK space industry and promote exports from the industry.

3. The Requirement (for information – not yet finalised)

The scope of the pilot programme will be limited to matching UK space companies with global corporates operating in Japan, in one industry, to be identified collaboratively by the UK Space Agency and the chosen supplier.

The pilot programme should be completed in FY 2019/2020.

The estimated value of the requirement is £80,000.00 excluding VAT

A more detailed scope will be available following pre market engagement however, the supplier will be responsible for:

- Identifying, in collaboration with the UK Space Agency, the industry to be targeted in Japan.
- Selecting, subject to a review process by the UK Space Agency, the corporates to be included in the programme.
- Working with the corporate to understand the issues they are facing.
- Identifying UK space companies with solutions that could resolve (or could be adapted to resolve) this issue.
- Bringing together the corporate and identified UK space companies in an innovation/problem solving setting to allow the corporate to select UK space companies as potential solution providers to resolve the issue they are facing.
- Working with UK space companies selected by the corporate to adapt their products to best meet the requirements of the corporate, and then to be marketable to additional non-space market(s) facing the same or similar issues.

A key objective of the pre market engagement day is determine the scope of the pilot programme vs the full Space for Global Corporates initiative. Based on the outcome of the pre market engagement the scope of the pilot programme may be adapted to remove some of the above.

4. Supplier Day

This Prior Information Notice is being issued in order to undertake a market consultation exercise with regards to the current view of requirements detailed above. If you believe that this will be of interest to you and your organisation, please register your interest by sending an email to the following email address: professionalservices@uksbs.co.uk

By registering and attending you will be engaging in non-competitive dialogue which will enable UKSA to develop and assess the market's appetite, concerns, and views on formulation of its requirements.

The supplier engagement day will be held at: **UK Space Agency, 10 Victoria Street, London, SW1H 0NN** on **Tuesday 6th August 2019** from 2pm until 4pm

Please register by **Friday 2nd August @ 12:00hrs GMT** providing the names of the representatives attending. **Please note that this event is restricted to two representatives attending per supplier.**

The format of the Supplier Day will be confirmed in advance and an agenda of the day will be provided.

UKSA may consider information and responses received as part of the preliminary market consultation to help inform UKSA's options and further decision making in relation to the planning and conduct of the proposed procurement.

For the avoidance of doubt, this notice is **not** a Call for Competition; a Contract Notice will be issued as a call for competition. Not registering an interest shall not prevent any supplier participating in a potential future procurement, nor is it intended that any information supplied as part of preliminary market consultation shall place any supplier at an advantage in a potential procurement process. Participation in preliminary market consultation will be at each supplier's own cost.