

esa-match: ESA's new matchmaking tool

IPL-IPA

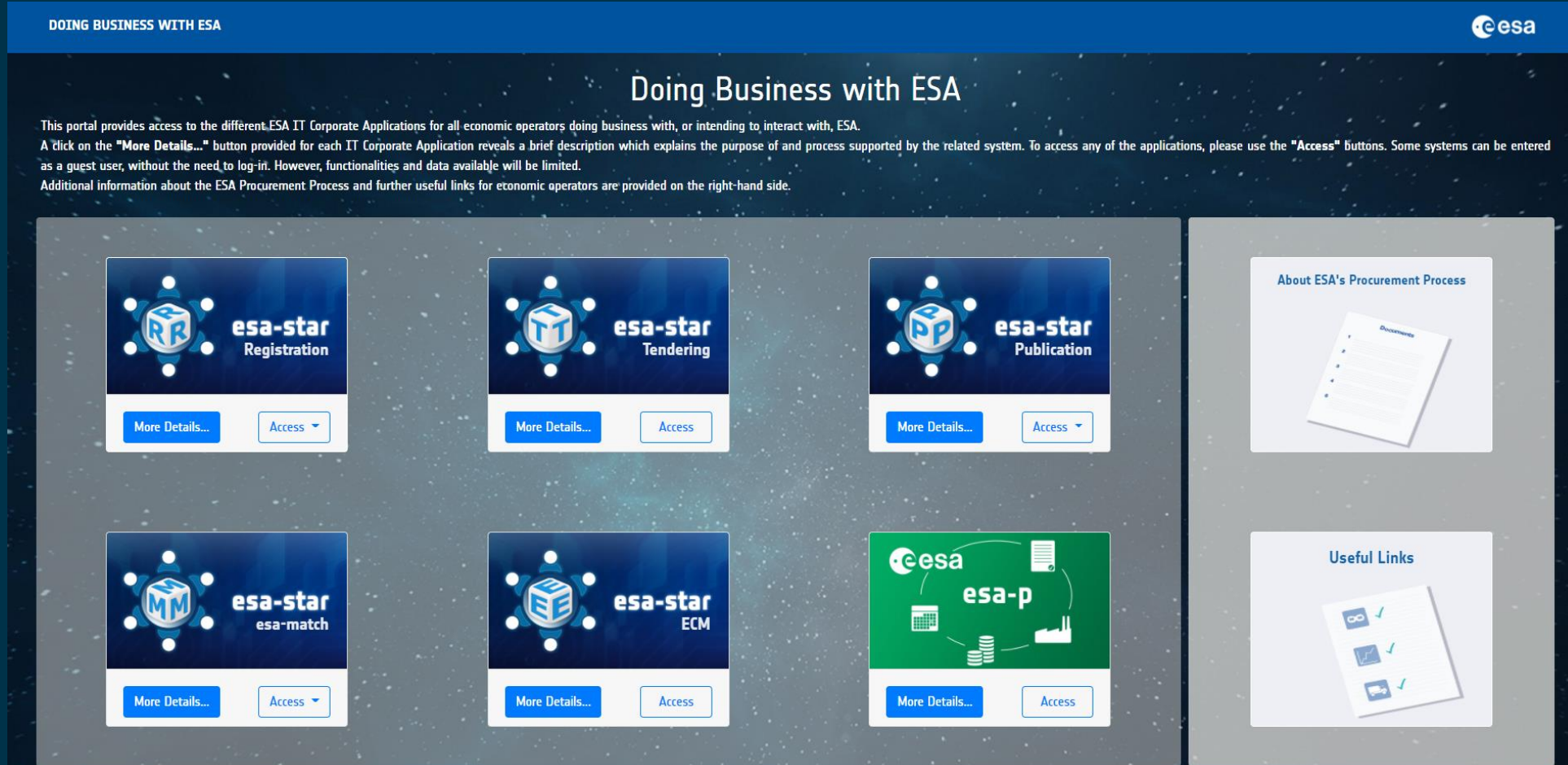
May 2021

On **23 March 2021** a new release of esa-star went live, including:

- **3 brand-new modules** (esa-star Publication, esa-match, esa-star ECM)
- **1 single access portal** for all applications (Doing Business with ESA)
- a range of **improvements** to already existing esa-star functionalities

New portal: Doing Business with ESA

- Portal for **access to the entire esa-star toolset**: <https://doing-business.sso.esa.int/>
- All applications are connected, making it easier for entity users to access the systems and retrieve information



The screenshot shows the 'Doing Business with ESA' portal. At the top, a blue header bar contains the text 'DOING BUSINESS WITH ESA' and the ESA logo. Below the header, the main title 'Doing Business with ESA' is centered. A paragraph of text explains the portal's purpose: 'This portal provides access to the different ESA IT Corporate Applications for all economic operators doing business with, or intending to interact with, ESA. A click on the "More Details..." button provided for each IT Corporate Application reveals a brief description which explains the purpose of and process supported by the related system. To access any of the applications, please use the "Access" buttons. Some systems can be entered as a guest user, without the need to log-in. However, functionalities and data available will be limited. Additional information about the ESA Procurement Process and further useful links for economic operators are provided on the right-hand side.'

The main content area features five application tiles, each with an icon, title, and two buttons ('More Details...' and 'Access'). The tiles are:

- esa-star Registration** (Icon: cube with 'RR')
- esa-star Tendering** (Icon: cube with 'M')
- esa-star Publication** (Icon: cube with 'PP')
- esa-star esa-match** (Icon: cube with 'MM')
- esa-star ECM** (Icon: cube with 'E')

On the right side, there are two additional sections:

- About ESA's Procurement Process** (Icon: document)
- Useful Links** (Icon: document with checkmarks)

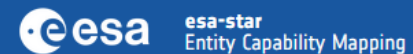
The **three new modules** that joined the esa-star system are:



- replacing EMITS



- a new matchmaking tool



- developed for D/TEC and supporting the European Space Technology Harmonisation process for entity competences and products.
 - Capability data are entered and managed by entities in the esa-star Registration and esa-match systems. Part of the Harmonisation process is then handled digitally in ECM.

esa-match

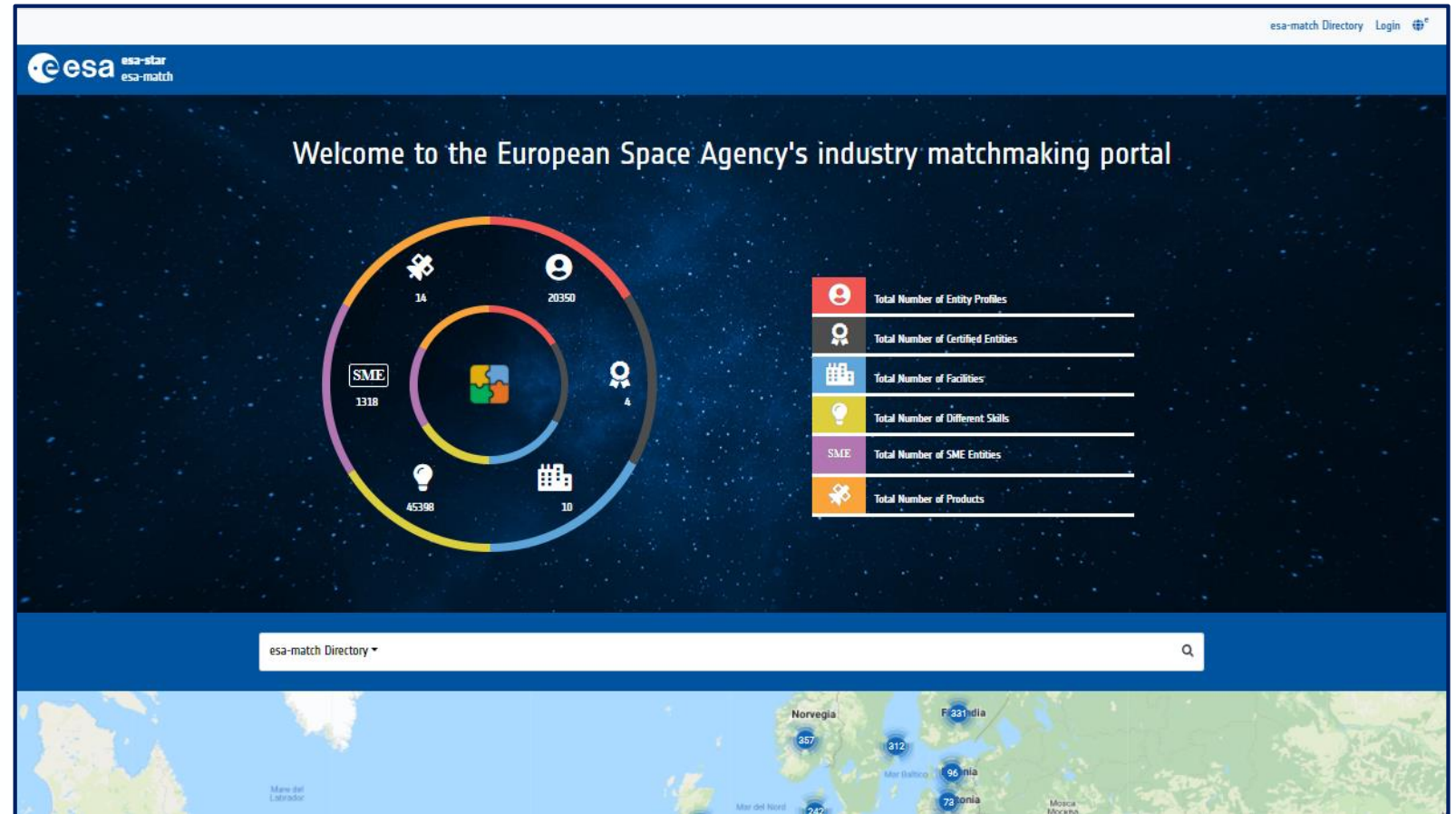
esa-match is the Agency's new **matchmaking tool**. Its main objectives are to:

- 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**

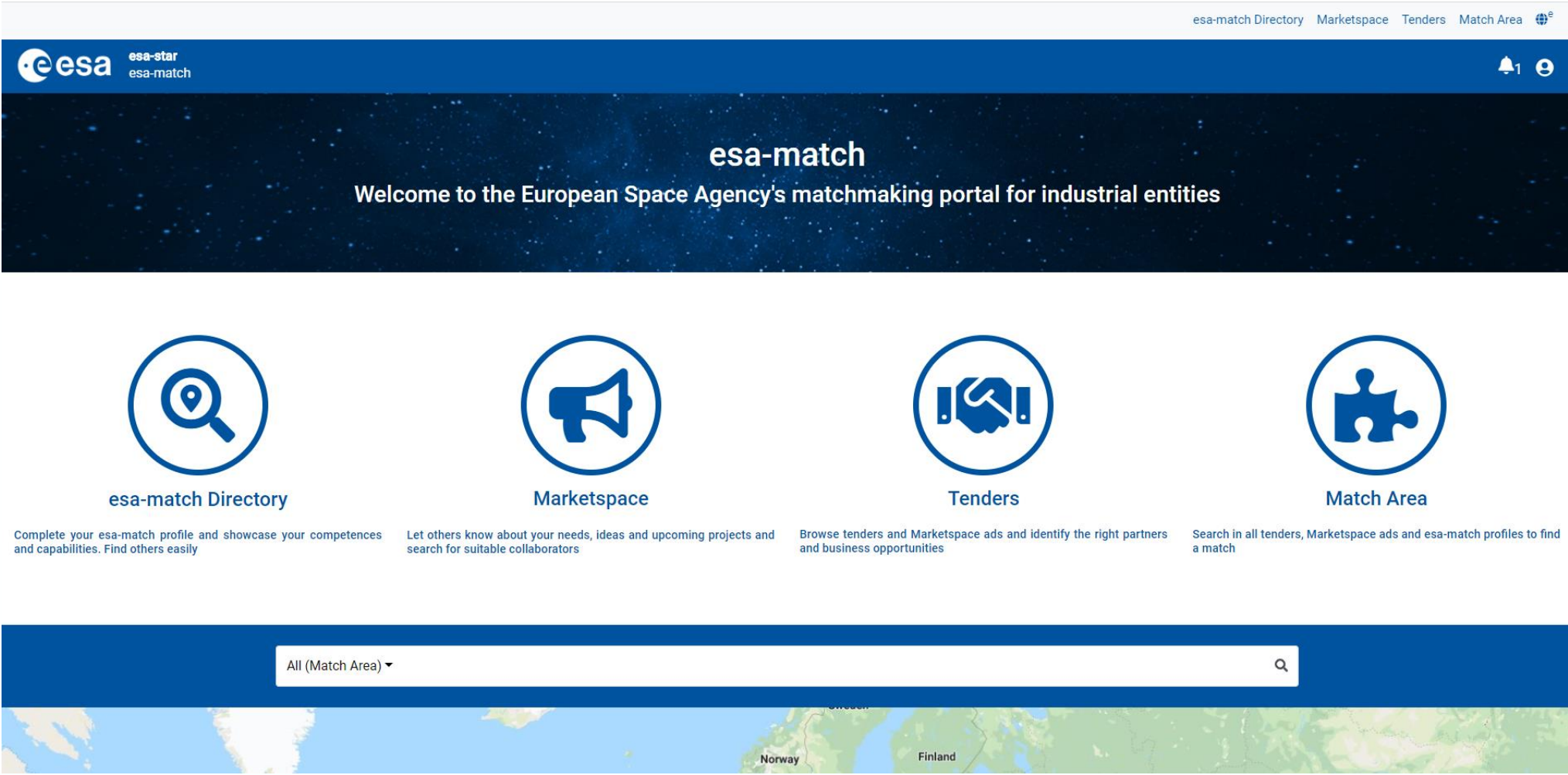
- all entities, registered and validated by ESA in esa-star Registration, from ESA Member States, Associate States, Cooperating States and EU Member States have their own **profiles in esa-match** (both Legal Entities and Business Units). Profiles are created automatically.
- The application is accessible to:
 - **Guest users:** without the need to log-in. Only the **public part** of the esa-match Directory and the entity profile pages are accessible
 - **esa-star registered entities and associated users** (access to the **internal part** of esa-match, including the esa-match Directory, the Marketplace, the Tenders area and the Match area)
 - **ESA users and Delegates** (access to the **internal part** of esa-match)

➤ The [public part](#) of the application can be accessed by **Guest Users**, without the need of log-in.

- Functionalities and data available are limited. Access is provided to:
 - a set of statistics
 - the search functionality in the esa-match Directory and the esa-match profile pages (limited to information made public by entities)



➤ The [internal part](#) of the application can be accessed after a successful login.





esa-match Directory

- **esa-match Directory**

- Area to search in all entity profiles. Options to search, filter, display entity locations on a map, etc



Marketspace

- **Marketspace**

- Area where entities can place “ads” (and link them to tenders) to look for partners and collaborators
- “I’m looking for” + “I offer”



Tenders

- **Tenders area**

- Area where entities can search for matching tenders in open competition and ESA Interacts (a new ESA Publication feature)
- Option to find suitable “matches” (depending on competences set, country, etc)



Match Area

- **Match Area**

- Area where entities can search in all tenders, Marketspace ads and esa-match profiles to find a match

- **“Lounge area” (communications area)**

- An entity’s private virtual room where conversations with other entities can take place.

esa-star
esa-match

All (Match Area)

Show Gallery

Space Entity bv

Entity Information

Entity Code: 1000233723
Business Unit Code: 8000238435
SME Status: Yes
LSI: No
Nationality: NL-The Netherlands

Address

Keplerlaan
3896 LD, Noordwijk
NL-The Netherlands

Entity Ads

Send Communications

Space Entity bv is a supplier of high-reliability components for the space industry.

Entity Description

Competences & Capabilities

No data available

- Competences (GPT + Technology Tree)
- Products and Services
- Testing & Manufacturing Facilities and Labs

Access the section

Experience

No data available

- Top 10 ESA Contracts
- Other Projects

Access the section

Business Units

No data available

Access the section

Certifications

No data available

Access the section

Entity Information (from esa-star Registration)

Financial Range Information

Social Media Information

esa-star Ver. 3.0 - esa-match

Contact Us Help

esa-star
esa-match

All (Match Area) ▾

🔍

🔔 29

👤

Mock entity

esa-star Rel 3.0 - UAT Entity 1

✎ Edit Page

💡 Competences & Capabilities

🎓 Experience

🏢 Business Units

👤 Certifications

👥 My Lounge Area

📄 My Entity Ads

💡 COMPETENCES & CAPABILITIES

Accepted Harmonisation Cycle outcomes can be displayed in esa-match

ESA Generic Product Tree

1

2

3

ESA Technology Tree

1 - Onboard Data Systems

1-A - Payload Data Processing

1-B - Onboard Data Processing

5 - Space Systems

6 - RF Systems

Access to ECM

Collapse Trees

ESA Technology Tree

1 - Onboard Data Systems

1-A - Payload Data Processing

1-B - Onboard Data Processing

5 - Space Systems

6 - RF Systems

1-A-2 - Data systems and I/F

A - Aviation

1-A-1 - On-Board Computers

A - Aviation

No additional items

Services

Manufacturing Services

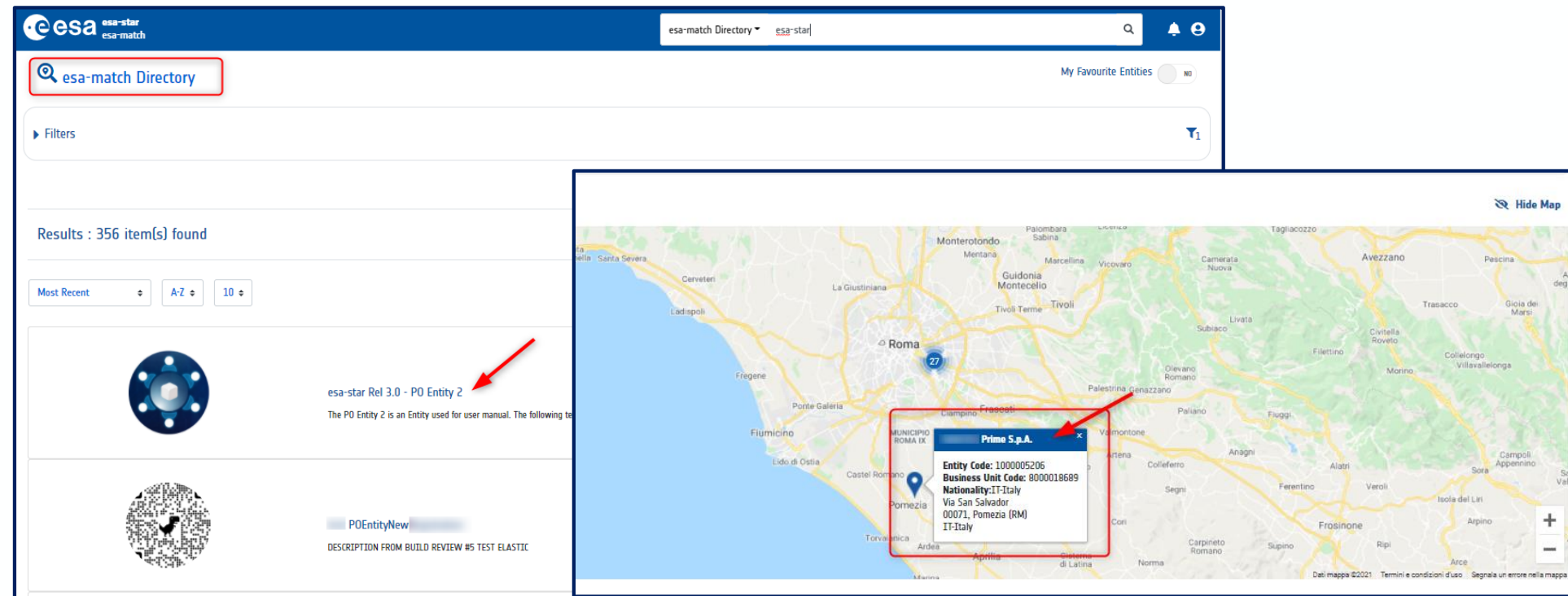
Manufacturing services in the area of ... Read More

L - Manufacturing Services

- To search in all entity profiles in esa-match
- Entities are displayed in different views, e.g.:
 - As a list
 - As an interactive map (by clicking on “Show Map”)



- Search options:
 - Free text search
 - Search along a list of predefined criteria (e.g. Filters: country, SME, LSI, Entity Competences, etc)



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

Ad Details

My Sentinel-5 Ad

We are looking for a consortium member

My text for the abstract

Published on: 23/09/2020

Expiration Date: 04/09/2022

Looking for Entities In: IT-Italy

Type of Entity Wanted: Any

Status: Published

Link at the Tender Action:

DESCRIPTION FROM BUILD REVIEW #5 TEST ELASTIC

Entity Information

Test POEntityNewRegistration

1000033634 - 8000038670

CONTACT ENTITY

REPORT AN ISSUE TO ESA

CLOSE

Create New Ad

TITLE *
Abstract

ABSTRACT *
DESCRIPTION *

CATEGORY *
SUB-CATEGORY

LOOKING FOR ENTITIES IN

TYPE OF ENTITY WANTED

EXPIRATION DATE *

TENDER ACTION REFERENCE

Title

Abstract

We are looking for

a consortium member

IT-Italy

Any

dd/mm/yyyy

Media Management

Hide Gallery

SAVE AS DRAFT

SAVE AND PUBLISH

CLOSE

- 1) Full-text search
- 2) Mark one or more items as favourites
- 3) Filter the list
- 4) Change the layout
- 5) Sort the list
- 6) Export the list to an Excel file
- 7) Access the details of an item by clicking on its title.

The screenshot shows the 'Marketspace' section of the esa-match website. The interface includes a top navigation bar with links to 'My Entity Profile', 'esa-match Directory', 'Marketspace', 'Tenders', and 'Match Area'. A search bar at the top right is labeled 'Marketspace' (1). Below the navigation bar, the 'Marketspace' section features a 'Filters' panel (3) with various search criteria: 'Category' (with checkboxes for 'We are looking for' and 'We offer'), 'Sub-Category', 'Entities', 'Looking for Entities In', 'Publication Date: From' and 'To' (with date pickers), 'Expiration Date: From' and 'To' (with date pickers), 'Type of Entity Wanted', and 'Status' (showing '1 selected'). There are 'Reset' and 'Apply' buttons at the bottom of the filters. Below the filters, the results section shows 'Results : 25 item(s) found'. On the right, there is an 'Export in Excel' button (6). Below the results, there is a sorting and pagination bar (5) with 'Title', 'A-Z', and '10' options. To the right of this bar are layout icons (4) for list, grid, and other views. The main content area displays a list of items. One item is highlighted with a red circle (2) around its details, which include 'Entity Name: esa-star Rel 3.0 - Entity 4', 'Entity Code: 1000033803', 'Business Unit Code: 8000038909', 'Status: Published', 'Publication Date: 18/11/2020', and 'Expiration Date: 04/11/2022'. A red arrow (7) points to a specific item in the list, and a red circle (1) is around the search bar.

esa-match: TENDERS I



Tenders

Search for: Tender Actions ESA Interacts

Filters

Country(ies)

Programme Reference

Directorate

Industrial Policy Measure

Open Date: From

To

Closing Date: From

To

Product Keywords

Status

Tender Action Type

Create View

My Entity Profile

esa-match Directory

Marketspace

Tenders

Match Area

My Favourites Tenders

My Tender Actions Views

My ESA Interacts Views

Tenders

Search for: Tender Actions ESA Interacts

Filters

Results : 34 item(s) found

Most Recent

A-Z

10

TENDER OPPORTUNITY INTENDED

SC FOR SPRINT

The project objectives involve the development of an integrated combination of opto-electronic control technology and optical sub-systems based on high finesse ultra-low-expansion glass optical cavi

... Read More

ESA Tender Actions

Tender Action Number: 1-8363

Tender Action Status: Intended

Program Reference: General Studies

TENDER OPPORTUNITY INTENDED

TELESCOPE MIRROR STRUCTUR

To demonstrate the capability of manufacturing a full sized Athena mirror structure compatible with the functional and interface requirements of the mission. To perform environmental tests to: - verif

... Read More

ESA Tender Actions

Tender Action Number: 1-10365

Tender Action Status: Intended

Program Reference: CTP - General

TENDER OPPORTUNITY

TENDERS



esa-star esa-match

[My Entity Profile](#)
[esa-match Directory](#)
[Marketspace](#)
[Tenders](#)
[Match Area](#)

Tenders

- My Favorite Tenders
- Saved Search
- Tender Actions

Tenders

Filters
Export in Excel

Results : 150 items found

Most Recent A-Z 10

**TENDER OPPORTUNITY
ISSUED**

PROOF OF CONCEPT OF USER SEGMENTS TECHNOLOGIES

This activity supports early technology developments for USO Positioning, Navigation and Timing (USO PNT), from the perspective of the test user equipment (USE) early technologies prototyping and their impact on performances.

Esa Tender Action

Tender Action Number : 1-17450

Tender Action Status : OPEN

Request Reference : Req. Ref. 1

Entities having Expressed Interest		
Ads Matching a Tender		
Potential Matching Entities		

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

- The **Lounge Area** is a private virtual room of an entity where conversations with other entities can take place.
- Conversations in the Lounge Area are visible only to authorised users of the entities involved in the conversation.

Conversations Area



 Try again

 Prova

 My First Conversation for the Sprint 4

 Cap Communication

 TEST 128.3

 **TEST 128.5**

 TEST 128.9

 TEST 129.02

 TEST 128.4

 Cap Communication

 **TEST 128.5** 

desc

TUESDAY, JULY 7, 2020

sharepoint

 MM Open Actions List.xlsx

Type a message...



Conversation Participants

 Participating Entities **1**

LUTRA CONSULTING (1000013396 - 8000000006) 

 Pending Invitations **1**

ESTEIN - ESTUDIO DE INGENIERIA (1000000169 - 8000013791) 

 Rejected Invitations **0**

 Leaving Entities **0**

 Removed Entities **0**

 My Entity User Invited **0**

- Training and information materials are available at: <https://esastar-esamatch-ext.sso.esa.int/help>
- **Introductory sessions** for industry are currently 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](#)