**OUTLINE PROPOSAL TEMPLATE**

**Space-based innovation and digitalisation for the school of tomorrow**

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| The present Outline Proposal template for the “Space-based Innovation and Digitalisation for the School of Tomorrow” intends to collect in a standardised way information on various aspects of your proposition in the following respect:1. The Team: what is the level of expertise / know-how of your team;
2. The Idea: what you propose, to address which needs, for whom, and the associated level of maturity;
3. The Activities: which activities you intend to perform, including the pilot utilisation of your solution, the associated costing and pricing, and the perspective to scale up and reach a sustainable target.

**Both Prime and Subcontractor(s) are requested to send to their National Delegations[[1]](#footnote-2) this Outline Proposal, prior to the submission to ESA.**Note that the answers provided in this Outline Proposal will be directly integrated in the Full Proposal (in the sense that every element of the Outline Proposal will be directly integrated in the Full Proposal). Please, keep your answers to a **maximum limit of 5 pages** (excluding this page), maintaining font size and structure. Please note the following important points before you decide to prepare your submission:1. The proposed activity shall involve the use of some space technologies (i.e. satellite communications, satellite navigation, images from Earth Observation satellites, technologies coming from the human space flight);
2. The proposed activity shall include a deployment of the solution and a pilot utilisation of the solution, in at least 2 schools, to be performed within the target utilisation scenarios with the involvement of relevant users;
3. The evaluation of the Full Proposal will be executed following the submission in the ESA system. The Full Proposal will require a “Letter(s) of Authorisation of Funding” (AOF) from the relevant National Delegation(s) of the entities involved in the proposed activity.
4. Selected activities can be funded up to 80% for SMEs as well as Universities and Research Institutes, and up to 50% for non SMEs.
5. The funding of Universities or Research Institutes shall not exceed 30% of the total allowable cost. Moreover, they shall be involved as subcontractors, unless exceptionally provided otherwise in the express authorization of funding.
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**OUTLINE PROPOSAL**This document use elements (content controls) that may have issues of compatibility on a Mac computer

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| --- | --- |
| **Activity Title:** | [Insert activity title here] |
| **Company Name:** | [Insert company name here] |

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| Please confirm that this Outline Proposal has been sent to the relevant National Delegation(s): | … |

**Section 1: The Team**

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| **1.1 Company proposing:***(address, country, website, contact point name, telephone and e-mail)* | [Insert company address here][Insert point of contact here][Insert company phone here][Insert company e-mail here] |
| **1.2 Company’s background:***(notes on background)* | Year of creation: [Insert year of creation here]Number of full-time employees in 2021: [Insert number of employees here in numeric format only]Turnover in 2021 kEuro: [Insert turnover in 2021 here in numeric format only, excluding the currency symbol]SME status: ... |
| **1.4 Are you familiar with ESA?** *(Yes/No)* | … |
| **1.5 Are you applying as a consortium?** **Who are the other entities?** *(name, country, website)* | … |
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| **1.6 Does your team (company / consortium) have the right skills and experience to deliver what you are proposing?** *(Yes/No/Partial. If Yes or Partial, provide relevant justification on the right)* | … |
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| **1.7 Have you already identified schools to validate the solution you propose in a pilot?** *(Yes/No/Partial. If Yes or Partial, provide relevant information on the right)* | … |
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| **1.8 Have you already established relationships with these schools?** *(Yes/No/Partial. If Yes or Partial, provide relevant information on the right, including the name of schools)* | … |
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| **1.9 Do you plan to offer your solution** **to Italian Schools?*****(If Yes, indicate the names and specify on the right if there are any special technical/ functional/ infrastructure requirements that the school must meet for the deployment of the pilot or any other information that the MI should be informed of when selecting one school to be part of the pilot.)*** | … |
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**Section 2: The Idea**

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| **2.1 What is the service that you want to offer and how is it related to *Digital Learning for STEM Education*?** |
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| **2.2 Who will be the users / customers of the deployed solution?***(e.g. type of schools addressed, geographical target(s), considerations on how they operate today in relation to the idea)* |
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| **2.3 What are the users’ pains (e.g. problems they have now) and gains (e.g. benefits they will get from the solutions you propose)?** |
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| **2.4 What is innovative in what you propose? What is unique with respect to what is currently available on the market?** |
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| **2.5 What is the technical and operational maturity that you plan to achieve at the at the end of the proposed activity?** *(e.g. prototype, minimum viable product, solutions already tested. Please add some justification.)* |
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| **2.6 Which space technology / space asset do you intend to use?** *(e.g.* * *Satellite Communications - narrowband/broadband, potential SatCom network operator*
* *Earth Observation - optical/radar - spatial & temporal resolution - EO instruments*
* *Satellite Navigation – accuracy*
* *Human Space Flight - technology/service)*

***Please provide the justification for the selected space asset below:)*** | Satellite Communications: …Satellite Navigation: …Satellite Earth Observation: …Technology derived from Human Space Flight: … |
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**Section 3: The Activities**

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| **3.1 What is the starting point for the activity you propose? Specify its technical maturity.***(e.g., idea, prototype, existing product, existing service, results from other activities, discussions with potential users)* |
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| **3.2 What are the key activities you propose to execute?***(e.g. technical aspects: proof of technical feasibility, proof of concept, design, development, integration, verification, validation with pilot users).* ***Please include a pilot utilisation stage with relevant user communities.*** |
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| **3.3 What is the overall duration and costing of the intended activity?***(up to 80% of the cost for SMEs, Universities and Research Institutions, and up to 50% of the cost for non SMEs can be funded by ESA. The amount funded by ESA is defined as a price)* | Duration in months:[Insert duration here in numeric format only, excluding the word “months”]Cost of the activity k Euro: [Insert the cost here in numeric format only, excluding the currency symbol]Price of the activity (what is requested to ESA) k Euro: [Insert the price here in numeric format only, excluding the currency symbol] |
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| **3.4 How will you scale up the solution in case of successful pilot? What is your approach to the commercial sustainability of the proposed solution?***(e.g. by offering the solution to identified institutions, consideration about their willingness to pay)****Please provide a justification with some basic costs and income projections.*** |
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| **3.5 What are the most important risks (technical / adoption / sustainability) to your activity? What are your mitigation plans for those?** |
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Please save this document as "School of Tomorrow [Use Case] [Your Project Name].docx" and submit it in pdf, doc or docx format as an attachment to the web form available on <https://business.esa.int/funding/intended-tender/space-based-innovation-and-digitalisation-for-school-tomorrow-digital-learning-for-stem>. Indicate **"School of Tomorrow [Use Case] [Your Project Name]"** as a title of your Outline Proposal.

**Please send also the Outline Proposal to the National Delegation(s), as indicated in the initial part of the form.**

1. Contact details of the National Delegations can be found under:

<https://business.esa.int/national-delegations>. [↑](#footnote-ref-2)