

Last Mile Delivery

Webinar, 2nd February 2024

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Before we start...

- Please keep your **microphones muted** at all times and switch off the webcam function
- You can use the **conversation function** anytime to submit your questions. They will be addressed during the Q&A at the end of the webinar



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Agenda

- ESA introduction
- Kick-Start Programme
- Last Mile Delivery
- How to apply
- Q&A

EUROPE'S GATEWAY TO SPACE

WHAT

22 Member States, 5000 employees

WHY

Exploration and use of space for exclusively peaceful purposes

WHERE

HQ in Paris, 7 sites across Europe and a spaceport in French Guiana

HOW MUCH

€7 billion ~ €12 per European per year



The largest space innovation network in the world

- The go-to place for great business involving **space to improve everyday life**.
- Supporting European **start-ups and SMEs** to develop businesses using space technology and data.
- Offering **funding, business and technical support** to help to generate successful business and create jobs.



Business Applications: space-enabled services



Using **any space asset(s)** and integrating them with terrestrial assets for the **benefit of life on Earth**



What ESA Space Solutions offer



Our aim is to work together to make your idea commercially viable, with:



Zero-Equity
Funding
(€50K-€2M+)



Tailored Project
Management
Support



Access to our
Network and
Partners



Use of ESA
Brand for
Credibility



Kick-start Activity

Kick-start Activity - Background

6 months duration -
Overall cost €80K

€60K ESA funding
(75% ESA co-funding)

“Kick-start Activities” are ESA's funding scheme enabling companies to undertake short Feasibility Studies that explore new service and application concepts making use of space capabilities.

- Limited initial investment by companies, particularly attractive for SMEs and start-ups
- Rapid evaluation process, to allow companies to keep the pace in the market.
- If successful, possible follow-up support via Demonstration Projects.



Kick-start Activity

During the Kick-start teams will look at 3 main elements

1. Engagement with **potential end users** and **customers** to understand their needs and translate these into service requirements.
2. Assess the **technical feasibility** of the service, and definition of the service and system architecture.
3. Evaluation of the economic viability of the service and **development of a business plan**.



Overall Aim of the Kick-start Activity



Last Mile Delivery



Background

- Last mile delivery is the final stage of the delivery process. It accounts for over half of the total cost of shipping.
- Logistics companies are investing in new technologies to give consumers greater visibility and control over the delivery process.
- Logistics providers are also struggling to deal with increasing volumes of goods, which is resulting in slower delivery times, less flexibility in delivery time slots and higher delivery costs.
- New last mile delivery solutions are needed to ensure that customers have a positive buying experience and that last mile delivery systems do not become a logistical bottleneck.

Call open from 5th February 2024 until 15 March 2024



Last Mile Delivery Topics

The call offers a unique opportunity for companies to develop new applications /services addressing topics such as:



Improving Logistics Facilities

- optimising available space
- adopting lean inventory
- implementing new technologies that maximise handling efficiency
- enhancing labour efficiency



Improving Methods of Delivery

- Sidewalk pods
- Delivery drones
- Self-driving vehicles, that travel via roads and can carry several packages for multiple deliveries.
- Water-based delivery pods
- Services to manage crowdsourced delivery



Optimised Delivery Routes

- Services that improve the planning, monitoring, and mapping of delivery routes
- Services for routing and re-routing vehicles based on real-time data inputs

Satellite Communication (SatCom)



- can be used to increase a supply chain network's robustness and resilience.
- It can securely connect delivery vehicles with control centres when terrestrial communications are not available. This would enable data transfer in scenarios where goods are being transported to regions with poor terrestrial connectivity
- can provide robust communication links for autonomous and remotely-piloted vehicles in beyond radio line of sight conditions or in situations where the terrestrial network is not available.

Satellite Earth Observation (SatEO)



- can be used to provide and update maps needed to route parcels to their end points.
- can provide meteorological and environmental information, such as air pollution and CO2 emission measurements
- can support the strategic planning of last mile delivery infrastructure – such as microhubs, charging points, and loading/unloading zones

Satellite Navigation (SatNav)



- enable accurate tracking and tracing of vehicles and goods through precise positioning, navigation, and timing.
- GNSS is key to guiding and navigating automated vehicles and can also assist with route optimisation.
- Where delivery drones are involved, systems like Galileo's High Accuracy Service can provide high precision positioning for safe landing and take-off operations with authentication capabilities to prevent GNSS signal spoofing.

HOW TO APPLY, 1/2



Registration (minimum 'light registration') on [ESA-STAR Registration](https://esastar-emr.sso.esa.int) (<https://esastar-emr.sso.esa.int>)

Please note that esa-star allows two levels of entity registration: "Light" and "Full". This allows new users wishing to do business with ESA to carry out their registration in two steps. A "Light" registration will grant access to all esa-star services up to and including proposal submission. The award of ESA contracts requires "Full" registration.



The screenshot shows the ESA-STAR registration portal. At the top left is the ESA logo and the text "esa-star registration". Below this is a navigation bar with the date "16 Apr 2020" and links for "ESA Home Page", "EMITS", "ESA Industry Portal", "Contact Us", and "Help". A left sidebar contains links for "Home", "New Registration", "Maintain Entity Information", and "ESA Entities Directory". The main content area is titled "NEW REGISTRATION" and contains a message: "Please select one of the two options:" followed by two radio button options: "A. I am an Entity that has the capacity as 'legal entity'" and "B. I am a Business Unit acting on behalf of a 'legal entity', without being entitled to commit on contracts on my own".

The Letter of Invitation to Call for Proposals is issued on ESA-Star Publication ([Doing Business with ESA](#)) and includes:

Cover Letter

Appendix 1

Appendix 2

Appendix 3

Appendix 4

Activity Description / Statement of Work

Draft Contract

Tendering Conditions for Express Procurement Procedure - EXPRO/TC

Proposal Template

PROPOSAL TEMPLATE

Your Proposal shall include the following information:

1. Executive Summary (max 1 page)
2. Business Potential (max 5 pages)
3. Technical Concept (max 5 pages)
4. Team and Resources (max 3 pages)
5. Management (max 4 pages)
6. Financials (max 2 pages)



Who can participate?

- Belgium
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Hungary
- Ireland
- Italy
- Lithuania
- Luxembourg
- Norway
- Poland
- Portugal
- Romania
- Sweden
- United Kingdom



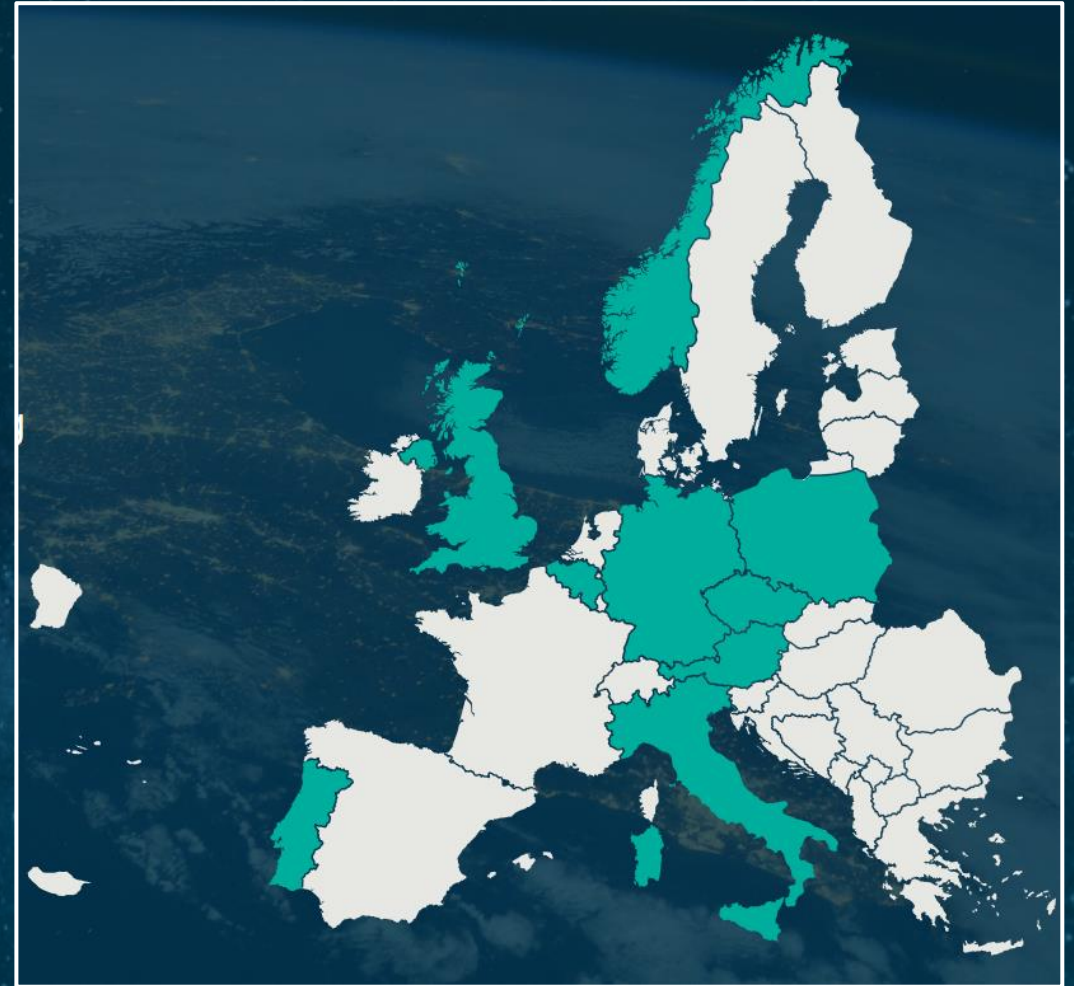


- The authorisation from [National Delegation](#) for the call against which you submit your proposal is an admissibility criterion. Proposals not authorised at the closing date of the Thematic call will not be admitted for evaluation.
- The “Last Mile Delivery” KickStart has been pre-authorized by Germany, Luxembourg and the UK.
- In case your company/organisation resides in a country which has not provided a pre-authorization to the Thematic Call you are interested in; you need to contact your National Delegation. The contact information of the National Delegations can be found at <https://business.esa.int/national-delegations>.

A tool at your disposal – The Ambassador Network

Ambassadors are present in 9 countries

They are your local interface for any questions related to the offering of ESA Space solutions.

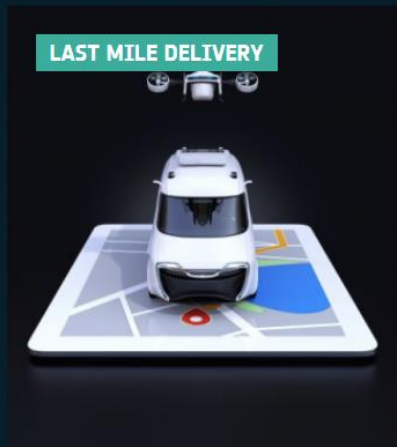


<https://business.esa.int/ambassador-platforms>



Where to find the information

FEATURED OPPORTUNITIES



LAST MILE DELIVERY

Home » Funding » Last Mile Delivery



OPPORTUNITY Call for Proposals (Competitive)

ACTIVITY Kick-start Activity

OPENING DATE 05-02-2024

WEBINAR 02 February 2024 - 10:00 GMT

REGISTER

<https://business.esa.int/funding/call-for-proposals-competitive/last-mile-delivery>

THANK YOU!

Q&A

For more information please contact:
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