VERHAERT New Products and Services

Hogeakkerhoekstraat 21  
9150 Kruibke

BELGIUM

[Location of partner]

, [date of publication]

**Subject: Technology Transfer Feasibility Studies**

**IDEATION FOR CONSIDERATION (STAP A) and VALIDATION (STAP B)**

**Ref.: BSSC-0116-DOC-A**

**ESA Ref.: 4000116565/16/NL/MH**

**Category: Feasibility Studies – Invitation and Application process**

Dear Sir/Madam,

Verhaert New Products and Services, hereby invites you to submit your new business idea (e.g. IDEATION FOR CONSIDERATION) as a starting point for the application of a feasibility study or Ideation for IDEATION FOR VALIDATION. The application for the IDEATION FOR CONSIDERATION will be further developed together with Verhaert to apply for a feasibility study “IDEATION FOR VALIDATION”.

The application for IDEATION FOR VALIDATION shall be written in co-creation with Verhaert appointed broker. Verhaert will be the liaison and point of contact for all submissions.

The application procedure and all official documents were published on SpaceSolutions.be on [date] and is issued in English only.

1. Please find attached hereto the following document:

Appendix 1 Ideation for Consideration – IDEA templated – Published online

VPS Ideation for Validation - Proposal Template for a Feasibility Study in collaboration with Verhaert.

Appendix 3 Contract

The Technology Transfer Program of the European Space Agency, supported by Belgium Space Solutions, has established initiatives for space technologies to be identified and adapted for non-space use that result in commercially viable products. As part of efforts to promote the use of space technologies in Belgium, Verhaert New Products and Services supports to validate potential concepts via Feasibility Studies.

Through this initiative, the Technology Transfer Feasibility Studies will prove the relevance of a technology/know-how for another technology non-space field as well as reduce the technical risk and confirm the market opportunity. Through this application, Verhaert invites organizations the to submit proposals for a feasibility study regarding the transfer of a space technology into a non- space application.

1. Feasibility Criteria:

* The application is open to **space and non-space companies** (including SMEs), academic and research organizations from Belgium.
* The subject of this application is exclusively for **The Technology Transfer Feasibility Studies activities** (hereafter referred to as “FS”). Technology transfer refers to the use / exploitation of a space heritage technology into a new ground application domain by validating the new concept via a feasibility study.

A space heritage technology can be hardware, software, know-how, processes, methodologies or systems developed or adapted for space applications. Exploitation of satellite borne data, GNSS signals and satellite communication capacity are not considered as space heritage technologies in the context of technology transfer.

* The **space heritage technology shall significantly contribute to achieving the value proposition** in the new application domain.
* This application explicitly excludes activities promoting, or being related to, alcohol, tobacco, religion, politics, intolerance, violence, firearms, pornography, obscenity, gambling or illegal drugs.
* **The receiver shall be independent** in any aspect (e.g. organizationally and financially) from the donor organization which owns the technology to be transferred.
* **The applicant (study-requester) is requested to validate the technical and market opportunity during the feasibility study.**
* The **Feasibility Study consists of a desk study** (development of the market opportunity and technical solution). Objectives will be defined together with Verhaert.

1. Application procedure:

* After the submission of the IDEATION for CONSIDERATION- template. Verhaert will contact the applicant to outline the further application, IDEATION FOR VALIDATION.
* The content of the further application “IDEATION FOR VALIDATION” consists in the **Introduction letter** (pre-defined) and **Proposal** (templates provided in MS Word format and attached hereto as Appendix 1) and will be co-written and defined with Verhaert.
* For all proposals, Verhaert will request **to sign the application forms** at the bottom of the application template to agree on the defined objectives of the study, mentioned on the application form and
* if a potential **non-space receiver is participating** in this study, the receiver shall sign a **Letter of Intent** or state a reason why the Letter of Intent is not necessary.
* Verhaert will submit the Feasibility Study proposal (e.g. IDEATATION FOR VALIDATION) towards the European Space Agency.
* The contact person of the Prime Contractor will be informed, by Verhaert, of the result of the application after a decision has been taken by the Agency. If the proposal has been unsuccessful, the Applicant may request Verhaert to advise him/her of the reasons why the proposal has not been found eligible in a verbal debriefing.
* If the proposal has been found eligible by the Agency, Verhaert will contact the applicant and organizes a kick-off meeting to officially start the study.
* During this Kick-off meeting expectations will be aligned based on the proposal and the Feasibility Study contract will be signed by both parties (Appendix II).
* The execution of the study will be executed by Verhaert and other relevant stakeholders that will impact the study.
* The final results of the study will be officially presented towards the applicant and the European Space Agency.

1. Any questions relating to this process of idea-validation (clarifications and/or extensions requests) shall be made exclusively via Verhaert New Products and Services via the National brokers:   
   - Koen Vriesacker: [koen.vriesacker@verhaert.com](mailto:koen.vriesacker@verhaert.com)   
   - Vittorio Bava: [vittorio.bava@verhaert.com](mailto:vittorio.bava@verhaert.com)

Yours faithfully,

[Signatory]