

# esa-match: ESA's new matchmaking tool

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IPL-IPA

May 2021

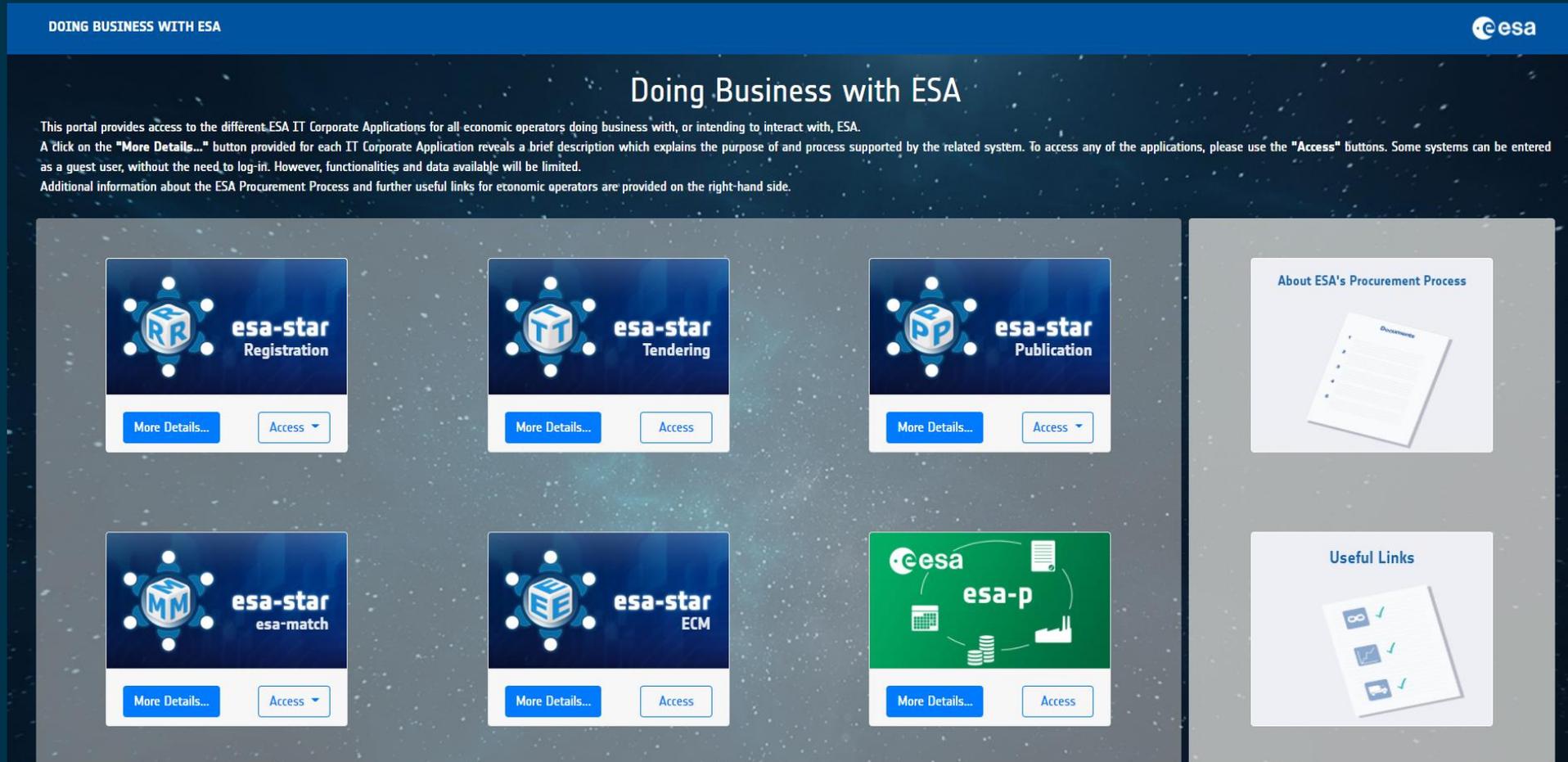


On **23 March 2021** a new release of esa-star went live, including:

- **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 **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



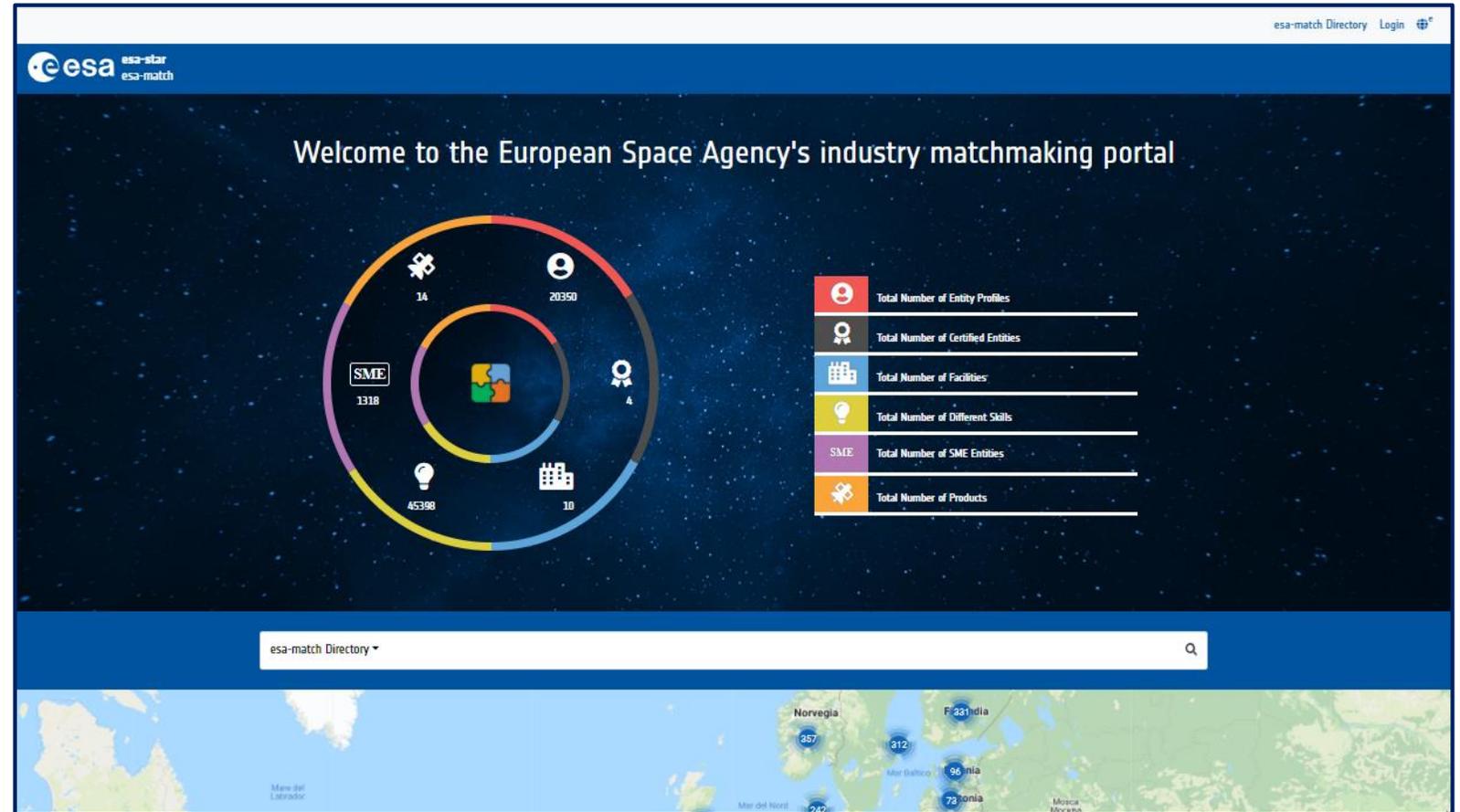
esa-match is the Agency's new **matchmaking tool**. Its main objectives are to:

- 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**

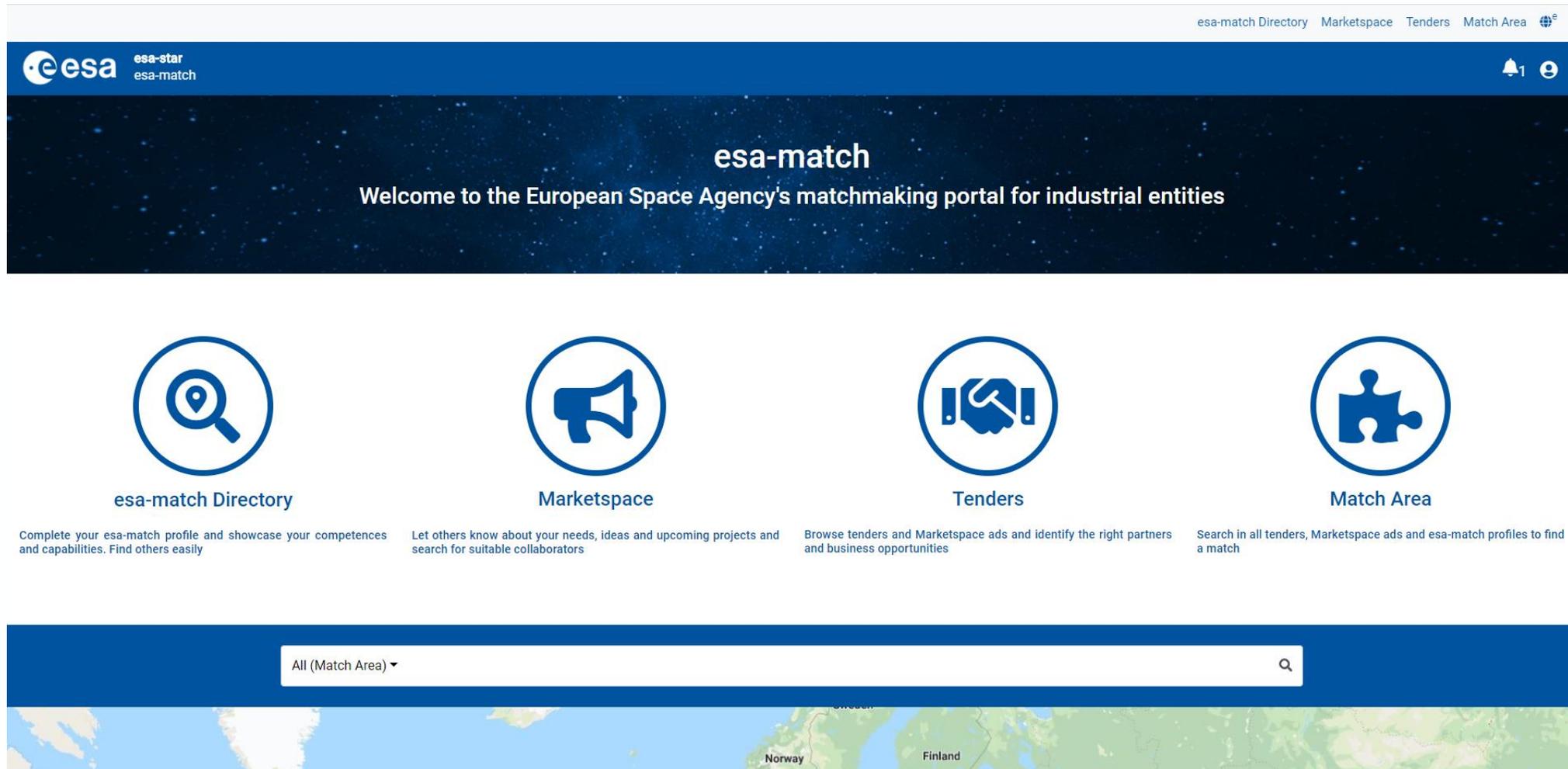
- all entities, registered and validated by ESA in esa-star Registration, from ESA Member States, Associate States, Cooperating States and EU Member States have their own **profiles in esa-match** (both Legal Entities and Business Units). Profiles are created automatically.
- The application is accessible 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 Marketspace, 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



Marketplace

- **Marketplace**

- 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, Marketplace 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-match Directory Marketspace Tenders Match Area

esa-star esa-match

All (Match Area)

Show Gallery

Edit Page

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

Edit Page



Mock entity

esa-star Rel 3.0 - UAT Entity 1

## COMPETENCES & CAPABILITIES

Accepted Harmonisation Cycle outcomes can be displayed in esa-match

[Collapse Trees](#)

### ESA Generic Product Tree

- ▶ 1
- ▶ 2
- ▶ 3

Access to ECM

[Collapse Trees](#)

### ESA Technology Tree

- Data Systems
- System Software
- Magnetic Technologies and Techniques

### ESA Technology Tree

#### 1 - Onboard Data Systems

- 1-A - Payload Data Processing
- 1-B - Onboard Data Systems

- ▶ 5 - Space Systems
- ▶ 6 - RF Systems

Validated by ESA in the frame of the European Space Technology Harmonisation process for the topic(s):

- Big Data from Space - v2.1 (2021.6 Francesca test outcomes)

- 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)

The screenshot shows the esa-match Directory web application. At the top, there is a search bar containing 'esa-match Directory' and a search icon. Below the search bar, there are filter options and a 'Filters' dropdown. The main content area displays search results, with 'Results : 356 item(s) found'. A list of results is shown, including 'esa-star Rel 3.0 - PO Entity 2' and 'POEntityNew'. A red arrow points to the 'esa-star Rel 3.0 - PO Entity 2' entry. To the right of the list, a map view is displayed, showing a map of Rome and surrounding areas. A red arrow points to a specific location on the map, which has a pop-up window showing details for 'Primo S.p.A.'. The pop-up window contains the following information:

- Entity Code: 100005206
- Business Unit Code: 8000018689
- Nationality: IT-Italy
- Via San Salvador
- 00071, Pomezia (RM)
- IT-Italy

- 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

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**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:** 

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DESCRIPTION FROM BUILD REVIEW #5 TEST ELASTIC

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**Entity Information**

 Test POEntityNewRegistration  
1000033634 - 8000038670

Italy

[CONTACT ENTITY](#) [REPORT AN ISSUE TO ESA](#) [CLOSE](#)

### Create New Ad



**TITLE \*** Title

**ABSTRACT \*** Abstract

**DESCRIPTION \***

**CATEGORY \*** We are looking for

**SUB-CATEGORY** a consortium member

**LOOKING FOR ENTITIES IN** IT-Italy

**TYPE OF ENTITY WANTED** Any

**EXPIRATION DATE \*** dd/mm/yyyy

**TENDER ACTION REFERENCE**

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 II interface with the following elements highlighted by numbered callouts:

- 1:** The search bar at the top right, containing the text "MarketSpace".
- 2:** A star icon next to the entity details on the right side of the page.
- 3:** The filter section, which includes options for "Category" (We are looking for / We offer), "Sub-Category", "Entities", "Looking for Entities In", "Publication Date" (From/To), "Expiration Date" (From/To), "Type of Entity Wanted", and "Status".
- 4:** The layout selection icons (list, grid, etc.) at the bottom right of the results area.
- 5:** The sorting controls (Title, A-Z, 10) at the top of the results list.
- 6:** The "Export in Excel" button at the top right of the results area.
- 7:** A red arrow pointing to the title of an advertisement item in the results list.

Entity details shown in the screenshot include:

- Entity Name: esa-star Rel 3.0 - Entity 4
- Entity Code: 1000033803
- Business Unit Code: 8000038909
- Status: Published
- Publication Date: 18/11/2020
- Expiration Date: 04/11/2022

# esa-match: TENDERS I



This screenshot shows the filter interface for the Tenders page. It includes several dropdown menus and date pickers for filtering results. A red box highlights the 'Create View' button at the bottom left, with a red arrow pointing to it.

**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**

This screenshot shows the search results page for 'Tenders'. It displays a list of tender opportunities with details such as title, description, and status. A red arrow points to the search bar, and a yellow arrow points to a blue checkmark icon in the right-hand column of the results.

**esa** My Entity Profile esa-match Directory Markspace Tenders Match Area

**Tenders** Search for: **Tender Actions** ESA Interacts

My Favourites Tenders  
My Tender Actions Views  
My ESA Interacts Views

**Tenders**

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: 1-9363  
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: 1-10165  
Tender Action Status: Intended  
Program Reference: CTP - General



# TENDERS




**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 Marketplace 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



# esa-match: LOUNGE AREA

- 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.

- 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](#)