esa-match: ESA's new matchmaking tool

IPL-IPA

May 2021

New esa-star modules for enhanced industry collaboration
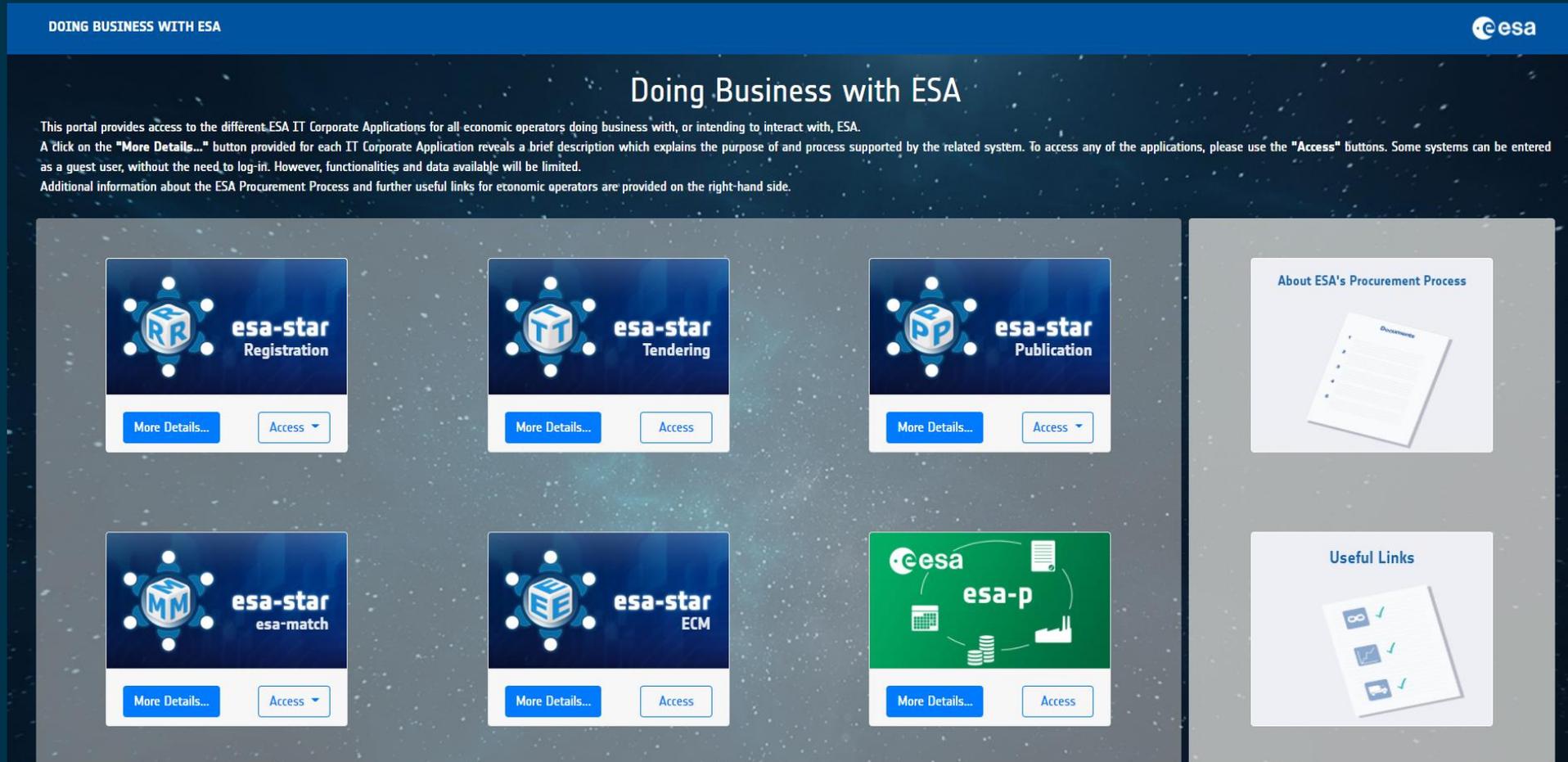
On **23 March 2021** a new release of esa-star went live, including:

- **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

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The new esa-star modules

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

esa-star Publication	➢ replacing EMITS
esa-star esa-match	➢ a new matchmaking tool
esa-star Entity Capability Mapping	➢ 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.

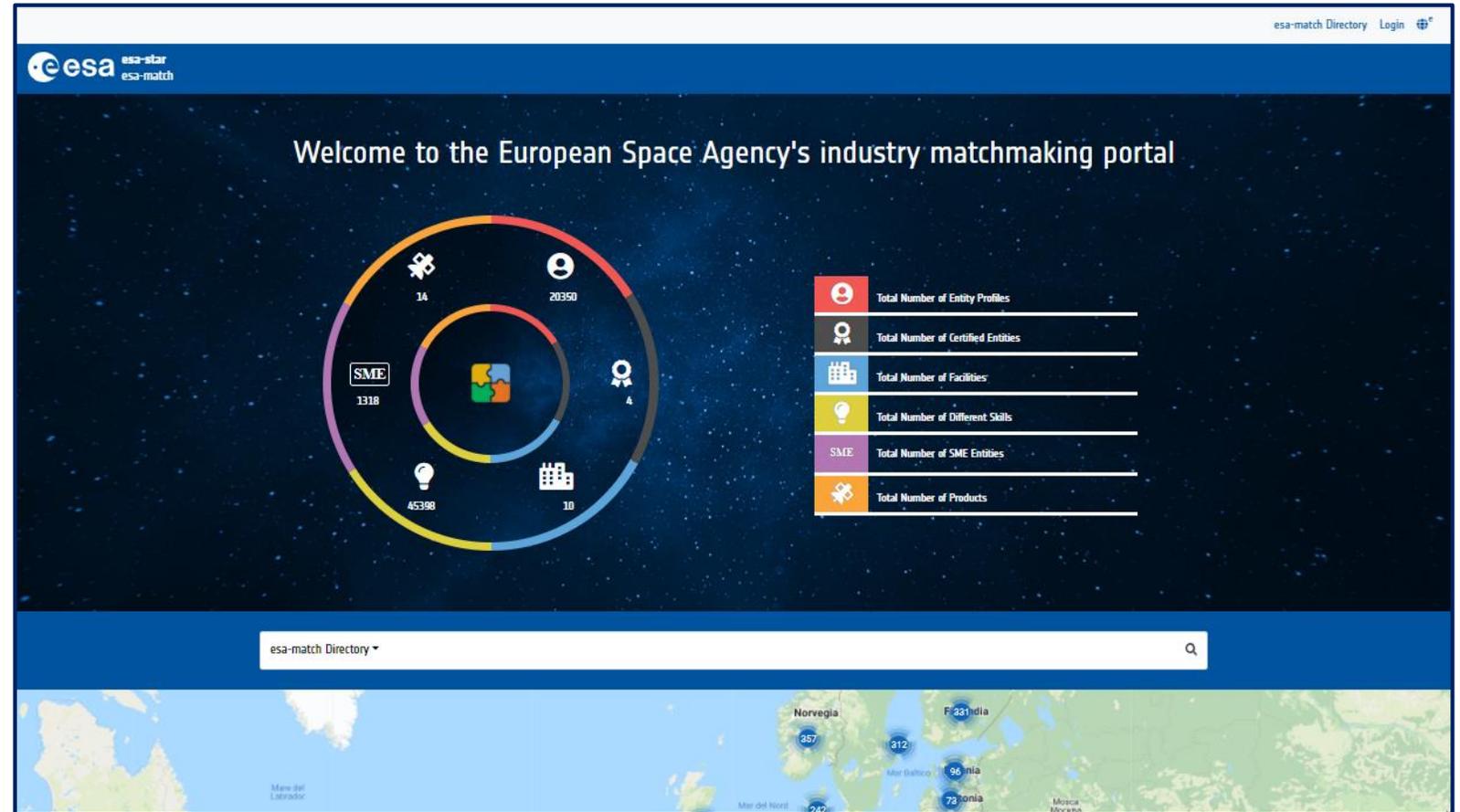esa-match

esa-match: OBJECTIVES

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**

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esa-match: ACCESS

- 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)

esa-match: FOR GUEST USERS

➢ 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)**

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esa-match: INTERNAL HOMEPAGE (for registered users)

➢ The internal part of the application can be accessed after a successful login.

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esa-match: FEATURES (internal part)

esa-match Directory

Marketspace

Tenders

Match Area
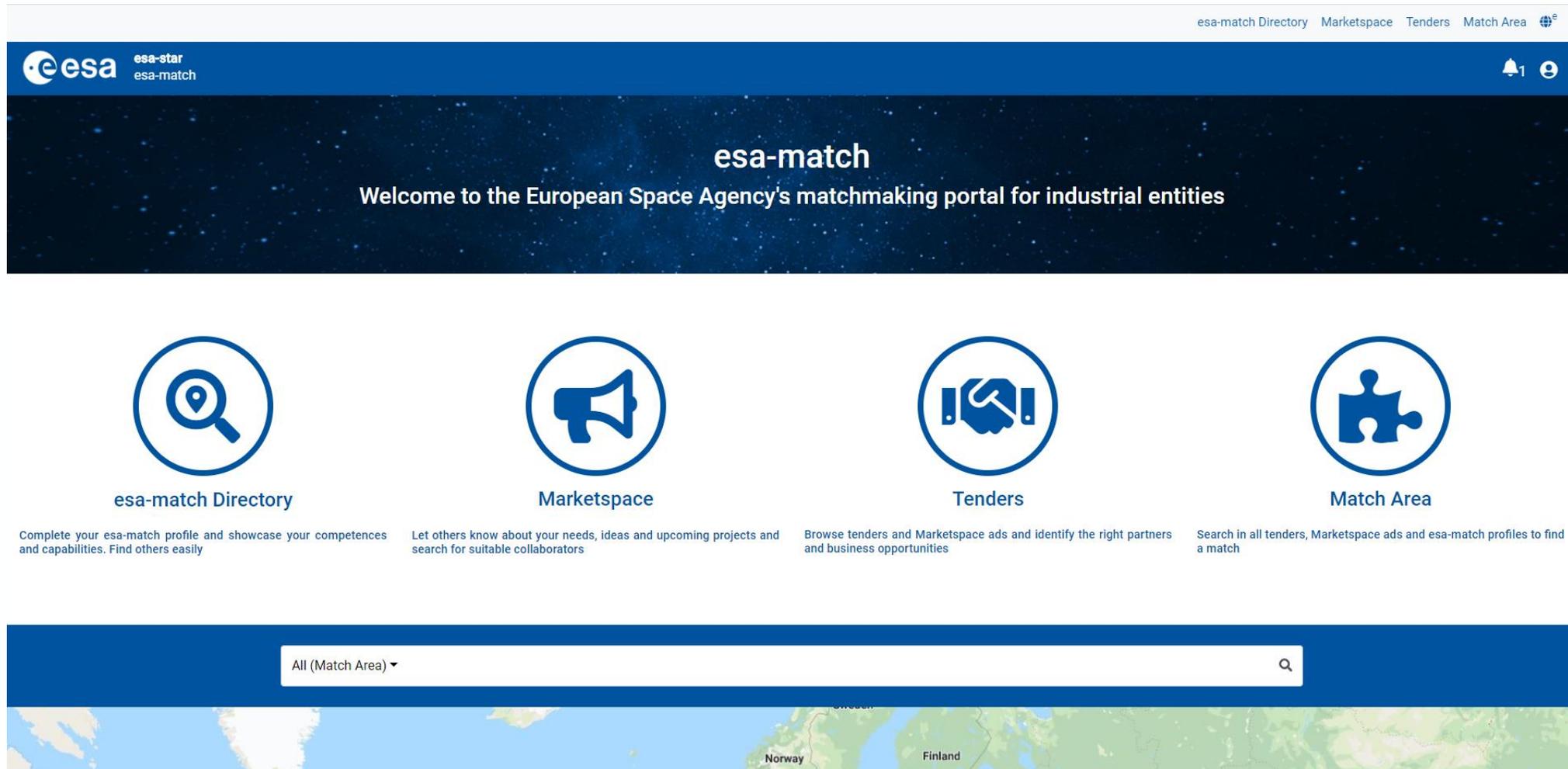
- **esa-match Directory**
  - Area to search in all entity profiles. Options to search, filter, display entity locations on a map, etc
- **Marketspace**
  - Area where entities can place "ads" (and link them to tenders) to look for partners and collaborators
  - "I'm looking for" + "I offer"
- **Tenders 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**
  - 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.

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esa-match: ENTITY PROFILE PAGE

esa-match Directory   Marketspace   Tenders   Match Area

esa-star
esa-match

All (Match Area)

Show Gallery

Space Entity bv

Edit Page

NO LOGO

• Entity Description

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

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 Information (from esa-star Registration)
• Financial Range Information
• Social Media Information

Entity Ads

Send Communications

Competences & Capabilities

No data available

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

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

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esa-match: LINK TO ECM

esa-match: DIRECTORY

➤ 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)

esa-match: MARKETSPACE I

- 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

esa-star | **Test POEntityNewRegistration**
1000033634 - 8000038670

IT-Italy

| CONTACT ENTITY | REPORT AN ISSUE TO ESA | CLOSE |

Create New Ad

TITLE *	Title
ABSTRACT *	Abstract
DESCRIPTION *	**B** *I* U abc x₂ x² ... A ...
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 |

esa-match: MARKETSPACE II

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.

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esa-match: TENDERS I

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 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

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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.

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TRAINING AND INFORMATION MATERIAL

- **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

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