

New guide for Latvian industry and research organisations: how to successfully participate in European Space Agency procurements



Latvia's space sector continues to develop, and an increasing number of companies and research organisations are showing interest in participating in European Space Agency (ESA) projects. To strengthen the ability of Latvian entities to compete successfully in ESA procurements, a practical guide titled "Bidding for ESA Contracts: The Essential Guide - Latvia" has been developed.

Who is this guide for?

The guide is intended for companies, research institutes and universities, particularly those with limited or initial experience in ESA projects. It will be especially useful for organisations planning to enter ESA activities or aiming to improve the quality of their proposals.

Why is this guide needed?

The ESA procurement system differs significantly from other funding instruments such as Horizon Europe or commercial tenders. It is highly structured and based on clearly

defined evaluation criteria. In practice, even technically strong proposals may not be successful if they are not prepared in line with ESA requirements or fail to meet formal criteria. The purpose of the guide is to provide a structured understanding of the ESA procurement process and to support Latvian organisations in preparing competitive proposals.

What does the guide cover?

The guide covers the full process from idea development to proposal submission. It explains ESA programme structures and funding opportunities, outlines the procurement process, and provides practical recommendations for preparing proposals. Particular attention is given to common mistakes and factors that significantly influence evaluation outcomes.

Participation in ESA projects provides access to international supply chains, fosters cooperation with leading European space companies, and creates opportunities to develop high value-added products and services. It also supports export potential and long-term international collaboration.

At the same time, ESA projects are a key mechanism to ensure that Latvia's contributions to ESA programmes return to the national economy through contracts awarded to Latvian companies.

ESA procurements are a competitive and structured instrument where success depends not only on the technical idea, but also on the ability to present it clearly and in full compliance with ESA requirements. The guide has been developed to help Latvian organisations navigate this process and strengthen Latvia's position in the European space sector.

The guide is available here.

The guide has been prepared in cooperation with KI Bid Consulting, the ESA Industrial Coordinator in Latvia, and the Ministry of Education and Science.

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