



**Big Science & CoE  
NOMATEN Innovation Days  
Poland  
Business Opportunities @ ESO**

**14 April 2026**

**Alain Delorme, Acting Head of Contracts & Procurement**

**European Organisation for the Astronomical Research in the Southern Hemisphere (ESO)**



# Agenda



- 1. Short presentation of ESO**
- 2. Procurement Policy and Principles**
- 3. Poland @ ESO**
- 4. Business Opportunities in the short and mid-term**
- 5. Challenges and requests for industry**

# 1. Short Presentation of ESO



# ESO's Mission



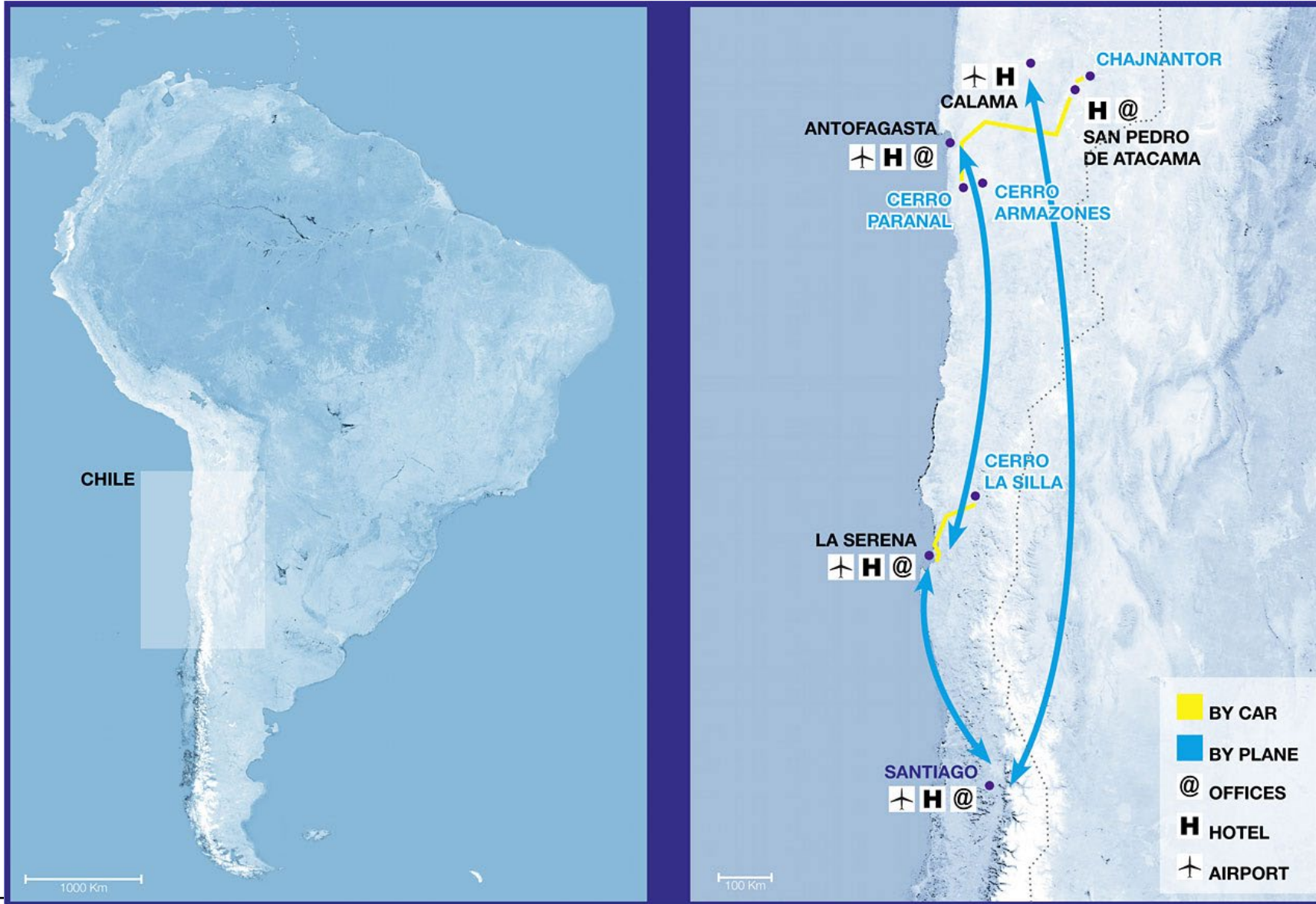
*We design, build, and  
operate advanced  
ground-based  
observatories*



*We foster international  
collaboration  
for astronomy*

# ESO's locations

- ESO's HQ in Garching by Munich, Germany.
- Telescopes in the Chilean Atacama Desert, Chile:



- Astronomers worldwide use our telescopes to do science

- ESO is an Intergovernmental Organisation established in 1962, supported by 16 Member States

*(Poland joined in 2015)*

# 2. Procurement Policy and Principles



La Silla – ESO's first observatory (03/1969)

Credit: ESO/B. Tafreshi (twanight.org)

Data Classification: Confidential



- **Due to our status, we are not subject to any national law, nor to the EU procurement rules**
- **But we apply the Public Procurement Principles:**
  - *Competition is the rule, single source the exception*
  - *Equal treatment of the bidders and full traceability apply*
- **We do Selective Tendering:** we select the companies to invite, in cooperation with the ILOs in the MS => for Poland: [Jeremiasz Merkel Jeremiasz.Merkel@polsa.gov.pl](mailto:Jeremiasz.Merkel@polsa.gov.pl)
- **Procurement in principle limited to the ESO MS**
- **No obligation of Juste Retour but aiming at a Fair Distribution**
- **Maximum 5 companies per Member State (MS)** to give the same chances to all MS' industries
  - *If you are invited but do not want to participate, please decline or opt out, so that other companies can participate*



- **ESO Competitive calls > 50 kEUR are advertised on the ESO Procurement Portal:**
  - ESO Procurement Portal: <https://in-tendhost.co.uk/eso/aspx/Home>
  - ESO website Doing Business with ESO page: <https://www.eso.org/public/industry/cp.html>
- **Contracts awarded to the Bidder offering the BVM, or LPC for simple/basic or low values**
- **ESO does not intervene in the selection of sub-contractors by the prime contractors we contract**
- **Over the past 5 years, in average ESO purchased ca. 109 MEUR per year**
- **ESO has recently developed a Sustainability Procurement policy, and will start applying environmental and social criteria in its procurements**

# 3. Poland @ ESO



**ALMA - First light in Sept. 2011 - The ALMA observatory is a global partnership between NINS (25%), ESO (37.5%) and NSF (37.5%).  
Array Operations Site in Chajnantor, North of Chile (5050 m): 66 movable antennas, over a 16-km plateau,**

# Some figures for Poland



- **Over the 10-year period 2016-2025:**
  - Poland contributed 51 MEUR to ESO budget (3.2% of the total)
  - ESO placed Contracts amounting in total to 23 MEUR (*out of 1,037 MEUR in the ESO MS, i.e. 2.2 %*)
  - ESO paid 19 MEUR (*out of 978 MEUR total payments in the ESO MS, i.e. 1.9%*)
- **The industrial return rate is slightly below the objective of 0.7**
- **There is room for improvement => Do not hesitate to apply!**
  - It is not because we are in Germany that we buy only local
  - We usually have a low number of offers => chances are higher if you submit an offer
  - Polish industry should be competitive price wise

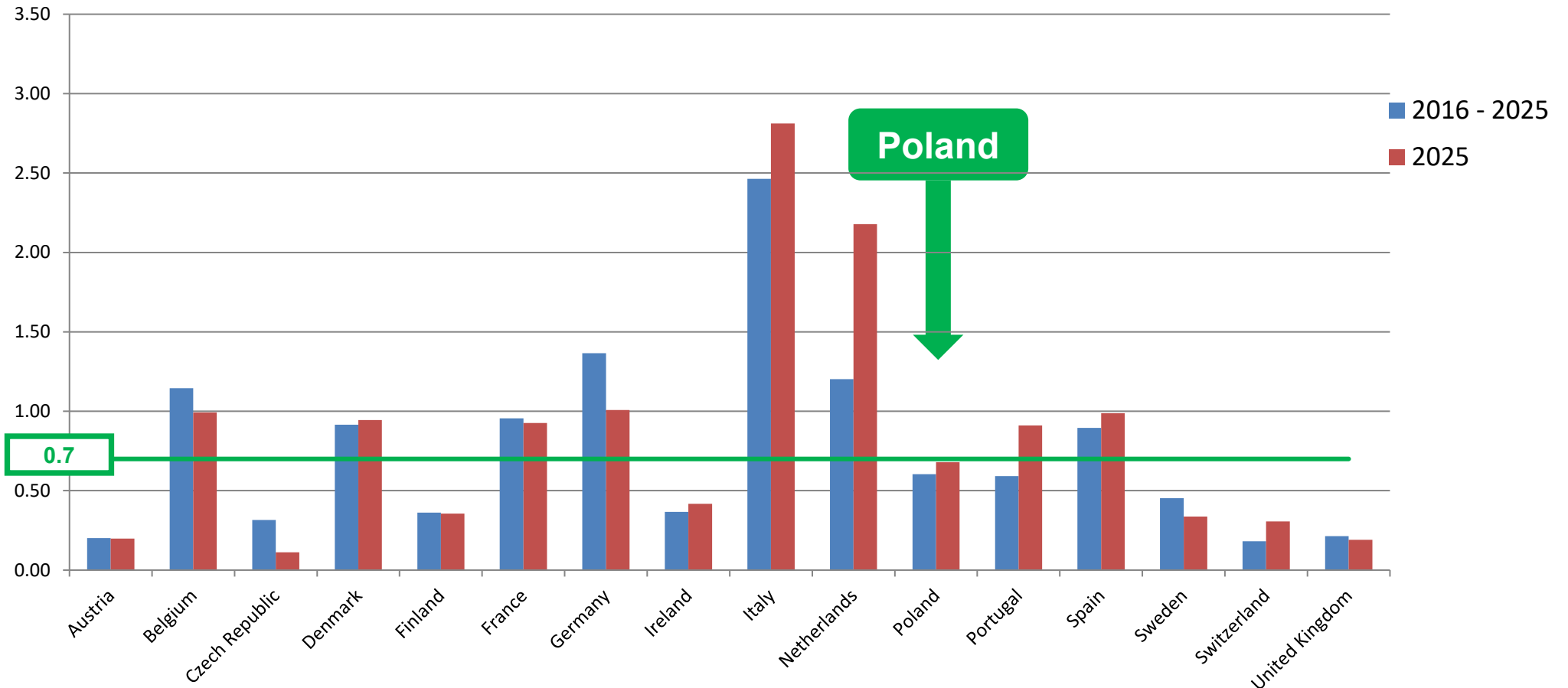
# Industrial Return (Payments)



## Geo-Return:

- Proportion in Payments compared to Proportion in Contributions
- *Poland Contribution = 3.48% (6.3 MEUR) in 2025*
- *77 companies registered in the ESO portal as of 12.04.2026*

### Industrial Return Coefficient based on Payments 10 Years' Period and 2025



# Contracts to the Polish industry



- **A few examples of contracts placed to the Polish industry:**
  - **N7 SPACE Sp. z o.o.**, in Warsaw => ELT Control System External Consultancy Support, and NGCII Firmware Development
  - **Nicolaus Copernicus University**, in Toruń => involved in the ELT ANDES spectrograph
  - The Italian contractor building the ELT Dome and Main Structure has subcontracted activities to **Staco Polska Spółka z o.o.**, in Niepołomice

# 4. Opportunities for industry in the short & mid term



VLT (Paranal) first light of first UT in 05/1998

# Opportunities for Industry – Some Background



- ESO is currently at the end of the procurements for the ELT
- Financial pressure to complete as fast as possible and within the cost to complete
- New major project (Expanding Horizon) in early stage of preparation but first significant procurements will not materialize before the 30's
- **Current Projects:**
  - ALMA Wideband Sensitivity Upgrade (WSU) => *most procurements already engaged*
  - ESO Integrated Operations Programme (IOP) => *opportunities !*
  - ELT instrument consortia will procure according to their national rules



- **Current and coming needs are focused on:**

- ESO Integrated Operations Programme (IOP)

*To define a new observatory operations model for the VLT/II and the ELT based on processes (rather than on activities)*

- Automation, Monitoring equipment
- Integrated security system for PAO, integrated resource planning tool
- Consultancy support and tools in various domains, in particular:
- Digitalization: deploy a digital change management process for the observatories and allowing to convert maintenance from paper-based to fully digital
  - ❑ Integrated planning tool and logistics tools
  - ❑ Introduce a PLM (Product Lifecycle Management) system
  - ❑ Set up Digital Twins (mostly BIM, plus photographic digital twin)



- Establish a lessons-learnt database
- Remote medical-diagnostics and other relevant health-protection technologies for remote sites
- Other opportunities opening soon to ESO MS companies
  - Operations
    - Solar Cooling system
    - Turbulence Monitoring Units (SLODAR)
    - Sky Quality Monitoring Units (Radiometer)
    - In-situ washing/cleaning of ELT M1 mirrors
    - 28 Hexapod Controllers and 3 New Hexapods for AEM antennas
    - Large Mirrors Transport Trailer
    - Booms lift



- Corporate
    - ❑ New Electronic Document Management System
    - ❑ Central identity and access management solution
    - ❑ Training in various areas
  - Obsolescence management
    - ❑ New hexapods for ALMA
    - ❑ Various Control systems
    - ❑ Various Cryogenic Equipment
    - ❑ Various Electronics
- **A more detailed list of procurements expected to be engaged in 2026 is available on the ESO Procurement Portal since Dec. 2025: <https://intendhost.co.uk/es0.aspx/BuyerProfiles>**

# Annual Procurement Planning 2026: partial screenshot



## ESO Annual Procurement Planning (APP) - Year 2026

Competitive Procurements processes planned to be initiated by ESO in 2026

This is the forecast as of December 2025 of the procurements planned by ESO in 2026. The dates are estimates and may evolve.

More details will become available when the respective Projects are published on the ESO Procurement Portal:

<https://in-tendhost.co.uk/eso/asp/Tenders/Forthcoming>

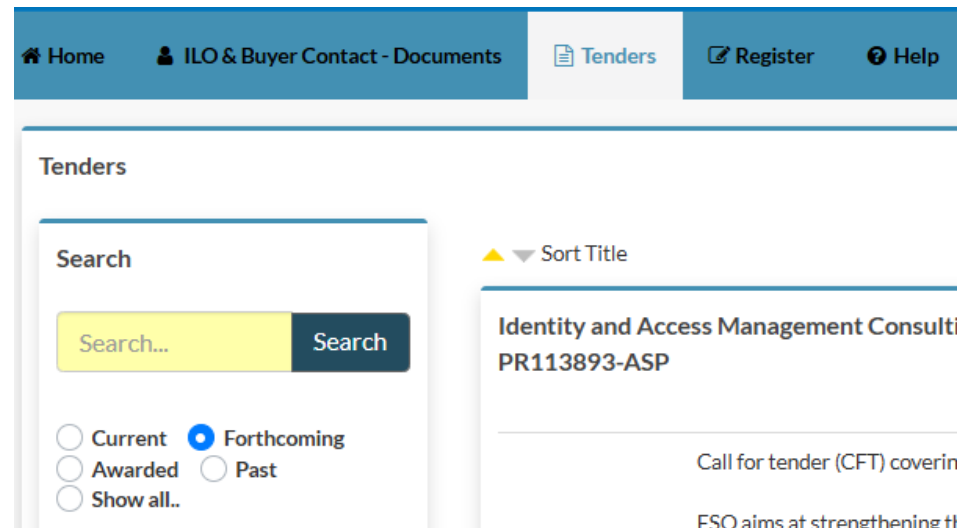
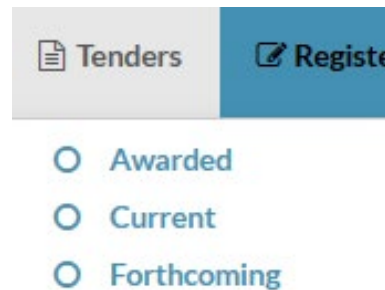
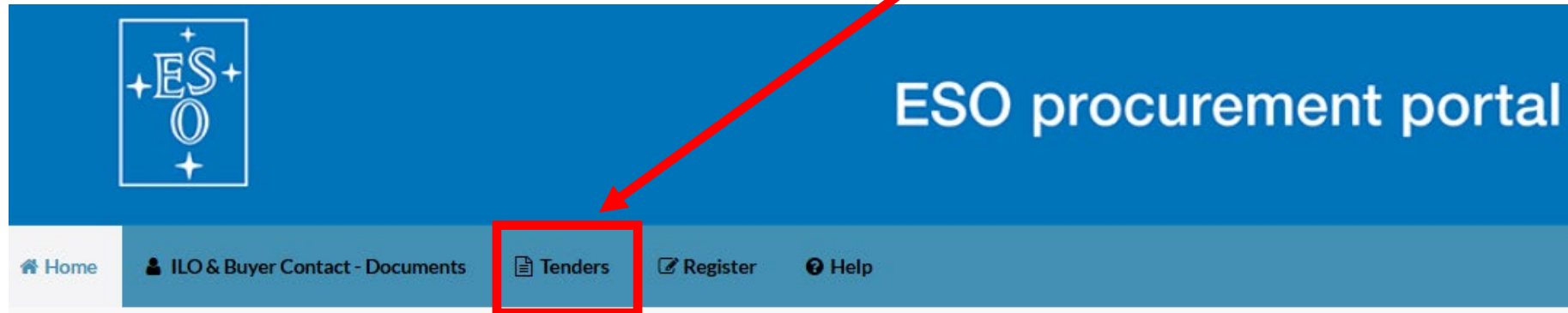
Until then, ESO regrets to have to decline requests for information, due to lack of resources. Thank you for your understanding and please stay tuned.

Directorate / Department	Title	Short Description / Details	Type of supplies	Estimated Contract duration	Forecast Call Release Date	Forecast Contract Start Date	Competition - Industry or Institutes	Eligible Countries	Estimated value range
DOP/ELT	ELT Azimuth Bridge Carriage	Bridge carriage	Design & Supply	8 months	Q4 / 2026	Q1 / 2027	Competition (Industry)	ESO MS +CL	50 - 149 kEUR
DOP/ELT	Boom lifts - 8m Scissor lifter for ELT in Chile	Design & supply of special boom lifts to ELT Chile	Design & Supply	8 months	Q4 / 2026	Q1 / 2027	Competition (Industry)	Chile only	50 - 149 kEUR
DOP/ELT	Boom lifts - 10 meter heavy duty for ELT in Chile	Design & supply of special boom lifts to ELT Chile	Design & Supply	8 months	Q4 / 2026	Q1 / 2027	Competition (Industry)	Chile only	50 - 149 kEUR
DOP/ELT	Routing of Fibre in ELT Armazones (Chile)	Mix of Civil and IT works, from the base camp to the platform to ATP	Construction	6 months	Q1 / 2026	Q2 / 2026	Competition (Industry)	Chile only	50 - 149 kEUR
DOP/ELT	RINGSS Turbulence Monitoring Units	Supply of Turbulence Monitoring Units (RINGSS including Data acq. and processing)	Design & Supply	one-time purchase	Q4 / 2026	Q2 / 2027	Competition (Industry)	ESO MS +CL	50 - 149 kEUR
DOP/ELT	SLODAR Turbulence Monitoring Units	Supply of Turbulence Monitoring Units (SLODAR)	Design & Supply	one-time purchase	Q4 / 2026	Q2 / 2027	Competition (Industry)	ESO MS +CL	>150 kEUR
DOP/ELT	Supply of Sky Quality Monitoring Units (Radiometer)	Sky Quality Monitoring Units (Radiometer)	Design & Supply	one-time purchase	Q4 / 2026	Q2 / 2027	Competition (Industry)	ESO MS +CL	>150 kEUR
DOP/INS	Ffilters for the upgrade of FORS instrument	Manufacturing of Filters	Manufacturing	one-time purchase	Q2 / 2026	Q4 / 2026	Competition (Institutes)	ESO MS	50 - 149 kEUR
DOP/INS	Rental of a mobile crane (Paranal, Chile)	High Load Capacity Mobile Crane for the MOONS cryostat insertion in the UT1	Rental Services	5-10 days	Q1 / 2026	Q2 / 2026	Competition (Industry)	Chile only	50 - 149 kEUR
DOE / OPE	Spectrophotometer	Supply of a UV, visible and near IR spectrophotometer to replace the current ESO Cary 500	Off the Shelf Goods	one-time purchase	Q4 / 2026	Q1 / 2027	Competition (Industry)	ESO MS	50 - 149 kEUR
DOP/ELT	IT - Operational Environment SW	DDS SW, Real Time Simulation SW	Software	1 month	Q1 / 2026	Q2 / 2026	Competition (Industry)	ESO MS	50 - 149 kEUR
DOP/ELT	IT - Interlock and Safety System - Operational Environment	Supply of software and support	Software	3 months	Q2 / 2026	Q3 / 2026	Competition (Industry)	ESO MS	50 - 149 kEUR
DOP/ELT	IT - Service Connection Point Retrofit (Chile)	Service Connection Point Retrofit in the Cryogenic Plant Room & Electrical Workshop	IT construction work	6 months	Q3 / 2026	Q4 / 2026	Competition (Industry)	Chile only	50 - 149 kEUR
DOP/ELT	IT - Installation of additional UTP& FO cabling LCR to/within Control Room	Installation of IT in the UTP (Unified Threat Protection) and LCR: Local Control Room	IT construction work	8 months	Q3 / 2026	Q4 / 2026	Competition (Industry)	Chile only	50 - 149 kEUR
DOE / ITD	IT - RedHat subscriptions	RedHat subscriptions starting 01.01.2027 taking advantage of RedHats discount for Research institutes in Germany	Software	1 Year	Q4 / 2026	Q4 / 2026	Competition (Industry)	Germany only	50 - 149 kEUR
DOE / ITD	IT - Dell Servers for ESO Garching	Frame contract for the supply of Dell Servers and Storage	Off the Shelf Goods	3 firm + 2 optional Years	Q1 / 2026	Q4 / 2026	Competition (Industry)	ESO MS	>150 kEUR
DOE / ITD	IT - Dell computers for ESO Garching	Frame contract for the supply of Dell desktops, Monitors and Peripherals	Off the Shelf Goods	3 firm + 2 optional Years	Q1 / 2026	Q4 / 2026	Competition (Industry)	ESO MS	>150 kEUR
DOE / ITD	IT - Cisco network equipment for ESO Garching	ESO HQ Network Equipment supply and maintenance	Off the Shelf Goods	3 firm + 2 optional Years	Q2 / 2026	Q2 / 2027	Competition (Industry)	ESO MS	>150 kEUR
DOE / ITD	IT - Vmware vSphere	Annual maintenance and technical support for vSphere software	Software	3 years	Q1 / 2026	Q4 / 2026	Competition (Industry)	ESO MS	>150 kEUR
DOE / ITD	IT - Jamf Pro	Annual maintenance and technical support for Jamf Pro software	Software	3 years	Q2 / 2026	Q3 / 2026	Competition (Industry)	ESO MS	50 - 149 kEUR
DOE / ITD	IT - Remote network access solution	Supply of a secure solution that gives ESO authorised users safe access to restricted network areas from remote locations.	IT SW & services	3 firm + 2 optional Years	Q1 / 2026	Q2 / 2026	Competition (Industry)	ESO MS	50 - 149 kEUR
DOE / ITD	IT - Central identity and access management solution	Supply of a system that centrally controls user accounts, passwords, and approvals to access ESO internal services.	IT SW & services	3 firm + 2 optional Years	Q4 / 2026	Q1 / 2027	Competition (Industry)	ESO MS	>150 kEUR

# Call for tender



- The details of the ESO Calls are available here:



# 5. Challenges and requests for industry



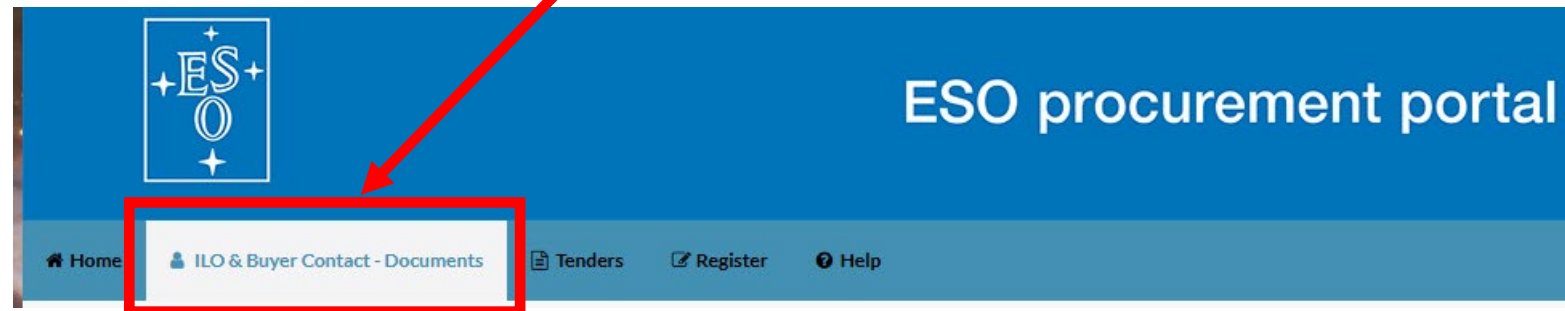
ELT  
(Armazones)

# Challenges and requests for industry

1



- Are you registered on the ESO Procurement Portal?
  - *This is the only way to be invited by ESO or the ILO and/or to express interest to a Call*
- Are your Contact details up to date?
- Have you selected the right business classifications? => *automatic notifications*
- Opportunities > 50 kEUR are published on the ESO portal
- Please follow the guides available in this tab:



Suppliers. How to register & modify your data_20250221.pdf	Guides and Useful Information	View	Download
Suppliers. How to submit an offer_20250819.pdf	Guides and Useful Information	View	Download



- **When invited to a Call and submitting an offer:**
  - Please reject the invitation or opt out if you cannot participate
  - Do not hesitate to raise any question or doubt about the ESO documents well before the closing date
    - *This should be done using the Correspondence function in the portal*
  - Check carefully the evaluation criteria and provide all the information required by ESO
  - Do not wait the last minute to submit your offer: any bug, internet cut, missing input will block your submission
  - You will be in competition with other companies from all ESO Member States
    - *Your offer needs to be the best one from the outset*
    - *ESO does not engage in negotiations with the various bidders after the closing:*
      - *Only minor clarifications are allowed*
      - *Missing major documents / information is in principle eliminatory*

# Useful QR codes to access the ESO procurement webpages



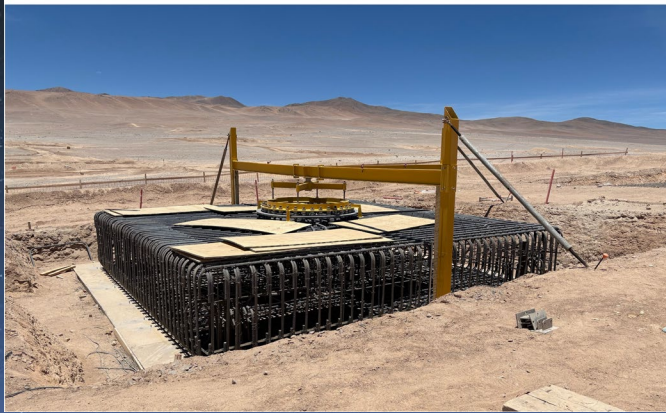
You can access  
the ESO website  
[www.eso.org](http://www.eso.org)  
← here

You can access  
the ESO  
Procurement  
Portal here →



**3.6m Telescope (La Silla)**

# Cherenkov Telescope Array Observatory – South (CTA-S)

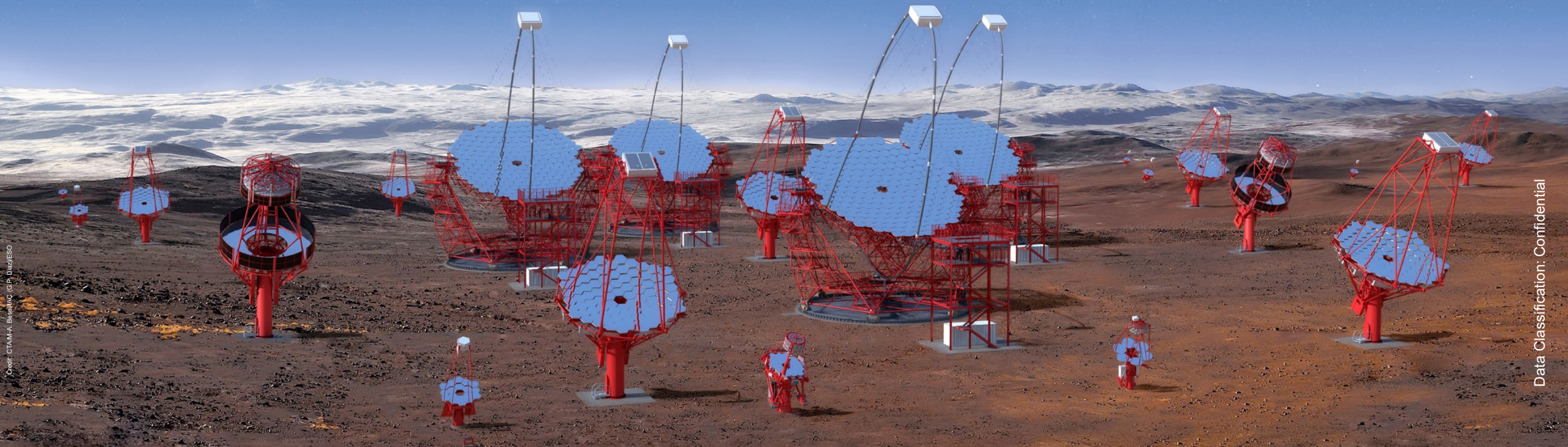


CTAO will be the first high-energy gamma-ray observatory on the ground, with a part (CTA-N) in La Palma and a part in the South in Paranal territory.

ESO will host and operate CTAO-S as part of the observatory on a “cost-neutral” basis

ESO is a founding member of CTAO ERIC

Groundbreaking ceremony for CTAO-S on 17.12.2025



# ESO will be present at the BSBF 2026



**In Maastricht (NL)**

**from 27 to 30 October 2026**



# Thank you!

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