

TENDER RULES

Tender reference:
2026ALOI-BROKER_CROCUS-CT

SCOPE OF WORK

CROCUS NANOSATELLITE LAUNCH AND INSURANCES

DEADLINE FOR APPLICATIONS **(STEP 1)**

06th May 2026, 12:00 (GMT+01:00)

DEADLINE FOR SUBMISSION OF OFFERS ONLY **FOR CANDIDATES INVITED BY ONERA** **(STEP 2)**

Mid 2026

This date will be confirmed or amended in the invitation to submit an offer sent to selected candidates only.

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PREAMBLE

The Consultation File (CF) is composed of the following elements:

N°	Title
TR	The Tender Rules (TR - ref. TR-2026ALOI-BROKER_CROCUS-CT) and its two appendices: - the supplier information sheet (A1-TR-2026ALOI-BROKER_CROCUS-CT); - the applicant's references (A2-TR-2026ALOI-BROKER_CROCUS-CT);
DC	the Draft Contract (DC - ref. DC-2026ALOI-BROKER_CROCUS-CT) and its three appendices: - the certificate relating to the prevention of concealed or illegal work (ref. A1-DC-2026ALOI-BROKER_CROCUS-CT). <i>the Decomposition of the Global and Fixed Price (DGFP - ref. A2-DC-2026ALOI-BROKER_CROCUS-CT) (*)</i>; - the Non-Disclosure Agreement (NDA - ref. NDA-2026ALOI-BROKER_CROCUS-CT)
STS	the Summarized Technical Specifications (STS - ref. STS-2026ALOI-BROKER_CROCUS-CT);
TS	<i>the complete and detailed Technical Specifications (TS - ref. CROCUS-SP-ONE-014-I1.0-CROCUS Launch and Insurance Requirements (*)</i> ;
RM	<i>the Requirements Matrix (RM - ref. MATRIX-2026ALOI-BROKER_CROCUS-CT) (*)</i> ;

These documents are the property of ONERA. The information thus communicated shall not be used for any purpose other than the preparation of a response to the present consultation.

The CF can be downloaded from the French State Procurement Platform ("PLACE") <https://www.marches-publics.gouv.fr> on ONERA's buyer profile under the reference: 2026ALOI-BROKER_CROCUS-CT.

(*) The above-mentioned DGFP, complete Technical Specifications (TS) and requirements matrix (RM) are not available on the PLACE website, in order to protect the confidentiality of the information they contain.

Only a brief technical description of ONERA's need (STS) is made available to candidates for this step 1.

The complete technical specifications and the two other documents will be sent only to the candidates invited to submit their offers in step 2.

Notes on downloading via PLACE:

1/ It is recommended that applicants register and login when downloading from PLACE; otherwise they will not be able to receive any messages relating to the procedure, exclusively sent by the "PLACE" website (e.g. modifications to the consultation files, answers to questions, etc.).

2/ E-mails sent by the "PLACE" platform are sent from the e-mail address nepasrepondre@marches-publics.gouv.fr. It is the responsibility of the applicant to ensure that emails sent from the PLACE are not filtered.

1. PURPOSE - DESCRIPTION OF THE SERVICE AND STRUCTURE

1.1 Purpose

This tender rules document defines the detailed rules of the procedure prior to the award of a contract for the **booking of the launch, the deployer and the integration of one nano-satellite, the shipping and insurances in the framework of the CROCUS project for the benefit of the ONERA centre in Toulouse**, meeting the specific requirements set out in the documents for this consultation.

1.2 Funding

This service will be funded by ONERA's own funds.

1.3 Structure

The concerned contract is a simple contract.

1.4 Contract security

The contract does not include any specific security clause.

2. TYPE AND CONDUCT OF THE PROCEDURE

2.1 Procedure

In accordance with the provisions of articles L.2124-1 and R.2124-1 of the French Public Procurement Code (FPPC)¹, in view of the nature of the services and the amount at stake, the consultation is carried out according to a formalized procedure.

The procedure set up by ONERA is a “procedure with negotiation” (articles L.2124-3, R.2124-3 and R.2161-12 to 20 of the FPPC).

Indeed, the future contract cannot be awarded without prior negotiation due to special circumstances due to the specificity of the service.

The procedure for negotiation is defined in article 4.2-c below.

However, ONERA reserves the possibility of awarding the contract on the basis of the initial offers received without negotiation.

As this is a restricted procedure, the consultation is carried out in **two separate steps**:

- a first step for the submission and selection of applications, **ONGOING STEP**,
- a second step for the submission of offers only for the candidates invited to submit an offer by ONERA at the end of step 1.

2.2 Allotment

The contract consists of a single package. The nature of the services requires a coherent

¹ The French Public Procurement Code is available (in French only) at:

<https://www.legifrance.gouv.fr/affichCode.do?cidTexte=LEGITEXT000037701019&dateTexte=20190524> but is the French transposition of the European Directive 2014/24/EU of the European Parliament and of the Council of 26 February 2014 on public procurement (<http://eur-lex.europa.eu/legal-content/FR/TXT/?uri=celex%3A32014L0024>) - In case of conflict, French Public Procurement Code prevail over the European Directive.

package.

2.3 Variants and possible additional services

Definitions	
Variant	Alternative offer
Possible additional services (PAS)	Addition of an extra functionality not necessary for the proper performance of the services and not modifying the basic offer. This can be seen as an option that can be confirmed or not by ONERA. In the event that the functionality is not confirmed, this shall not in any way compromise the basic offer.

a. Variants

"Free" variants, at the initiative of the applicant, are allowed. The applicant can propose free variants, including a variant on the launcher (non-European launcher and European launcher).

Response to the basis offer is mandatory.

Variants must be clearly identified in the tender documents. A separate offer must be submitted **for each variant**.

There are no variants "imposed" by ONERA.

b. Possible Additional Services (PAS)

PAS with mandatory costing ([OM] in the TS)

The costing of some PAS is MANDATORY².

The PAS with mandatory costing are:

- *PAS 1: Provision of an access to the platform during integration at Supplier site for the visual check of payloads after removing their protection before flight.*
- *PAS 2.1: Provision of a re-booking option in case first launch is missed due to platform delivery delay*
- *PAS 2.2: Provision of the re-booking option within 6 months.*
- *PAS 3: Provision of a 3U test deployer for the achievement of vibration tests to be executed by ONERA with the FM of CROCUS.*
- *PAS 4: Provision of a complementary third-party liability (TPL) insurance for launch in case the Certificate of Financial Guarantee does not cover requirements from the "Loi relative aux Opérations Spatiales" (LOS, French Space Law).*
- *PAS 5: Provision of a TPL insurance for in-orbit operations during one (1) year.*
- *PAS 6: Provision of a TPL insurance for in-orbit operations during two (2) years.*
- *PAS 7: Provision of a TPL insurance for in-orbit operations during three (3) years.*
- *PAS 8: Provision of a TPL insurance for in-orbit operations during four (4) years.*

² Thus, an offer that does not provide a costing for such PAS will automatically be declared non-compliant.

Thus, the PAS that ONERA decides to confirm are taken into account in the analysis of the offers (see § 4 below).

PAS with optional costing ([OO] in the TS)

The costing of some PAS is OPTIONAL.

The PAS with optional costing is:

- *PAS 9: Provision of a damage insurance for launch.*

Thus, it is not taken into account during the analysis of the offers (see § 4 below).

ONERA decides to confirm this PAS only after awarding the contract to the Supplier.

2.4 Exchanges

Throughout the consultation period, the applicant can exchange and ask questions to ONERA about the project and the procedure. **All exchanges shall exclusively take place via the PLACE dematerialization portal on ONERA's buyer profile** and all requests shall be received no later than seven (7) working days before the deadline for submission of applications. ONERA undertakes to provide an answer to all questions. No question arriving after the deadline will be handled. **No oral questions shall be answered**, in order to preserve the equal treatment of candidates and the transparency of the procedure.

All questions and the associated answers will be forwarded to all registered applicants, subject to their general scope and with due respect for the confidentiality of the information provided by each applicant.

2.5 Modifications to the CF

ONERA reserves the right to make minor modifications to the CF, at the latest five (5) working days before the deadline set for the submission of applications. Applicants shall then submit an application on the basis of the modified CF, without being able to make any complaint in this respect.

If, during the examination of the CF by the applicants, the deadline set for the submission of applications is extended, the previous provision shall apply in accordance with this new date.

2.6 Proposal as a group of companies

In pursuance of article R2142-19 of the FPPC, the applicant has the possibility of making a proposal in a grouping with one or more other companies.

If an applicant chooses to respond in a group with one or more other companies, for questions of liability, the legal form to be taken by the group of companies shall be either the joint grouping or a collective grouping with joint and several liability of the authorized representative.

The same applicant may not submit more than one application by acting both as an individual applicant and as a member of one or more groups or as a member of more than one group.

Throughout this document, "the applicant", "the company", "the firm", "the economic operator", "the tenderer", "the future contractor", refers either to the applicant alone or to all the members of the group, where appropriate.

The applicant undertakes to include all the clauses and constraints of this consultation and of the future contract to its possible co-contractors.

The details to be added to the draft contract in the case of a group of companies will be given by ONERA to the relevant applicants, where appropriate.

2.7 Subcontracting

The future contractor has the option of subcontracting the performance of one or more parts of the services requested.

Subcontracting may be declared as soon as the applicant submits its application or subsequently, even after signature of the contract. In any case, any subcontracting shall be declared and subject to prior and explicit acceptance by ONERA³, before any start of performance of the subcontracted services.

Total subcontracting is prohibited.

The applicant undertakes to include all the clauses and constraints of the present consultation and of the future contract to its possible subcontractors.

2.8 Contracts for additional services

In accordance with article R.2122-7 of the FPPC, ONERA reserves the right to award contracts for services similar to those covered by the present consultation. The period during which ONERA may conclude such contracts may not exceed three years from the date of notification of the contract concerned by the present consultation.

³ It is essential that this point be anticipated in order to avoid any impact on the schedule for the provision of services.

STEP 1 – APPLICATIONS

Current step

3. PRESENTATION AND ANALYSIS OF APPLICATIONS

3.1 Presentation of application

a. General information

If the applicant relies on the professional, technical and financial capacities of other applicants (co-contractor, subcontractor), the applicant shall produce the same documents concerning this economic operator as those required for the applicant itself.

The documents requested in the file shall be written either in French or in English.

However, any document delivered by national competent authorities of the applicant's country may be provided in the official language of the country but the applicant shall then provide a translation of such documents (either in French or in English).

Whichever way the applicant chooses to present its application, its attention is drawn to the importance of sending all the requested documents.

b. Administrative documents: content and form of presentation

The applicant shall provide, pursuant to article R2143-3 of the FPPC, all of the following elements:

No.	Document/ Information	Comments
C1	An application letter, including a sworn statement that the tenderer does not fall within any of the cases in which they are prohibited from submitting a tender.	model DC1 is available at the following address http://www.economie.gouv.fr/daj/formulaires-declaration-du-candidat (+ <i>explanatory note</i>)
C2	A declaration of competence	model DC2 is available at the following address http://www.economie.gouv.fr/daj/formulaires-declaration-du-candidat (+ <i>explanatory note</i>)
C3	ONERA supplier information sheet (appendix 1 to this document).	Completed and signed by a person authorized to bind the applicant.
C4	Unique identification number (SIREN no. issued by INSEE) ⁴ or, failing that, any document	

⁴From this no., ONERA can access the necessary information concerning the (French) applicant on the site <https://annuaire-entreprises.data.gouv.fr> proof of registration, identification of the Directors etc.

	proving their company's registration, issued by the competent judicial or administrative authority in the country of origin, dating back no more than three months.	
C5	Delegation of powers in the event of signature by a person other than the person(s) identified as the applicant's "Directors". ⁵	
C6	Documents relating to human, technical and professional capacity : certifications held, if any; presentation of the tasks that the applicant intends to subcontract.	
C7	Presentation of a list of services with characteristics similar to those required by ONERA , provided over the last three years, including a very succinct description for each service and indicating the approximate amount, the year, the recipient and the success rate during launches (appendix 2 to this document).	
C8	Presentation of the proposed launcher(s) for CROCUS' nanosatellite	
C9	Presentation of any approach justifying the implementation of a policy related to Corporate Social Responsibility and environmental management	
C10	Non-Disclosure Agreement (NDA)	Completed and signed by a person authorized to bind the applicant.

For the present consultation, the applicant is authorized to submit its application using the “DUME” mode (to replace DC1 and DC2, documents C1 and C2 in the list above), directly accessible via the PLACE website.

If appropriate and justified, the applicant can provide any other document proving its economic, financial and technical ability to perform the services (for example, in the case of a newly established company).

In addition, the applicant is exempt from transmitting the application documents requested if they are contained in a free digital storage space (it shall then provide the information necessary to consult this storage space).

⁵ONERA shall verify the authority to bind the applicant of the individual(s) by accessing the Officers page of this same site.

3.2 Assessment of the application - Eligibility of candidates to participate in Step 2 of submission of offers

The application is assessed on the basis of the information and documents requested above, taking into account the legal situation of the economic operator as well as its guarantees and capacities, in accordance with the provisions of Articles R.2144-1 to 7 of the FPPC.

ONERA reserves the right to proceed with the regularization of any incomplete application or to request additional information on the documents and supporting evidence produced, within an appropriate time limit (set in the request for additional information).

Candidates whose files are incomplete, those which are prohibited from submitting tenders or those who have provided inaccurate information will be automatically eliminated, after ONERA has potentially requested that the situation be rectified.

In accordance with Articles R.2144-8 and 9 and R.2142-15 to 18 of the FPPC, the number of candidates invited to submit an offer and therefore to participate in step 2 of the consultation is set at **minimum three (3) and maximum five (5)**.

The objective criteria for assessing the quality of the application, of equal importance, are as follows:

- 1) The experience and the references of the candidate for the last three years**
- 2) Economic and financial capacity (turnover for the last three years and its evolution in particular)**
- 3) The human, technical and professional capacity**

If the number of applicants meeting the minimum capacity requirements is lower than the minimum of applicants set above, ONERA reserves the right to continue the procedure with the only applicant(s) with the required capacity.

Only the candidates selected by ONERA at the end of this step 1 are invited by ONERA to submit an offer and thus to participate in step 2.

STEP 2 – OFFERS

For the applicants invited by ONERA to submit an offer at the end of step 1 only

4. PRESENTATION AND ANALYSIS OF OFFERS

4.1 Presentation of offer

In support of its offer, the applicant shall produce at least the documents listed below:

No.	Document/ Information	Comments
O1	The draft contract and its Appendix 1	Completed and signed in Word and PDF formats
O2	The decomposition of the global and fixed price (Appendix 2 to the above-mentioned draft contract)	Completed and signed in Word and PDF formats
O3	The requirements matrix	Completed and signed in Excel and PDF formats
O4	A technical offer, which shall imperatively include and develop the modalities of execution of the service subject to the Technical Specifications	
O5	The overall timeframe for the execution of the service and the detailed schedule	
O6	The company original bank details, containing all the information required for payment of the services	Signed by a person authorized to commit the company

The applicant may complete its offer with any other additional document (or information) deemed useful and relevant.

The documents listed above shall be written either in French or in English.

The period of validity of the offers is **4 months** from the deadline for submission of the offers which will be mentioned in the invitation to submit an offer or from the date of submission of updated and/or final offers, for later versions.

The procedures for sending offers are specified in section 5 below.

4.2 Analysis and evaluation of offers - award

a. Reasons for elimination of offers

The following are automatically eliminated:

- inappropriate offers as well as offers that remain irregular and/or unacceptable despite possible requests for additional information from ONERA,
- any offer that does not comply with the conditions of presentation set out in section 4.1 of this document, after a possible request for regularization by ONERA,

b. Analysis of offers – Variants and PAS with mandatory and optional costings

The free variants are analyzed in the same way as the basis offer, according to the criteria

specified in 3.2.d below.

ONERA takes into account in its analysis of the offers the PAS with MANDATORY costing that it has decided to select.

The PAS with OPTIONAL costing are not taken into account for the analysis of the offers. After analyzing and ranking the offers according to the criteria listed in d. below, ONERA decides whether or not to confirm these PAS.

c. Analysis of offers – negotiations

The analysis of the offers may be carried out in several successive stages.

In particular, ONERA reserves the possibility of negotiating with a shortlist of candidates, i.e. only with those who have submitted the best offers (following an initial ranking, established in accordance with the selection criteria indicated in d. below, and if the offers are not eliminated for one of the reasons set out in a. above), during as many stages of negotiation as may prove necessary.

This negotiation can be carried out by e-mail (via PLACE) or during hearings by videoconference or at the ONERA centre in Toulouse or in Chatillon.

All elements of the contract and offer are negotiable, except for the legal and regulatory clauses.

Negotiations are conducted on the basis of the principle of equal treatment of candidates.

At the end of the negotiation(s), a final offer is requested from all candidates admitted to negotiate. This final offer may not be negotiated further.

The final offers are scored and ranked according to the same criteria (specified in d. below). The contract is then awarded to the company that submitted the best offer (having obtained the best overall score).

However, as a reminder, ONERA reserves the right to award the contract on the basis of the initial offers without negotiation.

d. Objective criteria for evaluating offers

To analyze and choose the best offer, ONERA shall rely on the following award criteria with relative weighting given, for a total of 100%:

Criteria	Description	Weighting
1	Total amount proposed and its breakdown, based on the document O2	50 %
2	Technical quality based under the following distribution: - Requirement matrix, based on the document O3 - Technical offer, based on the document O4	30 % 15 % 15 %
3	Leadtime and overall timeframe, based on the document O5	20 %

5. APPLICATIONS SUBMISSION REQUIREMENTS

5.1 Submission of application

The applicant shall submit its application in electronic form.

This file shall be submitted via the <https://www.marches-publics.gouv.fr> website (on ONERA's buyer profile).

In the event of a problem on the PLACE, a support and technical assistance service for the use of this dematerialization platform is available online:

<https://www.marches-publics.gouv.fr/faq/?token=3b32dc7a-45f8-44c2-b0ff-bce82c4611b5>

Remarks concerning the submission of files on PLACE:

1/ As some maintenance operations are carried out on PLACE on Wednesdays between 7pm and 10pm, the applicant is advised to avoid choosing this period to submit its application.

2/ It is recommended to the applicant to sufficiently anticipate the verification of the configuration of its computer according to the detailed constraints on the PLACE platform and the submission of its offer in order to avoid last minute problems.

3/ The applicant has the possibility of submitting several successive offers in case of an item being forgotten or an error that needs to be rectified. Each file submitted cancels and replaces the file previously submitted by the applicant. As a result, only the last file submitted will be opened by ONERA: it must therefore include all the documents requested in this document (in support of the application and the offer).

5.2 Backup copy

The applicant may also send at the same time a backup copy on digital media (USB stick, CD, etc.), which shall contain the same files or information.

The backup copy may be opened by ONERA and replace the documents sent via the PLACE website only in the following cases:

- if ONERA detects a virus in the electronically transmitted folder;
- if a file has been transmitted by electronic means without reaching ONERA within the expected deadlines;
- if the file by electronic means cannot be opened by ONERA.

The backup copy shall be sent in a sealed envelope, indicating:

CONSULTATION / NE PAS OUVRIR REF. 2026ALOI-BROKER_CROCUS-CT

SOCIETE:

(Indicate the name of the submitting company)

It is sent by registered mail to:

ONERA
Direction des Achats

ONERA – Head office
Chemin de la Hunière
91120 PALAISEAU - FRANCE
EPIC – 775 722 879 RCS Evry
www.onera.fr

ONERA – Châtillon centre
29, Avenue de la Division Leclerc – CS90027
92322 CHATILLON CEDEX - FRANCE
+33 1 46 73 40 40

29 avenue de la Division Leclerc
CS90027
92322 CHATILLON Cedex
FRANCE

In all cases, in order to be opened, the envelope containing the back-up copy shall arrive before the deadline indicated on the first page.

5.3 Non-disclosure agreement (NDA)

The Non-Disclosure Agreement (NDA) shall be submitted:

- preferably, in PDF format and signed by an authorized person with a signature certificate issued by a qualified trust service provider, meeting the requirements of the eIDAS regulation, using the electronic signature creation tool offered by the PLACE buyer profile (preferably in PAdES format) (see article 6 below);

OR

- in 2 ORIGINAL paper copies signed by an authorized person.

The paper copies shall be sent in a sealed envelope, indicating:

CONSULTATION / REF. 2026ALOI-BROKER_CROCUS-CT

SOCIETE:

(Indicate the name of the submitting company)

It is sent by registered mail to:

ONERA
Direction des Achats
29 avenue de la Division Leclerc
CS 90027
92322 CHATILLON Cedex
FRANCE

The NDA shall be received by ONERA before the date and time specified on the cover page.

6. ELECTRONIC SIGNATURE OF DOCUMENTS

ONERA has electronic signature certificates and therefore promotes as much as possible the electronic signature of its contracts.

Thus, ONERA encourages the applicant and potential future Supplier to obtain qualified electronic signature certificates that comply with the eIDAS Regulation (Regulation (EU) n°910/2014 of the European Parliament and of the Council of 23 July 2014 on electronic identification and trusted services for electronic transactions within the internal market), for persons with the power to bind the company.

The Supplier will then be able to use the signature tool available on PLACE, to sign contractual documents in the authorized signature formats XAdES, CAdES or PAdES.

The signature will be validated by ONERA if all the controls carried out by the PLACE tool

are passed successfully and if the holder of the signature certificate used has the power to commit the company. For information purposes, the controls carried out by the tool available on PLACE are as follows:

1. identity of the signatory;
2. whether the signatory's certificate belongs to one of the categories of certificates mentioned in article 2 of the French Government decree of 22nd March 2019 relating to the electronic signature of public procurement contracts;
3. compliance with the signature format mentioned in Article 3 of the French Government decree of 22nd March 2019;
4. the certificate is not expired and has not been revoked on the date of signature;
5. integrity of the signed document.