

“Teaser – Phase I”

FOTEC Chemical Propulsion

Client: FOTEC Research and Technology Transfer GmbH
Viktor Kaplan-Strasse 2, 2700 Wiener Neustadt

Contact person: MMag. Dr. Claus Casati, Solicitor
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Possible submission

Expression of interest: 18 May 2026, 10.00 am at the latest to the contact person (by email or post)

1. PROJECT OVERVIEW

FOTEC Forschungs- und Technologietransfer GmbH (“FOTEC”) is initiating a structured selection and negotiation process to identify a suitable partner for the further development and commercial exploitation of technologies in the field of **chemical propulsion**.

The aim is to collaborate with a capable partner to:

- finance further development phases
- further technological development of existing solutions
- Prepare for market launch and commercial exploitation

2. CLIENT (FOTEC)

- Research institution based in Wiener Neustadt
- 100% subsidiary of the University of Applied Sciences Wiener Neustadt
- Focus: applied research and development
- Core areas:
 - chemical and electrical propulsion systems
 - Aerospace technology
 - Test and development infrastructure
 - additive manufacturing (e.g. 3D printing of catalysts)

FOTEC has **many years of experience and highly specialised expertise** in the field of innovative propulsion technologies.

3. SCOPE OF SERVICES

The subject of the procedure is the **joint further development and commercial exploitation** of technologies in the field of chemical propulsion.

This includes in particular:

- Use of existing technologies and research work
- Access to infrastructure, laboratories and test systems
- Involvement of specialist staff from FOTEC
- Further development to market readiness
- Development of commercialisation models (e.g. licensing, industrial use)

4. FOTEC'S OFFERING

FOTEC contributes the following in particular to the collaboration:

- existing technical know-how (some of which is patentable)
- ongoing research

- qualified staff
- specialised infrastructure and test facilities

These will be made available **on standard market terms**.

5. PARTNER SOUGHT

We are looking for:

5.1. FINANCING AND/OR DEVELOPMENT PARTNERS

Possible roles:

- **Financing partner:** Provision of capital for further development
- **Development partner:** active technical development
- **Combined partner:** Combination of financing and development

5.2. EXPECTED SKILLS

In particular, the partner should:

- have sufficient financial resources
- demonstrate technological expertise or strategic interest in the aerospace / deep tech sector
- be able to support development projects through to market readiness
- be interested in long-term commercial exploitation

6. STRUCTURE OF THE PROCESS

The process is structured **in two phases**:

7. PHASE 1 – EXPRESSION OF INTEREST

- Submission of a declaration of interest and confidentiality
- Presentation of:
 - Company / Structure
 - Performance
 - Role in the project
- Objective: Shortlisting of suitable candidates

8. PHASE 2 – CONCEPT & NEGOTIATIONS

- Invitation to selected bidders
- Submission of a detailed concept:
 - technical strategy

- Financing model
- IP and exploitation strategy
- Conducting:
 - Presentations
 - Discussions
 - Negotiations
- Objective: Selection of a suitable partner

9. OUTCOME OF THE PROCESS

- Selection of a partner (or several partners)
- Commencement of contract negotiations
- Conclusion of agreements, in particular regarding:
 - Financing
 - Cooperation
 - Exploitation
- There is no entitlement to the conclusion of a contract.

10. NATURE OF THE PROCEDURE

- EU – State Aid Regime MS transpires proceeds to find private party at arm's length
- **No procurement procedure under the Public Procurement Act 2018**
- Conducted on a **private-law basis**
- Compliance with the principles:
 - Transparency
 - Equal treatment
 -
 - Non-discrimination
- The contracting authority is free to determine the procedure.

11. ACCESS TO INFORMATION & COMMUNICATION

- Provision of information (data room where applicable)
- Opportunity to ask questions
- Communication exclusively by electronic means and in English

12. KEY FRAMEWORK CONDITIONS

- Language of the procedure and contract: **English**
- Submission: electronically
- Confidentiality: mandatory for all participants
- Request for additional documents: possible
- Exclusion possible in the event of non-compliance with requirements

13. TIMETABLE (INDICATIVE)

- Publication: [DD.MM.YYYY]
- Deadline for expressions of interest: [DD.MM.YYYY]
- Invitation to Phase 2: [DD.MM.YYYY]
- Submission of concept: [DD.MM.YYYY]
- Negotiations: [Period]

14. CONTACT

Point of contact for all communication:

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15. NOTE

This teaser is intended solely as preliminary information and does not replace the detailed procedural documents.