



# Doing Business with CERN

## Procurement rules and practical advice

Anders Unnervik

17 February 2022




































# AGENDA

- **Statistics**
- **Procurement @ CERN - the rules**
- **Impact of Doing business with CERN**
- **Procurement website**

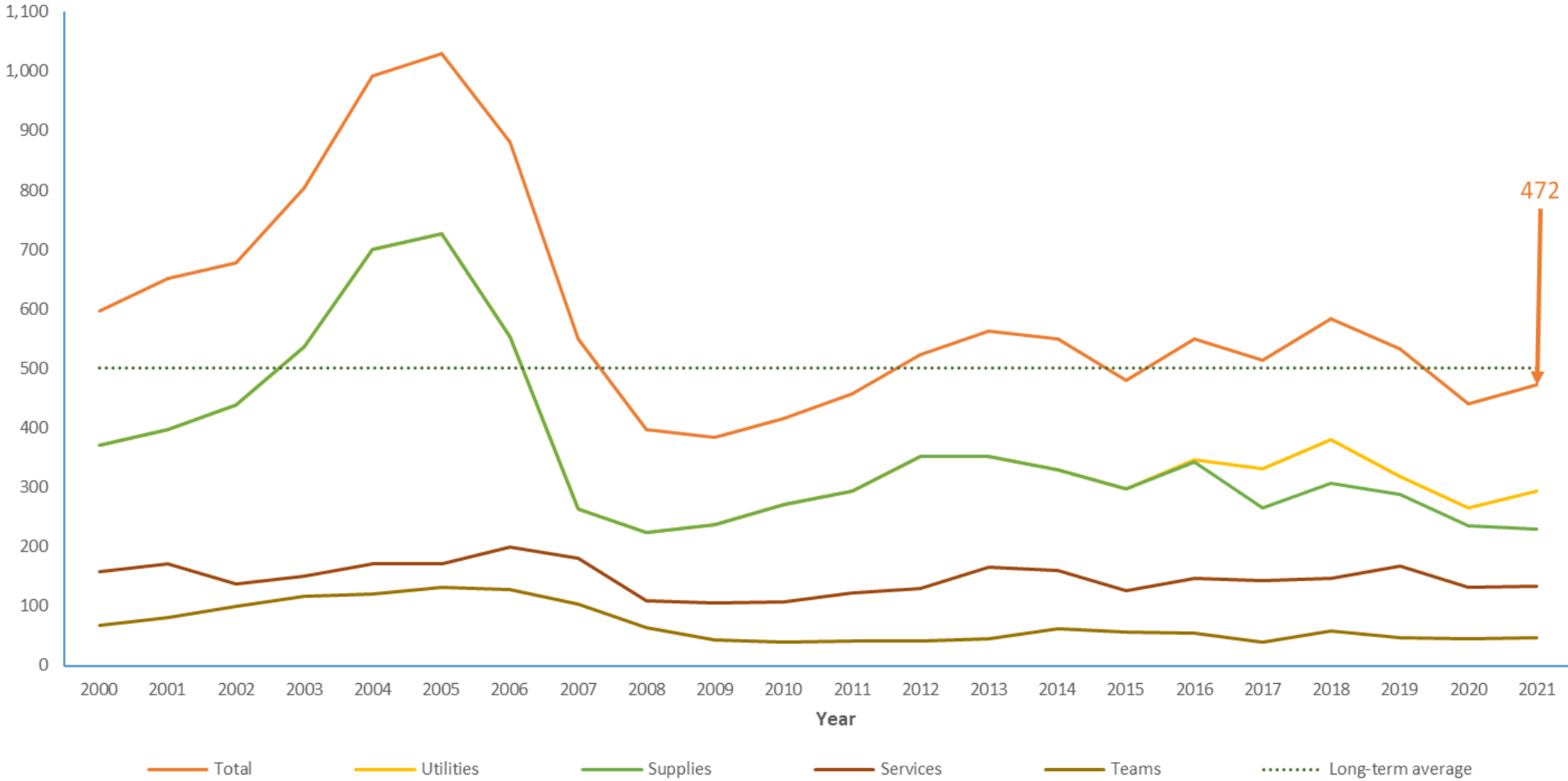
# STATISTICS

# Yearly Budget (contributions 2021)

Country	Percentage of Total	Amount (CHF)	Country	Percentage of Total	Amount (CHF)
 Germany	20.34%	243 978 500	 Portugal	1.08%	12 942 750
 United Kingdom	14.49%	173 742 400	 Czech Republic	1.02%	12 274 400
 France	13.56%	162 651 400	 Greece	1.02%	12 232 750
 Italy	10.21%	122 471 350	 Hungary	0.67%	8 029 550
 Spain	7.20%	86 327 950	 Slovakia	0.50%	6 010 500
 Netherlands	4.54%	54 493 050	 Turkey*	0.45%	5 349 000
 Switzerland	3.83%	45 973 250	 Bulgaria	0.32%	3 788 250
 Poland	2.76%	33 135 900	 Serbia	0.24%	2 865 800
 Belgium	2.70%	32 398 200	 Pakistan*	0.16%	1 898 100
 Sweden	2.52%	30 272 750	 Slovenia**	0.12%	1 410 200
 Norway	2.24%	26 893 400	 Estonia**	0.09%	1 020 000
 Austria	2.15%	25 773 200	 Cyprus**	0.08%	1 000 000
 Israel	1.87%	22 390 950	 Croatia*	0.08%	1 000 000
 Denmark	1.75%	21 020 250	 Lithuania*	0.08%	1 000 000
 India*	1.35%	16 211 900	 Ukraine*	0.08%	1 000 000
 Finland	1.31%	15 669 300	 Latvia*	0.04%	510 000
 Romania	1.13%	13 586 400			
			<b>Total</b>	<b>100%</b>	<b>1 199 321 450</b>

\* Associate Member State \*\* Associate Member State in the pre-stage to membership

# Procurement Expenditure





# What do we buy?

- **Civil engineering:**
  - Construction
  - Renovation of buildings
  - Metallic structures
  - Earthworks
  - Roads
- **Cooling and ventilation equipment**



# What do we buy?

- **Electrical engineering and magnets**
  - Transformers
  - Switchboards and switchgear
  - Cables
  - Automation
  - Power supplies
  - Magnets



# What do we buy:

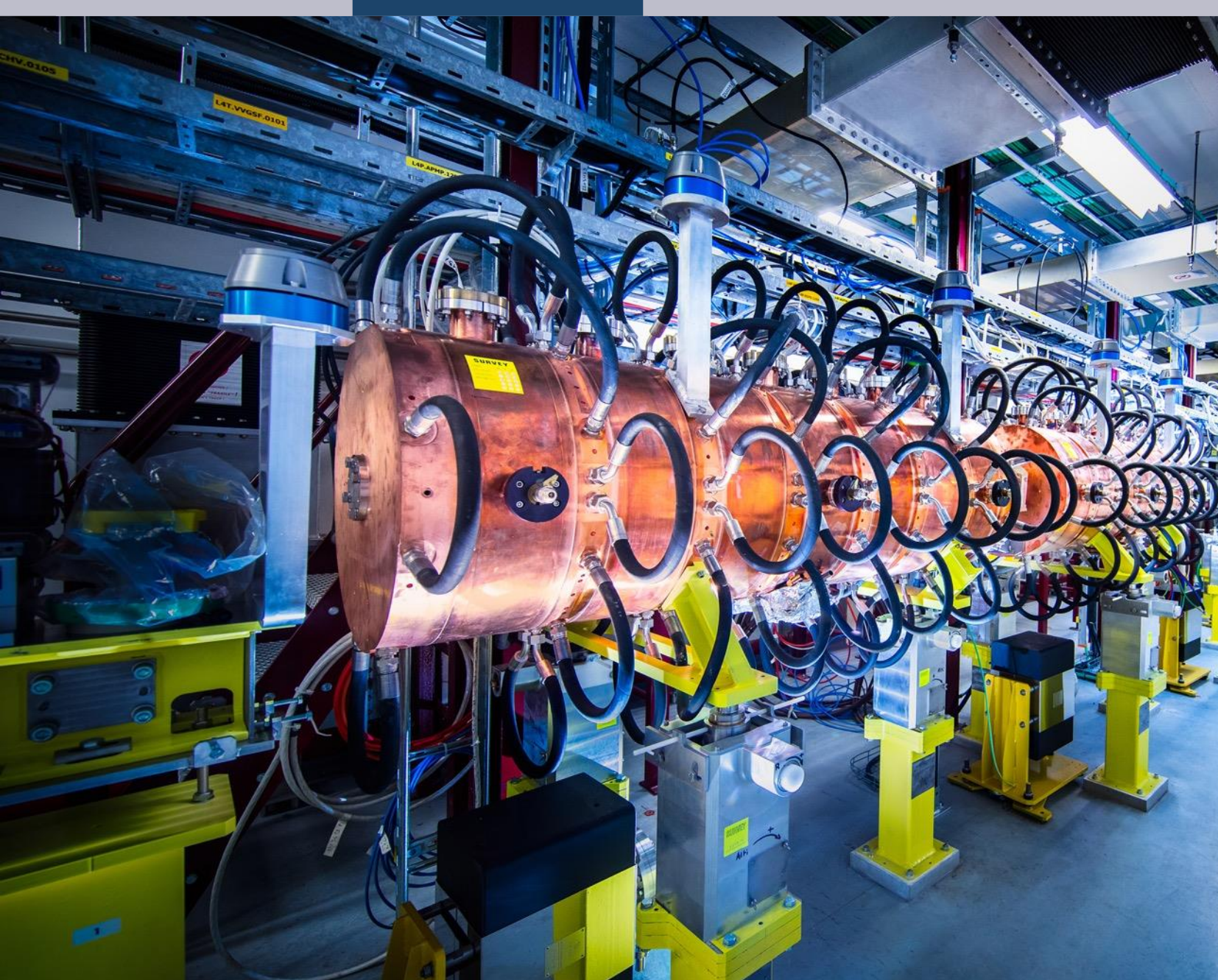
- **Information Technology**
  - Computing systems
  - Servers
  - Software
  - Network equipment
  - Personal computer equipment





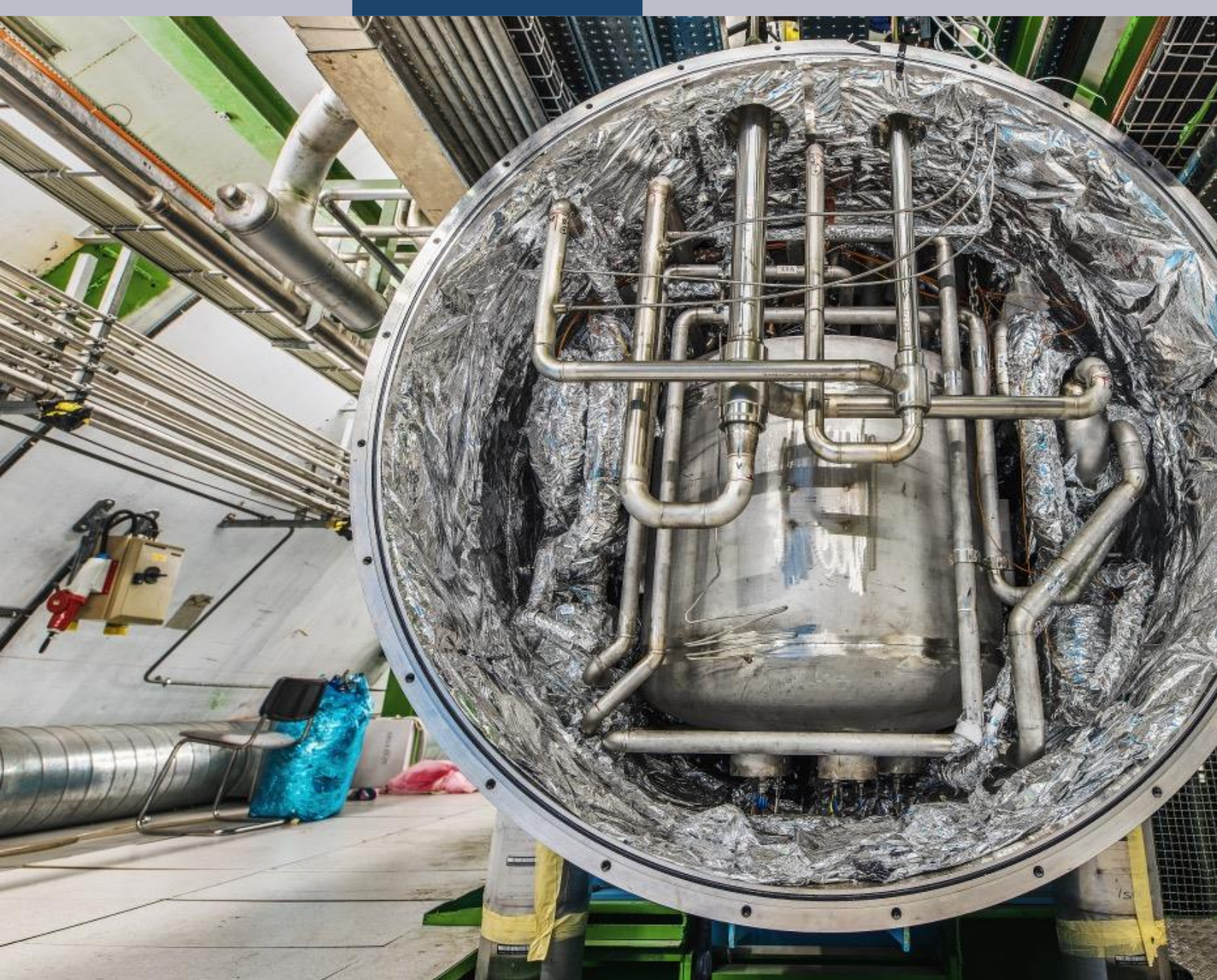
# What do we buy?

- **Mechanical engineering and raw materials:**
  - Machining
  - Sheet metal work and arc welding
  - Special fabrication techniques
  - Raw materials, finished and semi-finished products (plates, pipes, etc.)
  - Offsite engineering and testing



# What do we buy?

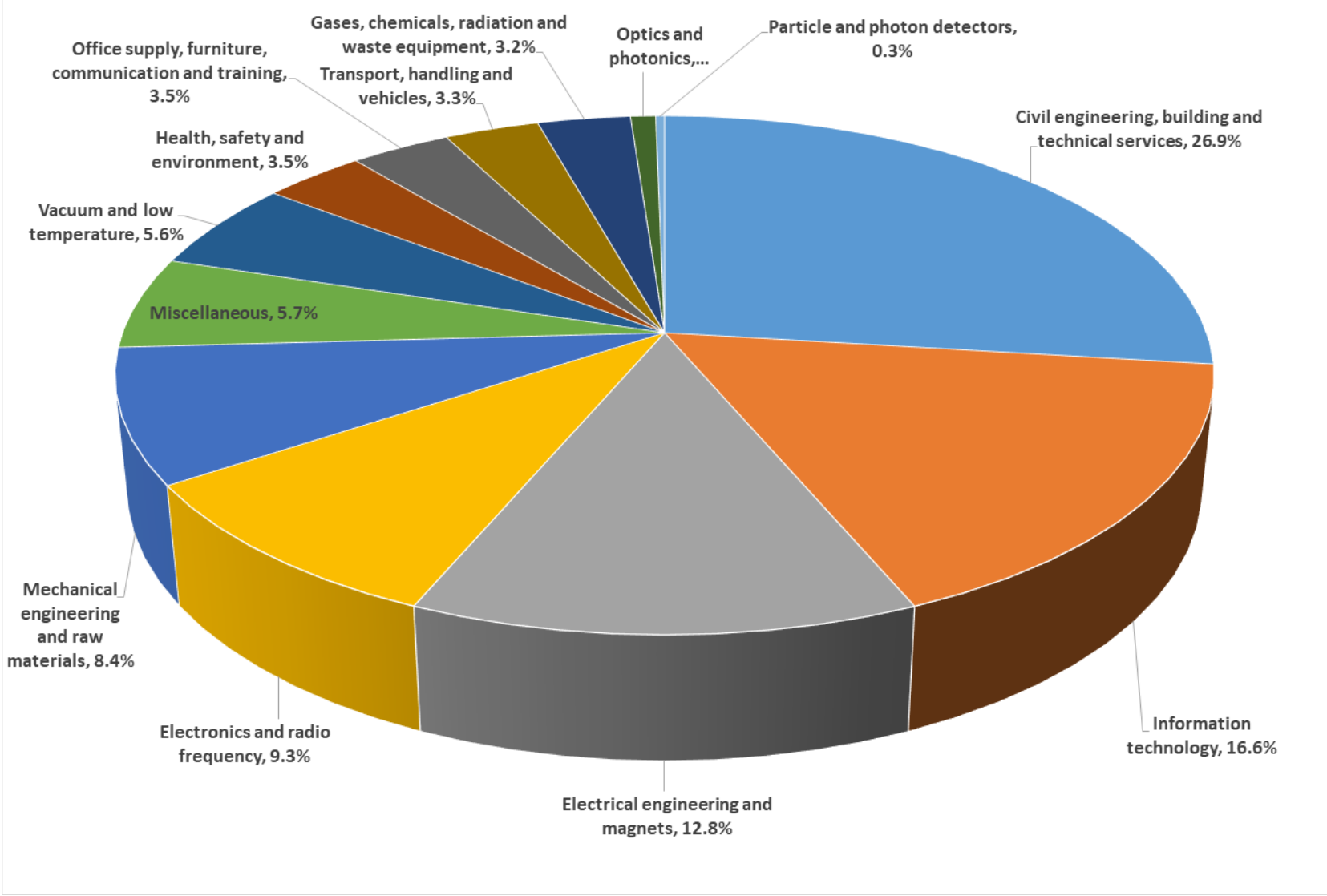
- **Electronics and radiofrequency:**
  - Electronic components (active, passive)
  - PCBs and assembled boards
  - LV and HV power supplies
  - Radiofrequency plants
  - Amplifiers



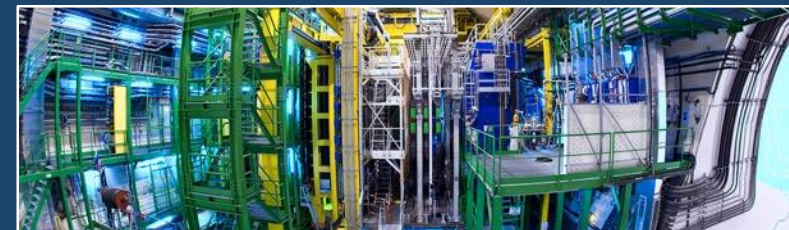
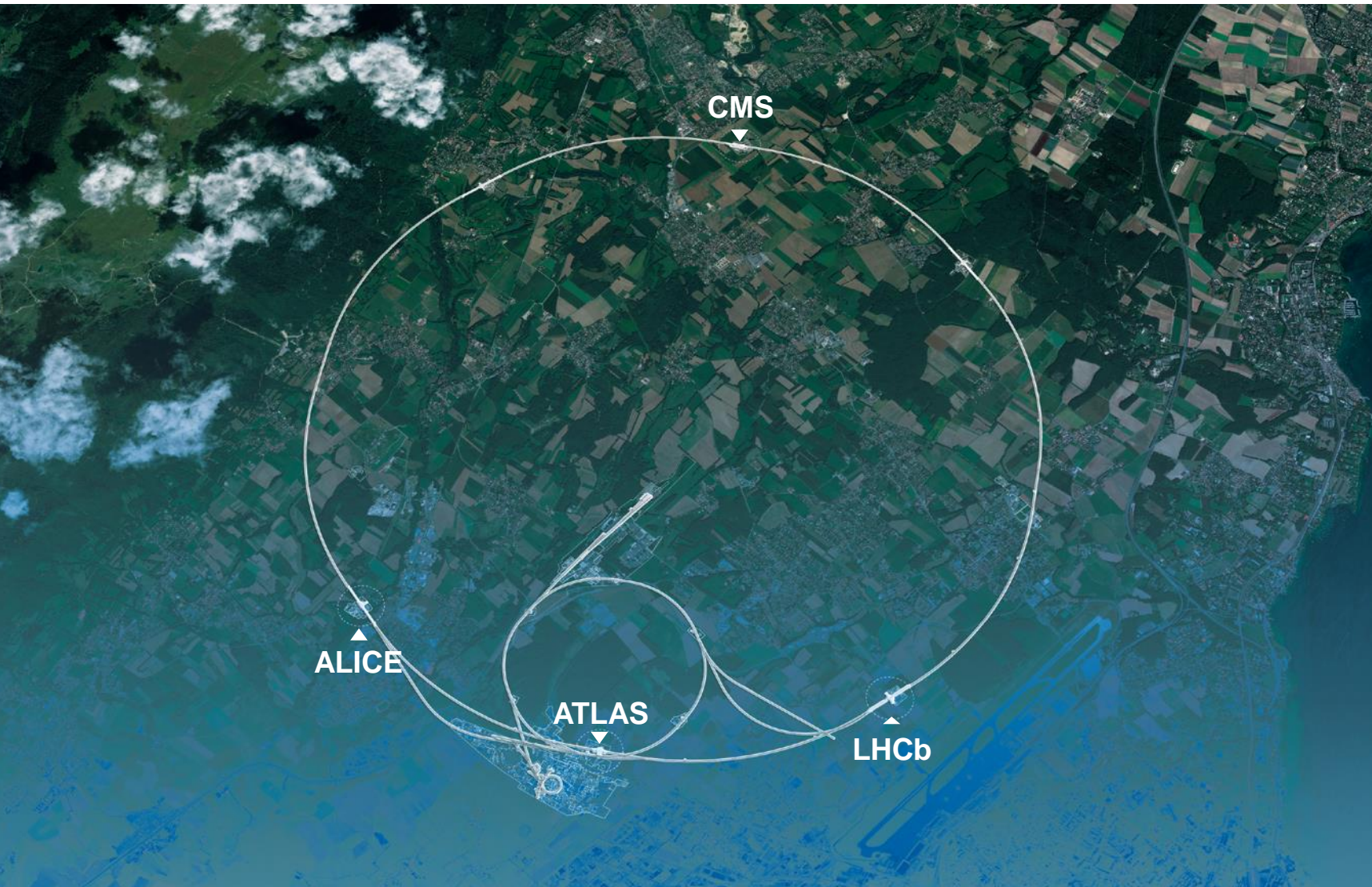
# What do we buy?

- **As well as:**
  - Cryogenic and vacuum equipment
  - Optics and photonics
  - Particle and photon detectors
  - Health and safety equipment,
  - Transport and handling equipment
  - Office supply, furniture
  - Industrial services on the CERN site

# Supplies (235 MCHF spent in 2020 – CERN budget only)



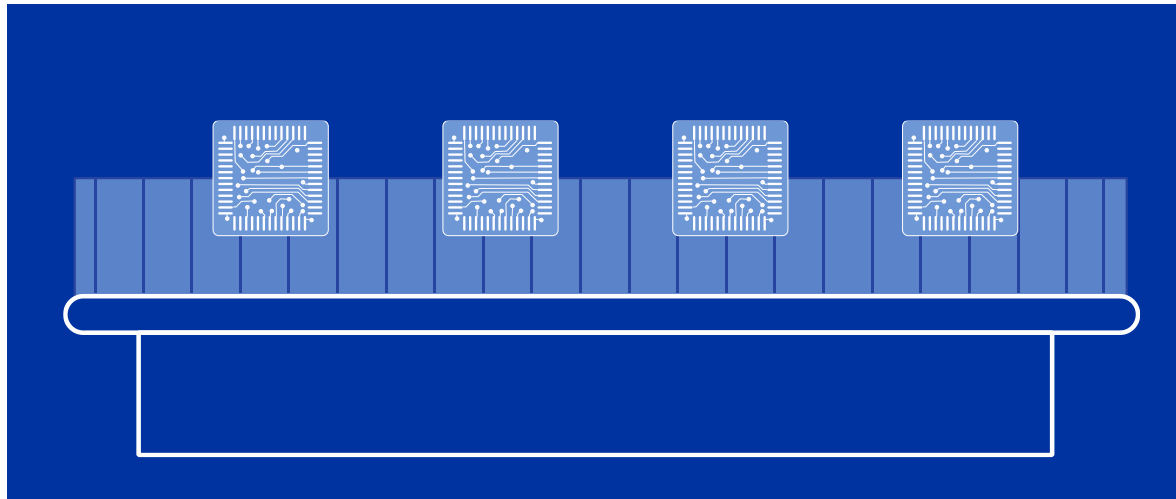
# We also buy for the LHC experiments



# How do we buy?

**Off-the shelf or non-standard products which can be produced with existing manufacturing techniques or technologies:**

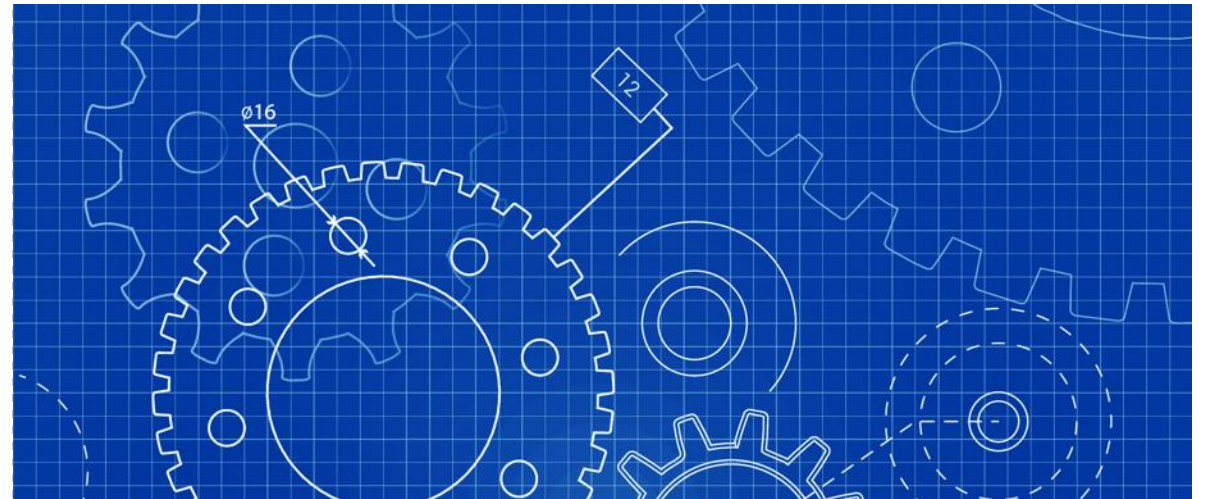
- **Functional specification**

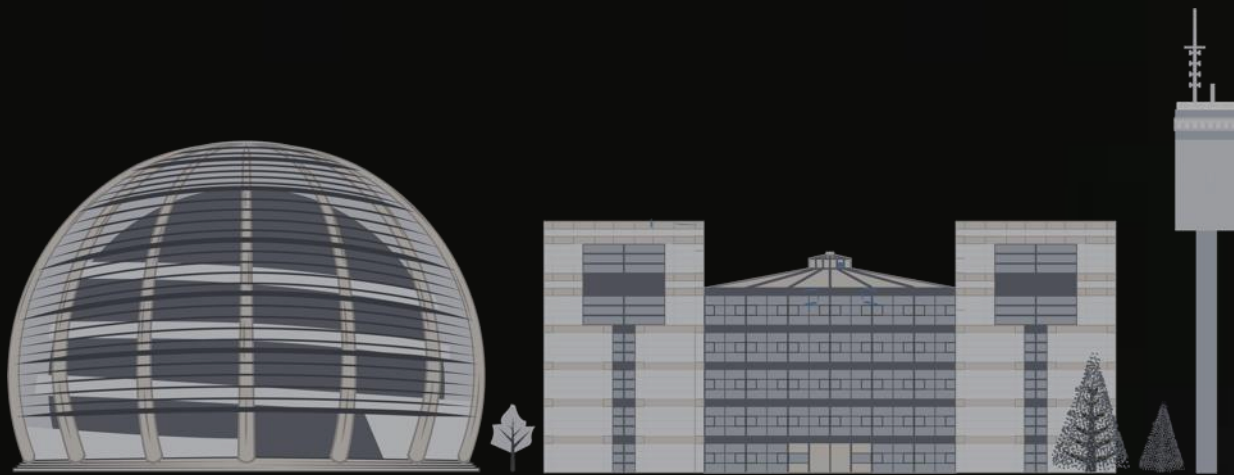


**Non-standard products where industry has neither the required know-how nor the interest to develop and design the products:**

- **Build-to-Print specification**

Prototypes and or Pre-series might be required.





# PROCUREMENT @CERN the rules

# CERN is entitled to establish its own internal rules necessary for its proper functioning, including:



Procurement Rules

Safety Rules

Staff Regulation of its own  
personnel



# The Procurement Service

## Mission

**The Procurement Service (PS)  
procures all supplies and  
services for CERN**

Meeting the specified and contractual technical, delivery and performance requirements

At the lowest possible overall cost

While achieving balanced industrial return for CERN Member States

Respecting CERN Procurement Rules

# Principles of the Procurement Rules (1/4)

1

**Transparency and Impartiality**

2

**Tenders open to Member States only**

3

**Objectivity and equal treatment:** tendering packages are objective and impartial

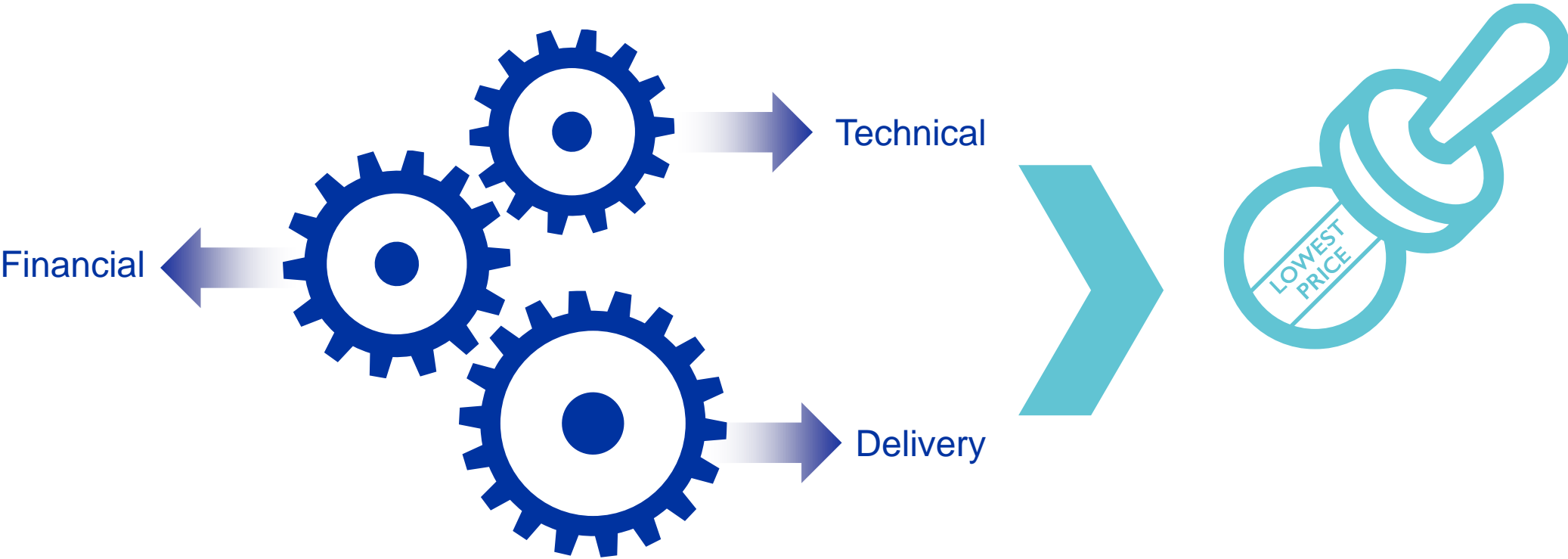
# Principles of the Procurement Rules (2/4)

**Selective tendering procedures:**  
CERN's tendering procedures are not open to any interested firms

**Confidentiality:** Opening and evaluation of bids as well as negotiations are not public

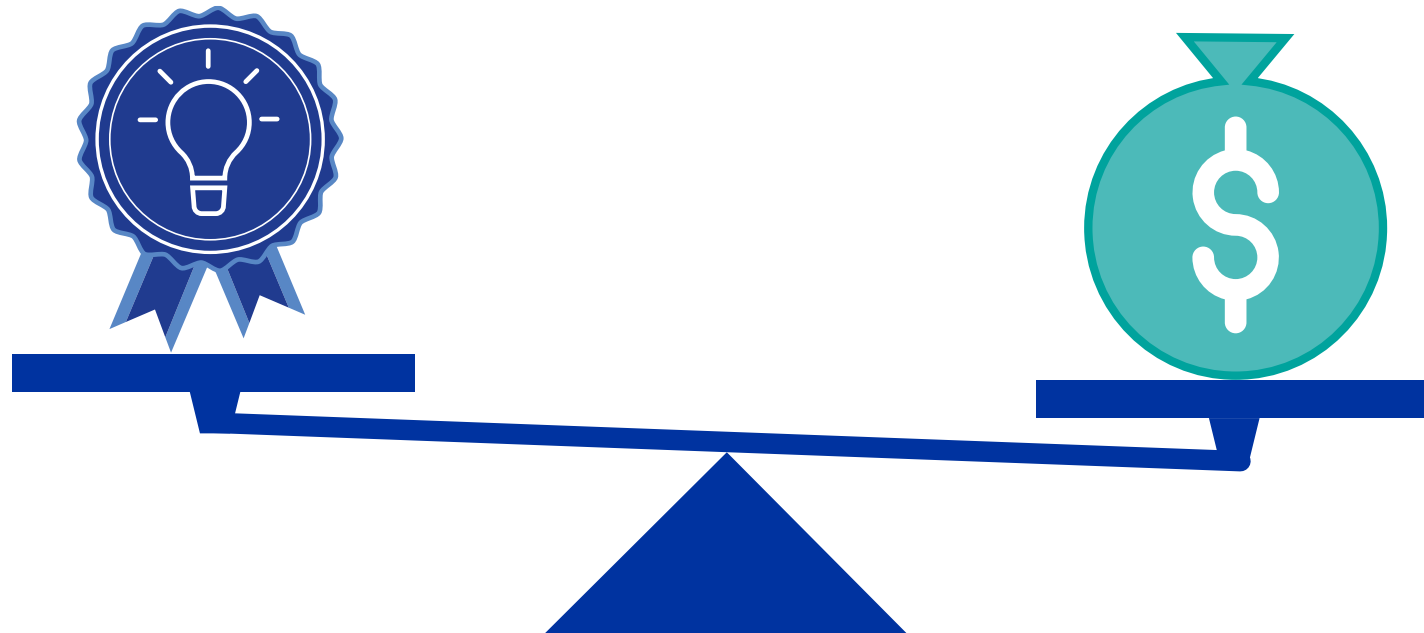
# Principles of the Procurement Rules (3/4)

Award for supplies (and services, exceptionally) based on:  
Lowest compliant bid



# Principles of the Procurement Rules (4/4)

Award for industrial services based on:  
Best Value For Money



! No alignment rule

# Enquiries between 10'000 and 200'000 CHF

## “Price enquiry” (Demande d’Offre - DO)

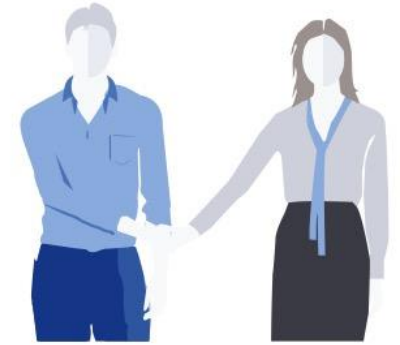
- **Submission deadline: 4 weeks from date of dispatch;**
- **All price enquiries above 50'000 CHF are also sent to the Industrial Liaison Officers (ILOs) for information;**
- **Price enquiries consist of:**
  - Technical specification and annexes;
  - Tender form (and a technical annex - optional);
  - CERN’s General Conditions (contracts, invitations to tender, safety, etc.)



# Enquiries exceeding 200'000 CHF (1/2)

## “Market Survey” (MS)

- **Prior announcement in CERN’s procurement website, see “Business Opportunities”**
  - At this stage, interested firms are encouraged to contact CERN in order to have a clear understanding of the requirement, allowing them to begin their organization ahead of the tendering process.
- **Market surveys consist of:**
  - “Technical Description” and;
  - “Qualification Questionnaire” (financial and technical).
- **Submission deadline: 4 weeks, or more if the MS is still online.**



# Enquiries exceeding 200'000 CHF (2/2)

## “Invitation to tender” (IT)

- **Sent to qualified and selected firms only;**
- **Submission deadline: 4 weeks from date of dispatch (with a longer period for more complex requirements);**
- **Firms shall ask all necessary questions in writing to understand all requirements and prepare a bid that best matches CERN’s needs;**
- **All invitations to tender are sent to the Industrial Liaison Officers (ILOs) for information;**
- **Bids shall be submitted via CERN’s e-tendering application.**





# Country of origin

*“Country(ies) in which the bidder is established.”*

If at least **40%** of the total amount of the bid comes from a poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.



*“Country(ies) where the **supplies** (including their components and sub-assemblies) are manufactured or undergo the last major transformation by the contractor or its sub-contractor”*

If at least **60%** of the total amount of the bid comes from a poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.

# Alignment rule

## Applicable for:

1

**Contracts awarded on the lowest compliant basis (mainly supply contracts)**

2

**With a total amount exceeding 100'000 CHF.**

## RULE

Under certain conditions as defined in CERN Procurement Rules, a bidder offering goods originating\* in poorly balanced Member States is allowed to align his price to that of the lowest bidder and thereby be awarded the contract.

\* At least 60% for supply contracts or; at least 40% for service contracts awarded on the lowest compliant basis.

# Industrial return coefficient

## Industrial return coefficient

For Supply contracts and for a 12-month period starting on 1<sup>st</sup> March, defined as:

*“The ratio between a Member State's percentage share of the value of all Supply contracts and that Member State's percentage contribution to the CERN Budget over the same period”.*



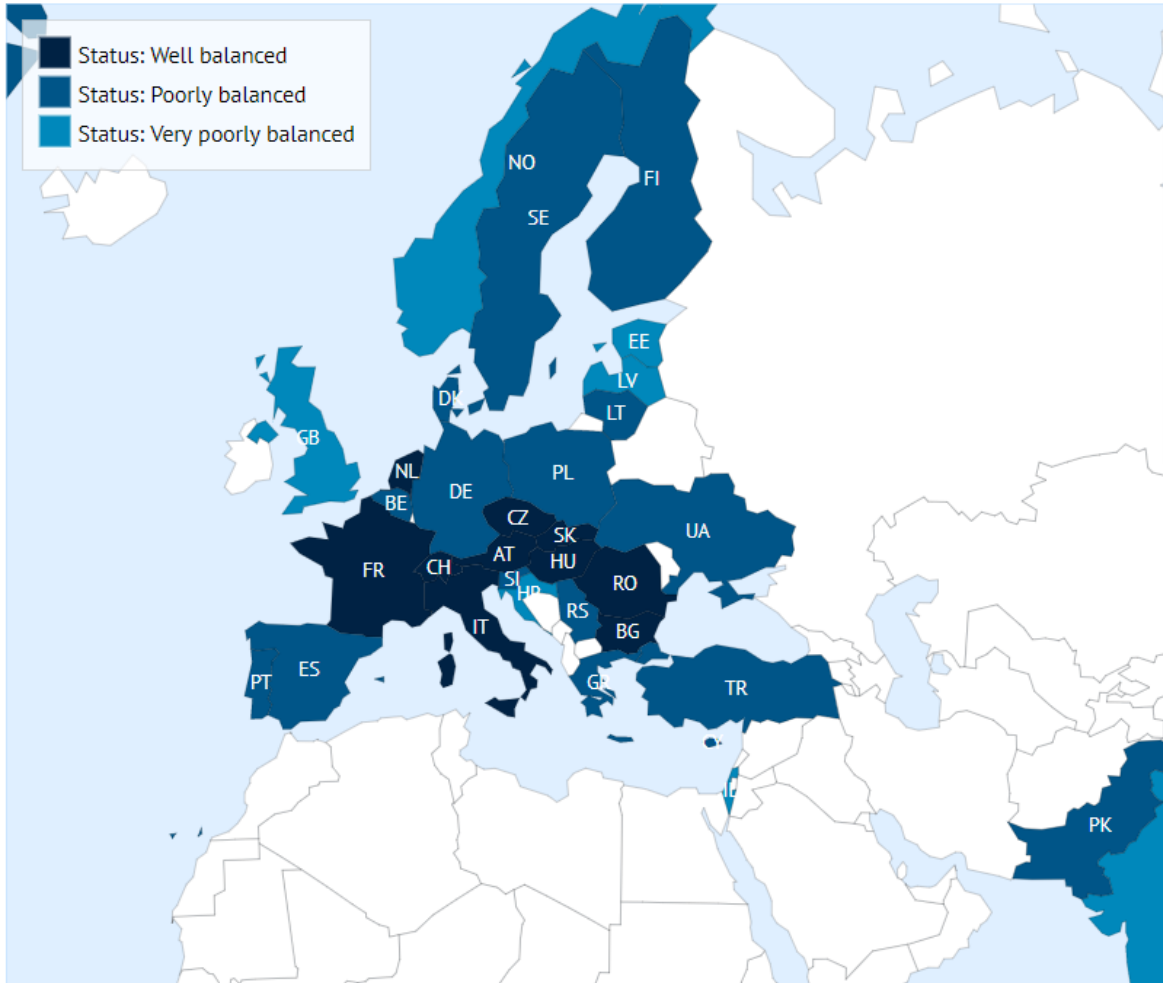
Over a 4-year period:  
Very poorly balanced :  $< 0.40$   
Poorly balanced (PB) :  $0.40 \geq x < 1$   
Well balanced (WB):  $\geq 1$

## Status definition

$$\text{Return Coef.} = \frac{\% \text{ expenditure in the MS}}{\% \text{ contribution to CERN budget for this MS}}$$

# Poorly balanced Member States (Supplies)

(1st March 2021 – 28 February 2022, based on the previous 4 calendar years):



Well Balanced	Poorly Balanced	Very Poorly Balanced
Austria Bulgaria Czech Republic France Hungary Italy Netherlands Romania Slovakia Switzerland	Belgium Croatia* Cyprus* Denmark Finland Germany Greece Lithuania* Pakistan* Poland Portugal Serbia* Slovenia* Spain Sweden Turkey* Ukraine*	Estonia* India* Israel Latvia* Norway United Kingdom

\*Associate Member States



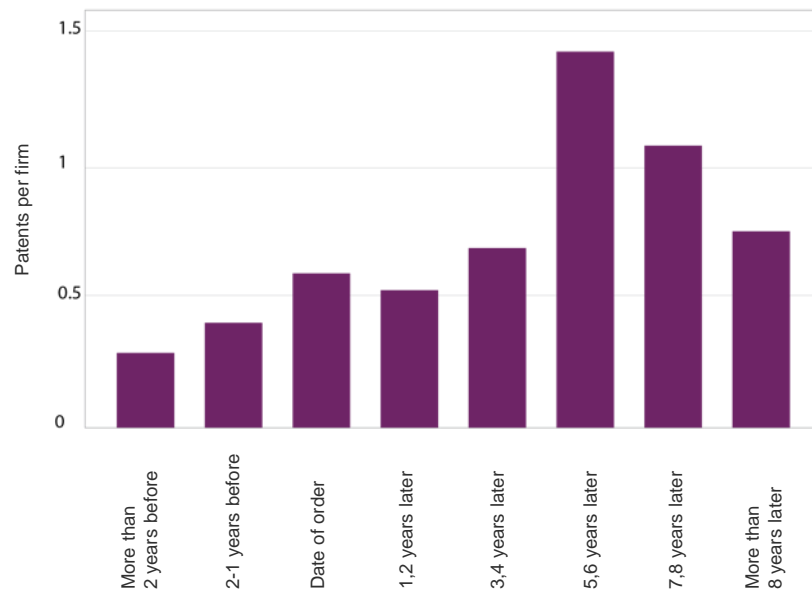
# Impact of Doing business with CERN

# The economical impact of CERN Procurement on supplier's performance (Castelnovo et al, 2018)

Empirical studies (by the analysis of financial data from 1995 to 2008 from 365 CERN suppliers for the LHC) show that after working with CERN on high-tech contracts, CERN suppliers out-perform their peers by:

Investing more in R&D and filing more patents

Higher productivity, revenue and profitability



# Doing business with CERN: the facts

supplier survey (669 suppliers in 33 countries, 2017):

48%

improved products and services

42%

developed new products

55%

improved technical knowledge  
in their field



18%

found or opened a new market to  
address

62%

used CERN as a marketing reference

CERN Supplier

# Doing business with CERN: the facts



Using CERN as a marketing reference improve the reputation as suppliers

*supplier*





# Successful Bidders & Contractors

- ✓ Often small – medium sized and flexible firms
- ✓ Ensure full understanding of specifications – exceeded specifications may be too expensive
- ✓ Communicate proactively and constructively (problems, issues, alternatives, etc.)
- ✓ Ensure good working relationship with partners and sub-contractors
- ✓ Consider test and documentation requirements
- ✓ Make best offer directly



# Procurement website



# Website of the Procurement Service

<http://procurement.web.cern.ch>

Procurement and Industrial Services Group

[HOME](#) - [CERN PERSONNEL](#) - [INDUSTRIAL LIAISON OFFICERS](#) - [GROUP MEMBERS](#)

## › Doing Business with CERN

- Doing Business with CERN [edit](#)
- Running a Contract with CERN [edit](#)
- Procurement Process [edit](#)
- Law applicable to contractors' personnel [edit](#)



## › Business Opportunities



## › Supplier Portal



## › Key Reference Documents



## › List of Poorly and Well Balanced Member State...



## › Procurement strategy and policy



# CERN Shopping List

<https://found.cern.ch/java-ext/found/CFTSearch.do>

**IPT** Procurement and Industrial Services Group
[Print View](#)

## Forthcoming market surveys and calls for tenders

Advance information on forthcoming market surveys and calls for tenders expected to exceed 200,000 Swiss francs.

In the line entitled Cost Range, a very rough indication of the cost range of the product is given in the form of letters **A, B, C, D**.  
**A** represents items estimated at less than 750 kCHF, **B** represents items between 750 kCHF and 5 MCHF, **C** represents items between 5 MCHF and 10 MCHF and **D** represents items above 10 MCHF.

Firms may reply to the Market Survey published in the table below up to two weeks before the corresponding Invitation to Tender is sent out. Therefore, in case the deadline for replies indicated in the Market Survey cover letter is over, please send your reply to the Market Survey at the earliest possible date.

The countries of origin of supplies and services shall be [CERN Member States](#), except if provided otherwise in the table below.

References marked with "New" have been posted during the last 8 weeks.

Search Menu
Links Menu

Type of Contract: <input type="text" value="All"/>	Market Survey dispatched: <input type="text" value="All"/>
Reference: <input type="text"/>	Call for Tenders scheduled for dispatch: <input type="text" value="All"/> <input type="text" value="All"/>
Activity Code: <input type="text"/>	Description and/or Specific Condition: <input type="text"/>
Requirement: <input type="text"/>	Commercial contact: <input type="text" value="All"/>
Cost Range: <input type="text" value="All"/>	Publication Date: From <input type="text"/> To <input type="text"/> dd-mm-yyyy

Search
Reset

Publication Date	Type of Contract	Reference	Requirement (Activity Code)	Description/Specific Condition	Cost Range	Market Survey scheduled for dispatch	Contacts and Interest in being contacted / Market Survey Documents	Invitation to Tender scheduled to dispatch
03-10-2018	Supply	<span style="color: yellow;">New</span> <a href="#">MS-4489/SMB</a>	Civil-engineering works for the design and construction of new Building 937 situated on CERN's Prevezin site in France. <a href="#">(01020101, 01020102)</a>	CERN intends to place a contract for the design and construction ... Interested firms shall have a proven experience and competence in design ... <a href="#">Read More</a>	B	Fourth quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">S. Cahuet</a> Commercially: <a href="#">A. Horridge</a>	First quarter 2019
26-09-2018	Supply	<span style="color: yellow;">New</span> <a href="#">MS-4486/TE/HL-LHC</a>	Supply of 600 bellow expansion joints of 10 different types for HL-LHC <a href="#">(06010100)</a>	CERN intends to place a contract for the supply of ... Interested firms shall have a proven experience and competence in the ... <a href="#">Read More</a>	A	Fourth quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">Y. Lecerq</a> Commercially: <a href="#">J. Pierlot</a>	First quarter 2019
17-09-2018	Supply	<span style="color: yellow;">New</span> <a href="#">MS-4470/IT</a>	Framework Market Survey concerning the supply of Desktop PC, Mini-PC and Laptop (portable) PC office computers <a href="#">(04010500, 04010700)</a>	CERN intends to place several contracts for the supply of PCs, ... Interested firms shall have a proven experience and competence in Intel ... <a href="#">Read More</a>	B	Third quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">G. Metral</a> Commercially: <a href="#">H. Gerster</a>	Fourth quarter 2018
10-09-2018	Supply	<span style="color: yellow;">New</span> <a href="#">MS-4469/EN</a>	Supply of system interconnections and industrial wiring. <a href="#">(02070300, 03030100, 03030200, 13030500)</a>	CERN intends to place a three years blanket contract for the ... Interested firms or group of firms shall have proven competence, experience ... <a href="#">Read More</a>	A	Third quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">G. Canale</a> Commercially: <a href="#">N. Azizi</a>	Third quarter 2018

# Register in the Suppliers Portal

## MANDATORY

for all exchanges with CERN, in particular to:

- Be visible for future opportunities (with the procurement codes you have indicated),
- Receive and follow-up orders,
- Send invoices.

## Suppliers Portal

Welcome to CERN's eProcurement platform

<https://procurement.cern.ch/asp/Home>

Using this platform, you will be able to receive orders, manage the delivery of supplies and send invoices for processing.

If you are having trouble registering your firm, please consult this [video tutorial](#) or the French version under [tutoriel](#).

Once you have registered your firm, you will be able to log on to the platform to manage your firm's profile and contact details.

If you have any further questions, please contact CERN's eProcurement platform support team at [Supplierdb.Support@cern.ch](mailto:Supplierdb.Support@cern.ch).

# Contacts at CERN (Procurement and Technical)



# Contact in your country

## ILO: Industrial Liaison Officer

- **Who to contact in Greece**

Industrial Liaison Officers (ILO's) are appointed by CERN's Member States to facilitate the flow of communication between CERN and its suppliers. ILO's can provide advice on the opportunities available for doing business with CERN and the support available to firms in their local regions.

### Austria



Mr Manfred Schmid

**Role**  
Commercial Counsellor

**Organization**  
Österreichische Botschaft

**Address**  
Kirchenfeldstrasse 77-79,  
3005 BERN/CH

**Telephone**  
[+41 \(0\)31 305 1073](tel:+410313051073)

**Email**  
[bern@advantageaustria.org](mailto:bern@advantageaustria.org)

**Website**  
<http://www.advantageaustria.org>



Dr Georg Weingartner

**Role**  
Head International Technology Cooperation

**Organization**  
Wirtschaftskammer Österreich (WKO)

**Address**  
Wiedner Hauptstrasse 63  
AT- 1045 VIENNA

**Telephone**  
[00435909004180](tel:00435909004180)

**Email**  
[Georg.Weingartner@wko.at](mailto:Georg.Weingartner@wko.at)

### Belgium



Mrs Véronique Huppertz

**Organization**  
AWEX



Mr Paul Vanoverloop

**Role**  
Industrial Liaison Officer to CERN for the  
Flemish Region of Belgium

Thank you



[home.cern](http://home.cern)