



Doing Business with CERN

Belgium @ CERN / 2022 Industry Days

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Head of Procurement for Accelerator and Technology



AGENDA

- **Introduction**
 - Legal Framework
 - Budget
 - What we buy
- **Procurement @ CERN**
 - Procurement Service
 - Principles
 - Procedures
- **Procurement website**
- **Statistics for Belgium**



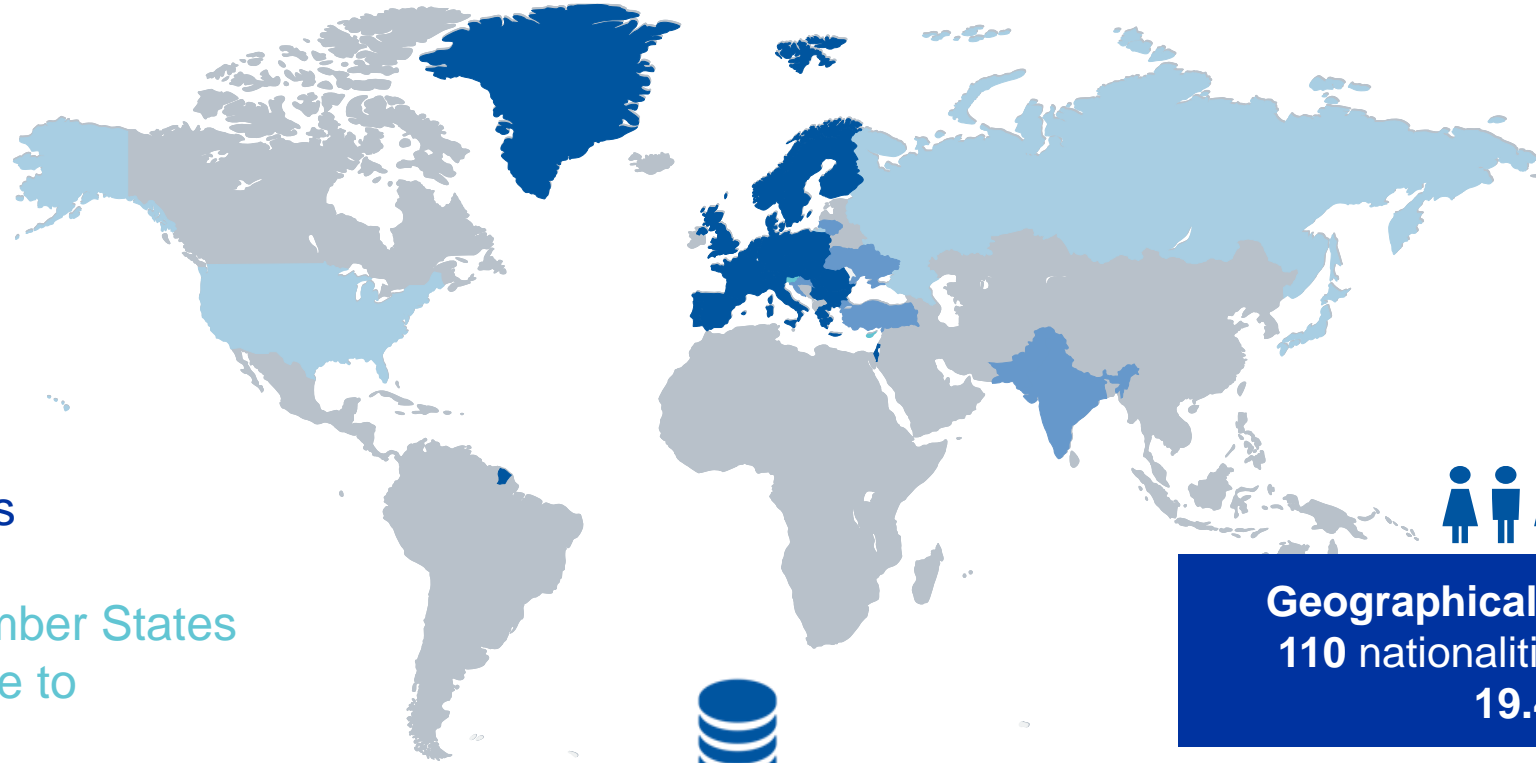
INTRODUCTION



Legal Framework

- **CERN, an Intergovernmental Organization**, was established in July 1953, by the “Convention for the establishment of a European Organization for Nuclear Research”;
- As an Intergovernmental Organization, CERN is not a legal entity under national law but **governed by public international law**;
- CERN is therefore entitled to establish its **own internal rules** necessary for its proper functioning, such as the rules under which it **purchases** equipment and services.

In 1954 CERN had 12 Member States Today CERN has 23 Member States



23 Member States

3 Associate Member States
in the pre-stage to
membership

7 Associate Member States

6 Observers



Geographical & cultural diversity :
110 nationalities, from 77 countries
19.4% Women



Yearly budget ~ 1200 MCHF

2676	Staff members
1556	Contractors' employees
11175	Physicists /Users

Yearly Budget (contributions 2022)

Country	Percentage of Total	Amount (CHF)
 Germany	20.32%	245 017 700
 United Kingdom	14.20%	171 219 200
 France	13.42%	161 894 900
 Italy	10.10%	121 766 050
 Spain	7.25%	87 403 500
 Netherlands	4.63%	55 847 250
 Switzerland	3.84%	46 281 900
 Poland	2.88%	34 787 950
 Belgium	2.71%	32 668 100
 Sweden	2.49%	30 045 050
 Norway	2.21%	26 636 300
 Austria	2.15%	25 937 750
 Israel	1.95%	23 501 450
 Denmark	1.77%	21 381 600
 India*	1.40%	16 838 200
 Finland	1.30%	15 708 050
 Romania	1.20%	14 424 700

Country	Percentage of Total	Amount (CHF)
 Czech Republic	1.10%	13 220 000
 Portugal	1.09%	13 148 350
 Greece	0.99%	11 894 950
 Hungary	0.71%	8 580 300
 Slovakia	0.51%	6 151 800
 Turkey*	0.41%	4 961 450
 Bulgaria	0.33%	3 977 800
 Serbia	0.25%	3 002 950
 Pakistan*	0.15%	1 843 950
 Slovenia**	0.12%	1 484 800
 Estonia**	0.11%	1 310 850
 Cyprus**	0.09%	1 025 350
 Latvia*	0.09%	1 024 850
 Croatia*	0.08%	1 000 000
 Lithuania*	0.08%	1 000 000
 Ukraine*	0.08%	1 000 000
Total	100%	1 205 987 050

What we buy

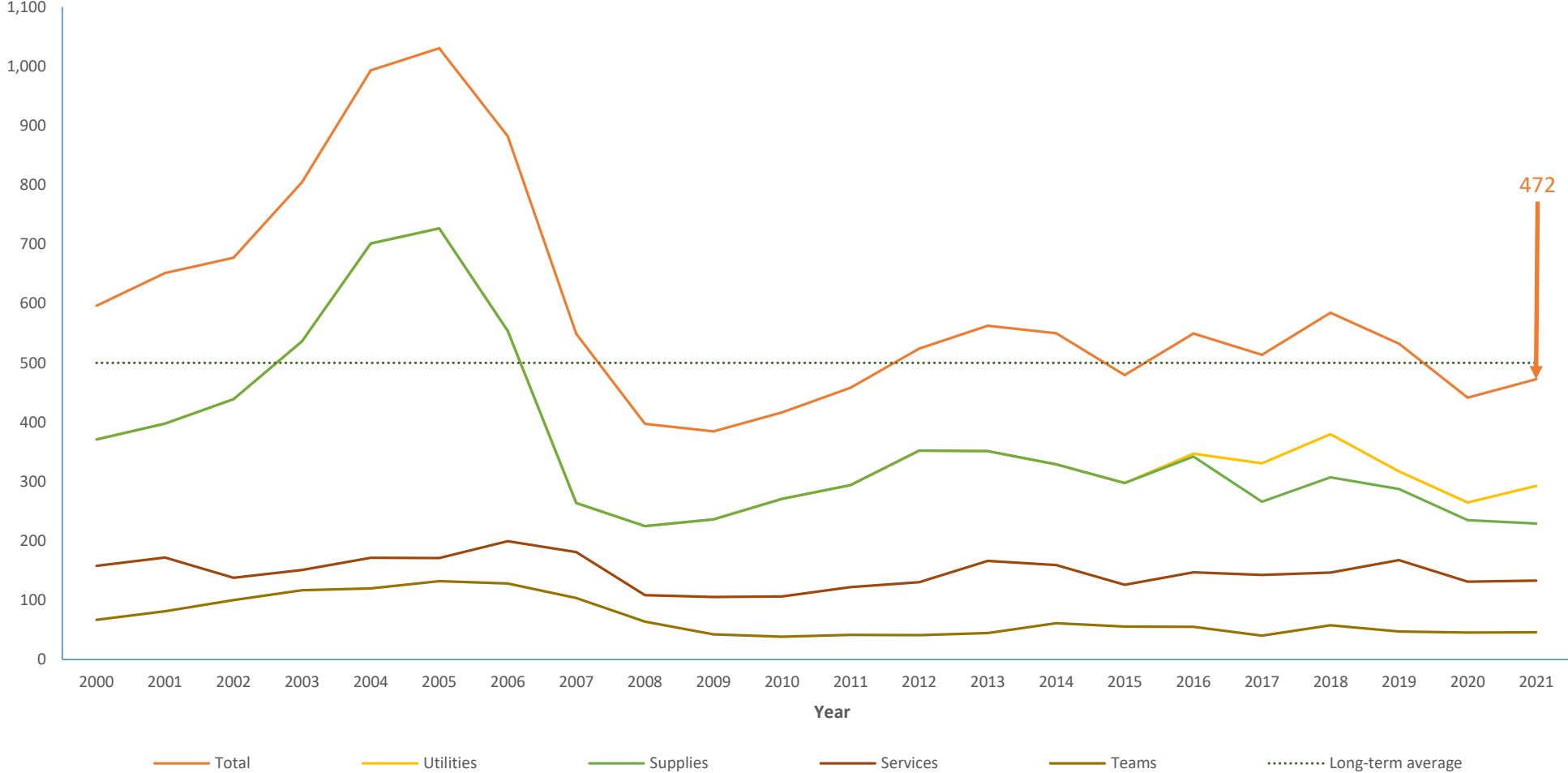
- **Recurrent supplies & services**
- **Accelerator technologies required for consolidation projects and new developments**

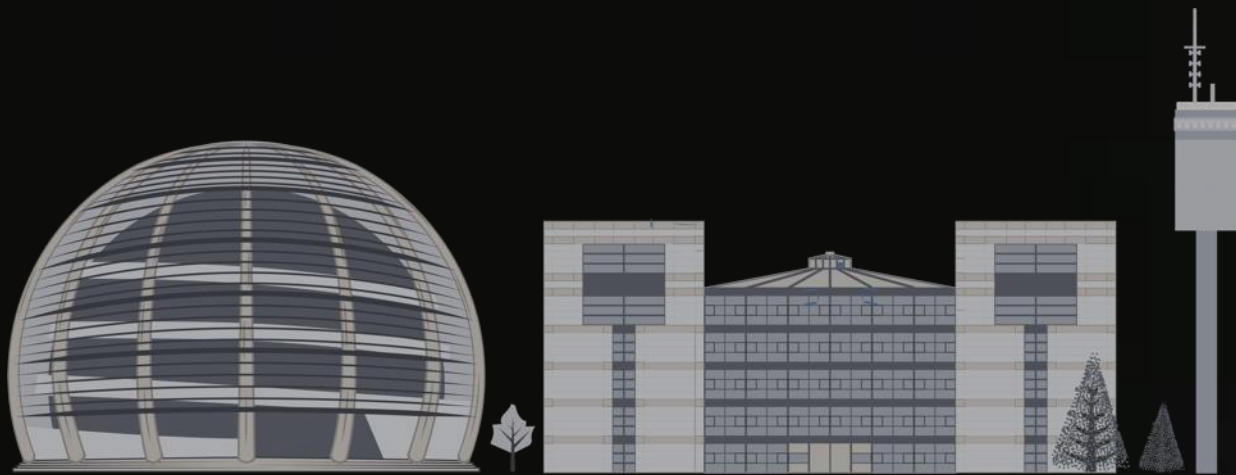
What we buy

- Civil engineering
- Cooling and ventilation
- Electrical engineering and magnets
- Information Technology
- Mechanical engineering and raw materials
- Electronics and radiofrequency
- Cryogenic and vacuum equipment
- Health and safety equipment,
- Transport and handling equipment
- Office supply, furniture
- Industrial services on the CERN site



Procurement Expenditure





PROCUREMENT @CERN

The Procurement Service

The mission of the Procurement Service is to procure all supplies and services for CERN

Meeting all requirements:

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 CERN Procurement Rules

1

**Transparency and
Impartiality**

4

**Selective Tendering
Procedure**

2

Limited Tendering

5

Confidentiality

3

**Objectivity and equal
treatment / fair
competition**

6

Adjudication Basis

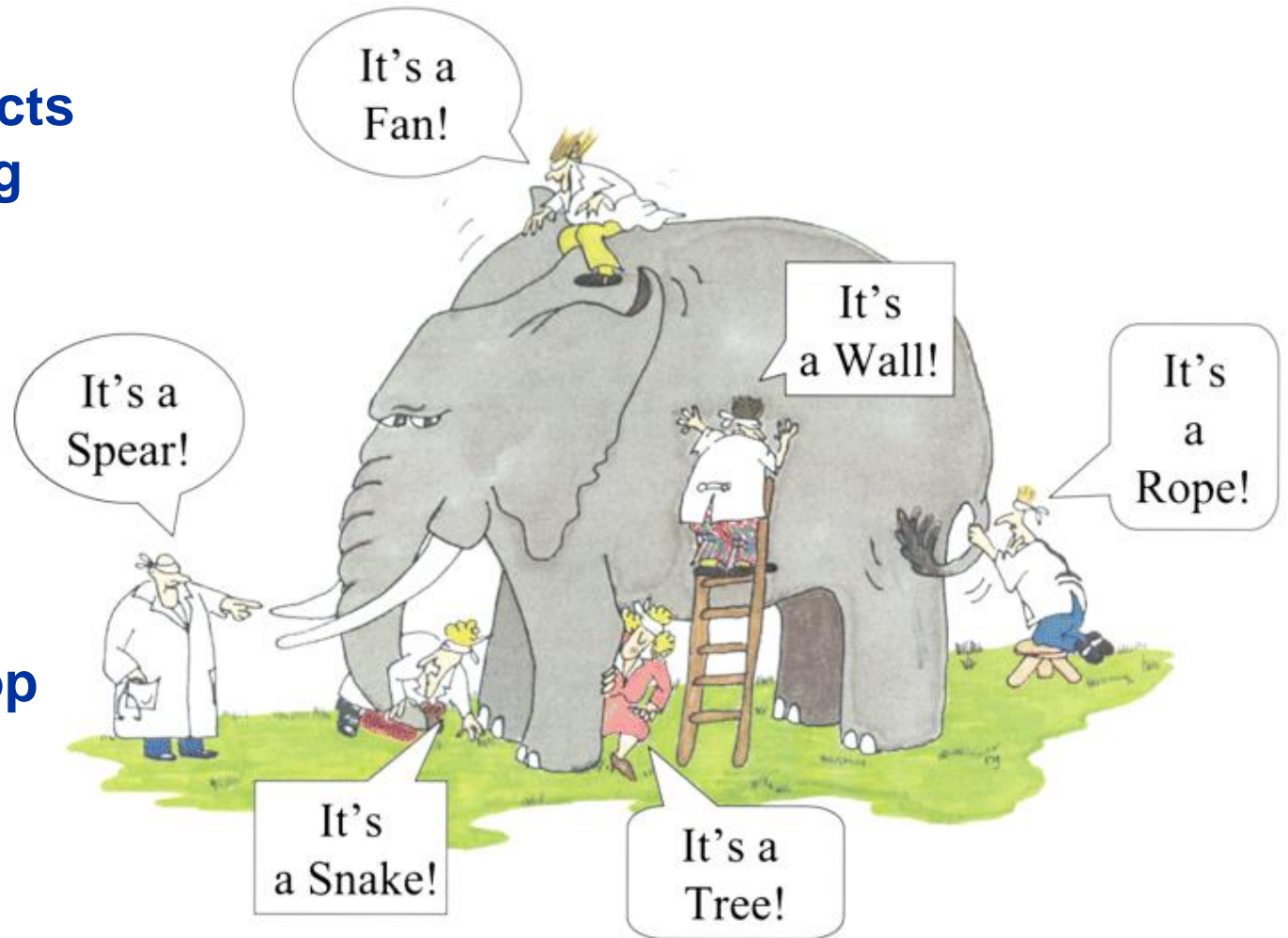
How do we buy ?

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

3 Types of Enquiries

“Price Enquiry” (DO) :

1. Enquiries < 10'000 CHF
2. 10'000 CHF ≤ Enquiries < 200'000 CHF



“Invitation-to-Tender” (IT) :

3. Enquiries ≥ 200'000 CHF



Enquiries < 10'000 CHF

“Price Enquiry” (DO)



- **Price enquiry by Technical Officer or Procurement Officer;**
(Users may issue enquiries directly provided CERN procurement rules are followed)
- **Minimum of 3 bids requested;**
- **Purchase Order (PO) made to the lowest compliant bidder.**



10'000 CHF ≤ Enquiries < 200'000 CHF

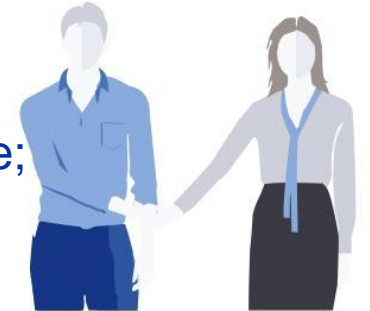
“Price Enquiry” (DO)

- Price Enquiry prepared / managed by Procurement Officer;
- Technical specification prepared by Technical Officer;
- Submission deadline: 4 weeks from date of dispatch;
- Minimum of 3 bids requested;
- All price enquiries above 50'000 CHF are sent to the Industrial Liaison Officers (ILOs) for information;
- PO made to the lowest compliant bidder.



Enquiries \geq 200'000 CHF

- **Start-up Meeting + Announcement**
- **Phase 1: MS / “Market Survey”**
 - “Technical Description” + “Qualification Questionnaire” - Specification Committee;
 - Submission deadline: 4 weeks, or more if the MS is still online.
- **Phase 2 : IT / “Invitation-to-Tender”**
 - Tender Form, Technical Specification and all Annexes, Specification Committee;
 - Submission deadline: 4 weeks – Clarification – Bidders Conference as required;
 - Bids shall be submitted via CERN’s e-tendering application.
- **Phase 3 : Opening & Evaluation of the bids**
 - Technical verification, recalculation of unit prices, clarification as necessary;



Alignment rule applicable?



Alignment Rule

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.

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.



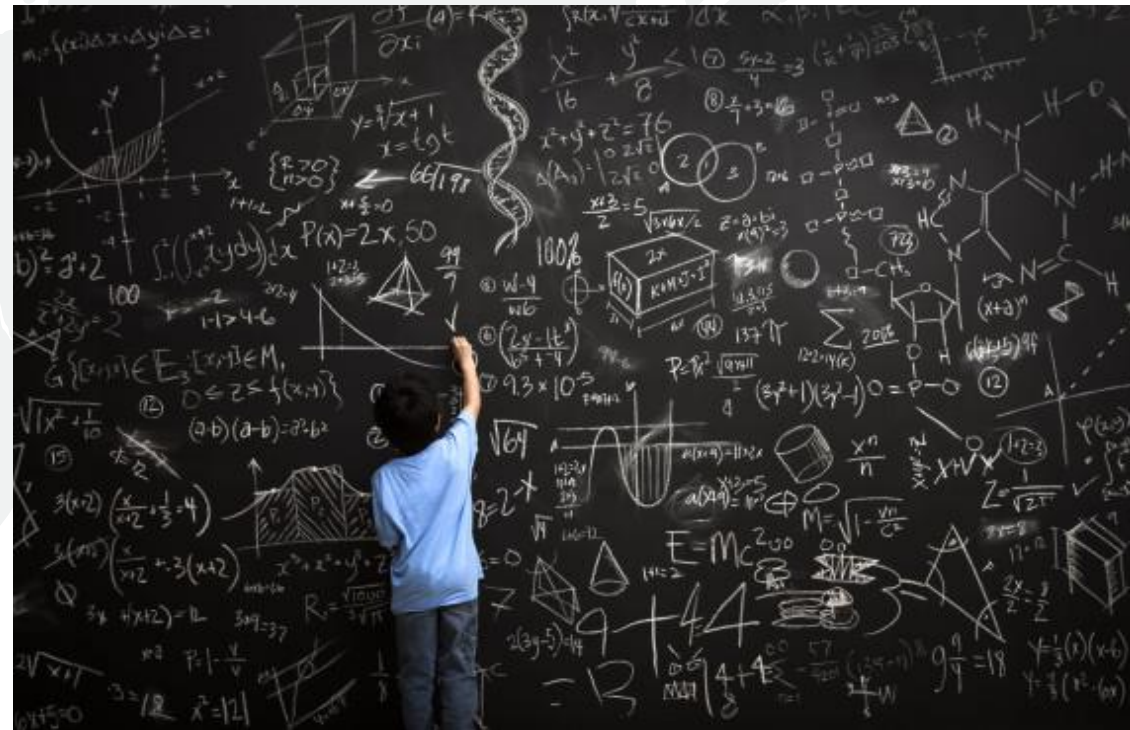
*“Country(ies) where the **supplies** (including their components and sub-assemblies) are manufactured or undergo the last major transformation by the contractor or its sub-contractor”*

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.

Industrial Return Coefficient

The Industrial Return Coefficient (IRC) of a Member State is defined as the ratio between that 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.

- Well balanced Member States: $IRC \geq 1$
- Poorly balanced Member States: $0.40 \leq IRC < 1$
- Very Poorly balanced Members States : $IRC < 0.40$



Alignment Rule

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.



1

Supplies Contract only, adjudicated on the Lowest Compliant Basis

2

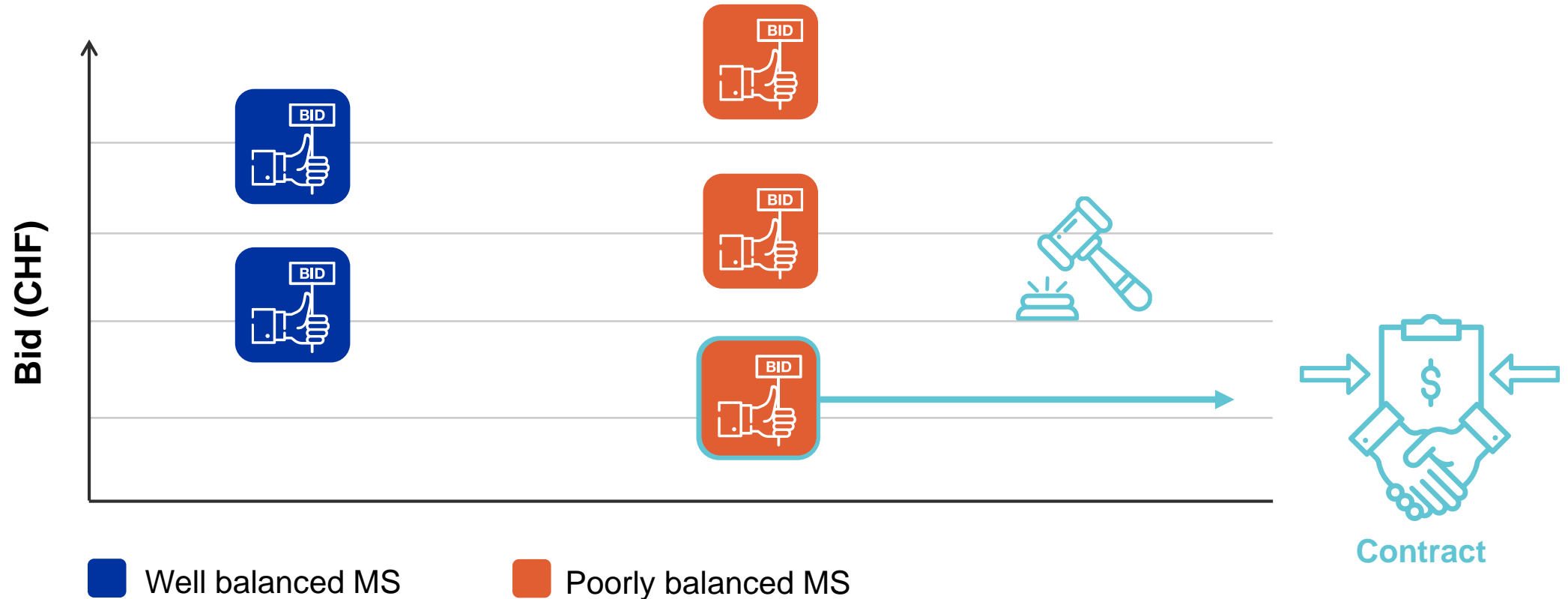
With a total amount exceeding 100'000 CHF.

3

Price difference shall not exceed 20%

Alignment rule (Scenario 1)

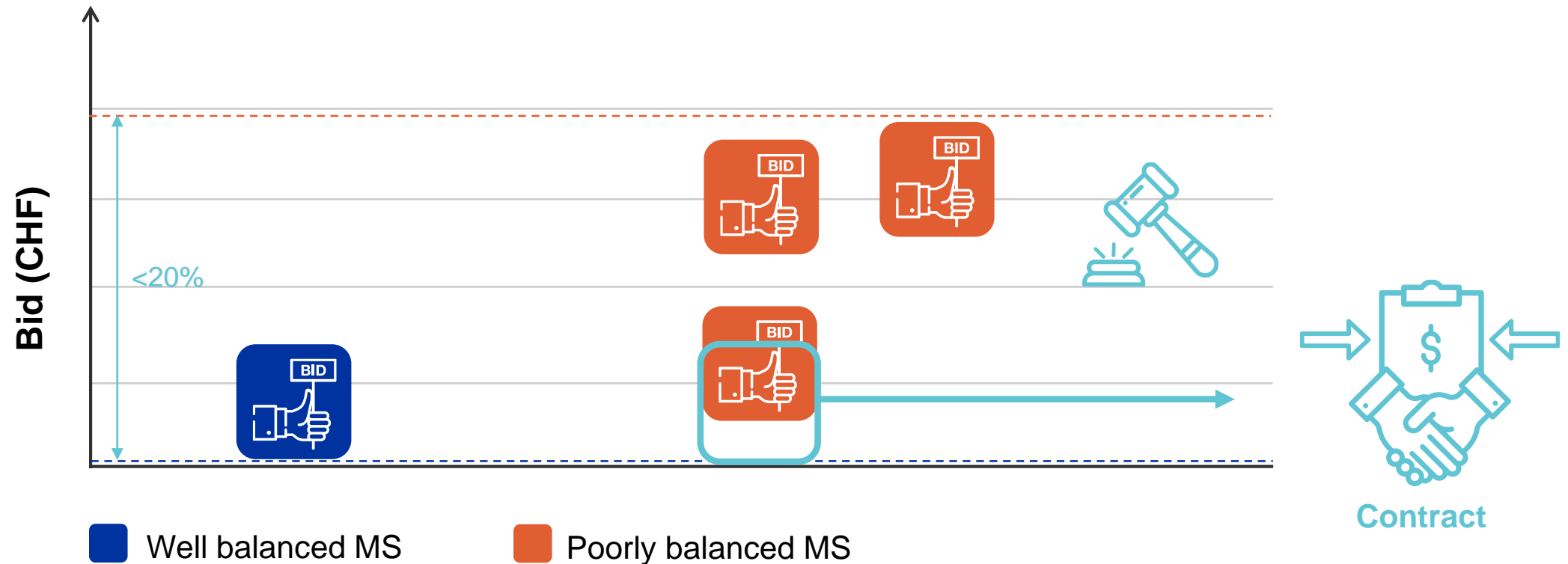
Lowest bid from a PB MS



Alignment rule (Scenario 2)

Lowest bid from a WB MS

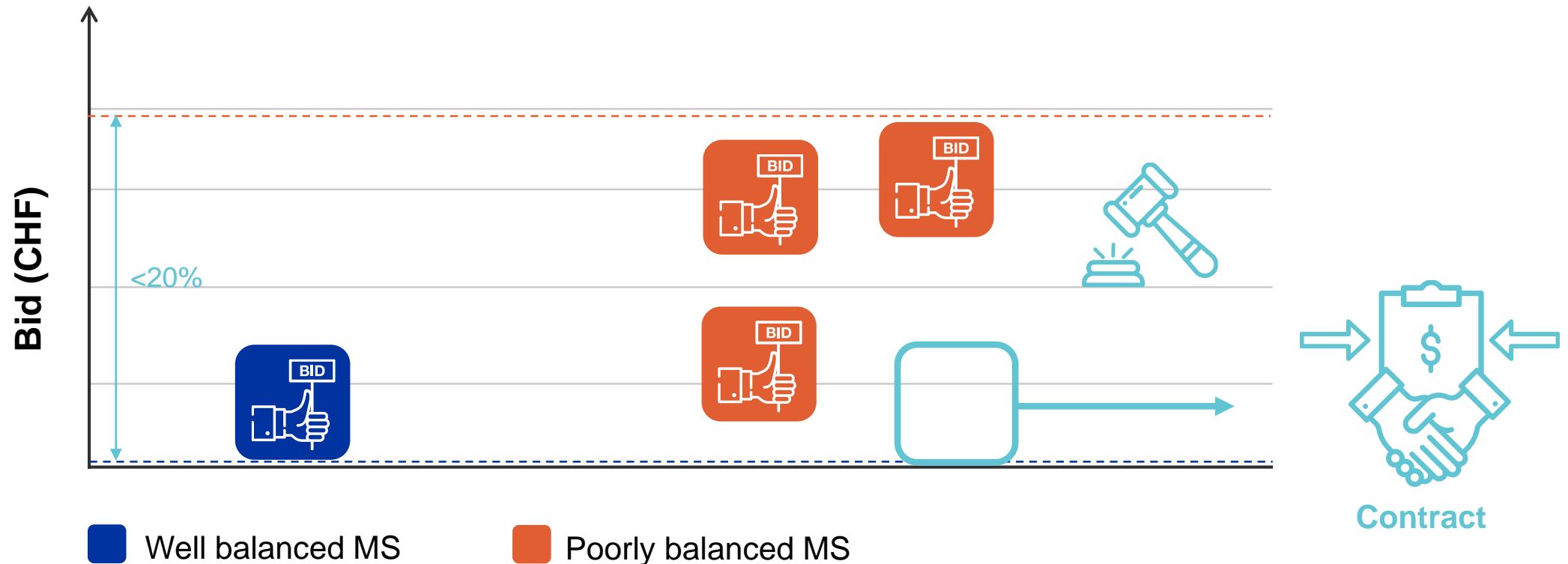
(a) 1st bidder from PB MS aligns



Alignment rule (Scenario 2)

Lowest bid from a WB MS

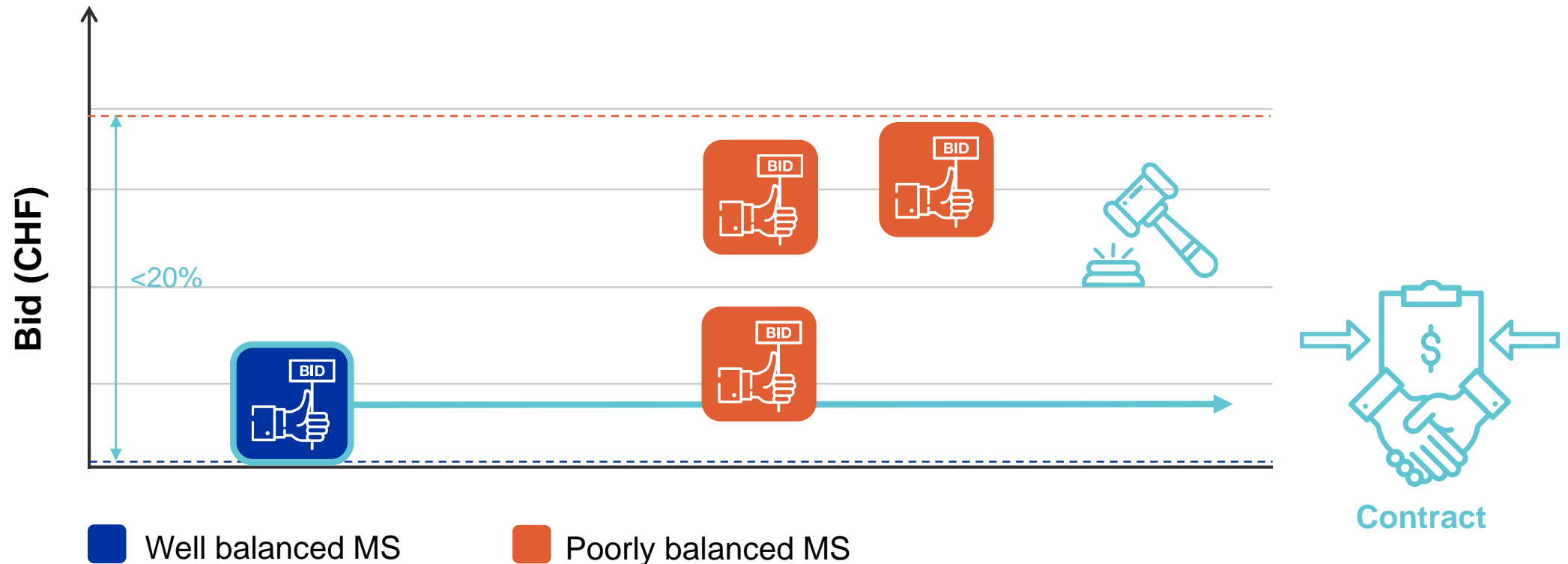
(b) if not, 2nd lowest bidder from PB MS aligns



Alignment rule (Scenario 2)

Lowest bid from a WB MS

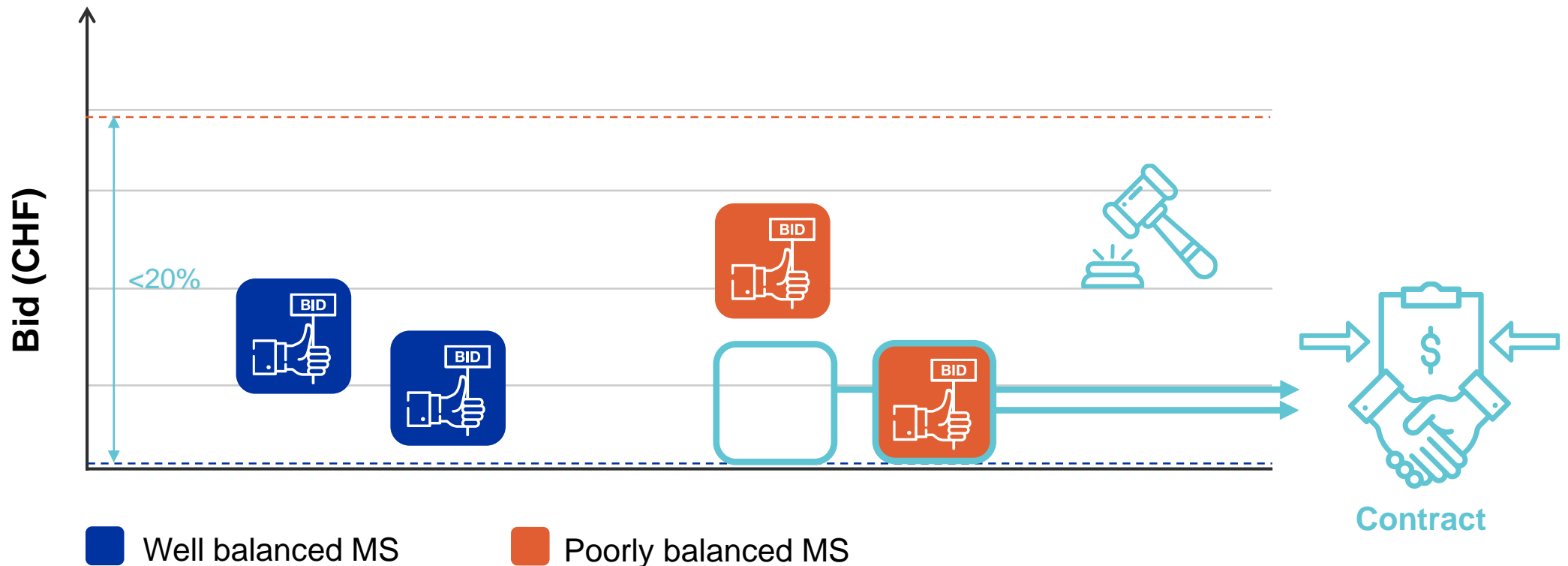
(c) if no alignment of second two bids, contract placed with lowest bidder from WB MS



Alignment rule with splitting (Scenario 3)

Lowest bid from a PB MS another bid from a PB MS falls within 20% of the lowest

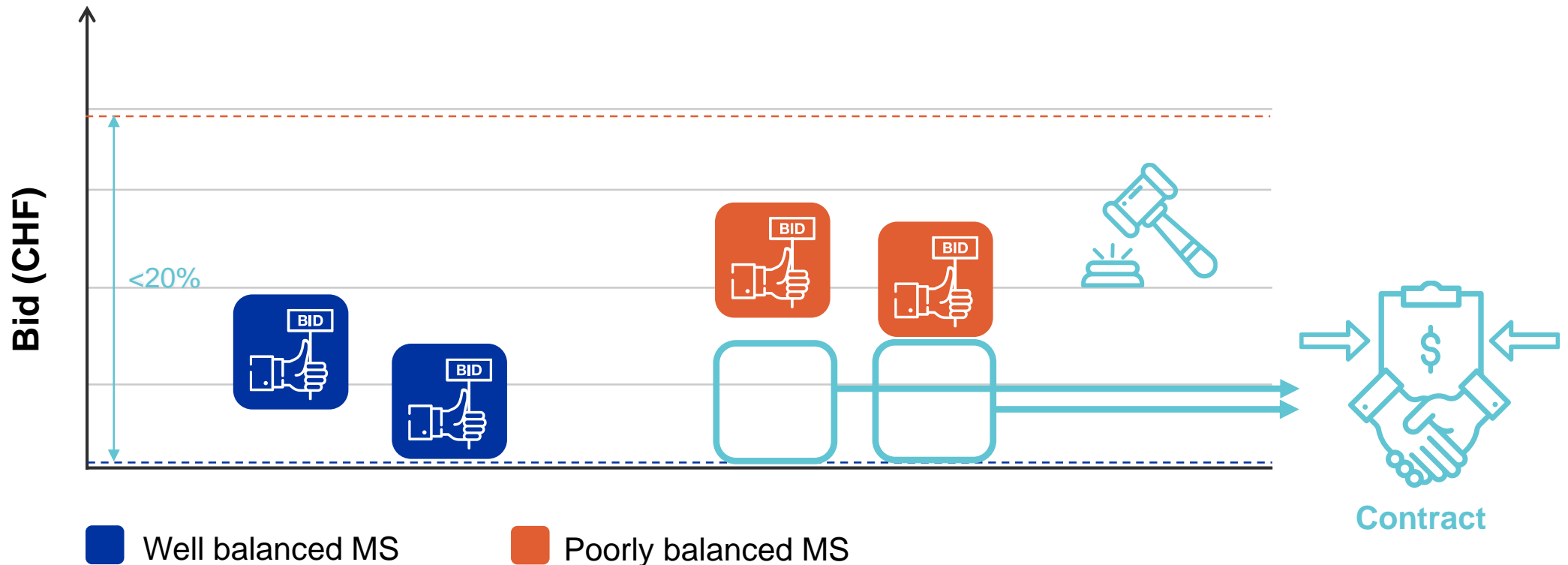
Bidder from PB MS aligns \longrightarrow contracts placed with the 2 lowest bids from PB MS



Alignment rule with splitting (Scenario 4)

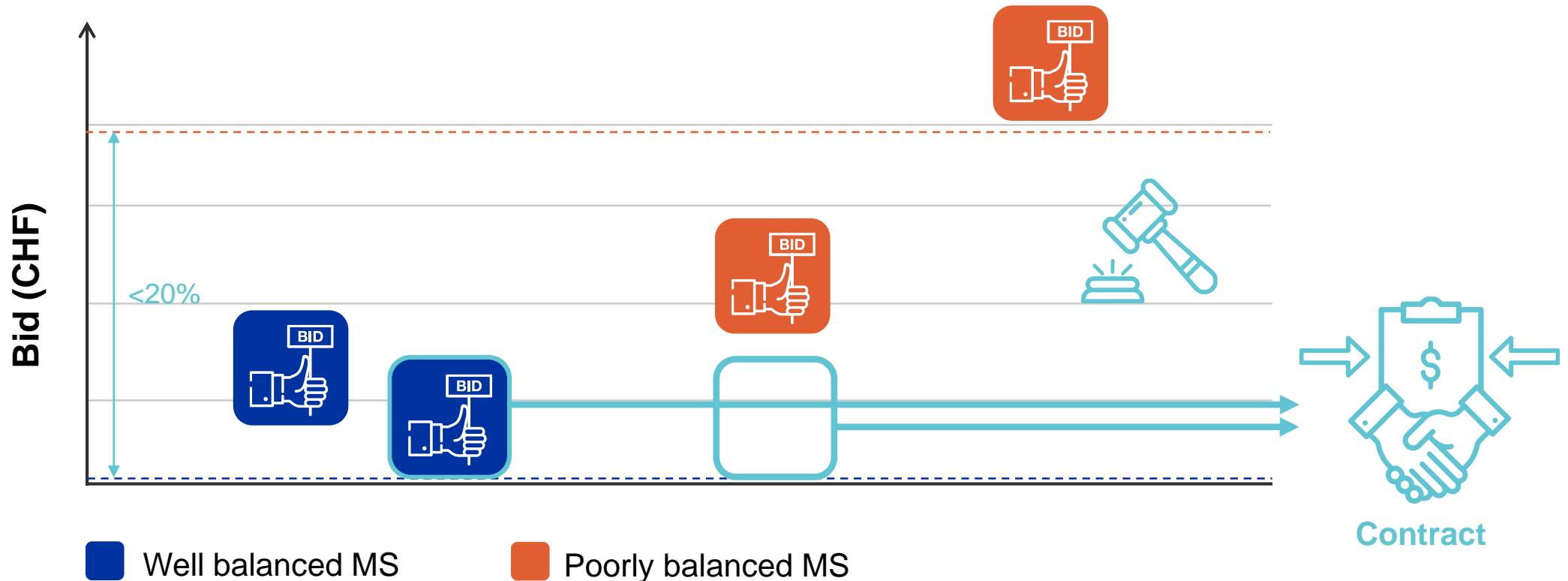
Lowest bid from a WB MS and two bids from PB MS fall within 20% of the lowest

Both bidders from PB MS align \longrightarrow contracts placed with bids from PB MS



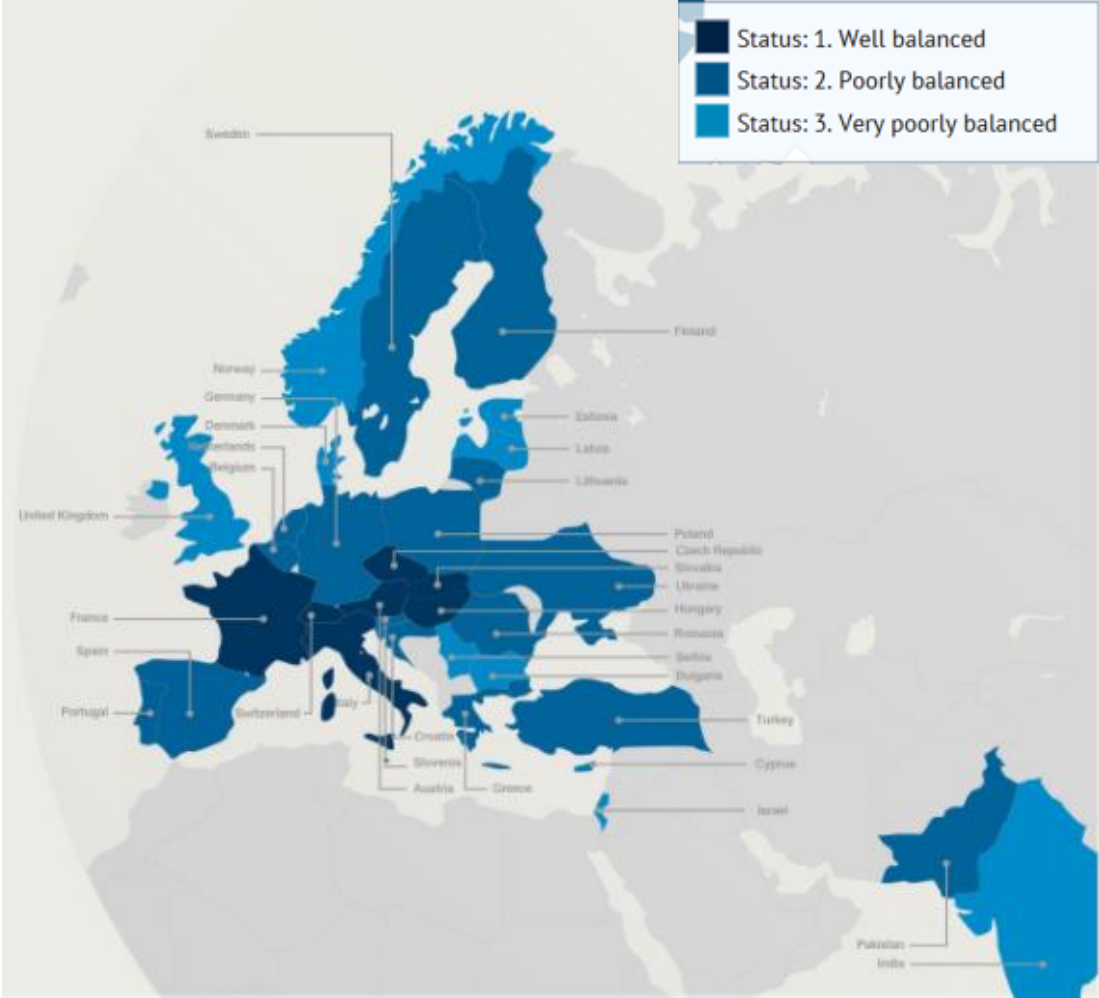
Alignment rule with splitting (Scenario 5)

Lowest bid from a WB MS and a bid from PB MS falls within 20% of the lowest
Lowest bidder from PB MS align \longrightarrow contracts placed with the lowest bid and the bid from PB MS



Member States Classification (Supplies)

(1st March 2022 – 28 February 2023, based on the previous 4 calendar years):



Well Balanced

- Austria
- Czech Republic
- France
- Hungary
- Italy
- Slovak Republic
- Switzerland

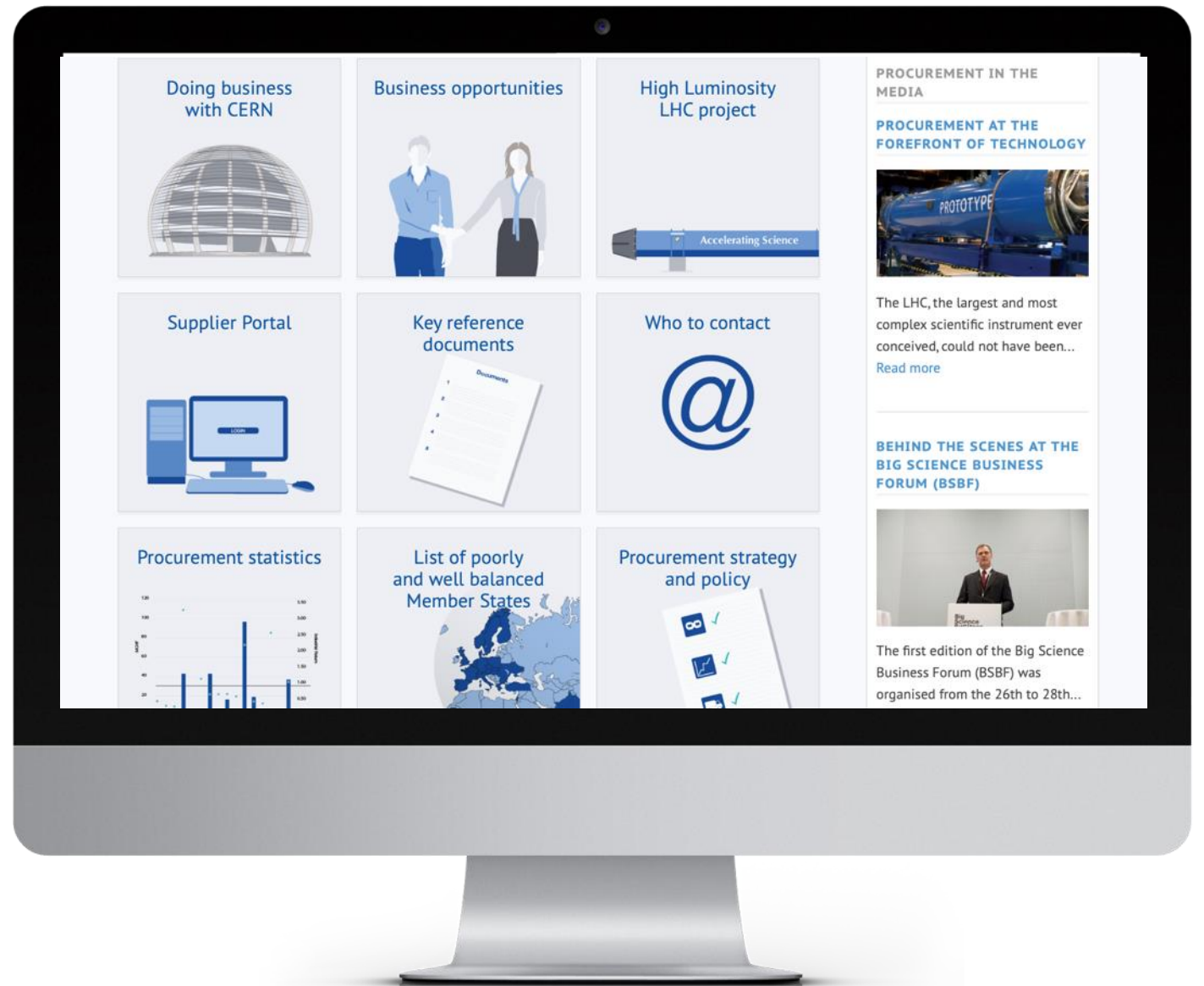
Poorly Balanced

- Belgium
- Croatia*
- Cyprus*
- Finland
- Germany
- Greece
- Lithuania*
- Netherlands
- Pakistan*
- Poland
- Portugal
- Romania
- Slovenia*
- Spain
- Sweden
- Turkey*
- Ukraine*

Very Poorly Balanced

- Bulgaria
- Denmark
- Estonia*
- India*
- Israel
- Latvia*
- Norway
- Serbia
- United Kingdom




PROCUREMENT WEBSITE



Procurement Website

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



- › Doing Business with CERN 
- › Business Opportunities 
- › Supplier Portal 
- › Key Reference Documents 
- › List of Poorly and Well Balanced Member State... 
- › Procurement strategy and policy 

CERN Shopping List

<https://forthcoming-ms.app.cern.ch/#/>

Forthcoming Tendering Procedures

Forthcoming tendering procedures expected to exceed 200k CHF are listed below. Except if specified otherwise, the firms that have the right to reply to the Market Survey are only the ones which country of origin of supplies and services is one of CERN Member States.

If you would like to know more about a specific procedure, please, click on one of the following procedures. In case you are interested in a specific Market Survey, you will find the related document under "Available action". However, if the Market Survey documents have not been released yet, you are invited to express your interest by sending an email to the email address depicted in the same section.

Firms may reply as long as the tendering procedures are still on this page. Therefore, in case the deadline for replies indicated in the Market Survey cover letter is over, disregard the date on the cover letter but please send your reply to the Market Survey as soon as you can.

If you have any questions, please address them to procurement.service@cern.ch or to the procurement or technical officers in charge of the corresponding market survey.

Finally, we invite you to consult this page frequently as the status of each procedure is regularly updated.

Type keywords e.g. Magnets, Software, Civil Engineering, ...

200k 750k 5M 10M ∞
Cost Range (CHF)

More Filters Share Search Results Reset Filters

Publication date	Type of contract	Reference	Description	Cost Range (CHF)	Status	Next step
11/04/2022	Services	MS-4761/EP	Provision of technical support services for the Micro-Pattern-Technology (MPT) electronic workshop at CERN	750k - 5M	Announcement	Market Survey 04/2022
05/04/2022	Supply	MS-4773/SCE/ATLAS	Supply, installation and commissioning of a two-storey prefabricated or modular building in wood or mixed structure to be installed at Point 1 in Meyrin (CH).	750k - 5M	Announcement	Market Survey 04/2022
04/04/2022	Supply	MS-4749/EN	Supply, installation, commissioning, and maintenance of low voltage indoor modular metal-enclosed 230/400V distribution switchboards compliant to IEC 61439.	> 10M	Announcement	Market Survey 03/2022
28/03/2022	Services	MS-4740/EN	Service contract for the maintenance of diesel generators sets on the CERN site.	200k - 750k	Announcement	Market Survey 05/2022
23/03/2022	Supply	MS-4770/EP/HL/LHC	Framework market survey concerning the supply of CO2 cooling plants and accumulators	750k - 5M	Announcement	Market Survey 04/2022
23/03/2022	Supply	MS-4771/IR	Design and supply of educational physics kits for Italian middle schools	750k - 5M	Market Survey	Invitation to Tender 05/2022
22/03/2022	Services	MS-4777/SCE	Provision of consultancy services and works supervision for the construction of new tertiary Building 777 located on the CERN site	750k - 5M	Market Survey	Invitation to Tender 09/2022


Procurement Website

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Suppliers Database Registration



CERN e-Procurement

Doing business with CERN

[Home](#) [Help](#) [Register](#)

e-Mail Address :

Password :

Login

Forgotten Details

Register

NOTE: Please be aware that failure to provide correct login information three times will result in your account being locked

In-tend will be performing a system release on Saturday 7th of September as part of our development release cycle.

The Live Servers will be upgraded at 08:00 BST and will be down until Sunday whilst maintenance is taking place. We apologise about any inconvenience caused.

Welcome to CERN's Supplier Portal

Through this portal you can

- Register your firm into CERN's supplier database by entering firm's details
- Update your firm's profile by modifying existing information or adding new one
- Send and receive correspondence related to orders and invoices

How do I get started?

- If you are already registered in CERN's supplier database, you can gain full access to CERN's supplier portal by entering your e-mail address and password and selecting Login.
- If you wish to be registered in CERN's supplier database, you should select the Register option and fill in the necessary information.
- Once you have been successfully registered in CERN's supplier database, you will receive a confirmation e-mail.

Suppliers Database Registration

Firm Information

Address and Contacts

Procurement Codes

Banking Details

In order to be granted full access to this website you must register your firm/ entity details

PLEASE NOTE: All fields marked with * are required

Firm Type

You are a :


Single Firm 

Combination of firms 

Firm Information

* Firm Name : 

* Vat Number : 

Please Select 

Suppliers must 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.

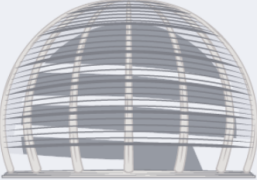




If you have any further questions, please contact CERN's eProcurement platform support team at Supplierdb.Support@cern.ch.

Supplierdb.Support@cern.ch

Procurement Website

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Contacts

CERN Procurement

Head of Section



Lisa Bellini
Devictor

Role(s)

Head of Section

Section

Administration and General Infrastructure

Procurement Service Management

Practice Area

Supply contracts

Experience

Lisa completed her Civil Engineering degree in France and an MSc in Management in New York. Having worked for ten years in the French and English administration on procurement processes for motorways and Public Private Partnerships, she joined CERN in May 2010 as a Procurement and Contract Officer.

Languages Spoken

French English

Email

lisa.bellini.devictor@cern.ch

Telephone

+41 22 767 3626



Merethe Morer-
Olafsen

Role(s)

Procurement Officer

Section

Administration and General Infrastructure

Experience

Merethe arrived at CERN in May 1992. She has gained her experience in various services onsite; HR, TE, DG project office, EN departmental planning office and in organization of conferences. She joined the Section as a procurement officer and as organizer of the CERN Member States Industrial Days events in October 2019.

Languages Spoken

English French Norwegian

Email

Merethe.Olafsen@cern.ch

Telephone

+41 22 76 78568

CERN Technical Contacts

Search



Activity Area

- Any -

Apply

Civil Engineering and Buildings

Activity	Contacts
Heating and Air-conditioning Equipment	Mauro Nonis
Hoisting and Handling Gear	Ingo Rühl
Civil Engineering and Buildings	Luigi Scibile

Electrical Engineering

Activity	Contacts
Magnets and Superconductors	Luca Bottura
Switch Gear, Switchboards, Power Transformers and Power Cables	Nicolas Bellegarde
Power Supplies and Converters	Jean-Paul Burnet
Crates and Low Voltage Power Supplies	Vincent Bobillier, Francois Vasey

Electronics

Activity	Contacts
ASIC's and related design tools	Michael Campbell
Electronic Measuring Instruments	Vincent Bobillier
Electronic Modules and Crates	Marc Vanden Eynden, Vincent Bobillier, Andrzej Sziemko, Raphael Berberat, Javier Serrano, Erik van der Bij
Integrated Circuits and Printed Circuit Boards	Andrzej Sziemko, Raphael Berberat
RF and Microwave Components and Equipment	Erk Jensen

Contact for Belgium

ILO: Industrial Liaison Officer



Mrs Véronique
Huppertz

Organization

AWEX

Address

Genève - Suisse et Organisations
Internationales
Rue de Moilebeau 56, 1209 Genève

Telephone

+41 22 788 48 60

Email

geneve@awex-wallonia.com

Website

<http://www.awex.be>



Mr Paul
Vanoverloop

Role

Industrial Liaison Officer to CERN for the
Flanders region of Belgium

Organization

Flanders Investment & Trade

Address

c/o Consulat von Belgien - Consulat de
Belgique
Gartenstrasse 36
8002 Zürich
Schweiz

Telephone

+41 44 280 34 35

Email

paul.vanoverloop@fitagency.com
zurich@fitagency.com

Website

<http://www.flandersinvestmentandtrade.com/site/landing.nsf/EN>

- **Who to contact in your Country**

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.

Statistics for Belgium



Statistics for Belgium

Industrial Return Coefficient

Industrial Return

Year	Supplies	
	Ratio	Target
2017	0.49	1
2018	0.58	1
2019	0.64	1
2020	0.43	1
2021	0.47	1
2022*	0.23	1

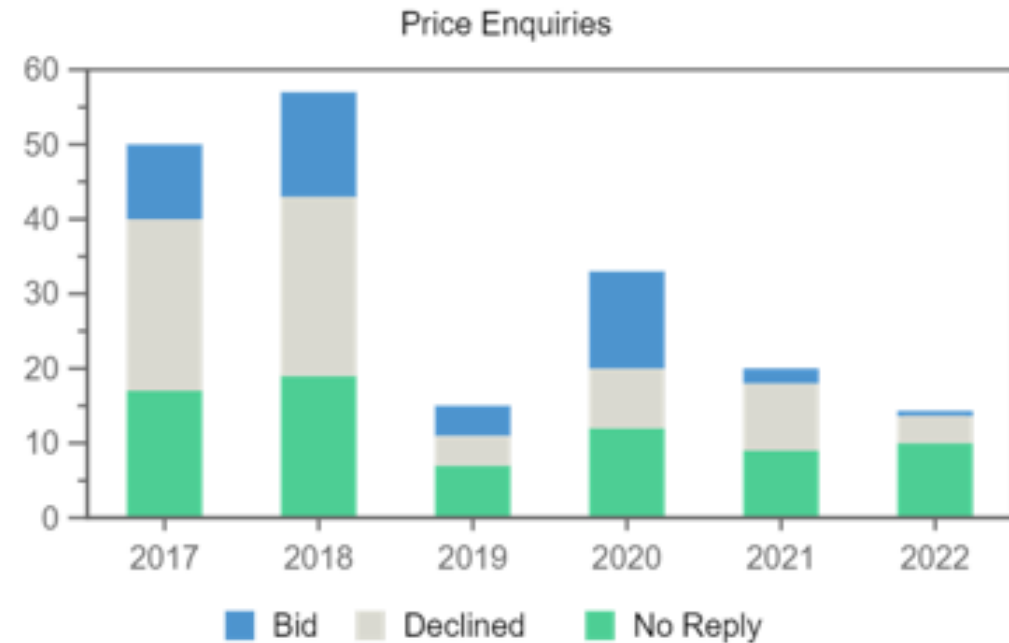
*Provisional figure



Statistics for Belgium

Contract Procedures - Price Enquiries ≥ 50 k CHF

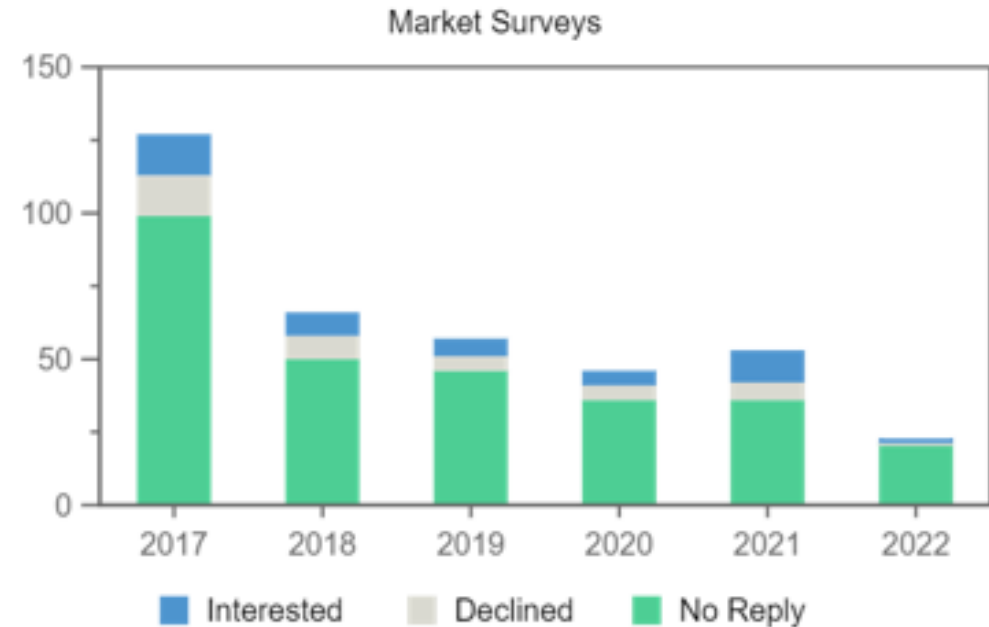
Price Enquiries				
Year	Firms Contacted	RANK (1)	RANK (2)	RANK (3)
2017	50	4	2	–
2018	57	3	2	1
2019	15	1	1	–
2020	33	3	3	3
2021	20	1	–	–
2022	14	–	–	–



Statistics for Belgium

Market Survey

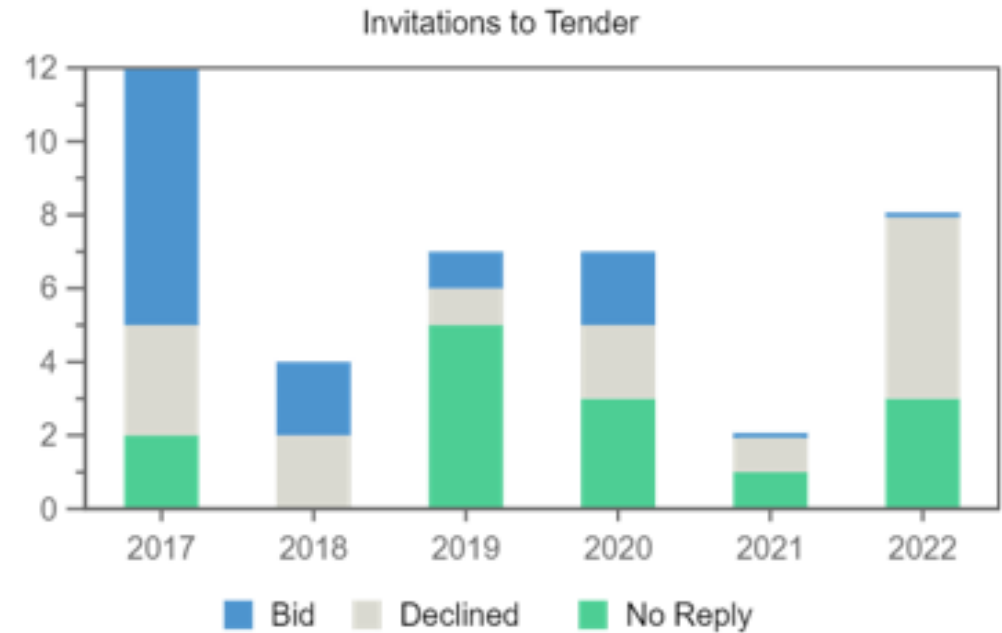
Market Surveys					
Year	Firms Contacted	Interested	Declined	No Reply	Selected
2017	127	14	14	99	7
2018	66	8	8	50	6
2019	57	6	5	46	3
2020	46	5	5	36	3
2021	53	11	6	36	6
2022	23	1	1	21	–



Statistics for Belgium

Invitations to Tender

Invitations to Tender				
Year	Firms Contacted	RANK (1)	RANK (2)	RANK (3)
2017	12	2	1	–
2018	4	–	2	–
2019	7	–	–	–
2020	7	–	–	1
2021	2	–	–	–
2022	8	–	–	–



Closing words

- **Involve ILO**
- **Contact CERN for any question**
- **Ensure full understanding of specifications**
 - Exceeded specifications will be too expensive
 - Take into consideration test and documentations costs
- **Best offer directly**
- **Communicate with CERN (problems, issues, alternatives, etc.)**
- **Ensure good working relationship with partners and sub-contractors**
- **100 % of the successful bidders have made an offer**
- **Often small – medium sized and flexible firms**

Why not you ?

Thank you



home.cern