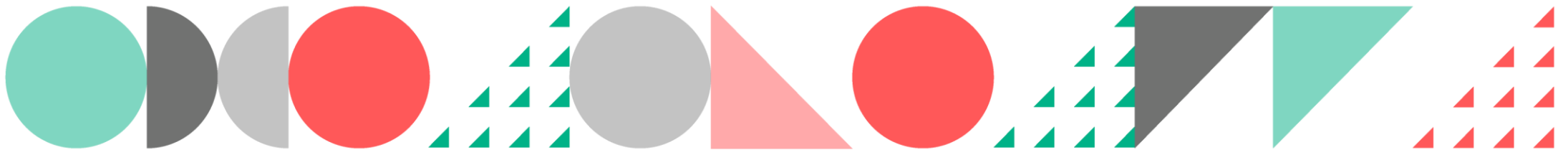


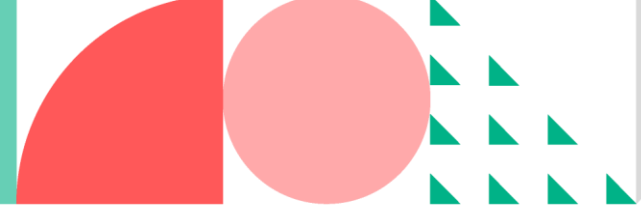


# Role of the ILO

Portugal@CERN – June 20-21, 2022  
José Antão (PT ILO)



# Role of the ILO



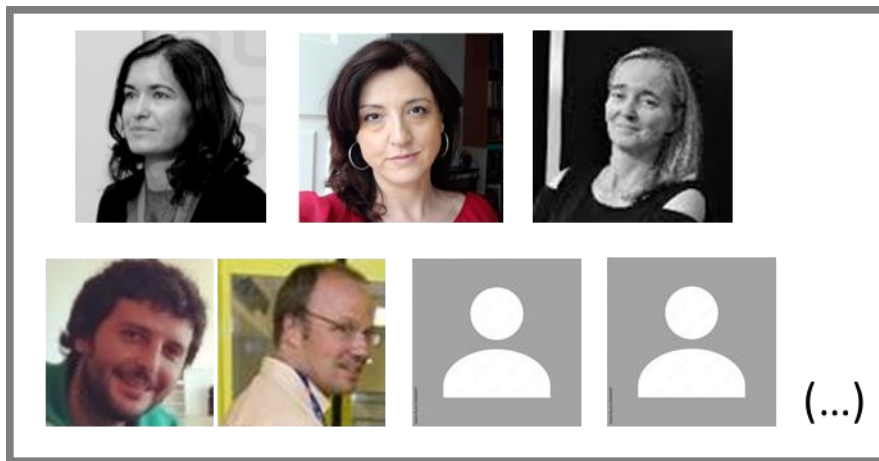
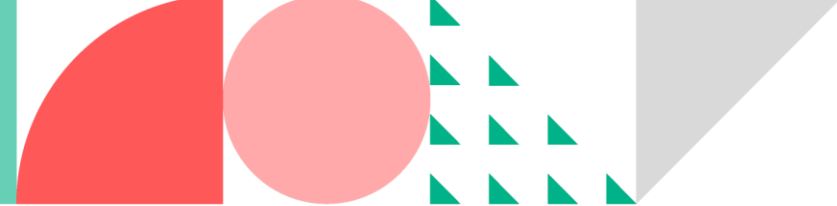
CERN Financial Rules:

*"The term '**Industrial Liaison Officer**' (ILO) means a representative of a CERN Member state responsible, inter alia, for ensuring the proper contacts and flow of information between CERN and the firms in the Member State concerned".*

In particular, ILOs shall:

- **raise awareness and transmit information** to potential suppliers;
- **advise CERN** about potential suppliers and contractors in their countries;
- keep themselves **informed about** CERN's procurement **rules**;
- **advise potential suppliers and contractors** on any general technical, organisational and procedural aspects of CERN;
- promote the **registration** of potential suppliers in **CERN's supplier data base**;
- promote exchange of information and **meetings**;
- encourage **long-term participation** of industry in CERN's mission.

# ILO supports Industry *and* CERN

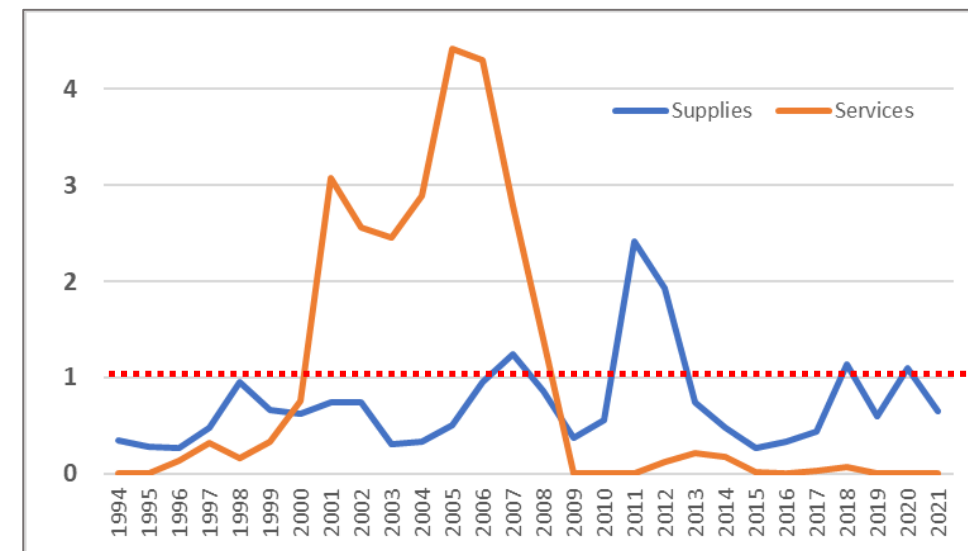


ILO



Portuguese Industry

- CERN finds suitable suppliers and competition
- Portugal balances **Industrial Return** for membership



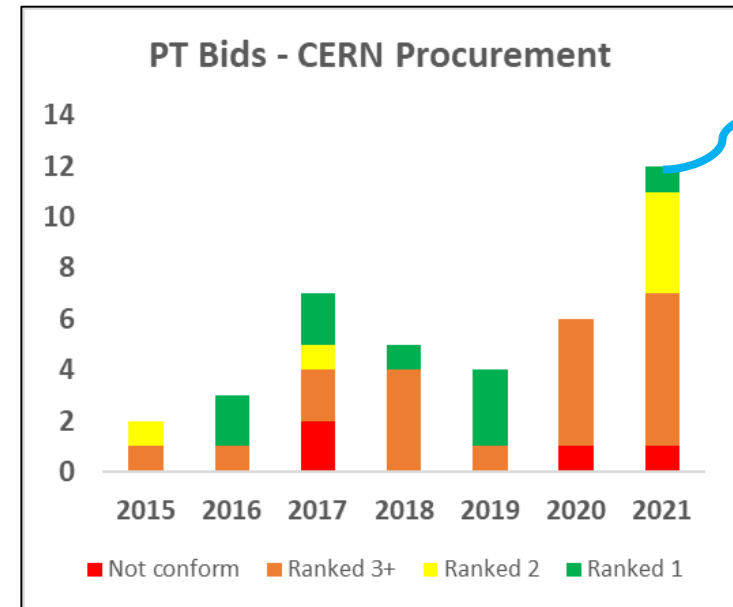
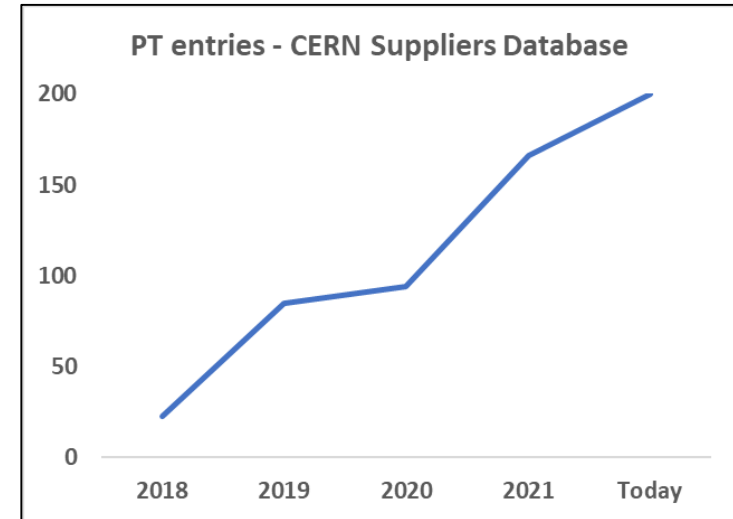
**Industrial Return coefficient (2017-2020)**

Supplies: **0,82** (target = 1);

Services: **0,03** (target = 0,4).

# Some good-looking trends

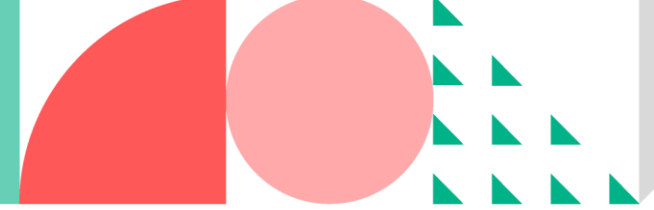
- Number of Portuguese entries in CERN Supplier Database grew almost 10X in 3 years (**now 200**);
- **2021 was the record year** for Portuguese ranked bids in Price Enquiries and Invitations to Tenders (1 ranked 1<sup>st</sup>, 4 ranked 2<sup>nd</sup>);



ENERGY  
PULSE  
SYSTEMS  
DESIGNING  
ENERGY  
FOR LIFE



# This AM session – short-term



CERN Financial Rules:

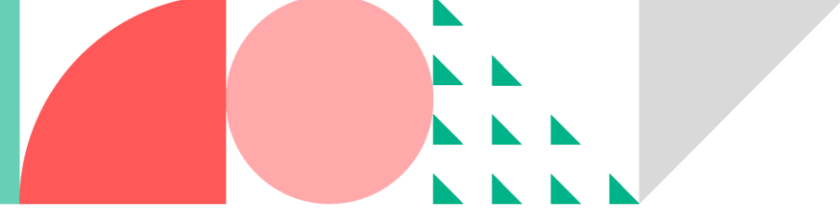
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# What is CERN to your company



- CERN *can be* a strategic client, but it will often *be just* a client – lowest compliant bids;
- The “**CERN Supplier**” claim is useful for any company.

- Many **future industrial needs** are now being researched and developed – some with the **involvement of industry**
- CERN is part of a wider market of “**Big Science**” organizations



- Combined, the capabilities of Portuguese Research organizations and industry could develop some of the most technologically advanced systems for CERN (*et al.*);
- Use these 2 days to look around, inquire, discuss; see where you could fit.





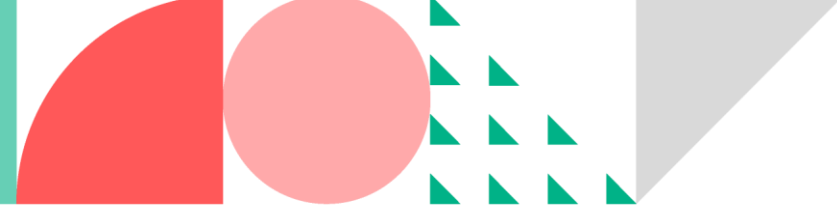
AGÊNCIA NACIONAL  
DE INOVAÇÃO

**Obrigado**

[jose.anta@ani.pt](mailto:jose.anta@ani.pt)



# ILOs have access to information



Procurement and Industrial  
Services Group

HOME ▾

CERN PERSONNEL ▾

INDUSTRIAL LIAISON OFFICERS ▾

NEWS

CONTACT ▾

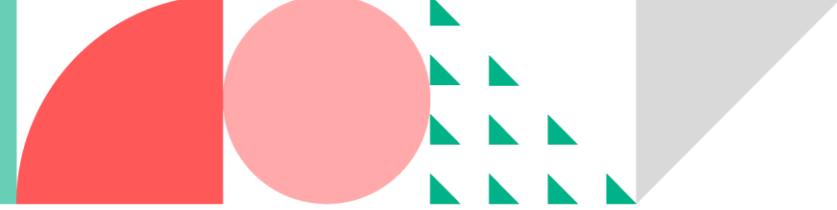
- Data from past and ongoing procurement procedures
- *Beefed-up* version of Suppliers Database
- Documentation from all past ILO Forum meetings (2/year)
- Procurement Reports

- › ILO info
- › Suppliers Database
- › e-Tendering
- › HL-LHC procurement
- › Industrial days @CERN
- › Practical info for ILOs
- › ILO Contact Details
- › ILO Forum Meetings
- › Procurement Report

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



# ILO tools – national ecosystem



## Reference: MS-4802/TE/HL/LHC

### Status:

Announcement - 2022-06-13

Market Survey - 08/2022

Invitation to Tender - 12/2022

### Available action:

- To express an interest please send an e-mail to [procurement.service@cern.ch](mailto:procurement.service@cern.ch)  
Technically: A. Suraci  
Commercially: D. Schoerling

### Description:

- Supply of four vessels of 250 m3 each and an option of two additional vessels of 80 m3 each, for the storage of Gaseous Helium at room temperature. (09010501)
- CERN intends to place a contract for the supply of four vessels of 250 m3 each and an option of two additional vessels of 80 m3 each, for the storage of Gaseous Helium at room temperature. The working temperature is comprised between 250 K and 320 K and the working pressure between 0 and 25 bar absolute.

Interested firms shall demonstrate that they have successfully designed and manufactured such vessels and they have been successfully operated as per design during the past five years.

Type of Contract: Supply

Cost Range: 750k - 5M CHF

## PESQUISAR DADOS

Sunday, June 19, 2022

7:07:04 AM

Este formulário tem como objetivo pesquisar dados que já se encontrem na base de dados, incluindo informação geral relativa à entidade e pessoas de contacto, outros dados sobre a entidade, informação comercial e localização. A pesquisa pode ser realizada através de uma palavra-chave ou de pesquisa por campo específico.

Entidade | Contactos | Outros dados | Informação comercial | Localização | Interação com a entidade | Cern códigos

código CERN

09010501

PESQUISAR

Big Science PT

# 09010501: Pressure vessels (> 0.5 bar)

