



# Doing Business with CERN Thematic Industry Days

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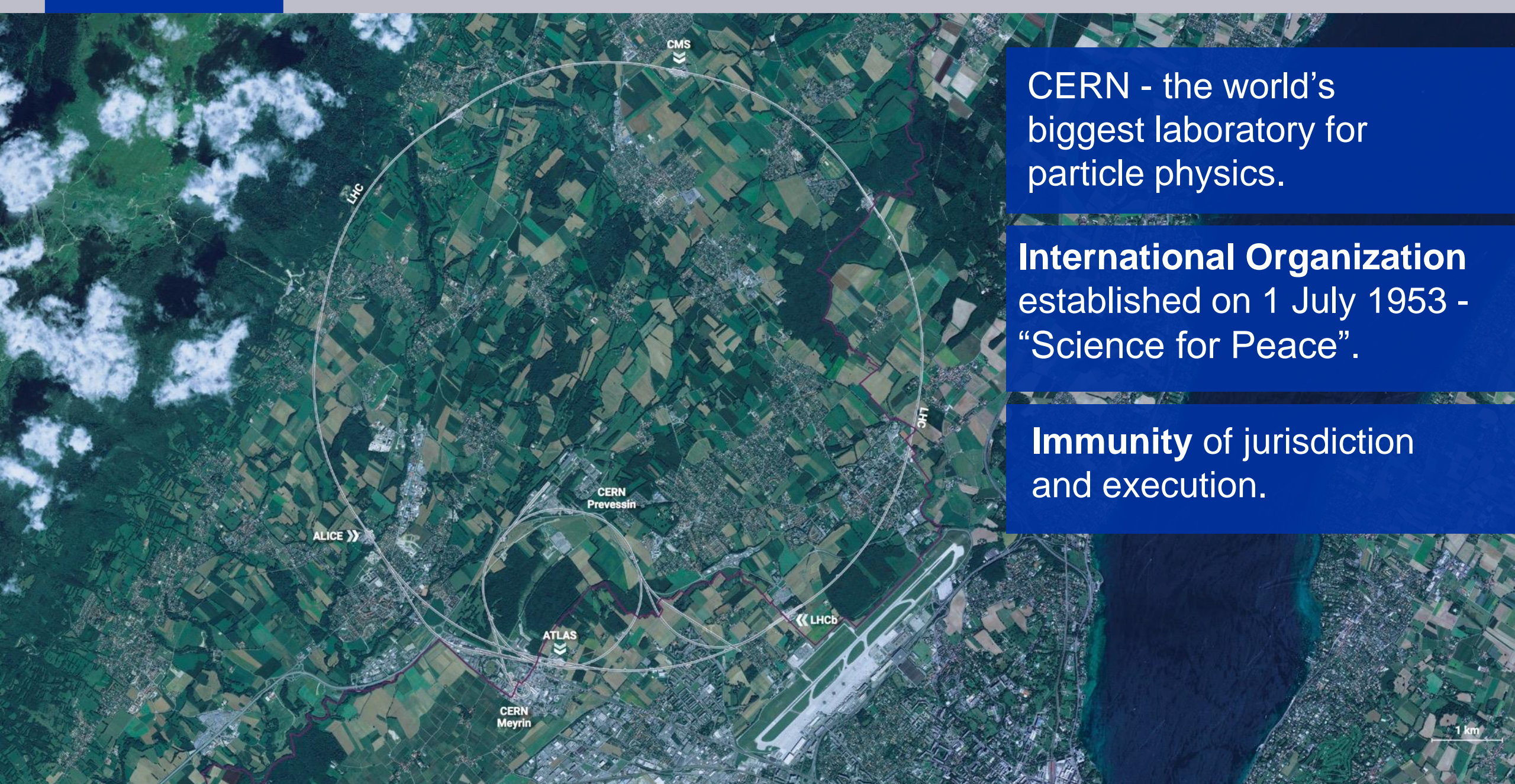


# AGENDA

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



# INTRODUCTION



CERN - the world's biggest laboratory for particle physics.

**International Organization** established on 1 July 1953 - "Science for Peace".

**Immunity of jurisdiction and execution.**

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

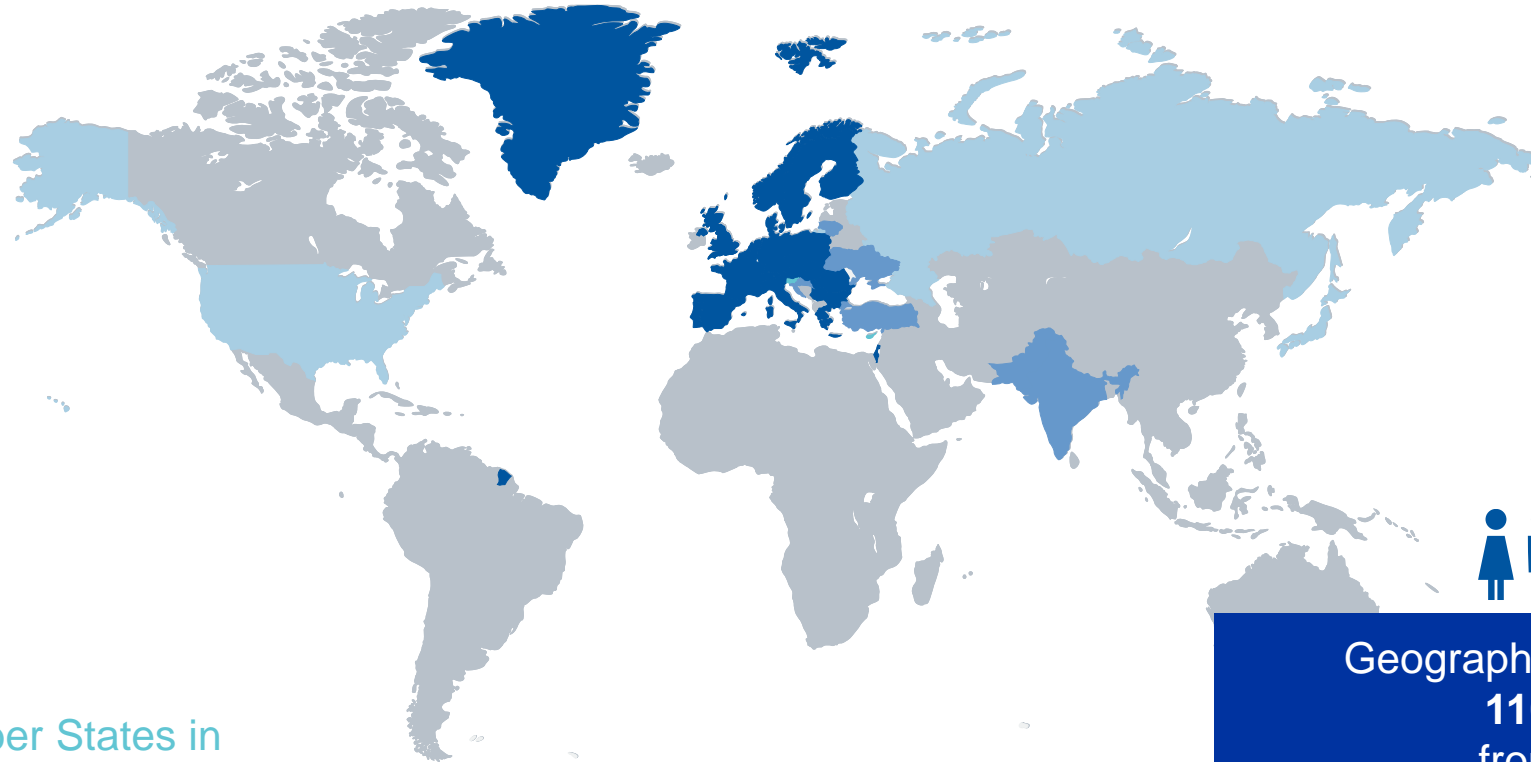


Procurement Rules

Safety Rules

Staff Regulation of its own personnel

# 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

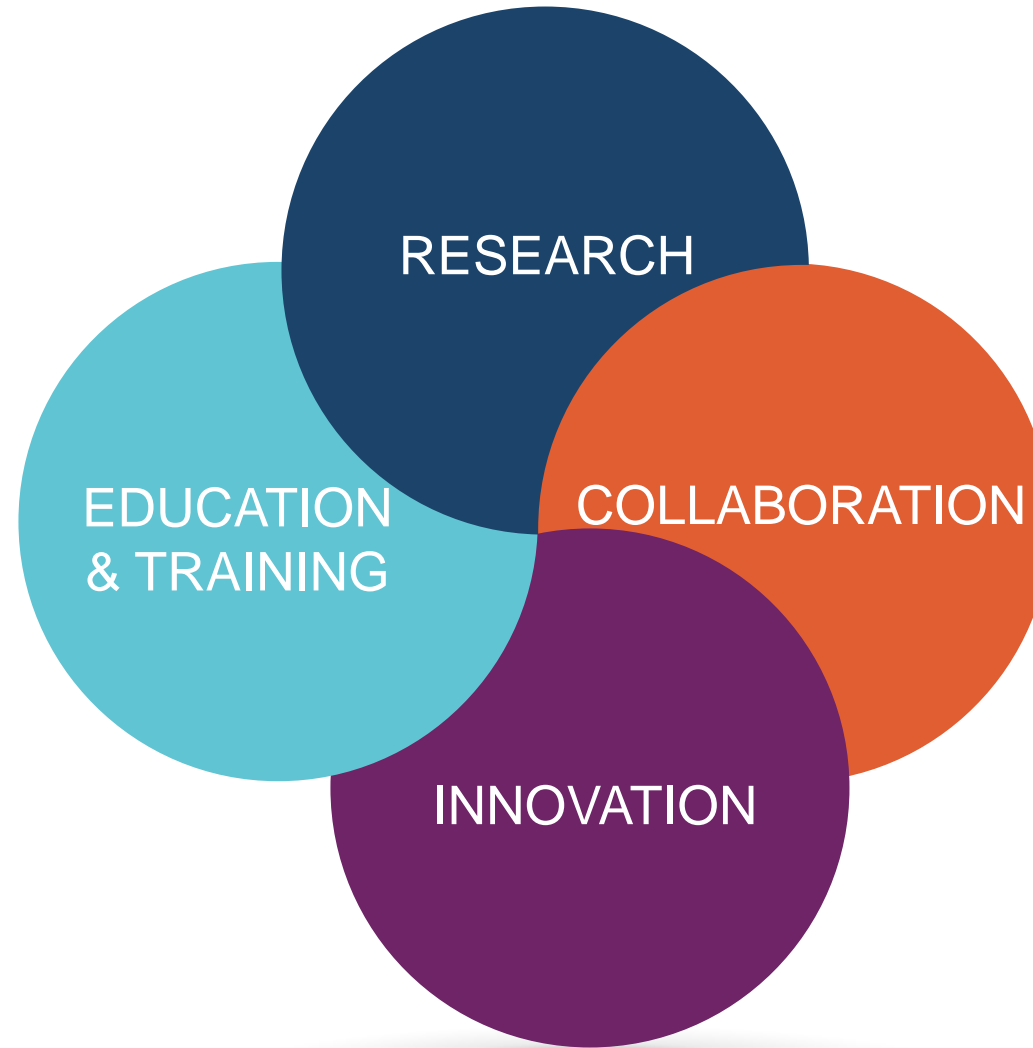
**6** Observers



Geographical & cultural diversity  
**110** nationalities,  
from **77** countries

~ **2676** Staff members  
~ **2000** contractors' employees  
~ **13000** physicists /users

# Four pillars underpin CERN's mission



# Yearly Budget (contributions 2022)

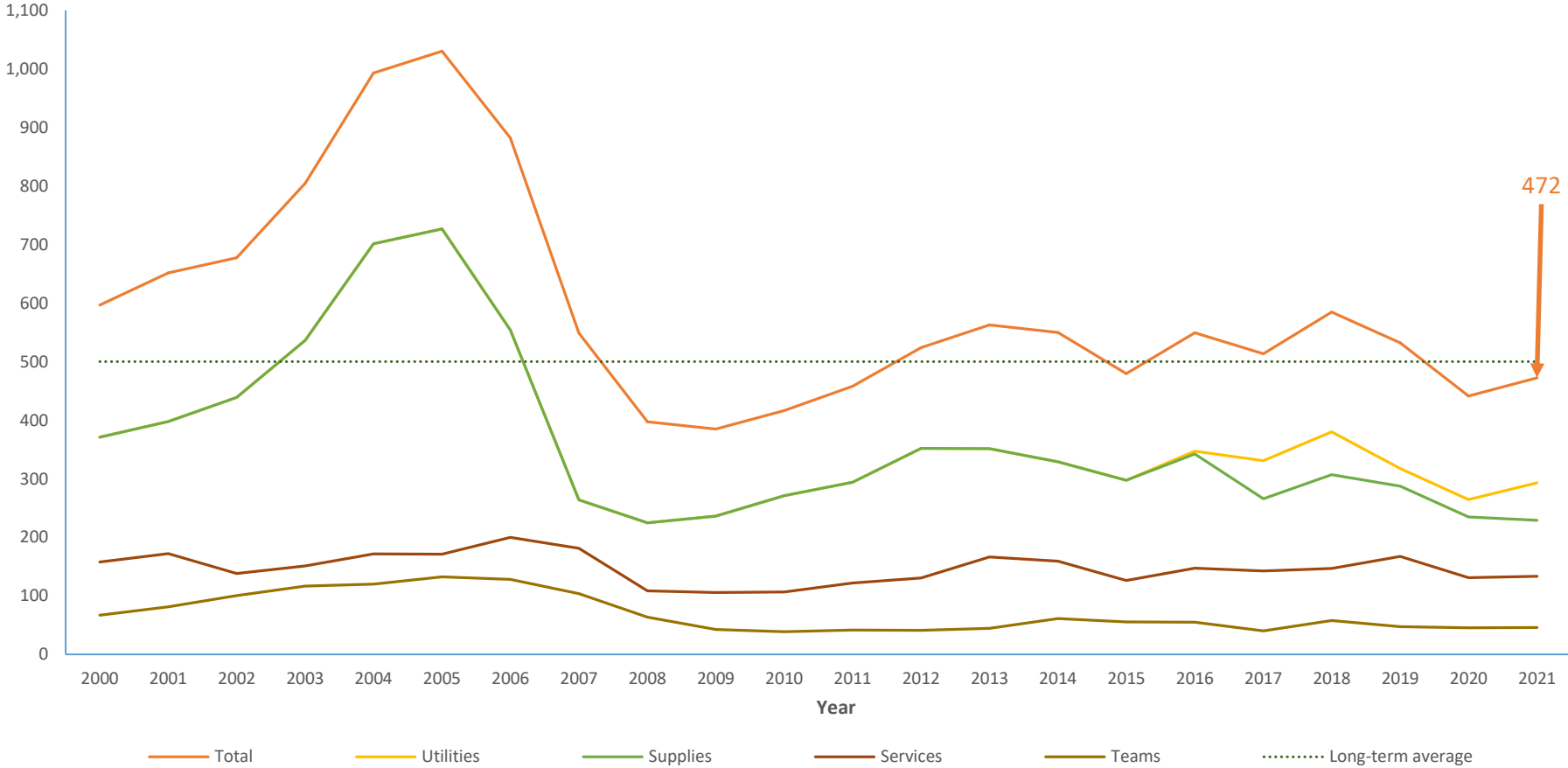
Country	Percentage of Total	Amount (CHF)
 Germany	20.32%	245 017 700
 United Kingdom	14.20%	171 219 200
 France	13.42%	161 894 900
 Italy	10.10%	121 766 050
 Spain	7.25%	87 403 500
 Netherlands	4.63%	55 847 250
 Switzerland	3.84%	46 281 900
 Poland	2.88%	34 787 950
 Belgium	2.71%	32 668 100
 Sweden	2.49%	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
<b>Total</b>	<b>100%</b>	<b>1 205 987 050</b>

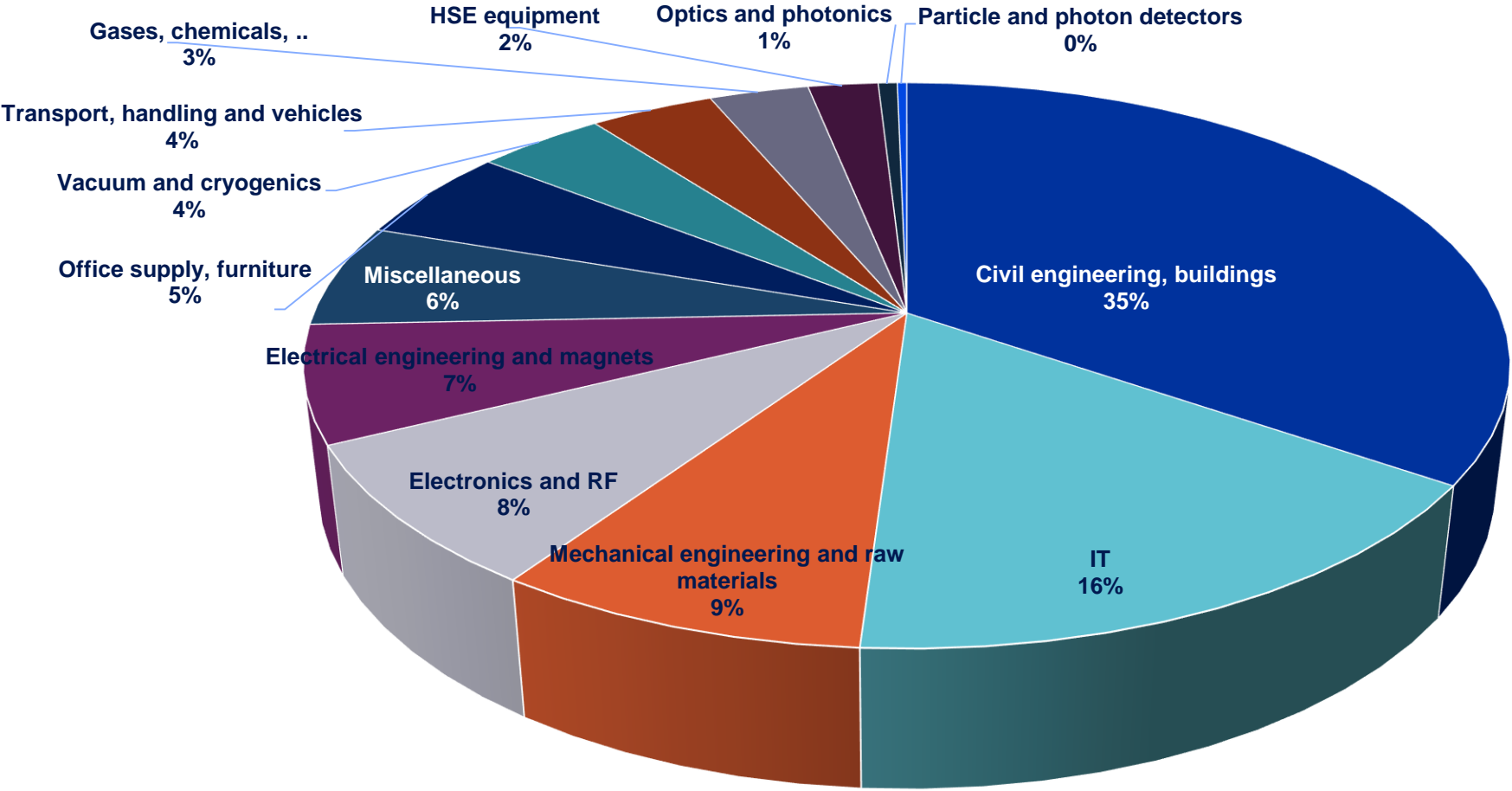


# STATISTICS

# Procurement Expenditure



# Supplies (229MCHF spent in 2021 – CERN budget only)





# 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



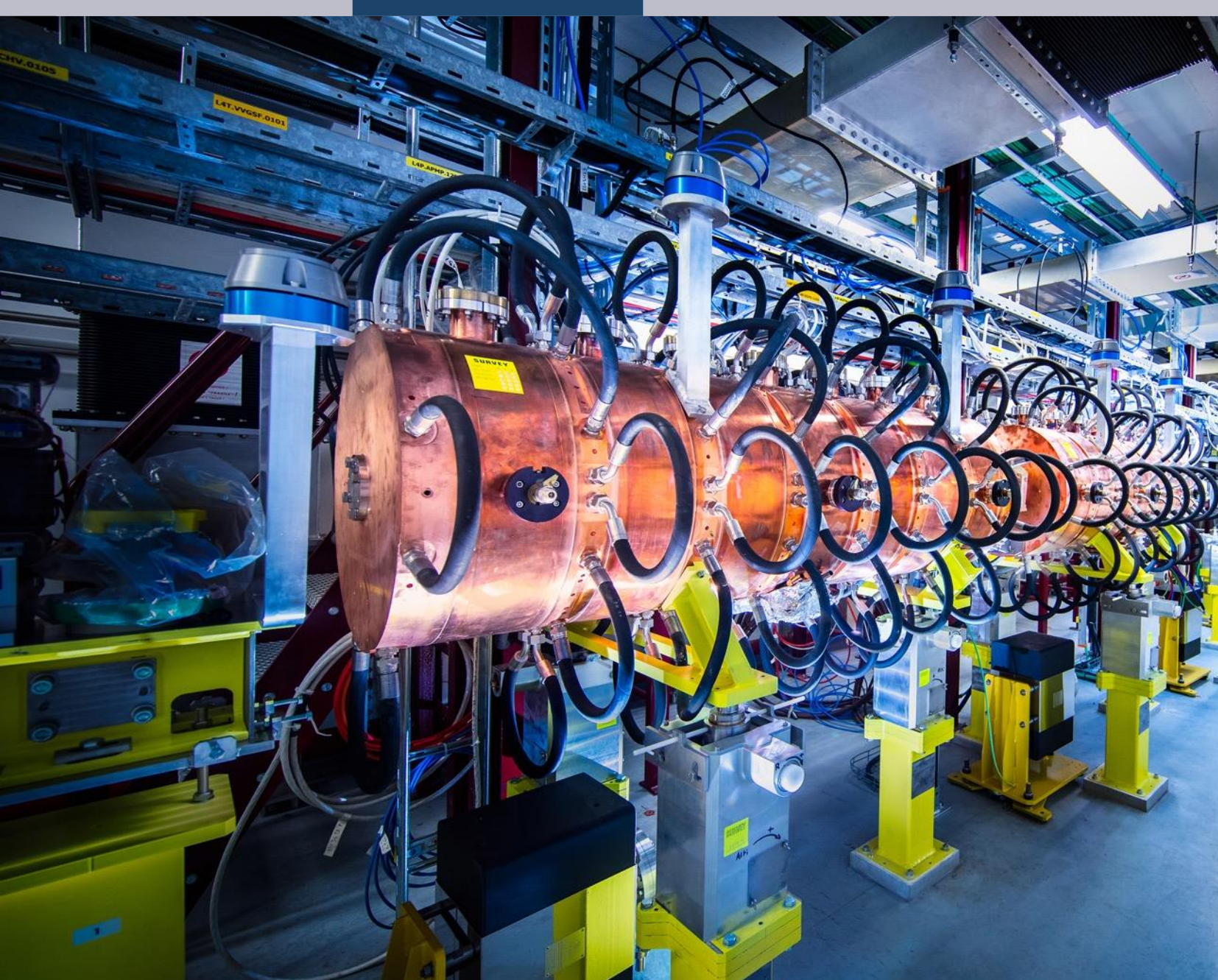
# What do we buy:

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



# What do we buy?

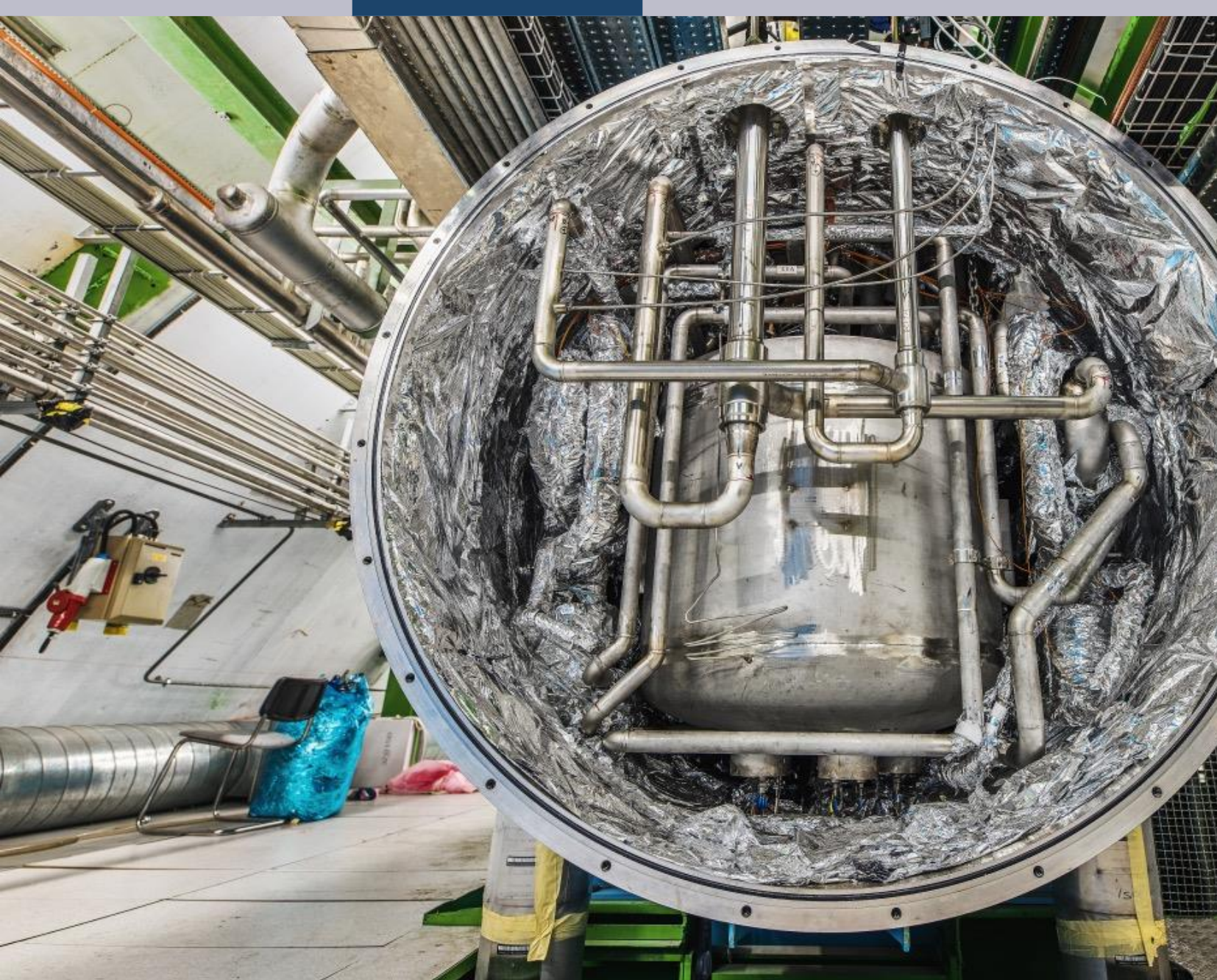
- **Mechanical engineering and raw materials:**
  - Machining
  - Sheet metal work and arc welding
  - Special fabrication techniques
  - Raw materials, finished and semi-finished products (plates, pipes, etc.)
  - Offsite engineering and testing



# 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

# Two biggest projects for future of particle physics



## Compact Linear Collider (CLIC)

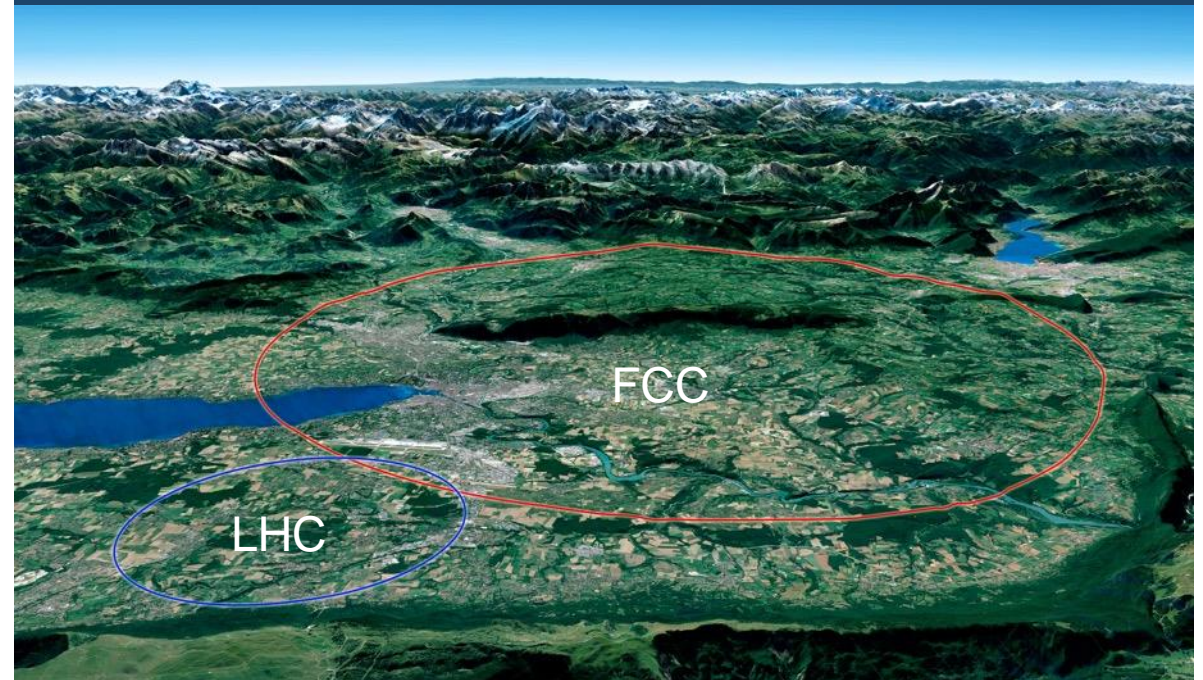


- Linear  $e^+e^-$  collider  $\sqrt{s}$  up to 3 TeV

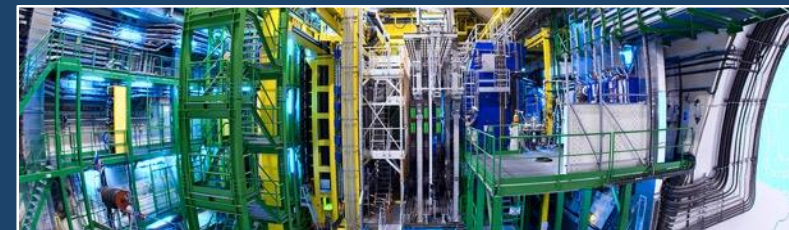
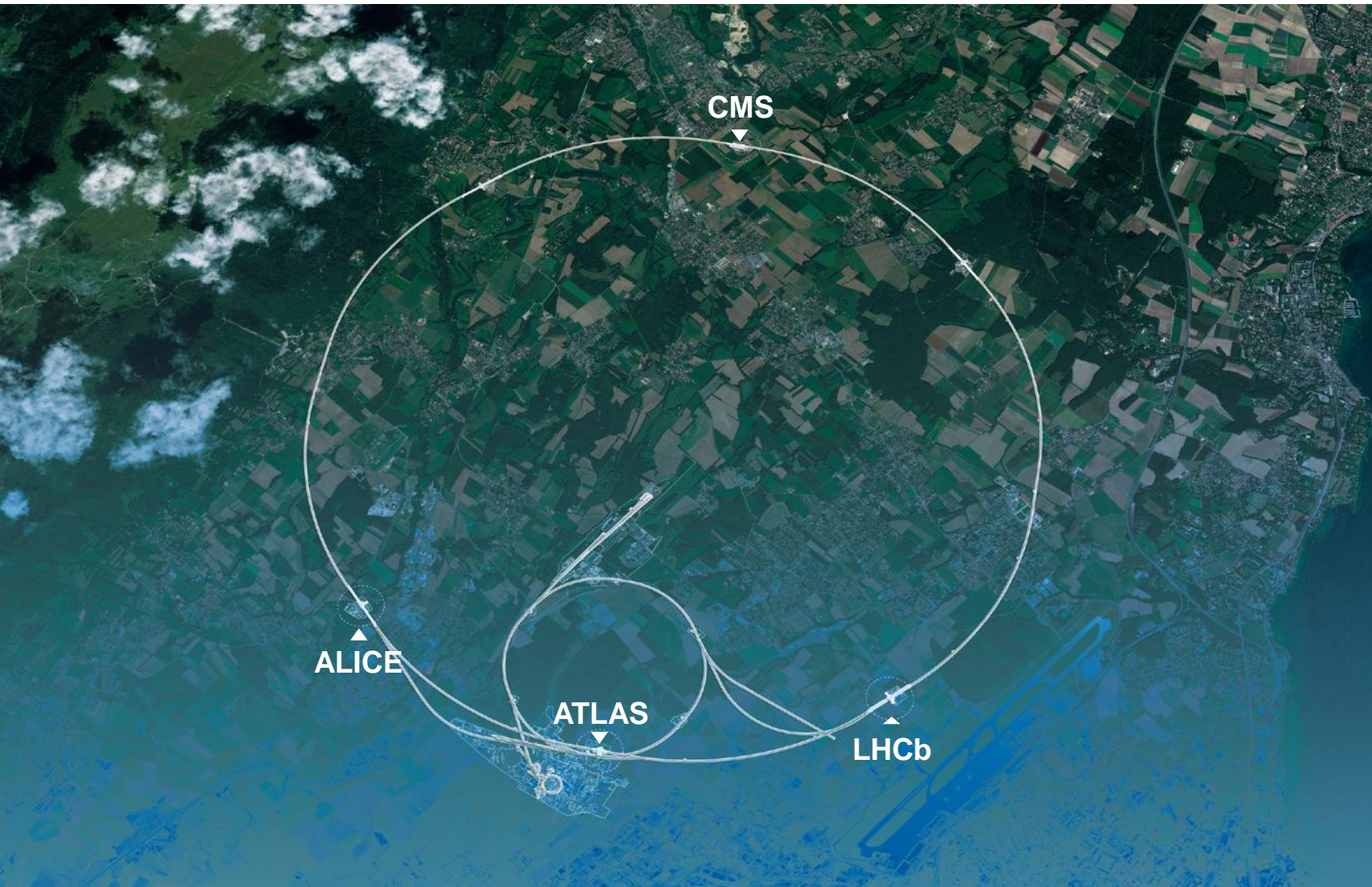
## Future Circular Collider (FCC)



- New technology magnets  $\rightarrow$  100 TeV pp collisions in 100km ring
- $e^+e^-$  collider (FCC-ee) as 1<sup>st</sup> step?



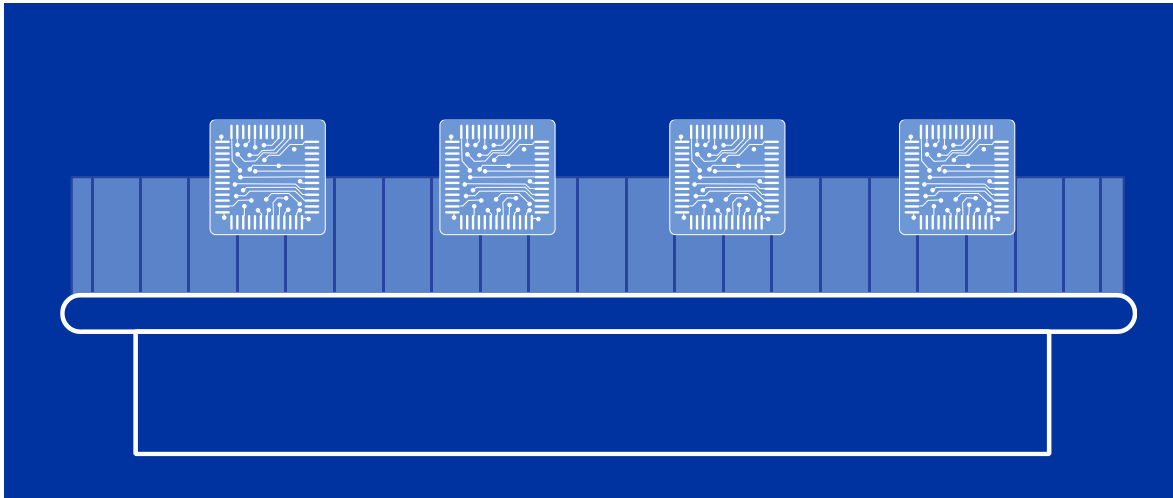
# We also buy for the LHC experiments



# How do we buy?

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

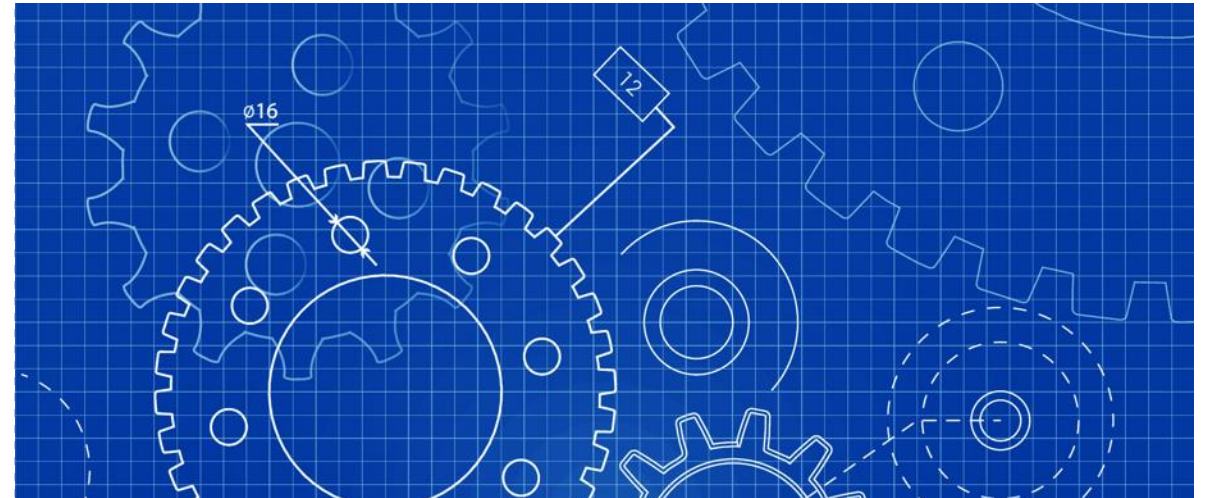
- **Functional specification**

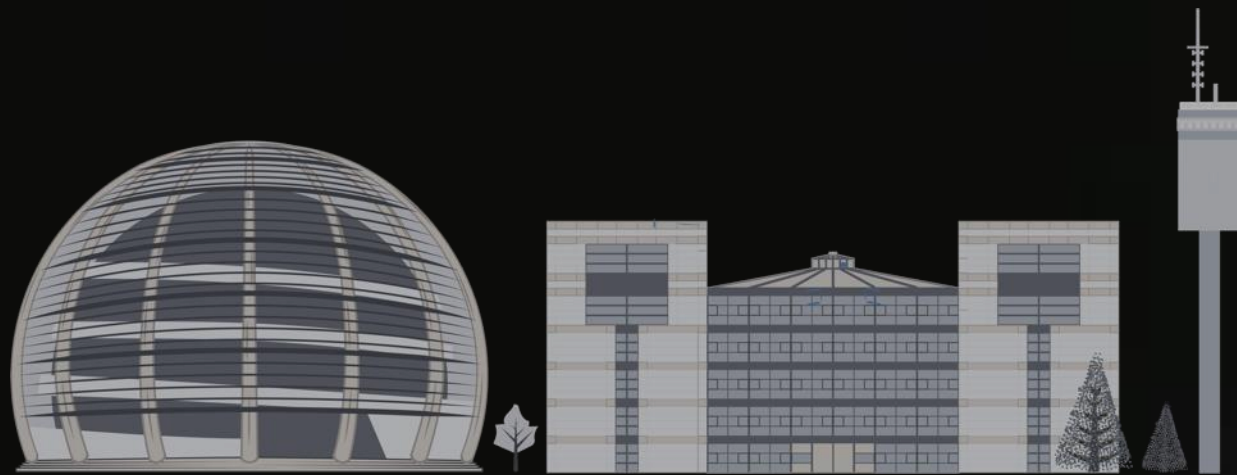


**Non-standard products where industry has neither the required know-how nor the interest to develop and design the products:**

- **Build-to-Print specification**

Prototypes and or Pre-series might be required.





# PROCUREMENT @CERN the rules

# 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)

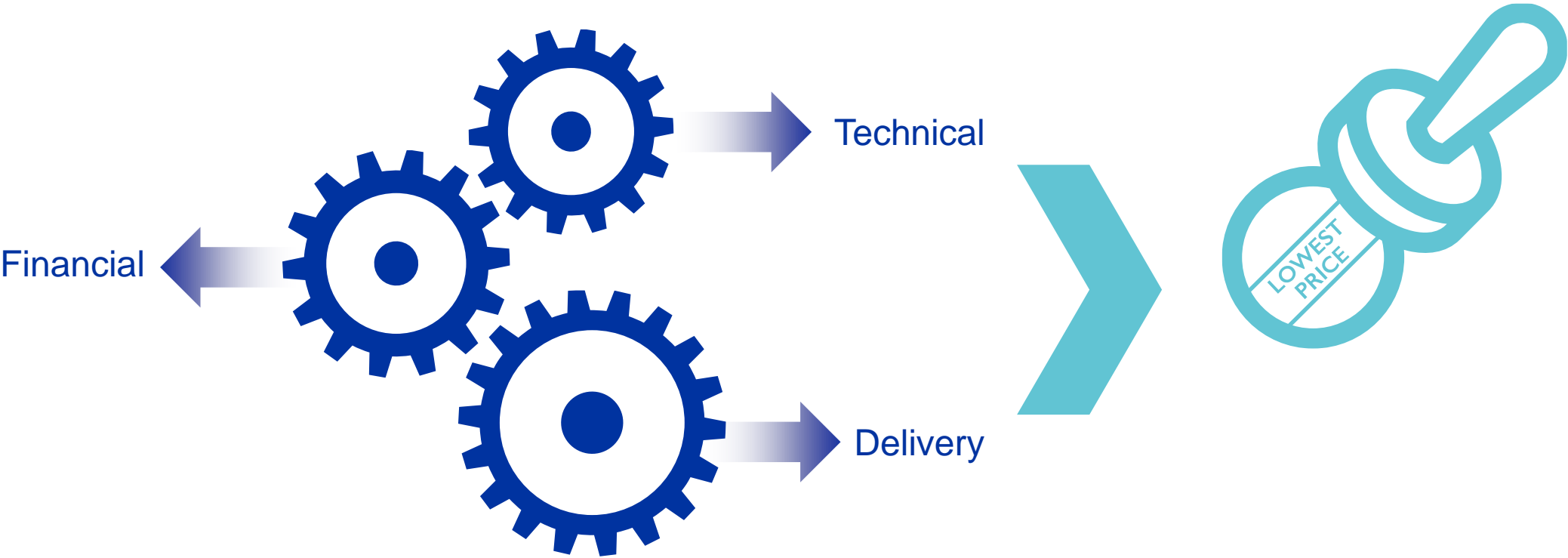
**Selective tendering procedures:**  
CERN's tendering procedures are not open to any interested firms

**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



# Enquiries between 10'000 and 200'000 CHF

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

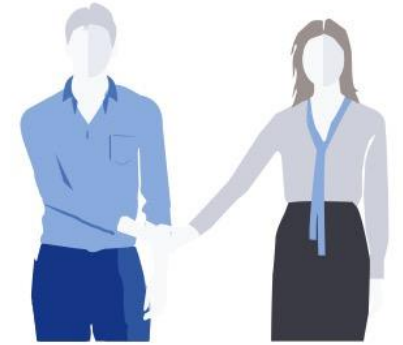
- **Submission deadline: 4 weeks from date of dispatch;**
- **All price enquiries above 50'000 CHF are also sent to the Industrial Liaison Officers (ILOs) for information;**
- **Price enquiries consist of:**
  - Technical specification and annexes;
  - Tender form (and a technical annex - optional);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

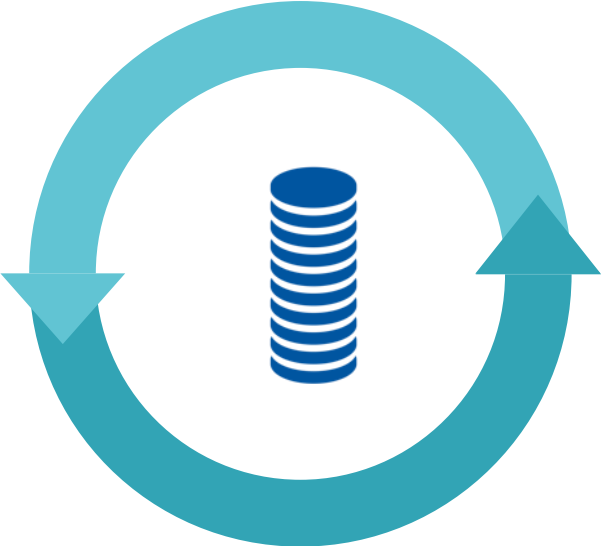
\* At least 60% for supply contracts or; at least 40% for service contracts awarded on the lowest compliant basis.

# 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”.*



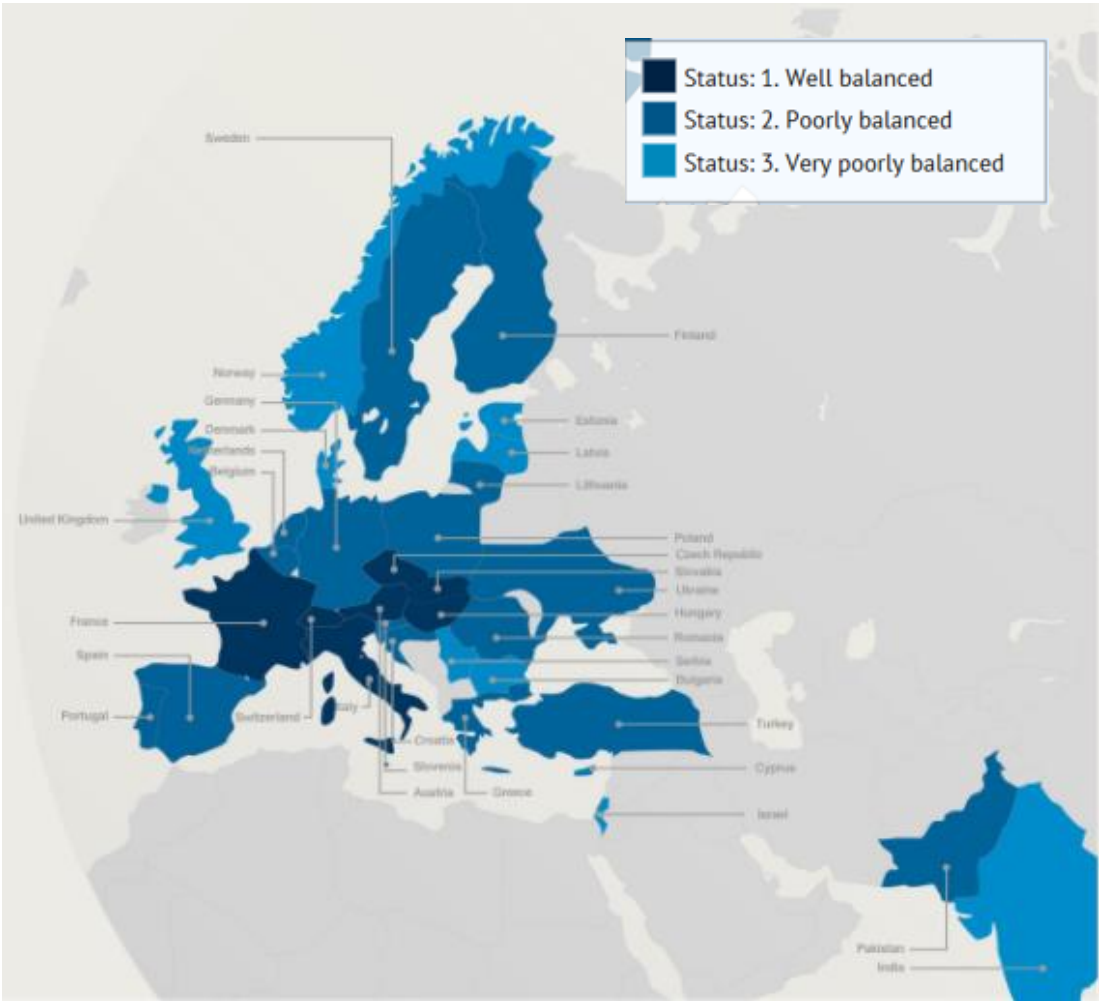
Over a 4-year period:  
Very poorly balanced :  $< 0.40$   
Poorly balanced (PB) :  $0.40 \geq x < 1$   
Well balanced (WB):  $\geq 1$

## 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 2022 – 28 February 2023, based on the previous 4 calendar years):



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

\*Associate Member States



# Limited tendering

« *Limited tendering is foreseen by the CERN Procurement Rules to improve the industrial return of very poorly balanced Member States.* »

## Conditions

Firms established in very poorly balanced Member States only (industrial return  $<0.4$ );

Used in case where there is sufficient competition;

ILO can ask to add firms, provided they are established in very poorly Member States.



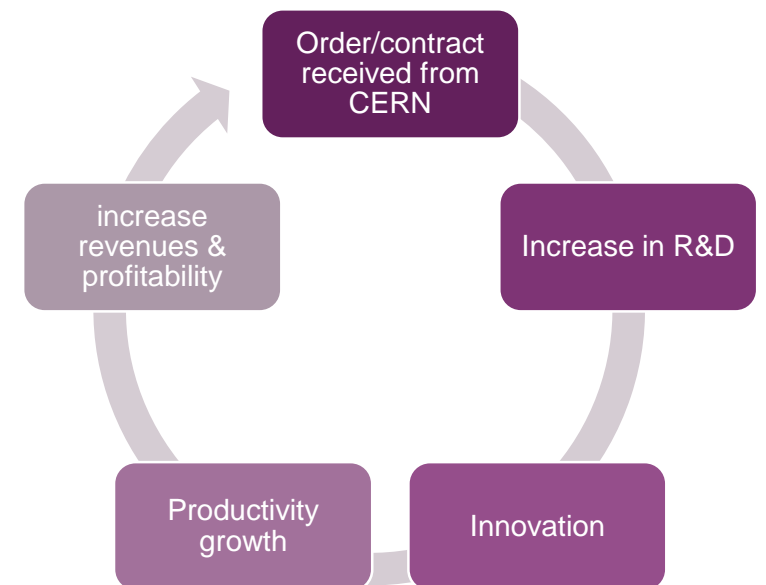
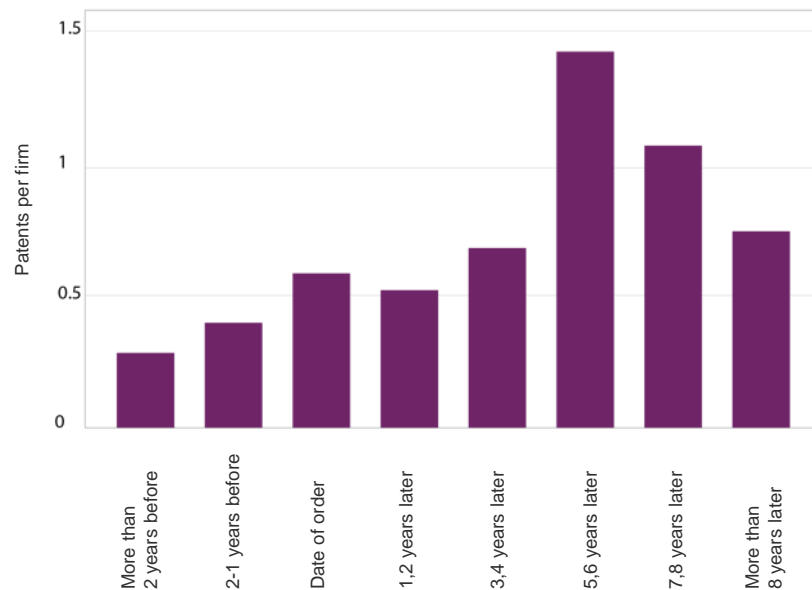
# Impact of Doing business with CERN

# 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

Most firms experienced  
no financial loss.

# Doing business with CERN: the facts

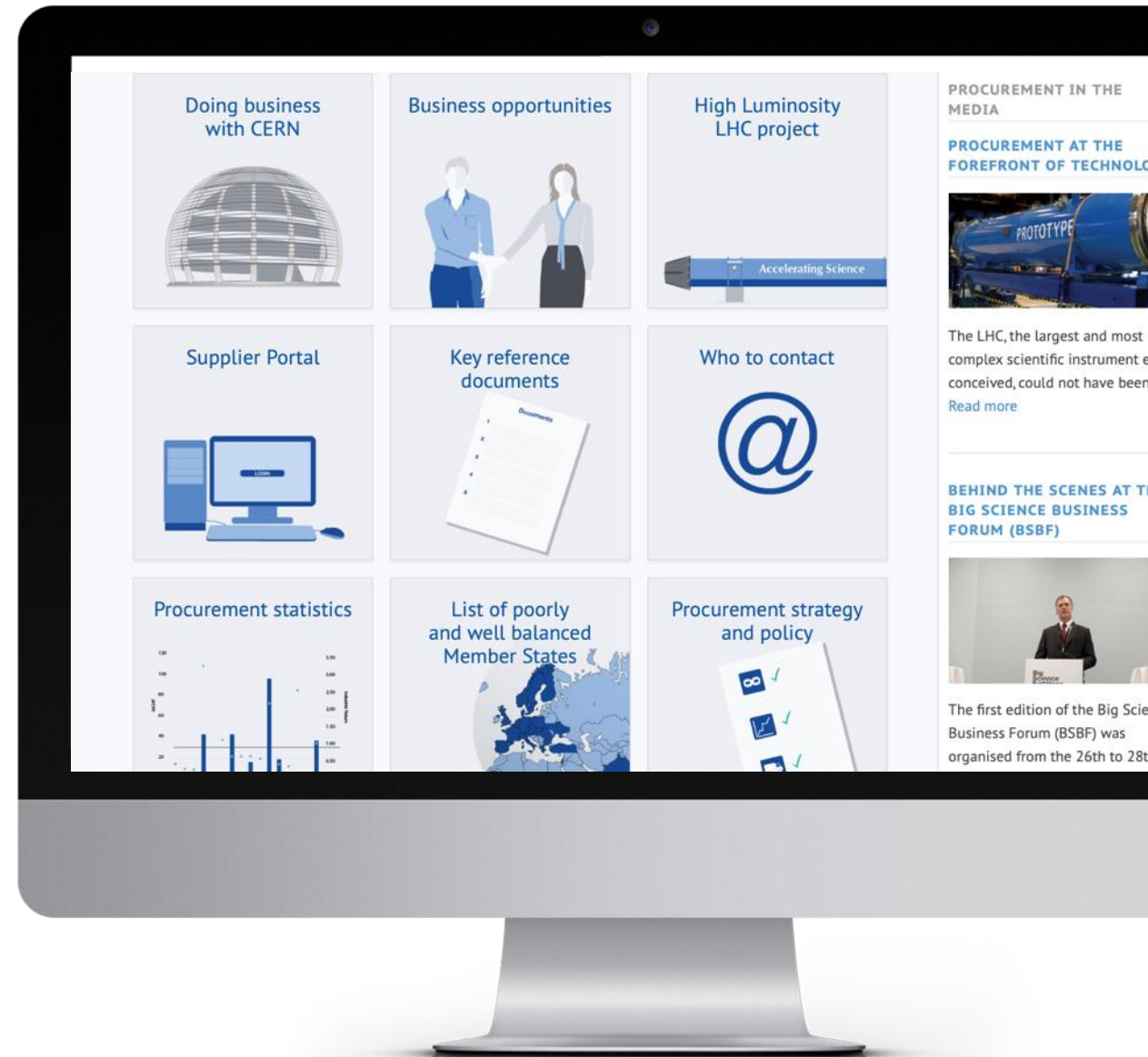


Using CERN as a marketing reference improve the reputation as suppliers

*supplier*



# 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...

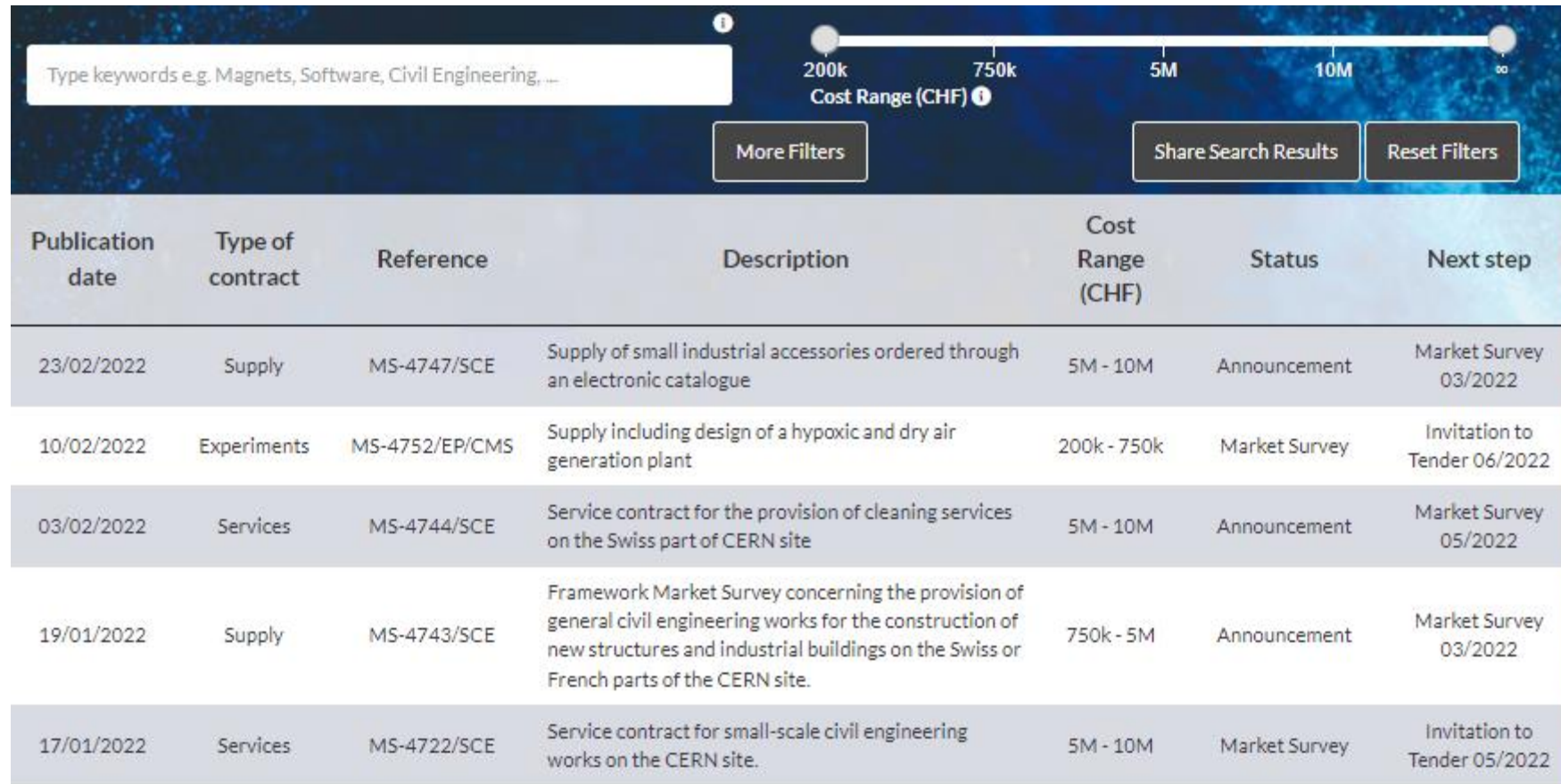


## › Procurement strategy and policy



# CERN Shopping List

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



Publication date	Type of contract	Reference	Description	Cost Range (CHF)	Status	Next step
23/02/2022	Supply	MS-4747/SCE	Supply of small industrial accessories ordered through an electronic catalogue	5M - 10M	Announcement	Market Survey 03/2022
10/02/2022	Experiments	MS-4752/EP/CMS	Supply including design of a hypoxic and dry air generation plant	200k - 750k	Market Survey	Invitation to Tender 06/2022
03/02/2022	Services	MS-4744/SCE	Service contract for the provision of cleaning services on the Swiss part of CERN site	5M - 10M	Announcement	Market Survey 05/2022
19/01/2022	Supply	MS-4743/SCE	Framework Market Survey concerning the provision of general civil engineering works for the construction of new structures and industrial buildings on the Swiss or French parts of the CERN site.	750k - 5M	Announcement	Market Survey 03/2022
17/01/2022	Services	MS-4722/SCE	Service contract for small-scale civil engineering works on the CERN site.	5M - 10M	Market Survey	Invitation to Tender 05/2022



# 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).

# CERN e-Procurement

The screenshot shows the CERN e-Procurement Supplier Portal. At the top, there is a header with the CERN logo and the text "CERN e-Procurement" and "Doing business with CERN". Below the header, there are navigation links for "Home", "Help", and "Register". The main content area is divided into several sections:

- Left sidebar:** Contains input fields for "e-Mail Address" and "Password", and buttons for "Login", "Forgotten Details", and "Register".
- Yellow banner:** A message stating: "As one of our suppliers, we need to make sure you receive our email notifications. To ensure our emails reach your inbox please add our email [procurement@cern.ch](mailto:procurement@cern.ch) to your safe senders and check your spam filter settings. Thank you".
- Blue header:** "Welcome to CERN's Supplier Portal".
- Main content:** A section titled "Through this portal you can" with a bulleted list: "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", and "Send and receive correspondence related to orders and invoices". Below this is a "How do I get started?" section with a bulleted list: "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.", and "Then, you can gain full access to CERN's supplier portal by entering email address and password and selecting Login." At the bottom of the main content, there is a note: "NOTE: Please be aware that failure to provide correct login information three times will result in your account being locked." and a link for "CERN's website: <http://procurement.web.cern.ch/>".



To ensure our emails reach your inbox please add our email [procurement@cern.ch](mailto:procurement@cern.ch) to your safe senders and check your spam filter settings.

# Contacts at CERN (Procurement and Technical)



<https://procurement.web.cern.ch/contact/who-contact-your-country>

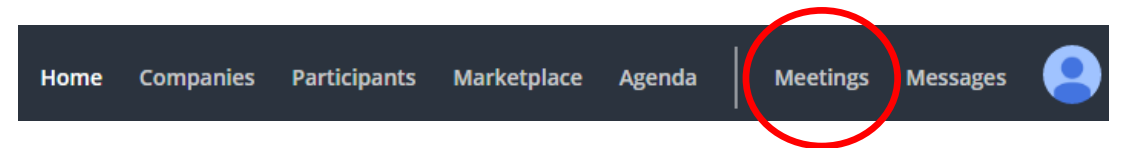
# B2B Meetings

- CERN meets Firms (by invitation of CERN only)
  - Short presentation of company, 15 min
  - Virtual visit (for example using a cell phone and walk through the factory, if acceptable by company), 15 min
  - Discussion of possible collaboration, 15 min
- Firm meets Firm (by initiative of firms)



# Connection to B2B Meetings

- Make sure you are using Chrome, Edge or Firefox
- Login to B2Match <https://electrical-cabinets-switchboards-power-converters.cern.b2match.io/>
- Go to «Meetings»
- Click on the «Green Button» below the related meeting
- Allow Access to your Camera + to Audio
- For more information
  - > Please refer to «How it Works» § 4a + §5 <https://electrical-cabinets-switchboards-power-converters.cern.b2match.io/how-it-works>
    - §4a You want a colleague to join your meeting
    - §5 Technical Requirements, Solutions for the Virtual Meetings and Other Solutions (Camera-Micro Issues, Sharing a Video,..)
- Or contact Daniel:
  - 79588 (from CERN)
  - +41 22 767 9588



Thank you



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