



# CERN – Industry Thematic Events

Lisa Bellini-Devictor, Merethe Morer-Olafsen IPT-PI

# General Principles and Objectives

- **Assist Industry to align with CERN Business needs**
- Provide technical presentations with details on **requirements and scope for CERN forthcoming needs**
- Get **early feedback from Industry** on any difficult part for CERN's approach
- Facilitate the **critical contact between suppliers and CERN technical groups**, in a structured and targeted way
- Facilitate where applicable contacts amongst suppliers to form consortia, develop network of sub-contractors
- Increase competition by sourcing new suppliers and increasing awareness, especially in PB and VPBMS

# Comments received on draft programme 23-24

Thank you for the comments received

- **Scope too thin if only 2 events/year**
- **Add smaller events to increase scope of items covered**
- **Important to define specific scope and avoid too generic themes (lack of attractiveness)**
- **Green technology is a good idea and volunteers identified (see dedicated slide)**
- **Other areas of interest: vacuum technology, cryogenics, microelectronics...**

# Key notes - «MORE EVENTS»

## → Focused bilateral meetings : still an Option

*ILOs have the opportunity to set up targeted visits for a limited group of firms with relevant technical teams and procurement officer concerned*

## → Roadshows and events in home countries to be considered

## More smaller events → Dedicated virtual Market Survey Information Conferences

- *e.g. virtual event organized on 11 Jan 2023 related to MS-4826 for the supply of general purpose, radiation tolerant and special radiation resistant cables*
- *Allows staged approach, raises awareness and provides necessary information to potentially interested firms which may eventually decide to answer to the MS in an informed and guided way (helpful for preparation of IT stage)*

# Programme

2023

Date	Theme	Format	Stakeholders Coordinators
Thursday 25 May Friday 26 May	<b>Civil engineering Business Forum</b>	On-site – Council Chamber and Zoom  Sessions in FR and sessions in EN 1.5 Day	SCE-PPM L-A. Lopez SCE-SAM P. Cardon  IPT-PI : L. Bellini-Devictor
November 2023	<b>PCB and Electronics Card Assembly</b>	Virtual, Nb. of days to be defined	ATS: R. Berberat (to be confirmed) EP/Experiments: to be confirmed  IPT: N. Azizi, J. Davison

2024

Date	Theme	Format	Stakeholders Coordinators
Spring 2024 <i>(to be confirmed)</i>	<b>GreenTech@CERN</b>	On-site (and virtual connections possible)	ILO: DK ILO has offered to help (others ?)  IPT-PI : E.Cennini L. Bellini-Devictor (TBC) HSE-ENV Green Village (IPT-SCE)
22 to 23 July 2024	<b>International Cryogenic Engineering Conference</b>	Onsite in Geneva (Centre International de Conference)	Organized locally by CERN dedicated organising committee  More information and Agenda will be shared in due course  Participating firms will have access to sessions and possibility to be present in Industrial Exhibition area
<i>Early Fall 2024 – October? (TBC)</i>	<b>BSBF</b>	<i>Trieste</i>	_____
Late November 2024/Dec 2024	<b>High Precision Machining</b>	TBC	EN-MME IPT-PI: To be confirmed

Dedicated virtual Market Survey Information Conferences to be added on an ad-hoc basis

Other events national or broader to be taken into account (eg BSBF in 2024)

# Civil Engineering Business Forum – 25-26 May 2023

- Outreach to suppliers from “non local” area
- Encourage submission of poorly balanced bids
- Suppliers for:
  - Structure (metallic, timber),
  - Façade panels, cladding, windows
  - Waterproofing,
  - Interior finishings, (e.g. partitions)
  - Technical equipment (HVAC, electricity)
  - Specific work: deep/specific foundation work, piles
  - (...)

*Examples :*

*IT-4145 construction of Bg 311: adjudication to lowest bidder (61% PB bid)*

*IT-4276 construction of Bg 947: adjudication to bidder having submitted 62,5% PB bid after alignment*

*Contract T118- HL-LHC Point 5: adjudication to lowest bidder (72.3% PB bid)*

*DE, ES, PT, PL, CZ, BE, AT*

# Civil Engineering Business Forum – 25-26 May 2023

➤ **Hybrid event** (in person encouraged, priority to new firms)

➤ Process and Next Steps:

Detailed agenda: End March

ILOs send long list of firms by 17 April 2023 (long list in excel sheet form)

B2 Match event WebPage available mid-April

Short list of companies communicated to ILOs <sup>(1)</sup> : end April

B2Match invitations sent to all companies (whether on site or virtual participants): early May

Meetings booking : 2-20 May

*(1) No limitation for virtual participation*

# GreenTechnology @ CERN Event – Proposal

- **ILOs driven event**
- Interests received from ILOs: DK, NL, ES, FR, PO

## **Set-up organizing committee**

- Mandate to be defined (scope of event, target audience, schedule, budget and financing)
- Members: 5 ILOs having shown interest, IPT-PI representative, other?
- Chair of committee

If agreed by ILOs : first zoom meeting to be scheduled ASAP to launch the process

Possible location: CERN Science Gateway, pre-booking made (Wed 22 – Fri 24 May 2024) with IdeaSquare



Thank you



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