

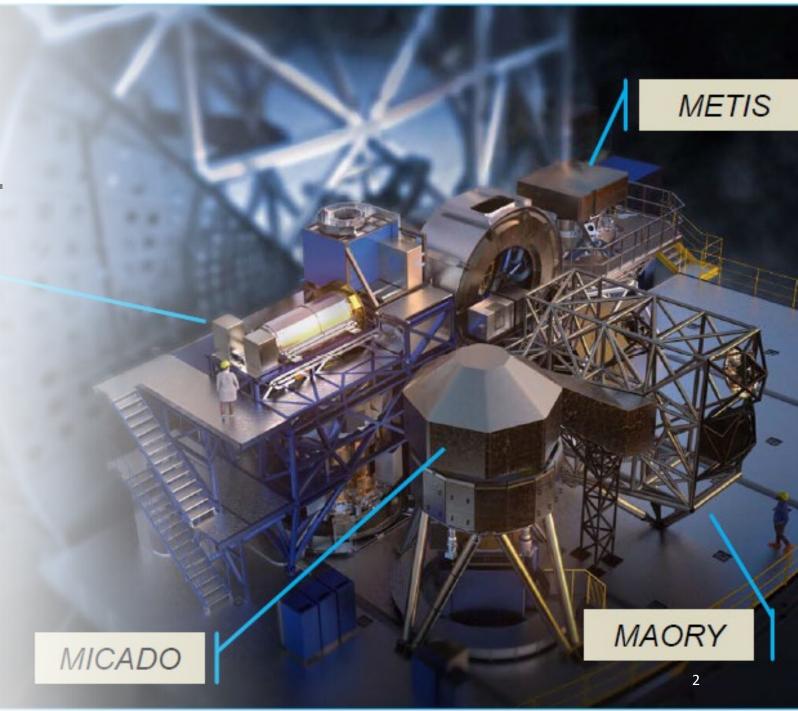


Your Knowledge #8 - Towards a broader and enhanced ENRIITC ILO & ICO network 12.05.2022

Feedback on ESO's Extremely Large Telescope (E-ELT) Information Day for the industry Geneva – 07 April 2022

Michel Hübner Swiss ILO Office replay for CERN ILO meeting – 21.03.2023 Procurement conference for the first scientific instruments of the world largest optical telescope.

- Providing procurement information to the European supplier industry (15 ESO Member States)
- Procurement range est. 100 MEUR
- Supply needs in Mechanisms, Optics, Cryogenics, Vacuum, Detectors, Control
- First telescope light Sept 2028



Event objectives

- Improve the networking and cooperation between industry and institutes in the field of large scientific space observation instruments
- Connect E-ELT Instruments procurement officers with the European supplier industry (fifteen ESO Member States)
- Presentations of procurements and schedules from all six E-ELT Instrument consortia with a specific focus on procurements:
 - with a high-tech content,
 - where competition is seen as fair among Member States (more than one supplier),
 - with a substantial allocated budget.

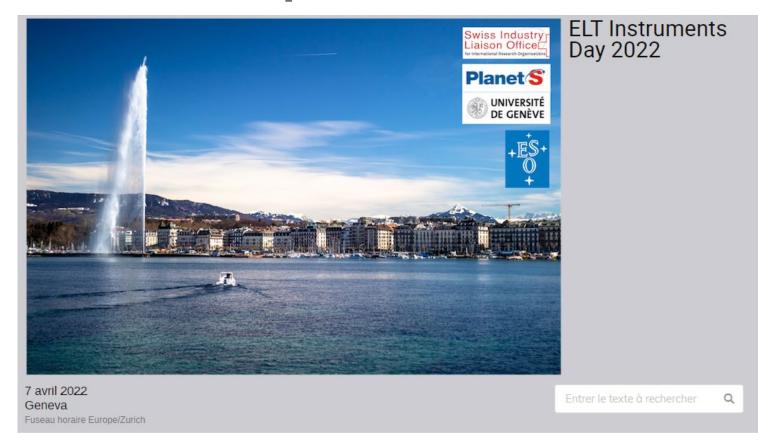
Event KPIs

- for industry = the number of new business opportunities/contacts identified by a company
- for labs/IRO = the number of new supplier options for a given procurement
 - Feed-back questionnaire to all industry participants

Event challenges

- Re-start in person a large international event after 2 years of pandemic
- Bridge the gap between ESO (telescope provider), the E-ELT independent instrument consortia (with different procurement jurisdictions) and the industry supplier network.
- Acknowledge the role of each participating entity (ESO /Laboratories /ILOs /Suppliers)
- Fund from mixed sources (international, national, regional / private, institutions, academic)
- Use modern event organisation methods to facilitate qualified & inclusive participation :
 - Objectives /audience : event dissemination (who is concerned- why attend) / speaker panel selection
 - Event roll-out: on site infrastructure, remote participation, presentation handouts
 - Information exchange: event webpage, participation list, conference booklet incl. company profiles
 - Participative event: B2B & poster session, company pitches
 - All-in-one experience: professionnal/cultural/recreative/sustainable development compatible

One information point – the event website



Accueil

Ordre du jour

Liste des contributions

Inscription

Liste des participants

Enquête

Company Satisfaction survey / ELT Instruments Day 2022 - Geneva - 07.04.2022

Company profile

Company profile

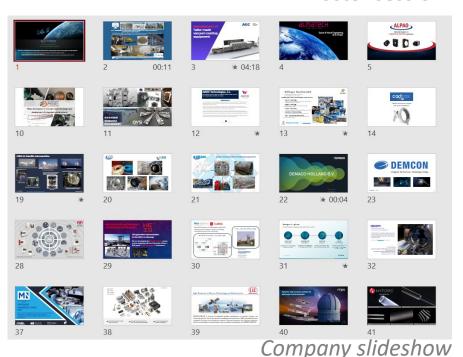
Company domain of activity

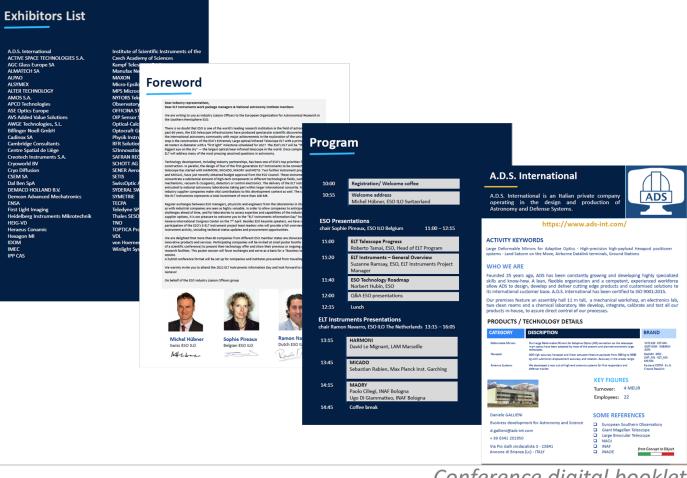
Detectors
Optical devices
Mechanical or Opto-mechanical devices

Participative elements



Poster session





Conference digital booklet

Event results

- Participation in person: 141p (+45p remote)
- Representation
 - Suppliers: 60 companies / 12 countries
 - Suppliers with poster exhibition: 35 companies
 - Scientists: 38 p from 12 astronomy laboratories
 - ESO Organisation: 5 upper level managers
 - ESO ILOs: 11 delegates
- Dinner event on the «Italie», Belle Epoque lake Geneva fleet (91p)
- Event website: presentations & photos: https://indi.to/ELTInstruments2022





Thank you!