



CERN Civil Engineering Business Forum

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Thursday 25th May 2023

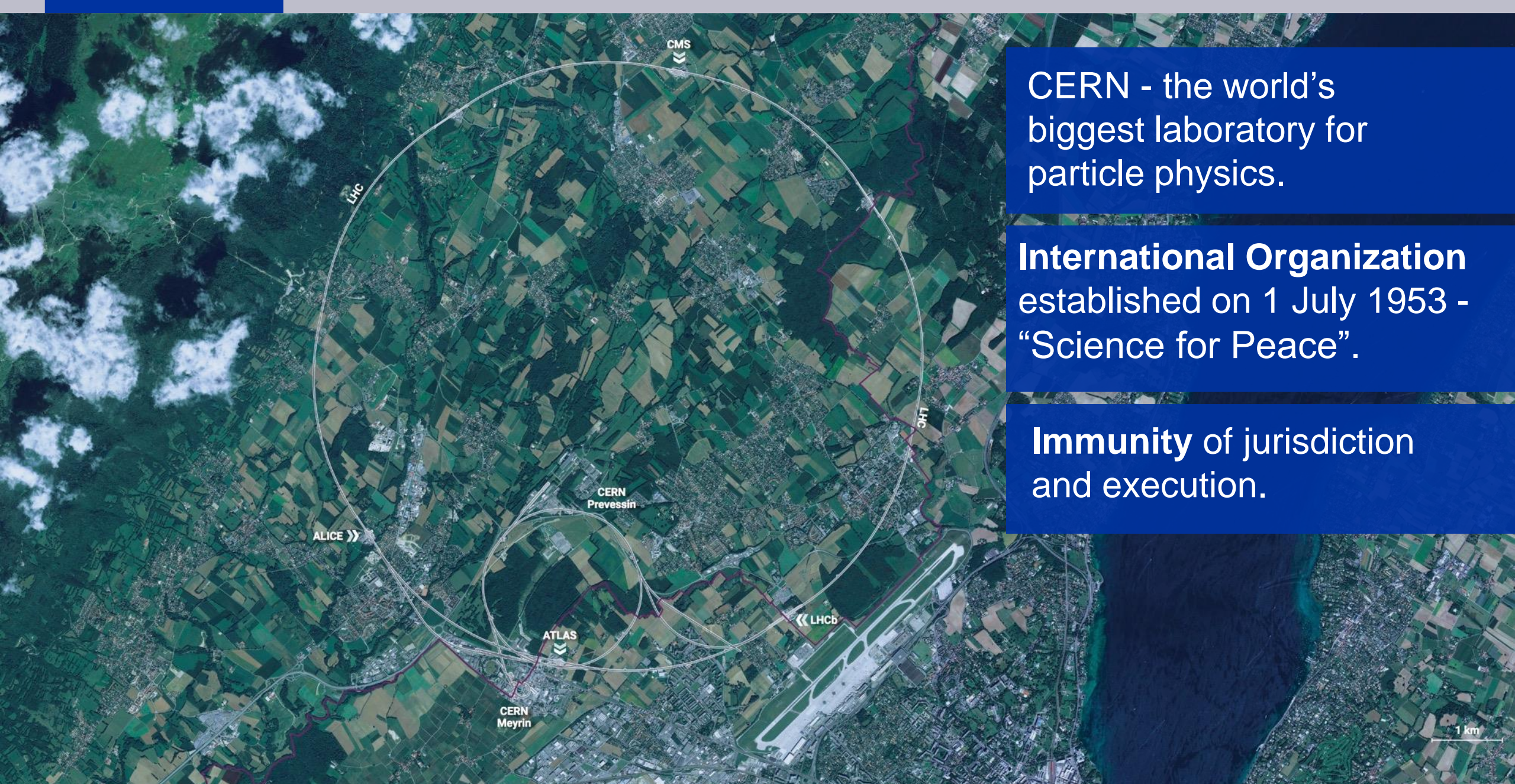


AGENDA

- Introduction and Key Statistics
- Procurement @ CERN - The Rules and Key Considerations
- Typical Tender Packages & Contracts
- Impact of Doing Business with CERN
- Procurement Website & Contacts



INTRODUCTION & KEY STATISTICS



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:

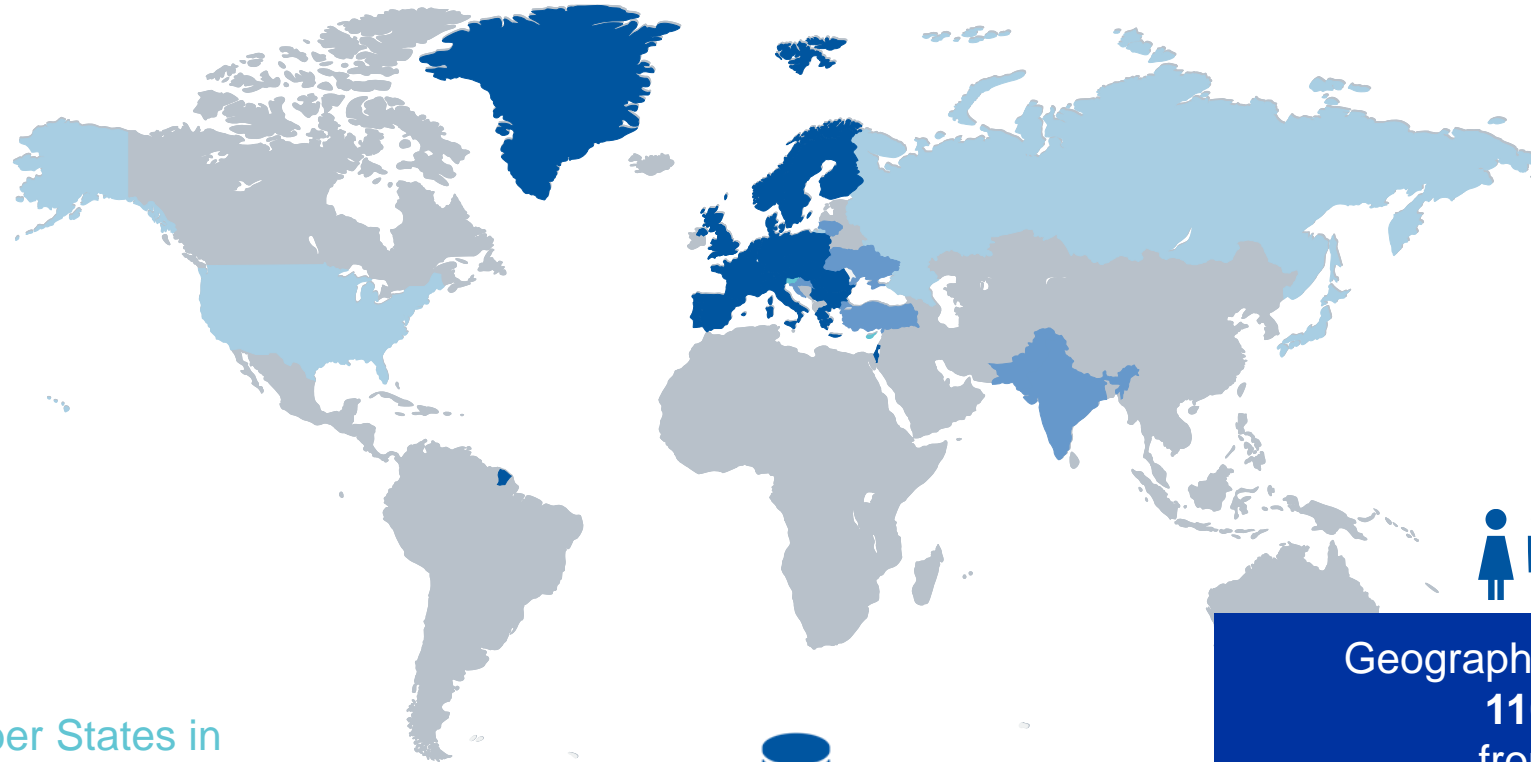


Procurement Rules

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



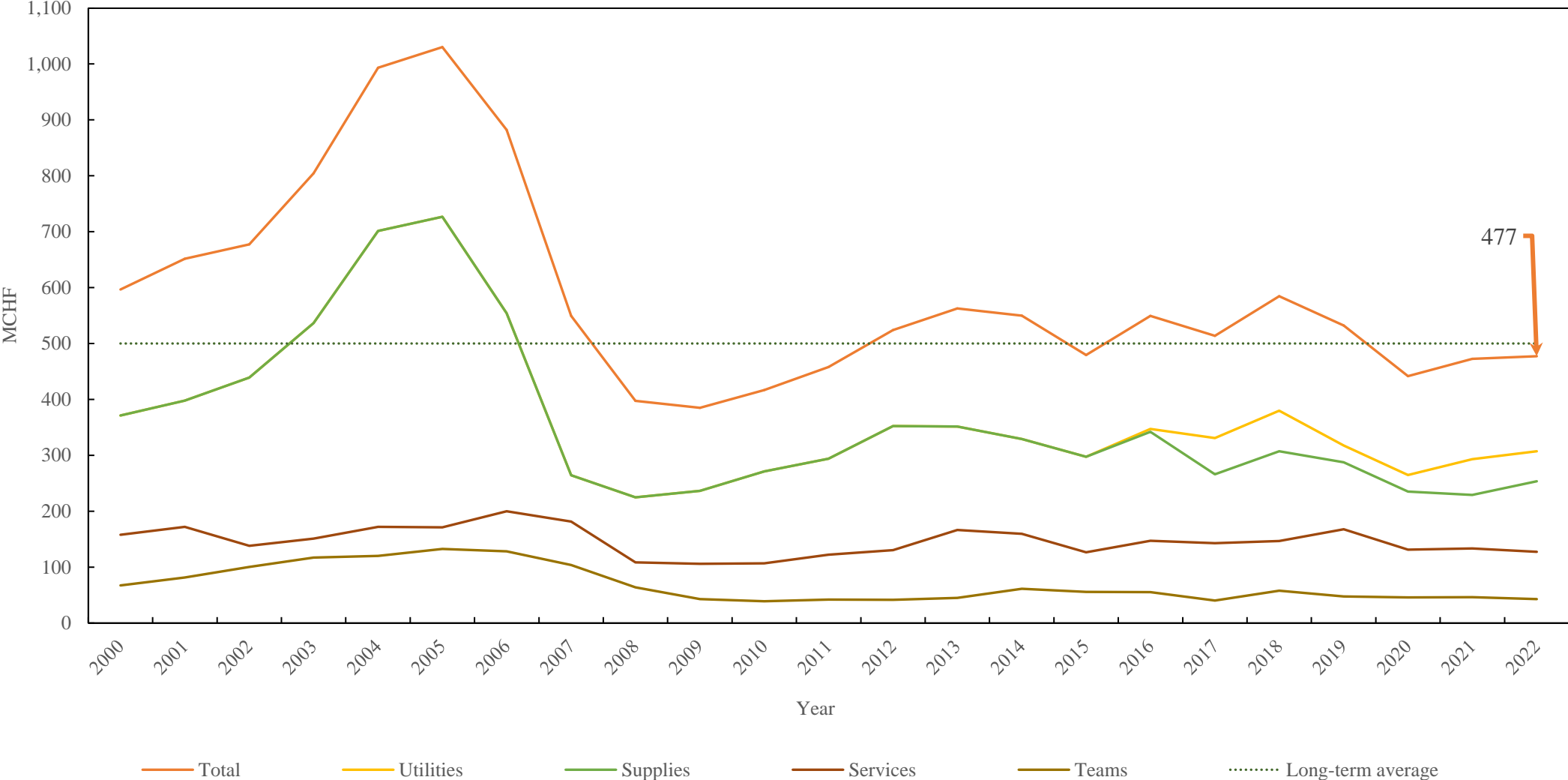
Yearly budget ~ 1347 MCHF



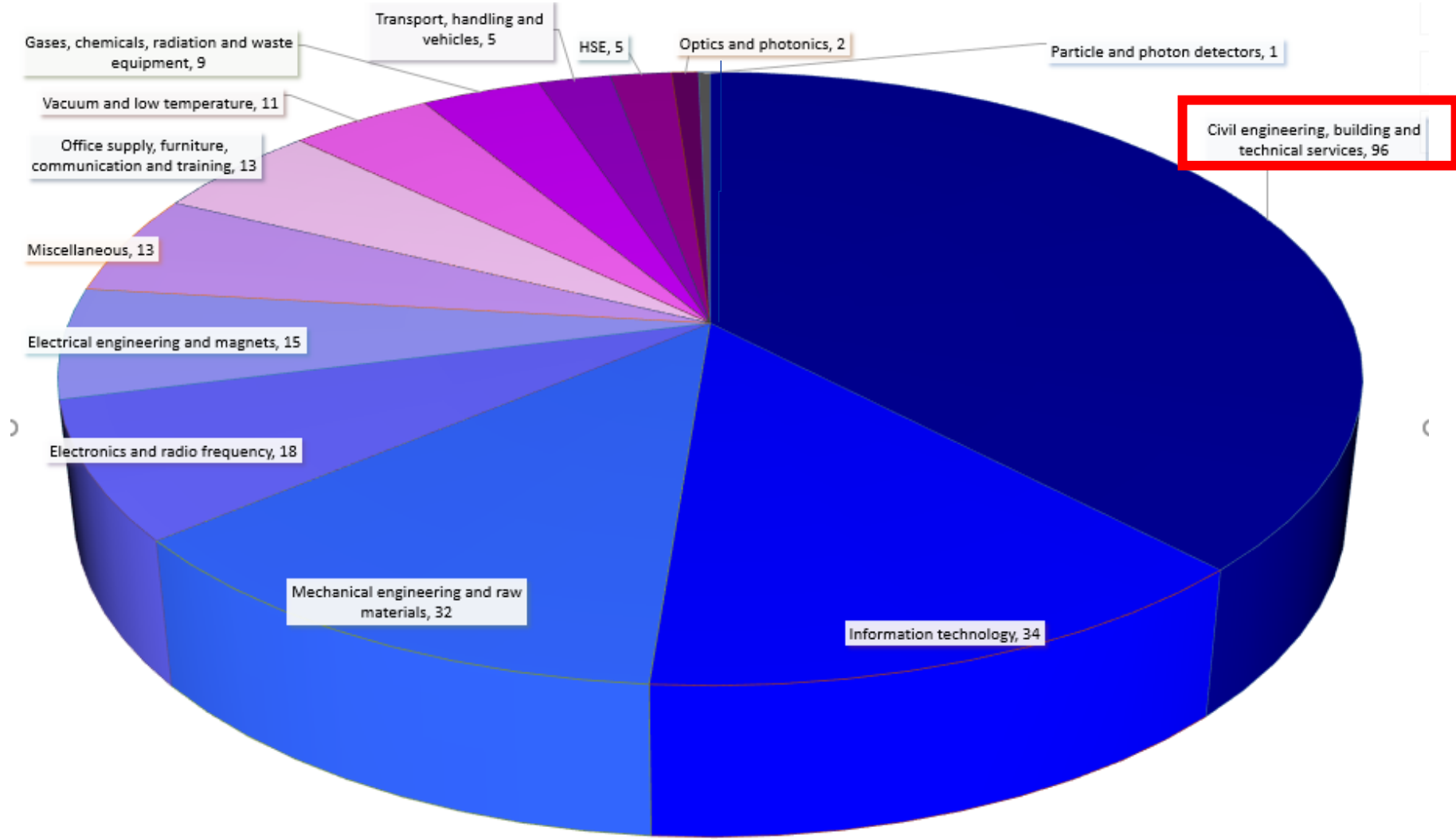
Geographical & cultural diversity
110 nationalities,
from **77** countries

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

Procurement Expenditure



Supply Contracts in 2022 – 254M CHF



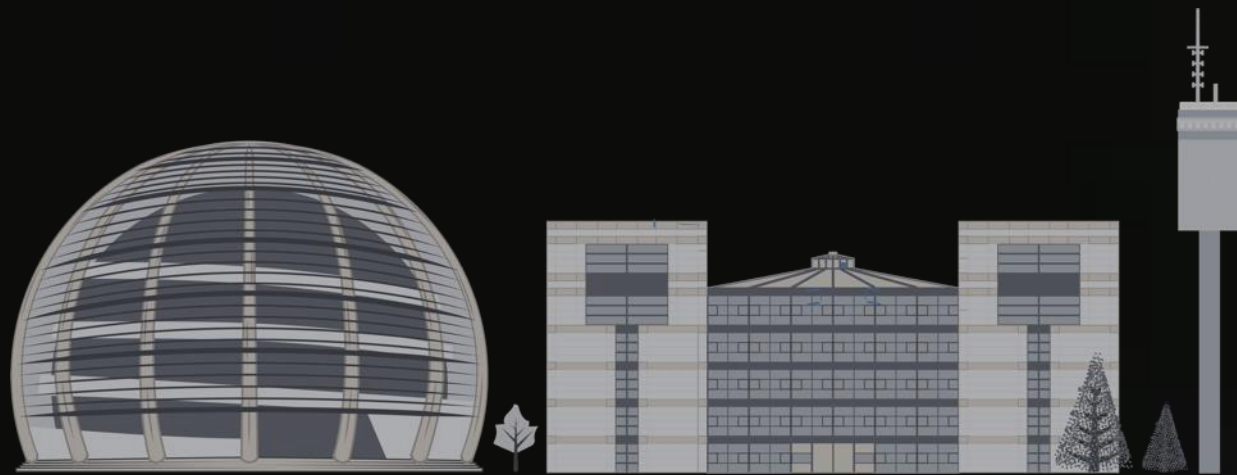
Of which **96M CHF** on civil engineering, building and technical services

This represents almost **40%** of CERN's expenditure on supply contracts



What do we buy?

- **Civil engineering:**
 - Construction
 - Renovation of buildings
 - Metallic structures
 - Earthworks
 - Roads
- **Cooling and ventilation equipment**



PROCUREMENT @CERN the rules and key considerations

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

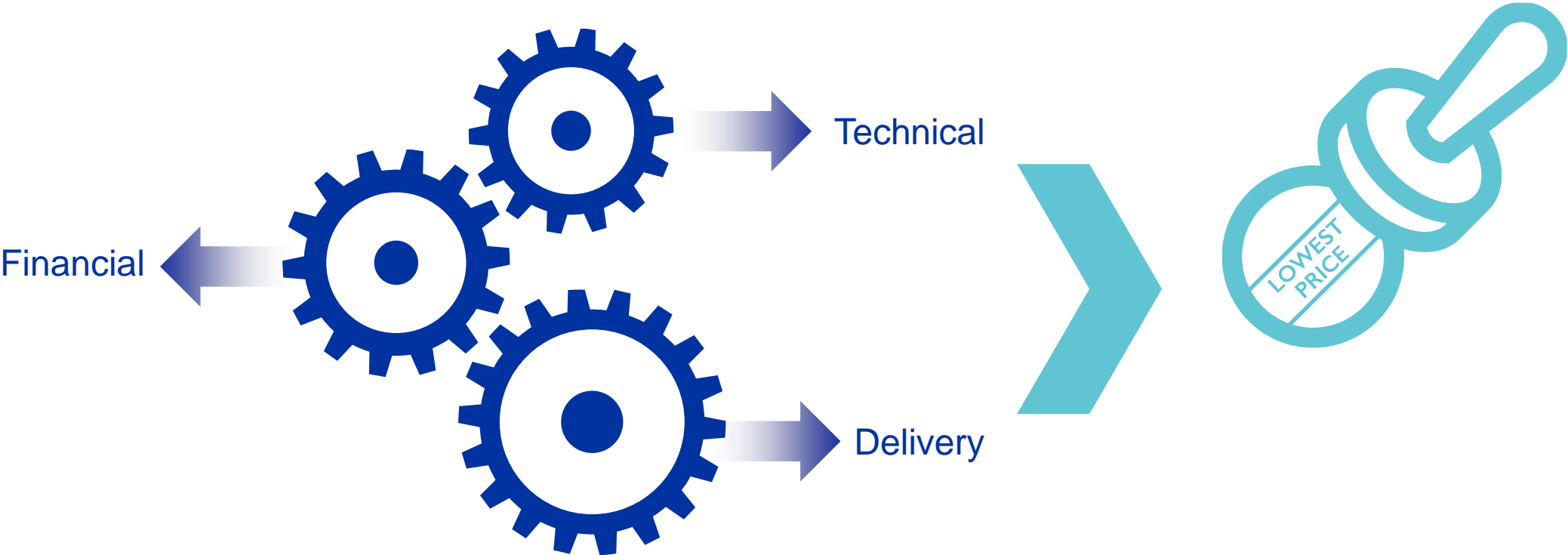
Principles of the Procurement Rules (2/4)

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

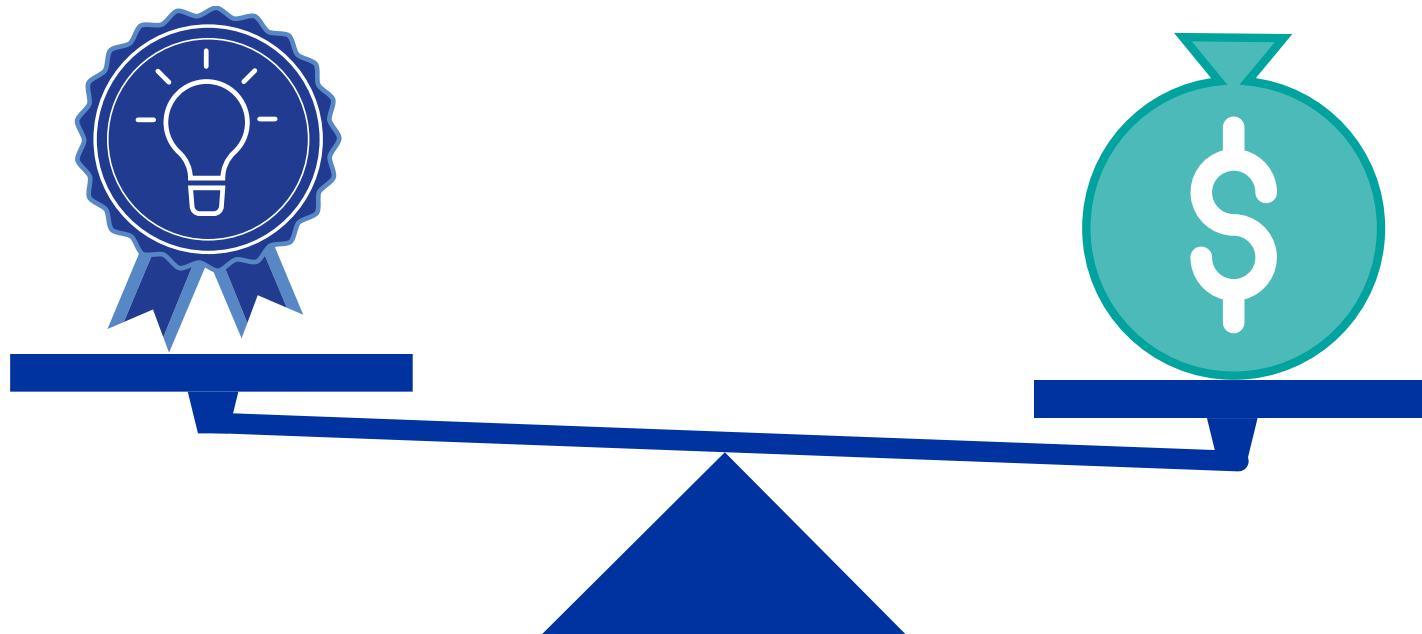
Principles of the Procurement Rules (3/4)

Award for supplies (*which includes Works contracts*) based on:
Lowest compliant bid



Principles of the Procurement Rules (4/4)

Award for service contracts (*including design and site supervision*)
based on:
Best Value For Money



Tender Processes at CERN

“Price enquiry” (Demande d’Offre - DO) – <200,000 CHF

- 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;

Markey Survey & Invitation to Tender – >200,000 CHF

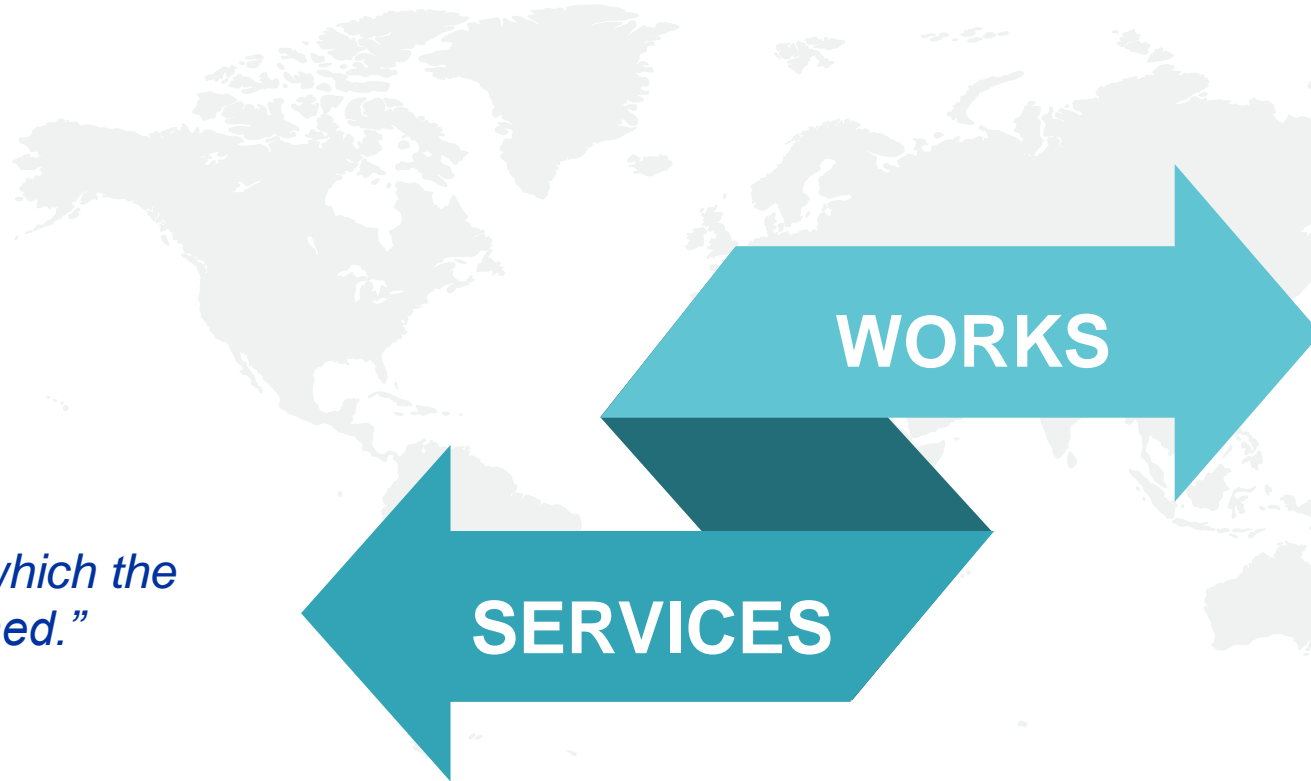
- All requirements published on CERN’s webpage
- Market Survey is CERN’s pre-qualification stage
- Invitations to Tender are then issued to qualified and selected firms

See follow on slides on typical tender packages...



Country of origin

“Country(ies) in which the bidder is established.”



For activities on site: again, “Country(ies) in which the bidder is established.”

*For material/equipment: “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 poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.

Poorly balanced Member States (Supplies)

(1st March 2023 – 29 February 2024, based on the previous 4 calendar years):



Well Balanced (≥ 1)	Poorly Balanced ($0.40 \geq x < 1$)	Very Poorly Balanced (< 0.40)
Austria Estonia* France Hungary Italy Lithuania* Switzerland Türkiye	Belgium Croatia* Cyprus* Czech Republic Finland Germany Greece Netherlands Pakistan* Poland Portugal Romania Slovenia* Spain Sweden Ukraine* Latvia* Norway Serbia* United Kingdom	Bulgaria Denmark India* Israel Ukraine*

*Associate Member States

Alignment rule – Generally Applicable for Works

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 compliant bid (with at least 60% originating in poorly balanced Member States) is allowed to align its price to that of the lowest bidder and thereby be awarded the contract.

Typical Tender Packages and Contracts

Typical Tender Package – Market Survey

- All CERN tenders above 200k CHF are announced and published on our Forthcoming Tendering Procedures page
- Any firm or group of firms may respond

<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, ...

Cost Range (CHF) 200k 750k 5M 10M ∞

More Filters Share Search Results Reset Filters

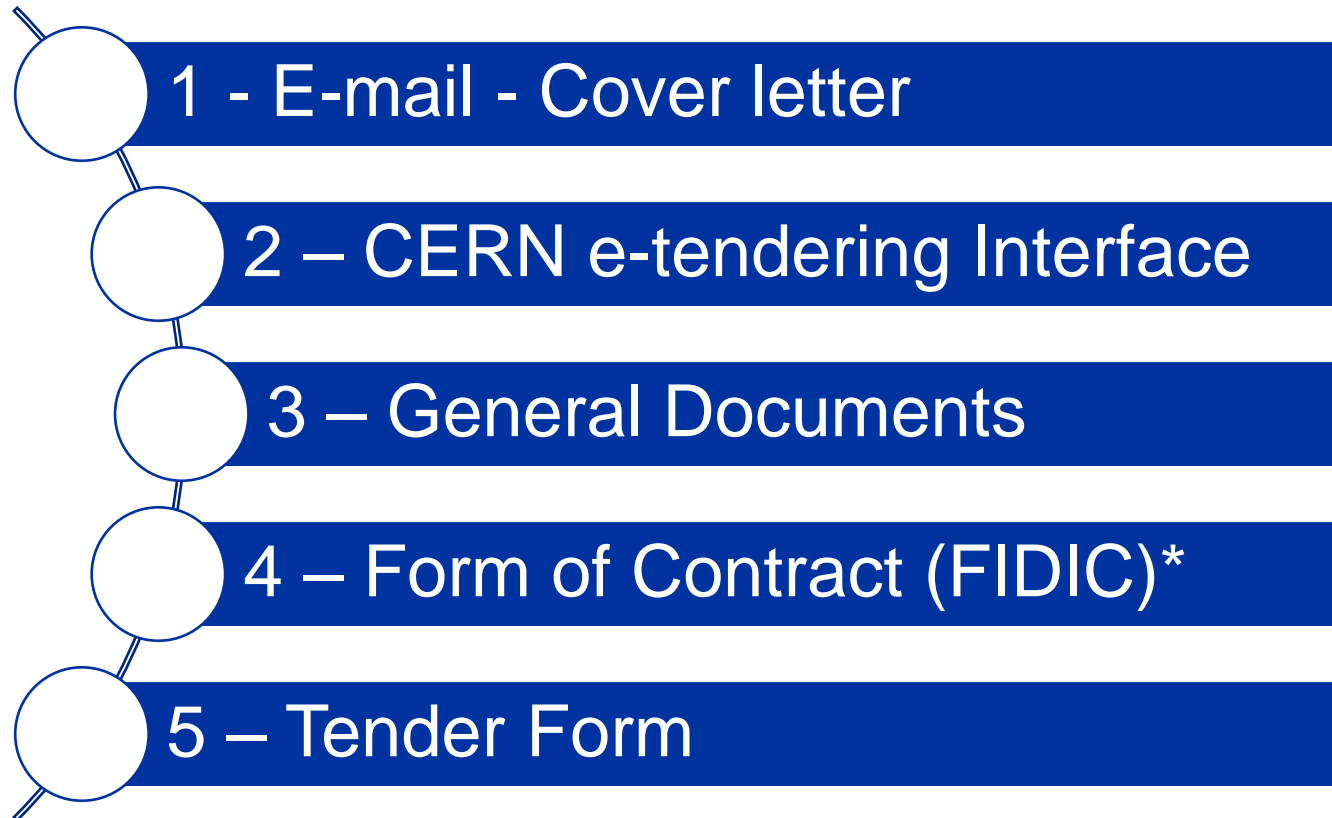
Publication date	Type of contract	Reference	Description	Cost Range (CHF)	Status	Next step
17/05/2023	Supply	IT-4848/SCE	Supply of the renovation works of the tertiary building 36 on the French part of the CERN Meyrin site.	750k - 5M	Announcement	Invitation to Tender 10/2023
15/05/2023	Supply	MS-4883/EN	Supply of a new five-axis Computer Numerical Control (CNC) milling machine.	200k - 750k	Announcement	Market Survey 08/2023
15/05/2023	Services	MS-4852/SCE	Service contract for the operation of a service desk on the CERN site serving as the first support level for a wide range of services.	750k - 5M	Announcement	Market Survey 06/2023
04/05/2023	Services	MS-4872/EN	Service contract for health and safety coordination	750k - 5M	Announcement	Market Survey 07/2023
28/04/2023	Services	MS-4795/EN	Provision of mechanical design services on the CERN site	> 10M	Announcement	Market Survey 06/2023

Typical Tender Package – Market Survey

- 1 - E-mail Cover letter
- 2 – CERN e-survey Interface
- 3 - Technical Description
- 4 - Qualification Questionnaire
- 5 - Selection and Adjudication Criteria

Submission deadline: typically **4 weeks**, or more if the MS continues to be displayed on the business opportunities table

Typical Tender Package – Invitation to Tender



4 - Form of Contract Appendices include:

- Particular conditions
- Scope of Services and Technical Specification(s)
- Drawings
- Bill of Quantities
- Remuneration Conditions
- Site Data
- Safety Plan
- Programme
- Etc...

For more complex bid submissions, a dedicated 'Instructions to Bidders' is also included

Use of FIDIC Contracts at CERN - 1/2

- In view of CERN's objective to seek balanced industrial returns for its Member States, and in the interest of openness and competition for its tender processes, **CERN regularly uses the FIDIC suite of contracts for its major construction projects.**
- This choice is made due to its principles of fair allocation of risk, the international recognition that the suite of contracts benefits from and the subsequent familiarity it holds amongst its users within industry.
- It is used both for the appointment of **Design Consultants** (under the FIDIC **White Book 2017**) and **Works Contractor(s)** are appointed under a FIDIC **Red or Yellow Books 2017**, with the Consultant acting in the role of **Engineer**.



Use of FIDIC Contracts at CERN – 2/2

- Claims are handled using the **detailed claims procedures** set out under the contract, to either be **agreed between the parties or otherwise determined** by the Engineer
- In the event of dispute beyond this, the **process of adjudication** is applied with the support of recognised adjudicators
- Following this, the ultimate recourse is to **International Arbitration**, as opposed to national courts, based on CERN's status as an Intergovernmental Organization



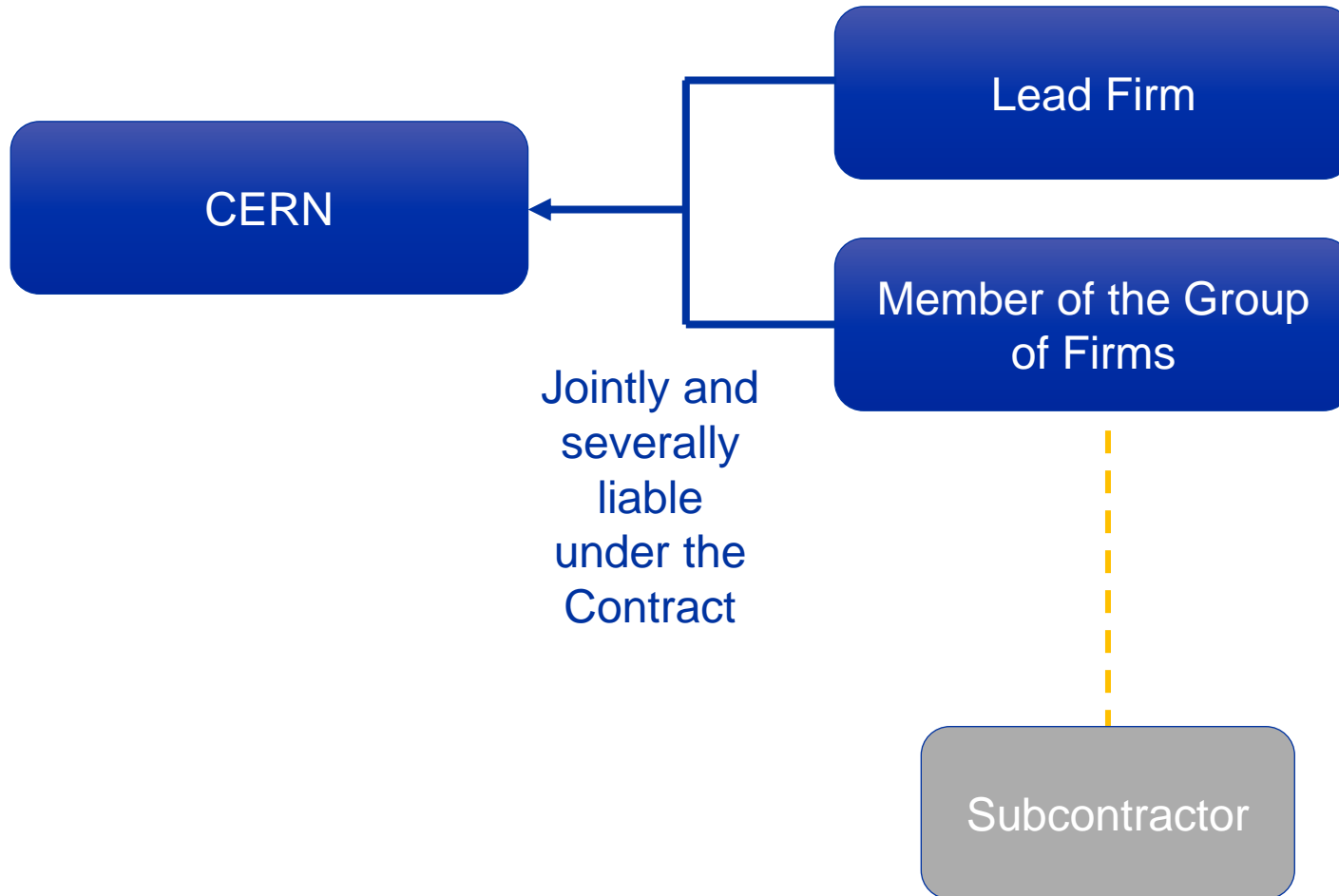
Typical commercial conditions

- CERN's financial rules require the provision of a **bank guarantee** to cover any advance payment and performance of its obligations and issued by a bank rated BBB+
- Remuneration is typically either remeasurement, monthly progress or lump sums against defined milestones
- As an Intergovernmental Organization, CERN's contracts are exempt from VAT and customs duty (excluding the temporary importation of the Contractor's equipment). More information can be found on this link:

[VAT and Invoicing Guide](#)



Groups of Firms – If applicable to your case



N.B. Invoices are issued by and paid to the Lead Firm only

CERN does not make direct payments to Member Firms or Subcontractors



Impact of Doing business with CERN

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



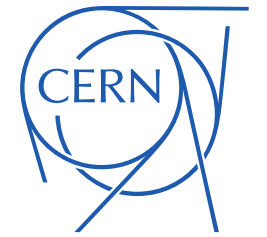
18%

found or opened a new market to
address

62%

used CERN as a marketing reference

Doing business with CERN: the facts

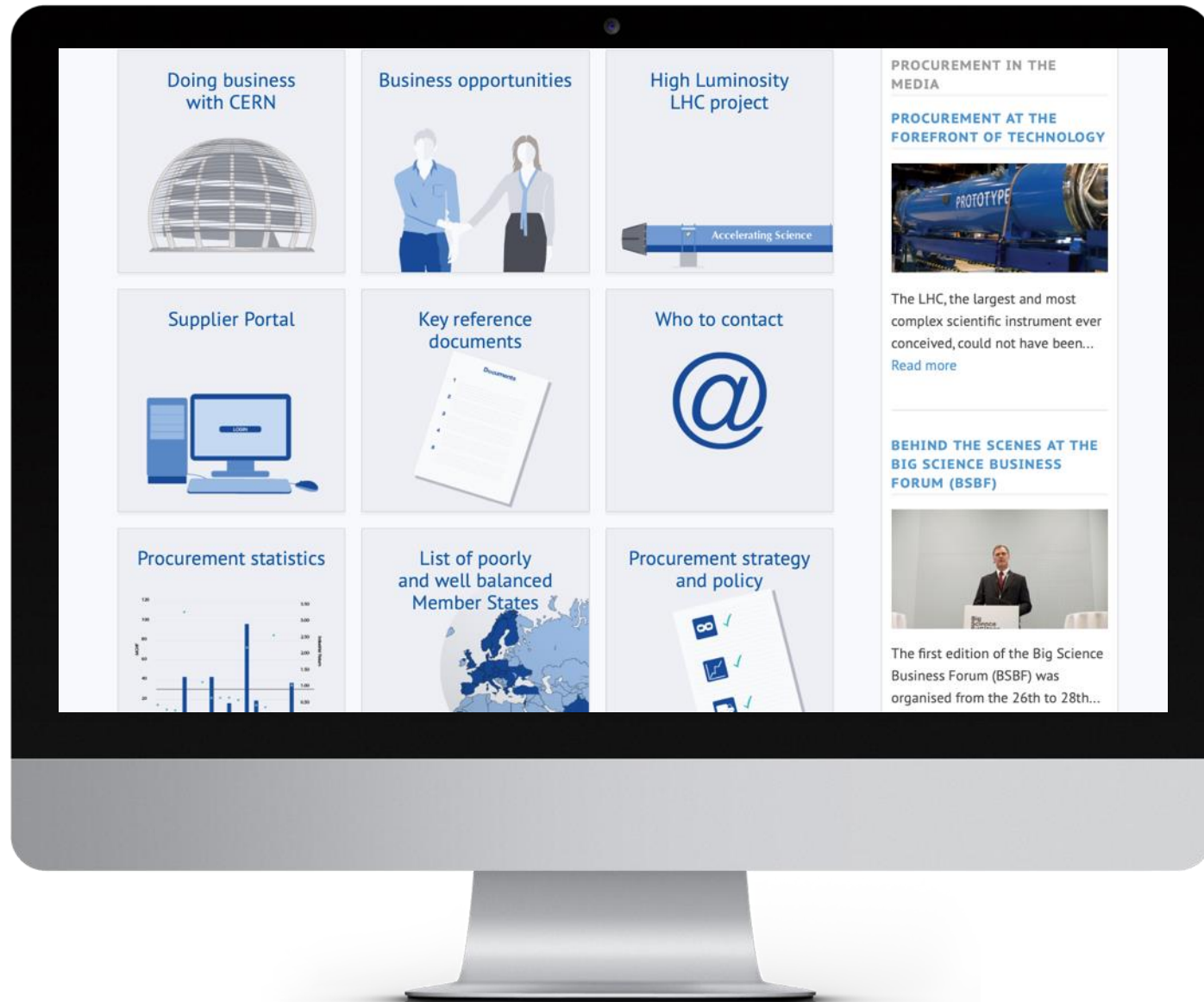


Using CERN as a marketing reference improve the reputation as suppliers

supplier



Procurement Website & Contacts



Website of the Procurement Service

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

Procurement and Industrial Services Group

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› 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...

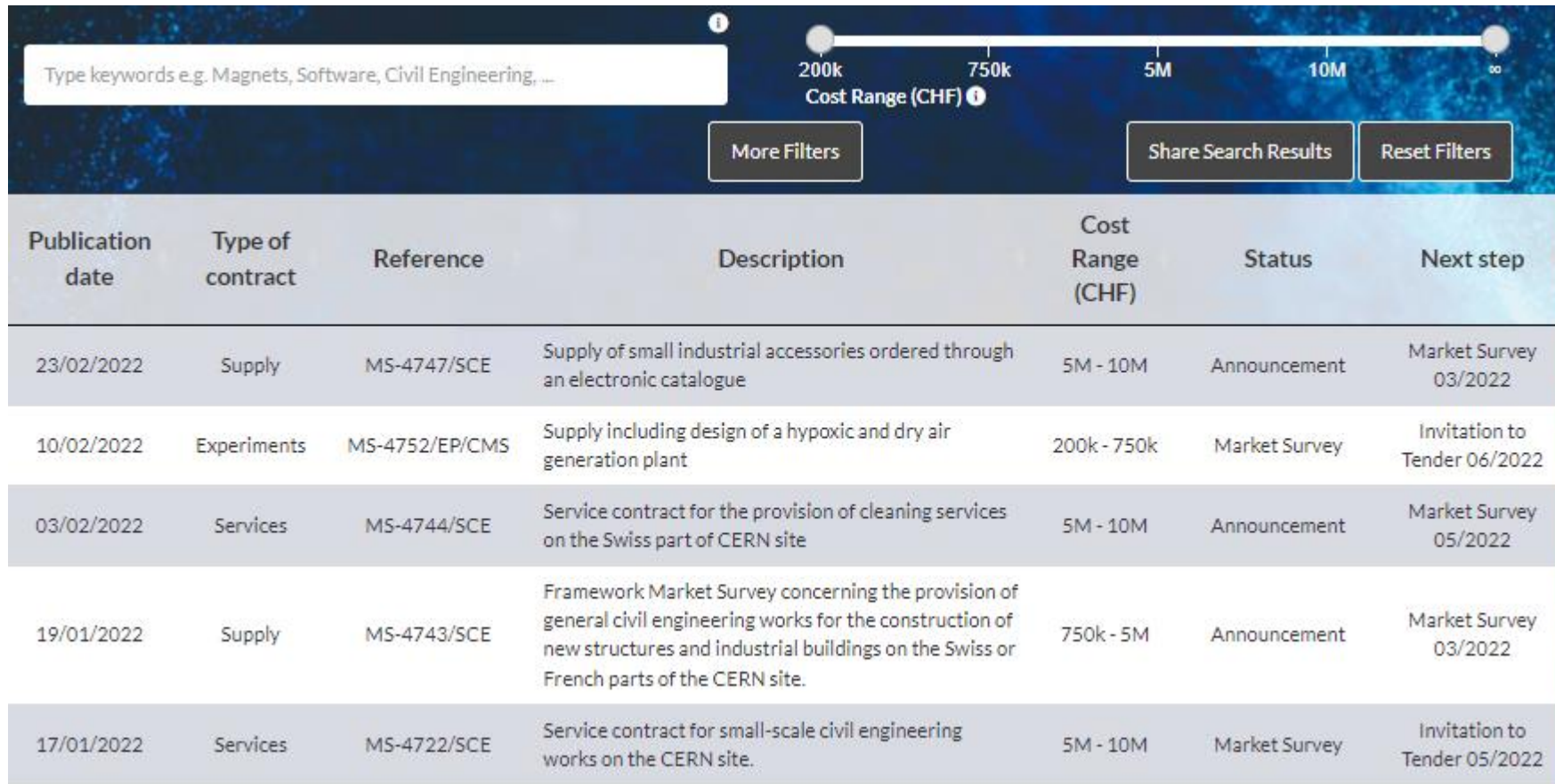


› Procurement strategy and policy



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.

Contacts at CERN (Procurement and Technical)

Procurement and Industrial Services Group

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Doing business with **CERN**

Home

News

Contact in your country

ILO: Industrial Liaison Officer

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.

CONTACT ▾

- › Who to Contact at CERN
- › Who to Contact in Your Country

Thank you



home.cern