

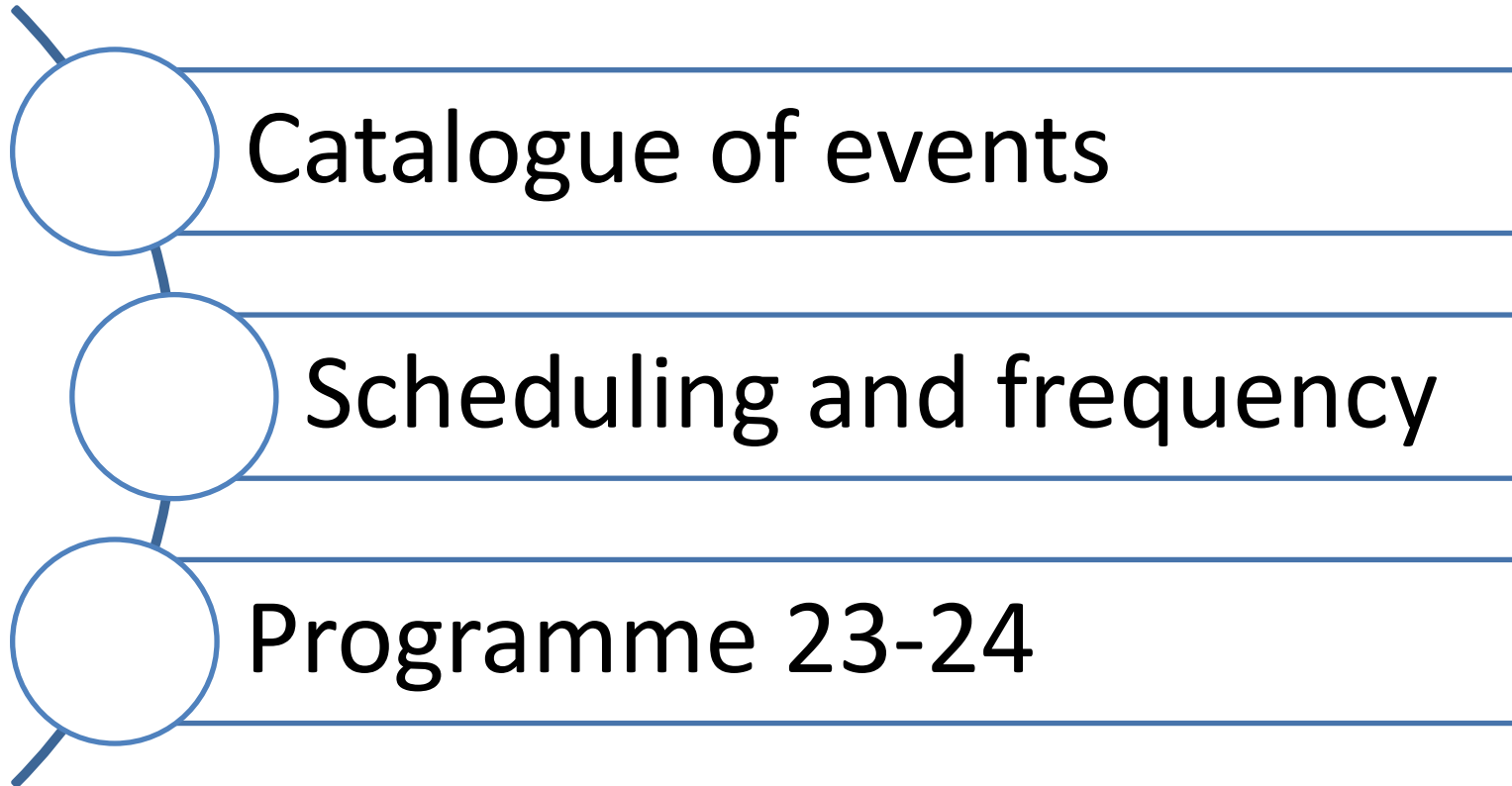


CERN Industry Outreach and Sourcing Events

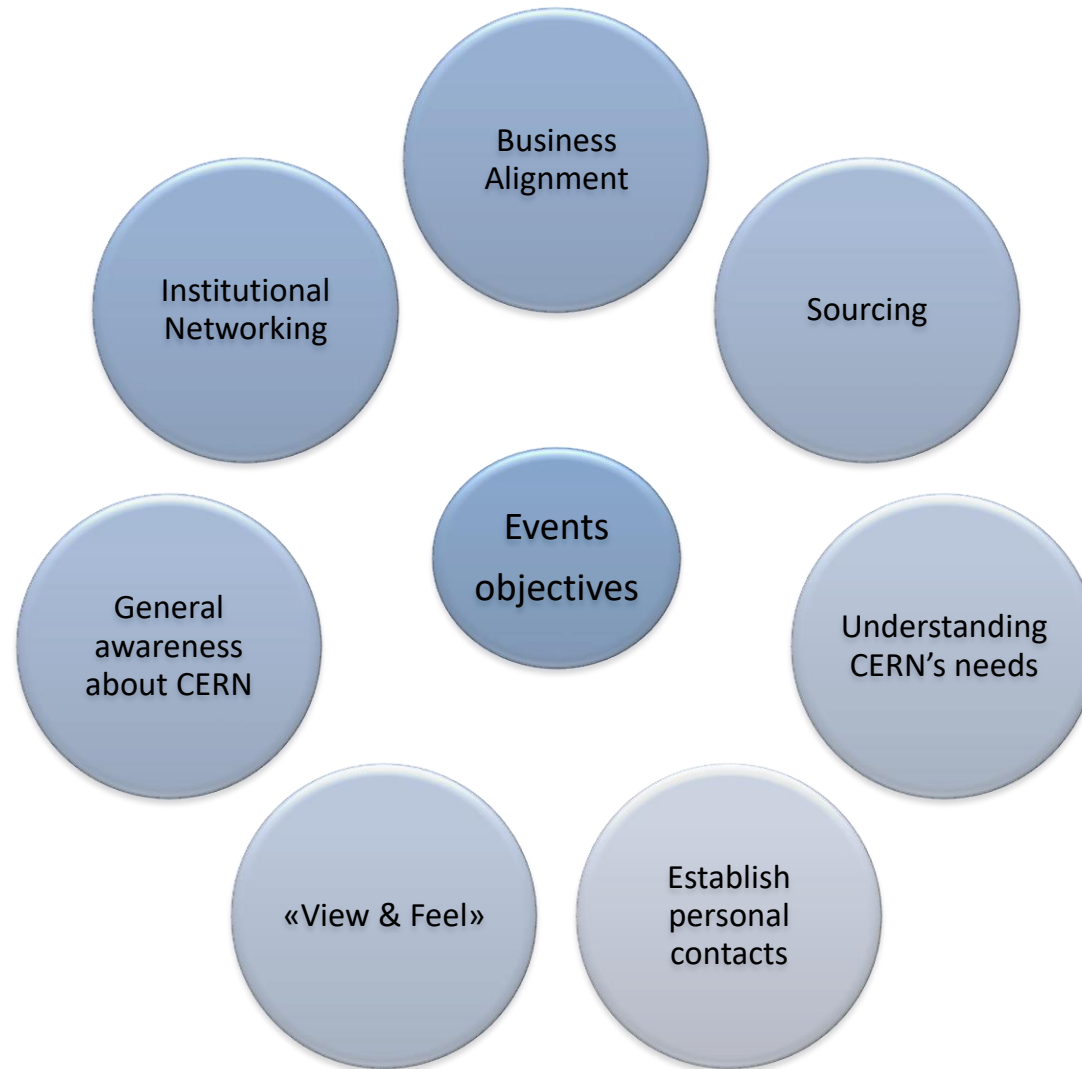
ILO Forum - 3 October 2023

IPT-PI – Jérôme Pierlot Lisa Bellini-Devictor

Content



EVENTS – purpose and objectives

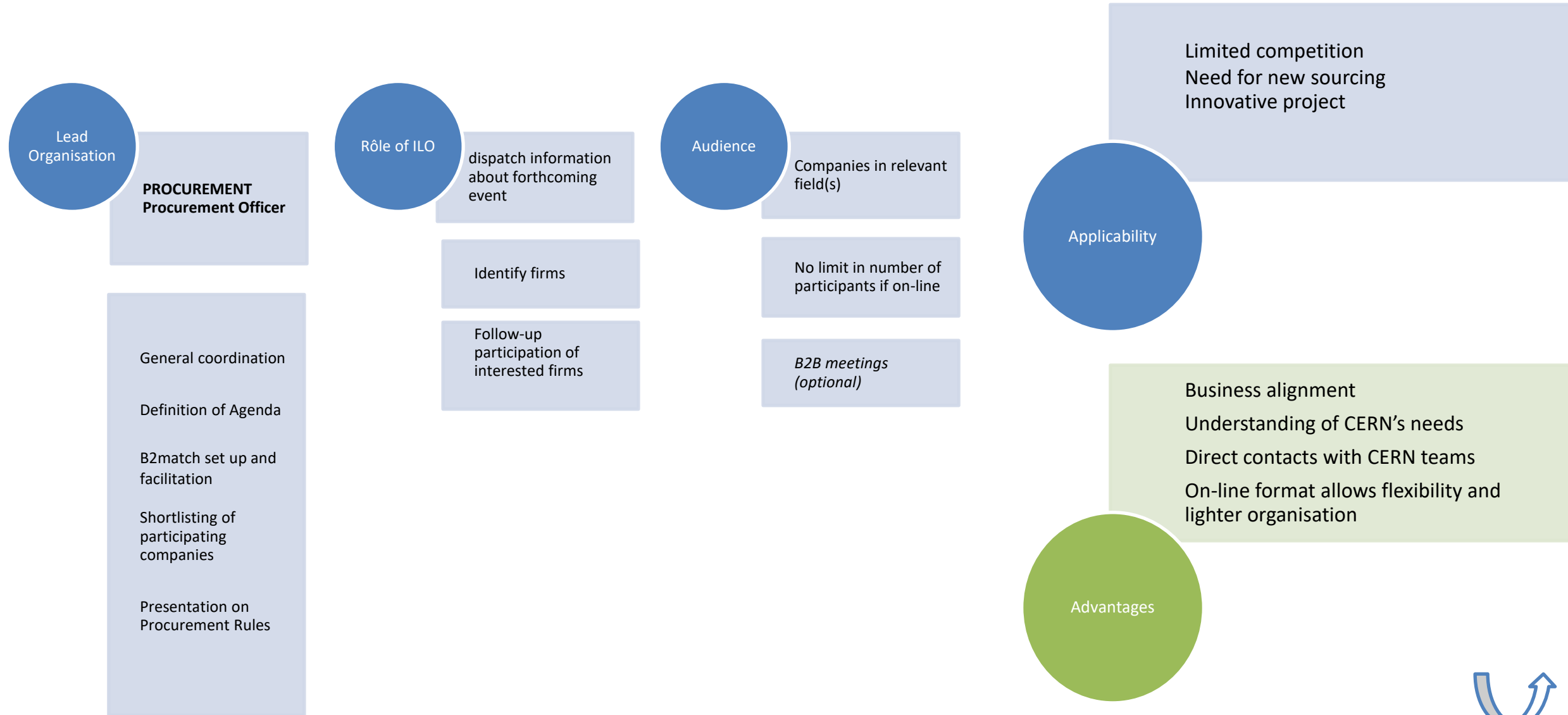


EVENTS - catalogue

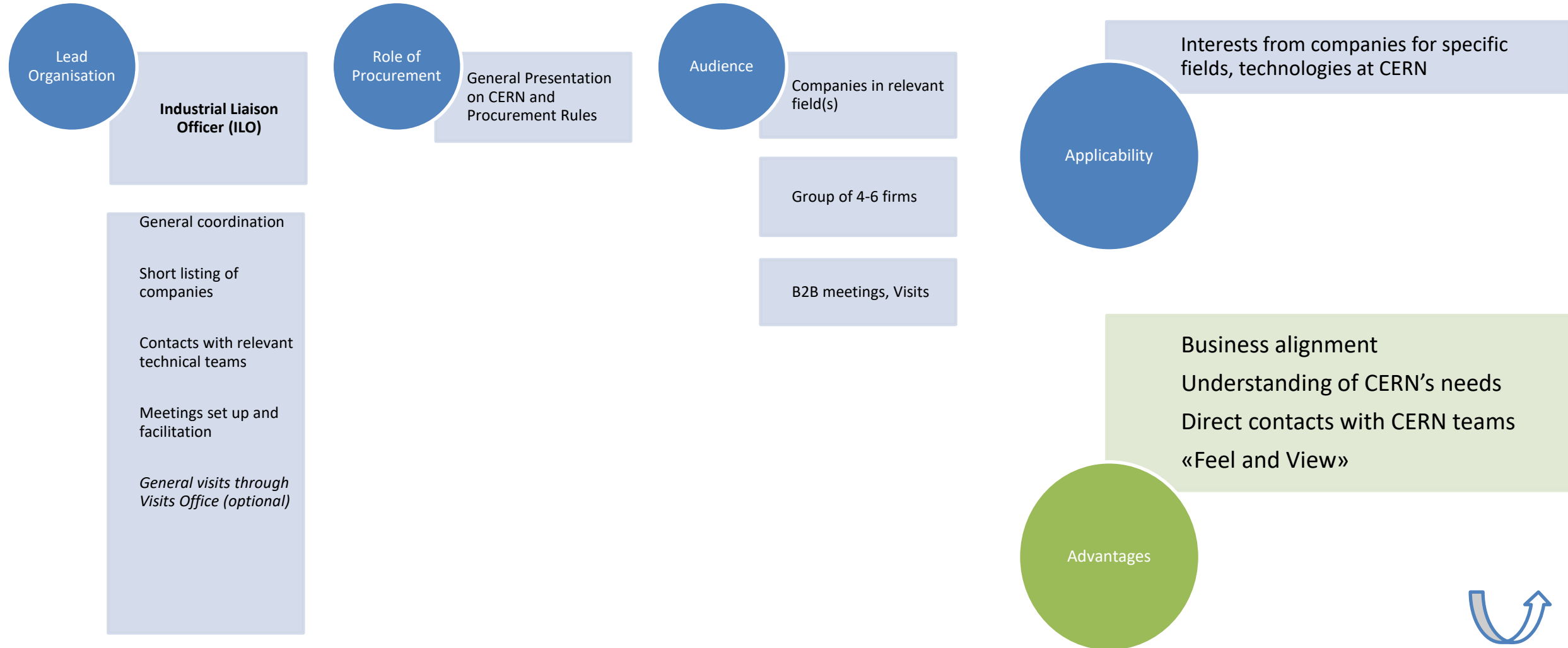
- Several types of events are available for outreach and sourcing activities in MS/AMS industry
- Scheduling and frequency: subject to resources availability (IPT and technical departments)



MS Conferences – on forthcoming projects



Prospect Visits at CERN



Thematic Events

Lead Organisation

PROCUREMENT Procurement Officer

- General coordination
- Definition of Agenda
- B2match set up and facilitation
- Shortlisting of participating companies
- Presentation on Procurement Rules
- B2B meetings

Rôle of ILO

- dispatch information about forthcoming event
- Identify firms
- Follow-up participation of interested firms

Audience

- Companies in relevant field
- No limit in number of participants if on-line
- B2B meetings priority to new suppliers and PB/VPB MS

Applicability

General interest for specific fields
Recurrent needs or specific
Suppliers outreach and management

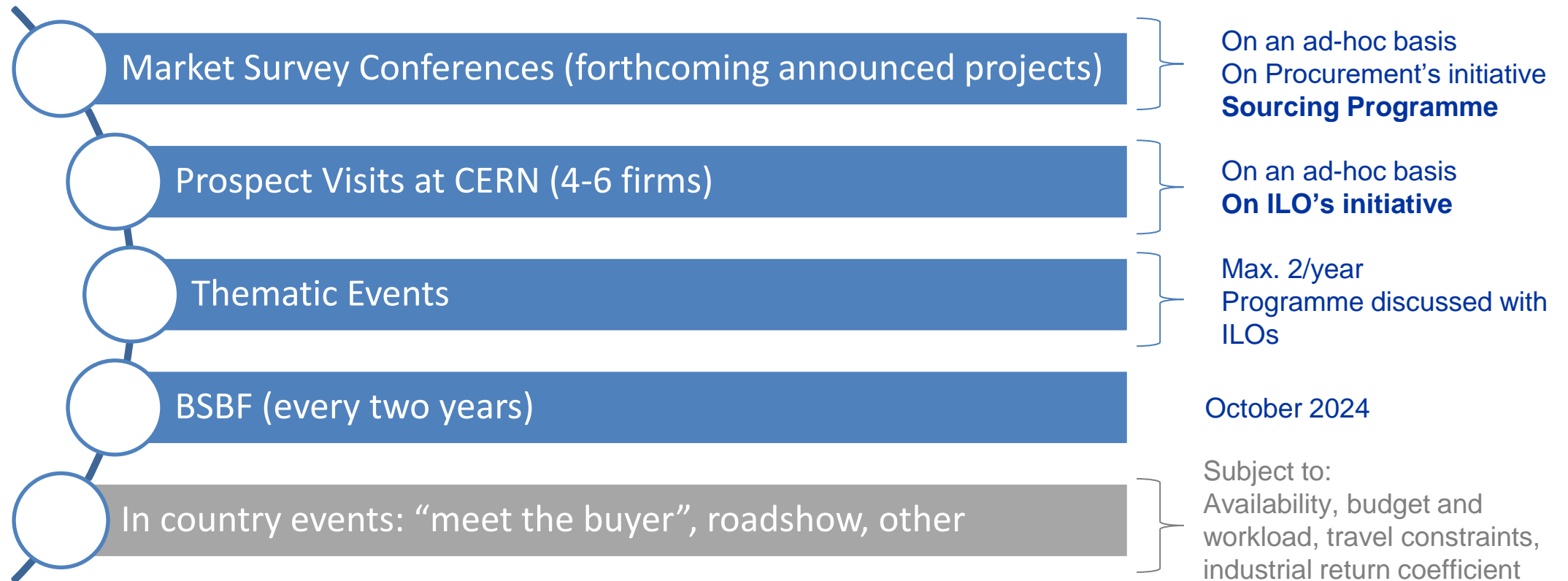
Advantages

Business alignment
Understanding of CERN's needs
Direct contacts with CERN teams
On-line format allows flexibility and lighter organisation (remains resource intensive)



EVENTS – scheduling and frequency

- HOW to schedule an event ? General coordination and contacts through IPT-PI-EO section – Contact: Jerome Pierlot



Programme - Events 2023 (1/2)

Date	Event Type	Format	Participants
11 Jan 2023	MS-4826 Information Conference – cables	On line	17 companies
25 - 26 May 2023	Civil engineering Business Forum	Hybrid	92 companies (48 on site, 44 remote)
28 Nov 2023	<i>PCB and Electronics Card Assembly</i>	<i>On Line</i>	<i>Registration opened through B2Match platform</i>

Events 2023 (2/2) - Feedback from CE Business Forum

Participation and statistics:

- 48 companies on site (with a majority of local FR(14) and CH(20) considering the specific characteristics of construction works)
- 44 companies virtual
- 12 countries represented with following breakdown
- Min of 50 on-site one-to-one meetings between companies and CERN representatives but also between companies

Row Labels	On-site	Remote
Belgium	1	9
Denmark	1	
France	19	7
Italy	2	5
Netherlands		1
Poland	11	2
Portugal	2	11
Serbia	1	1
Slovenia		1
Spain	6	5
Switzerland	37	2
Turkey		2
United Kingdom		3
Grand Total of Participants (Company+Other)	80	49

Programme – Events 2024



Thank you



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Objectives and Scope of Events

	MS Conferences	Thematic Events	Combined national events	BSBF	Prospect Visits on CERN site	In country Local events	National days
Obj 1: Business Alignment	★★★	★★★	★	★★	★★	★★	★
Obj 2: understanding CERN's needs	★★★	★★★	★★	★★	★★★★	★★	★★
Obj 3: Personal contacts	★★★	★★★	★★	★★	★★★★	depends on type of event	★★
Obj 4: "View and Feel"	★★	★★	★★★★	★	★★★★	★	★★★
Obj 5: General CERN AWARENESS – NEWS (Comm)	★	★★	★★★★	★★★★	★★	★★★★	★★★★
Obj 6: INSTITUTIONAL NETWORKING	★	★★	★★★★	★	★★	★★★★	★★★★

advantages/disadvantages

- When combining objectives met (*star score*) and IPT resource input the most appropriate event is:

Prospect visits on CERN site

MS information sessions

- Events with highest scores on obj 1: business alignment and obj 2: understanding CERN's needs are:

MS information sessions and Thematic events

but main disadvantage for Thematic events : **resource intensive**

- **Combined National events** have a high overall star score but:

Low score on business alignment which is fundamental to attract interest from companies

High level of resources needed for preparation (increased need for shortlisting companies to mitigate risk of non interest or relevance to CERN)