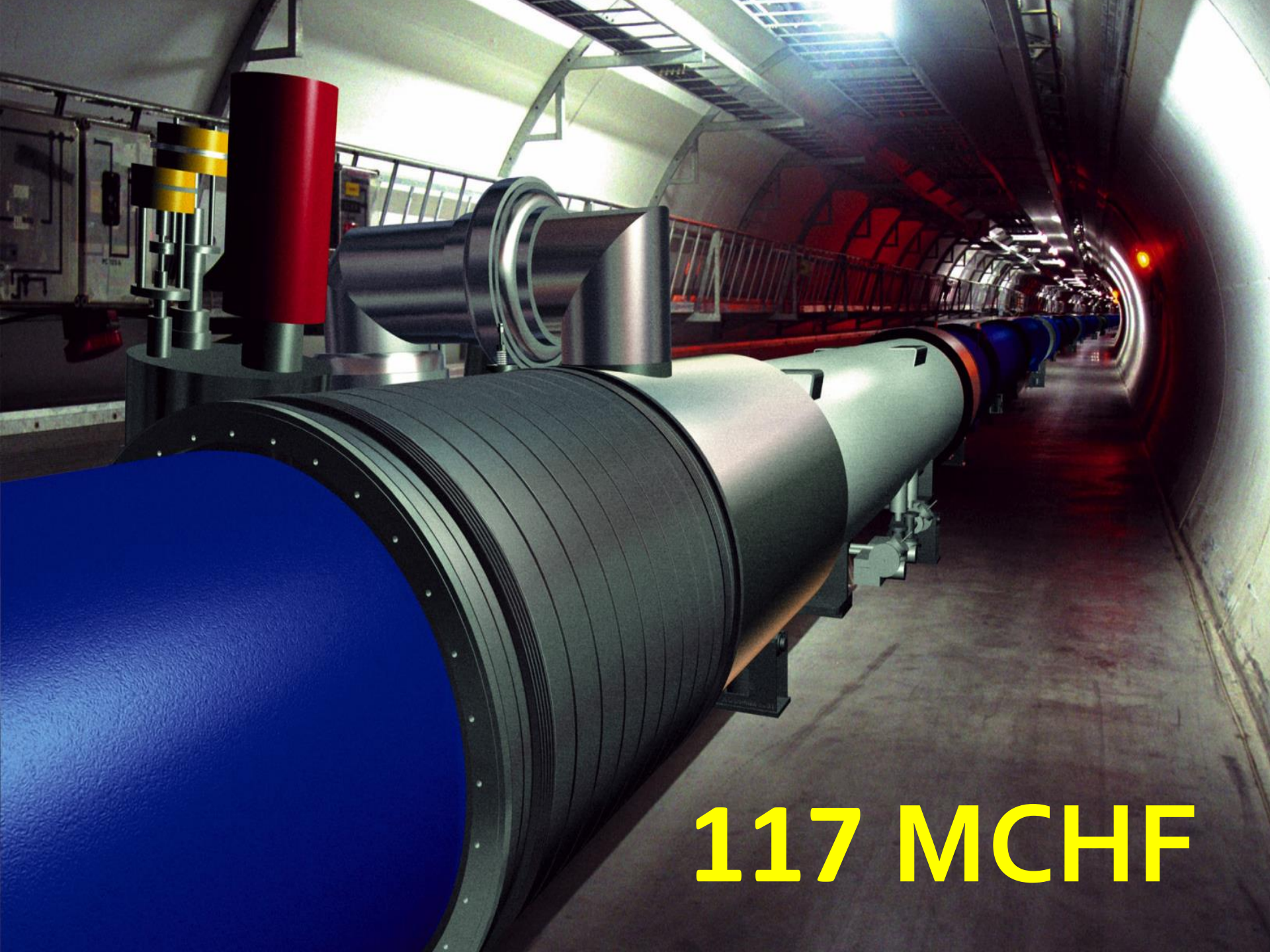


# *A few Highlights PT ILO at CERN*

Emir Sirage  
Welcome address  
31 October 2016





**117 MCHF**

## 3 Successful stories

*Multinational*

*SME*

*Start-up*

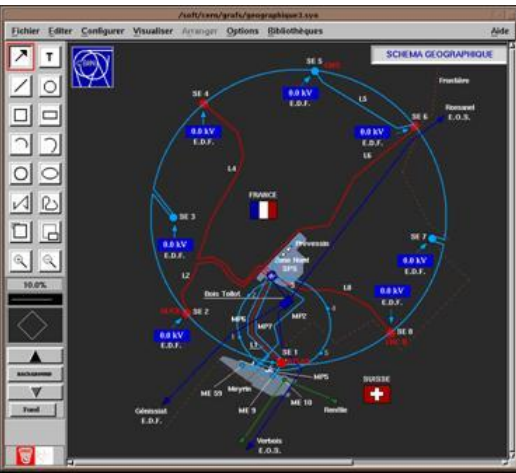
# Successful stories

## Example 1 – Multinational



EFACEC

[www.efacec.com](http://www.efacec.com)



### Network Management

Network Optimization, Energy Management and Operations Management (Forecasting, Short circuit analysis)

### SCADA System Operation

Control and Supervision of Electrical Substation Information; Alarms and alerts received in real-time for situational awareness and decision support; Historic Data archiving and Reporting support.

### Field Automation

Protocol translation to IEC60870-5-104 from different third party IEDs using multiple communication protocols, high reliability, local archiving and local human machine interface, Clock Synchronization.

### Power Supplies

Auxiliary power supplies for the LHC (Large Hadron Collider) particle accelerator. PS booster multipole correction magnets. Linac 2/3 & PSB transfer lines.

### Converters for LHC

Four quadrant power converters. DC switch mode converter modules. Power converters modules (MaxiDiscap and MiniDiscap). AC/DC-DC converter modules. MAXIDISCAP power converter up to 1kV.



## Successful stories Example 2 – SME



**SIROCO, S.A.**  
**SOCIEDADE INDUSTRIAL DE**  
**ROBÓTICA E CONTROLO**

[www.siroco.com.pt](http://www.siroco.com.pt)



**High precision copper  
machining**

### Machining of Precision

- Prototype manufacturing
- Tools and accessories manufacturing
- Execution of small and medium series

### Industrial Equipments

- Industrial automation solutions
- Assembly lines
- Robotized cells
- Automatic testing systems
- Others according customer request

## Successful stories Example 3 – Start-up



*"doDOC helps researchers streamline scientific writing and collaboration, so they can focus on the science!"*



The consortium chose doDOC to:

- Collaborate in a single platform
- Automate project and document workflows
- Securely access granular information
- Have complete oversight of all documents

**To be a successful CERN supplier  
company**

# Must comply with the rules of a well established

## PROCUREMENT PROCESS





# However, 3 issues a company must truly consider

- Allocate the **best qualified human resources** to start discussions with CERN (*with proven technical experience and qualifications*)
- Be ready to **invest (time and money)** before any commercial supply/service contract is won with CERN
- Understand that CERN is not a typical market, but
  - **A reference that represents**
    - **Uniqueness, Challenge and Elevated Quality**

# Outcomes of contracts with CERN

*(based on results of impact study, survey of more than 600 companies)*

- 38% had developed new products
- 60% acquired new customers
- 44% improved technological and technical learning
- 42% increased international exposure
- **All consider the CERN reference as strategic for their business**

**And for Portugal, CERN is also**

**An Innovation platform for the future**

# A few words about Portugal





## ● + Market

Portugal is an open door to a market of 500 million people in Europe and more than 250 million Portuguese Speaking consumers.

## ● Better Technology

Portugal is a Top Country in providing technological services.

## ● Better Infrastructures

Portugal ranks #15 among 140 countries, in overall quality of infrastructures.

## ● Better Skills

61% of Portuguese people speak at least 1 foreign language.

## ● Better Quality Of Life

Portugal is not only a good country to invest in but also a great place to live and enjoy. Safe, sunny, with unique nature, rich leisure and cultural amenities, and with high quality healthcare facilities.

## ● Better Talent

Portugal has a strong, flexible, committed and productive workforce with a high level of education in business-oriented areas.

## ● Better Location

Portugal has a privileged location to reach relevant markets.

## ● Better FDI Track Record

Satisfied customers.

# Life is good in Portugal!

Blue skies, generous nature and centuries old heritage.  
Dream, invest and succeed. Come on ... Move over here.



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**Thank you and have an event of opportunities.**