

Industrial Involvement @ CERN

Report by Hakan KIZILTOPRAK

Special Advisor to President

CERN Industrial Liaison Officer for Turkey



The Union of Chambers and Commodity
Exchanges of Turkey

The Union of Chambers and Commodity Exchanges of Turkey (TOBB)

- The umbrella organization of the Turkish private sector
 - **1.5 million** members
 - **85%** of National Income
 - **77%** of Investments
 - **100%** of Exports



The Union of Chambers and Commodity Exchanges of Turkey

The Union of Chambers and Commodity Exchanges of Turkey (TOBB)

- A strong organization, covering the whole economy
 - **365** Local Chambers and Commodity Exchanges
 - 81 Provinces
 - 160 Districts
 - **61** Sectoral Assemblies
 - Offers over 60 different services to its members
 - Manages over 40 national and international projects



The Union of Chambers and Commodity Exchanges of Turkey (TOBB)

SECTORAL ASSEMBLIES - Leaders of the sectors

- 61 different Assemblies in the primary sectors
- Each sectoral assembly holds:
 - The top 40 companies of the sector (as turnover)
 - Senior bureaucrats of the relevant public institutions
 - Sectorial associations
- Overall, Sectoral Assemblies brings together:
 - 1.460 companies representing all regions
 - 15 ministries, 57 public institutions
 - 377 non-governmental organizations /associations



The Union of Chambers and Commodity Exchanges of Turkey (TOBB)

SECTORAL ASSEMBLIES – (Industrial)

Automotive Industry Assembly	Clothing and Apparel Industry Assembly
Automotive Parts and Components Industry Assembly	Construction Contractors Assembly
Beverage Industry Assembly	Computer Hardware and Communication Tech. Assembly
Biotechnology Assembly	Computer Software Assembly
Casting Industry Assembly	Consumer Durables Assembly
Cement and Cement Products Assembly	Cosmetics and Cleaning Products Industry Assembly
Ceramic and Refractory Industry Assembly	Defense Industry Assembly
Chemical Industry Assembly	Energy Assembly
Civil Aviation Assembly	Ferrous and Nonferrous Metals Assembly
HVAC Assembly	Food Industry Assembly



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SECTORAL ASSEMBLIES – (Industrial)

Forestry Products Assembly

Mining Assembly

Furniture Products Assembly

Natural Gas Assembly

Glass and Glass Products Industry Assembly

Package Assembly

International Contracting Services Assembly

Paper and Paper Products Industry Assembly

Jewellery Industry Assembly

Petrol and Petroleum Products Industry Assembly

Leather and Leather Products Industry Assembly

Pharmaceutical Industry Assembly

Liquefied Petroleum Gas (LPG) Assembly

Soil Industry Products Assembly

Machine and Equipment Manufacturing Assembly

Telecommunication Assembly

Medical Assembly

Textile Industry Assembly



The Union of Chambers and Commodity Exchanges of Turkey

The Union of Chambers and Commodity Exchanges of Turkey (TOBB)

Very active President nationally and internationally

- Vice President of EUROCHAMBRES
- Vice President of Islamic Chamber of Commerce, Industry and Agriculture (ICCIA)
- Member of the Executive Board of ICC (International Chamber of Commerce), Chairman of ICC Turkey, ICC G-20 Advisory Group Member
- B20 Turkey Chair
- Vice President of the Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI)
- Co-President of the Turkish-Arab Chamber
- International President of the Jerusalem Arbitration Center
- Member of the Board of the Association of Balkan Chambers (ABC)
- Co-Chairman of the EU-Turkey Joint Consultative Committee
- President of the Board of Trustees of TOBB University of Economics and Technology
- President of TEPAV (The Economic Policy Research Foundation of Turkey)
- Member of The Supreme Council for Science and Technology of TUBITAK (The Scientific and Technological Research Council of Turkey)
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The Union of Chambers and Commodity Exchanges of Turkey

TOBB CERN Industrial Liaison Office

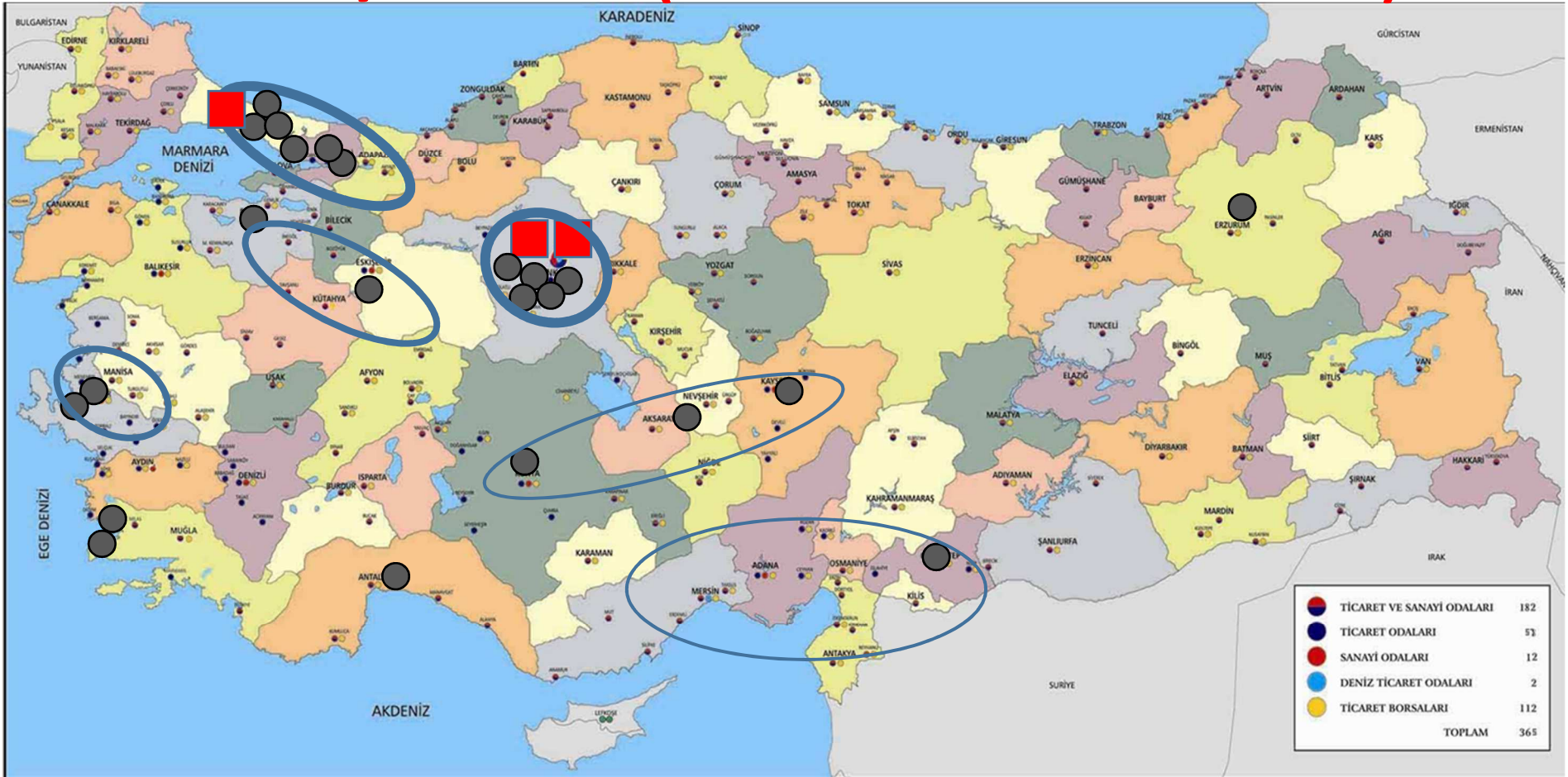
• Journey of CERN

- May 2015 MOU with TAEK
- June 2015 First Council Meeting Attendance (never missed one since)
- Aug 2015 First Visit to Heads of Departments
- Oct 2015 **First CERN Industrial Event**
- Dec 2015 **Training of Local Chambers' Reps**
- Apr 2016 **CMS & Hi-Lumi Event**
- May 2016 **KT – TTO Summit**
- Oct 2016 **Hi-Lumi Event (Portugal)**
- May 2017 **Hi-Lumi Event (UK)**



TOBB CERN Industrial Liaison Office

- Journey of CERN (26 events – 3 with CERN)



The Union of Chambers and Commodity Exchanges of Turkey


Fiber optik kablolar, lifleri tek tek kaplanmış olanlar (elektrik iletkenleri monte edilmiş ya da bağlantı parçalı olsun veya olmasın)

İllere Göre Alt Faaliyet Dağılım Haritası

İlgilendiğiniz il merkezi üzerine tıklayarak adres bilgilerine ulaşabilirsiniz.



Renklendirme firma sayısının en çok olduğu ürüne göre yapılmıştır.

Renk	Ürün Kodu	Ürün Açıklama	Firma Sayısı	Seçenekler
■	27.31.11.00.00	Fiber optik kablolar, lifleri tek tek kaplanmış olanlar (elektrik iletkenleri monte edilmiş ya da bağlantı parçalı olsun veya olmasın)	13	 

TOBB CERN Industrial Liaison Office

- **Journey of CERN – Our Network**
 - **Variety of our Network**
 - Owners, Executives or High Level Sr. Representatives
 - **Associations of Major Sectors**
 - Local Chambers' network
 - **Technoparks**
 - Industrial Zones
 - **Capacity of our Network**
 - They are good and busy...
 - **They want the challenge of CERN jobs but are careful**
 - They are communicating each other and with us.
 - **Transition we are in. (Defense to civil apps)**



TOBB CERN Industrial Liaison Office

- **Journey of CERN – Issues as a new comer**
 - **CERN's hesitance**
 - **Criticality of many tenders**
 - **Time frames**
 - **Level of Trust / getting to know each other**
 - **No visits to Turkish Firms**
 - **Different Approach from one Technical team to another**



TOBB CERN Industrial Liaison Office

- **Journey of CERN – Issues as a new comer**
 - **Our Internal Knowledge of CERN**
 - New territory
 - **Who does what? & How?**
 - Limited stay and time at CERN
 - **ILO Forum & Procurement**
 - **Some Limitations**
 - Not everything is done in-house.
 - **Level of English**
 - **Comfort Zone vs New Time-Effort in an unknown territory**
 - **Short Time frame with DOs**



TOBB CERN Industrial Liaison Office

- **Journey of CERN – Overall**
 - 2015 was a learning & organizing year for us.
 - 2016 was part learning and part involvement
 - Major developments in the region and turmoil
 - Stats for 2016

Tenders	Magnitude	Qty	Interest	Application	Bidded Prj	# of Firms	1st Ranked	2nd Ranked**
DO	50K-200K CHF	81	26	37	12	16	4*	2
MS	200K< CHF	60	42	83	9	11	-	2



TOBB CERN Industrial Liaison Office

- **Journey of CERN – Overall**
 - 2017 is going better in terms of Industrial Return
 - Reached 9 firms of supply to CERN
 - Introduced more than 50 good firms to CERN
 - More variety of supplies and tender's participated
 - Executive Support to CERN is very promising
 - Press and Public closely following the details
 - Confident that Academia and Professional Involvement at CERN and FA will increase at a higher rate also

