

Best practices ideas for improvement of industrial return

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Background & process

- ▶ BigScience.dk report (2017): series of best practices and recommendations that can be discussed, tested, and implemented by Big Science organisations to improve the interaction with their industrial suppliers.
- ▶ Minimising entry barriers for industrial suppliers into the Big Science market
- ▶ Discussions at ILO Forum meetings in March & September 2017
- ▶ Output: list of recommendations to be made to CERN management
- ▶ Goal for today: last inputs and green light to send the document to CERN management



Best practices for the interactions between Big Science organisations and industrial suppliers



Recommendations to CERN management by the ILO Forum

1. On-site visit to firms

▶ Recommendations to CERN management:

- ▶ Strongly encourage prioritization of budgets to firm visits in poorly balanced countries
- ▶ Make report on firm visits compulsory include a field in the supplier's database to give access to reports made by CERN staff who visit firms (improvement already partly in progress).

2. Industry information days

▶ Recommendations to CERN management:

- ▶ Ask CERN Procurement to evaluate the relevance of organising industry information days in the case of complex upcoming tenders, particularly where the risk for a lack of competition is identified. Get input from other organisations (e.g. F4E) working with this type of event.
- ▶ Implement a trial period if the evaluation is positive.

Recommendations to CERN management by the ILO Forum

3. Broader use of limited tendering

▶ Recommendations to CERN management:

- ▶ Mandate heads of departments to work closely with CERN procurements and ILOs from very poorly balanced member states to identify areas relevant for limited tendering.

4. Presentations and reporting to ILO Forum

▶ Recommendations to CERN management:

- ▶ Continue to prioritize the participation of department heads and group/section leaders at ILO Forum meetings to insure proper knowledge of activities and upcoming tender opportunities amongst ILOs.
- ▶ Discuss with appropriate working group, the creation of a report for industrial return at department/group/section level to be presented yearly to the ILO Forum.

Improvements in progress and under observation

Supplier databases

▶ Improvements in progress:

- ▶ The introduction of an eProcurement platform will enable companies to update their own entry in the database.
- ▶ The aim of the eProcurement platform is to replace the current paper-based ordering process and it will be made available very soon.
- ▶ The team working on the improvements would welcome suggestions for functions that might help the work of ILOs and obviate the need for them to maintain duplicate databases.
- ▶ Limited access to the database for companies looking to identify potential subcontractors is under consideration.
- ▶ Another function of the improved supplier database will be to collate evaluations of previous contracts and reports on visits to companies (where technically and practically possible).