



Slovak Industry in CERN

Štefan Molokáč - ILO

RECFA MEETING

Bratislava, 18th May 2018



Terms of reference for ILOs

1. Role

The Industrial Liaison Officer (ILO) role is defined in the CERN Financial Rules as:

"The term 'Industrial Liaison Officer' means a representative of a CERN Member state responsible, inter alia, for ensuring the proper contacts and flow of information between CERN and the firms in the Member state concerned".

The ILO shall comply with the CERN code of conduct and where an ILO has to exercise his/her discretion as between CERN and a third party, the ILO shall do so properly and fairly. The ILO in giving his/her opinion shall at all times act objectively and impartially.

The ILO shall ensure that potential suppliers and contractors in his/her country are provided with equal access to the information provided by CERN.



Terms of reference for ILOs

2. Statute

ILOs are considered as representatives of their national industry and cannot therefore be CERN staff*. They are not considered as Member State delegates unless they have specifically been given that role.

3. Appointment

ILOs are appointed by Member State delegations. Appointments must be confirmed in writing to CERN's Director of Administration and General Infrastructure.

Member State delegations are also entitled to appoint Assistant ILOs with the same rights and obligations as ILOs. The mandate of an Assistant ILO terminates at the same time as the mandate of the ILO.

*Or former staff member, unless authorization is obtained from the Director-General.



Terms of reference for ILOs

4. Tasks

ILOs shall actively promote the objectives of CERN's Procurement Rules, as listed hereunder:

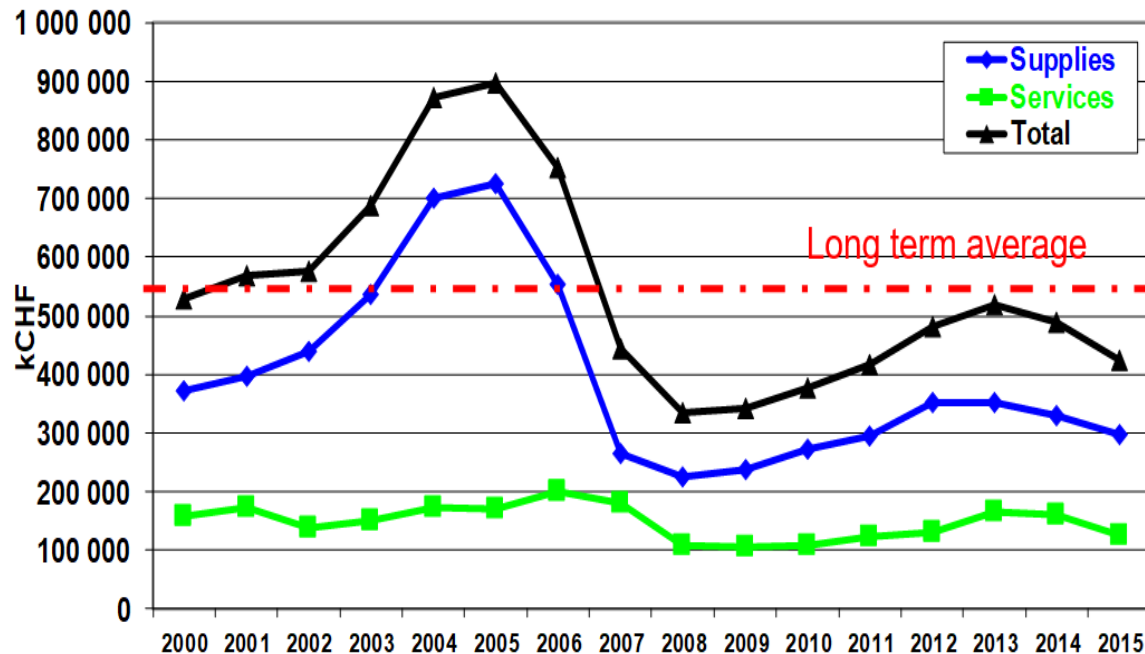
- to guarantee that contracts fulfil all the technical, financial and delivery requirements;
- to keep overall costs for CERN as low as possible ;
- to achieve balanced industrial return for the Member States and Associate Member states.

In particular, ILOs shall:

- raise awareness and transmit information to potential suppliers and contractors about forthcoming market surveys and calls for tenders to be issued by CERN;
- advise CERN about potential suppliers and contractors in their countries that could be interested in bidding for a price enquiry or to reply to a market survey;
- keep themselves informed about CERN's procurement rules;
- advise potential suppliers and contractors on any general technical, organisational and procedural aspects of CERN;
- promote the registration of potential suppliers and contractors from their countries in CERN's supplier data base;
- promote exchange of information and meetings between CERN and potential suppliers and contractors;
- encourage long-term participation of industry in CERN's mission;



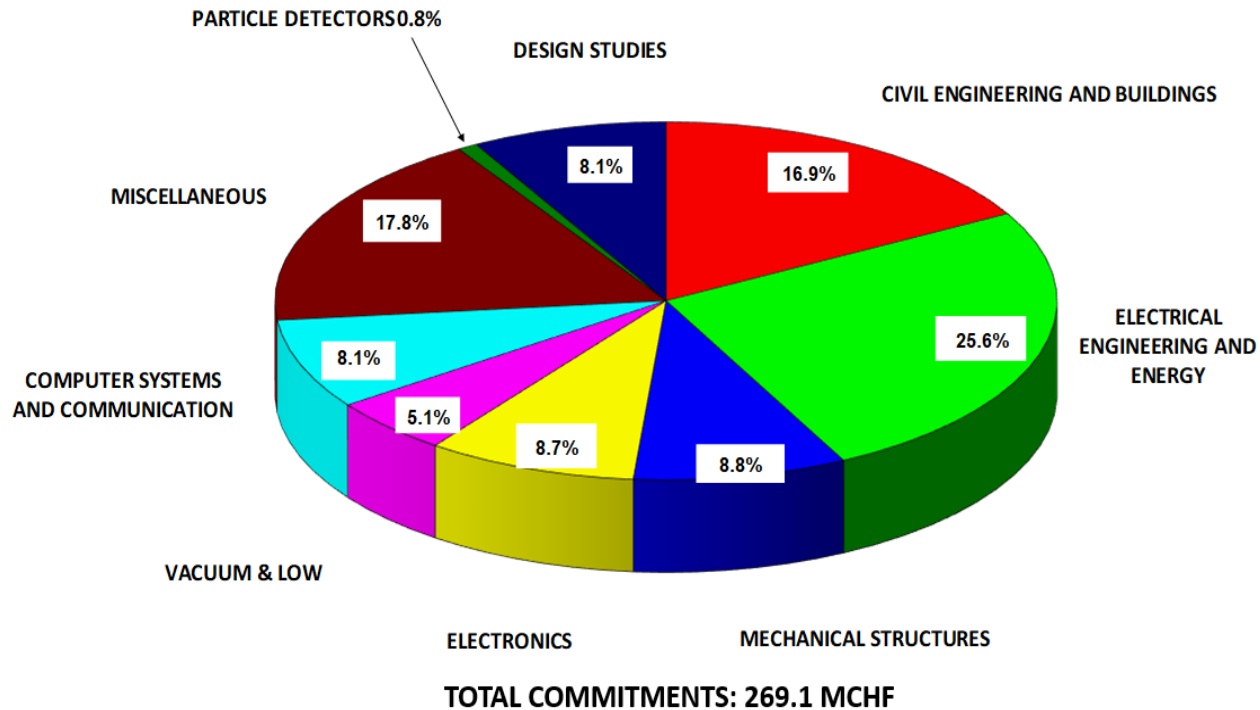
CERN's procurement expenditures in 2000 - 2015





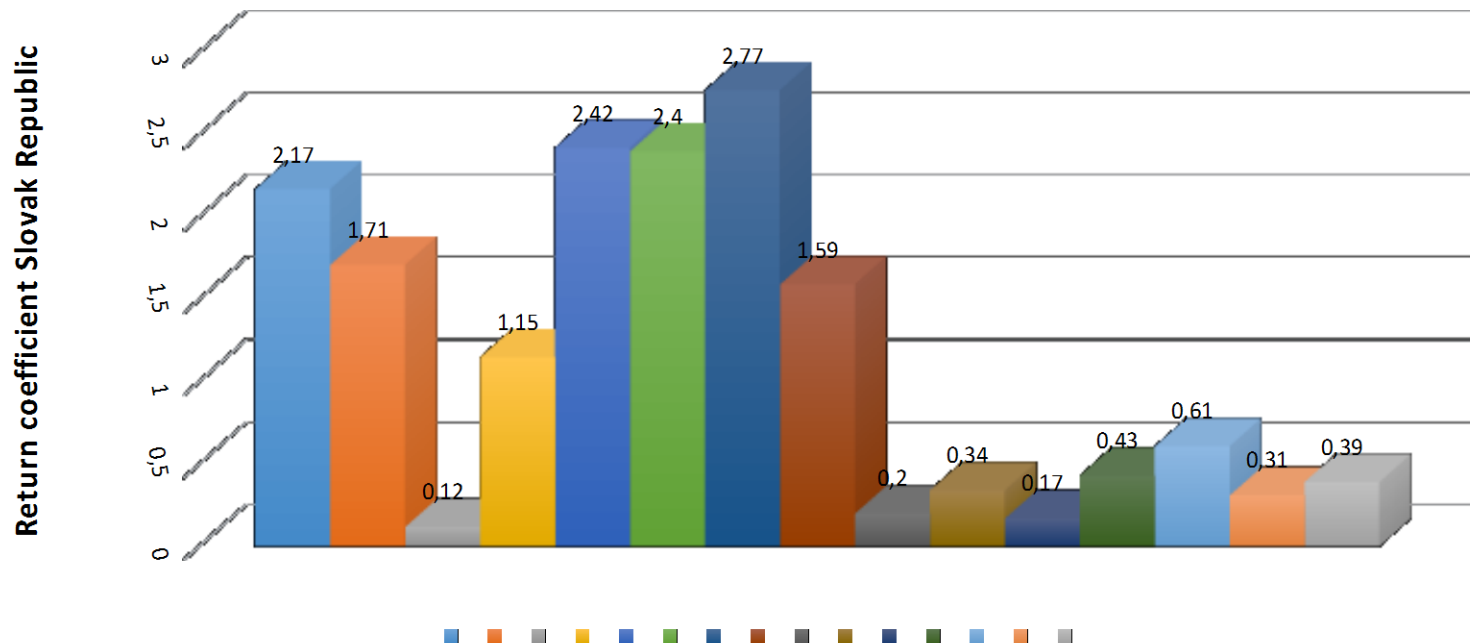
Structure of supplies for CERN

EXPENDITURE IN CERN MEMBER STATES FOR SUPPLIES IN 2015 (Excluding visiting teams and collaborations)





Return coefficient of Slovak Republic from 2000 to 2014



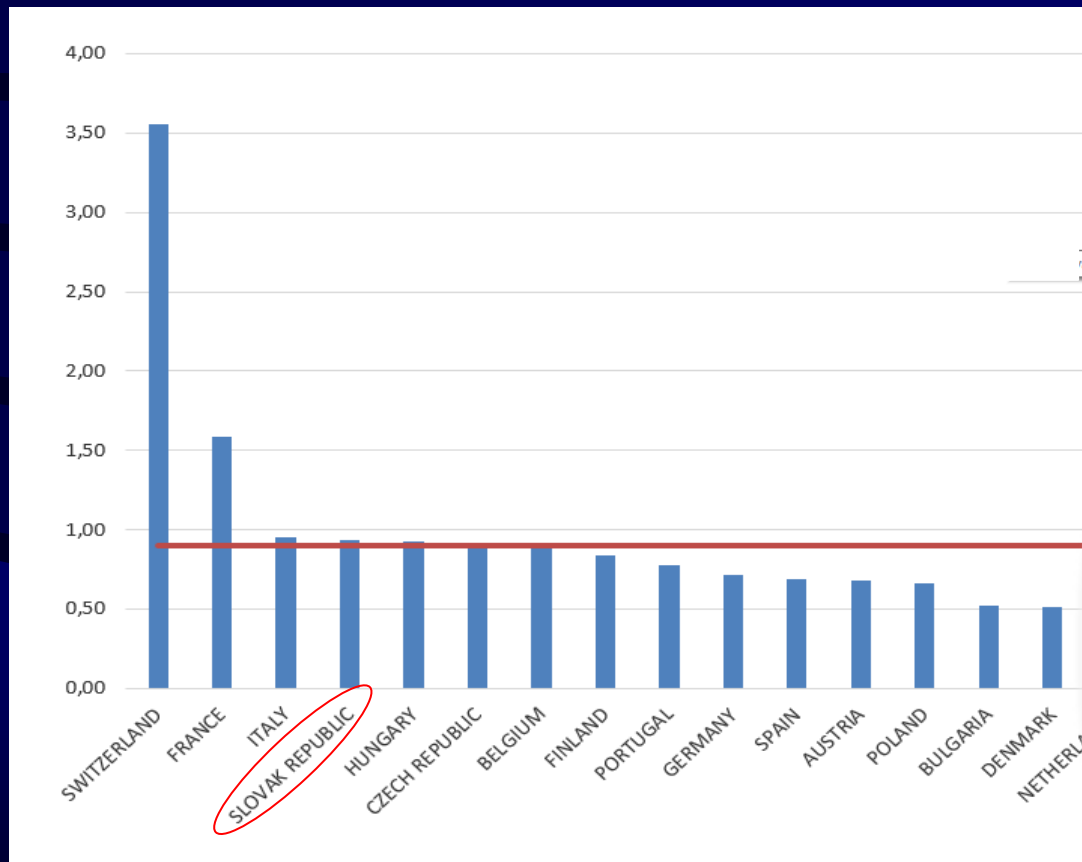


Value of Slovak supplies and return coefficient in 2012 - 2017



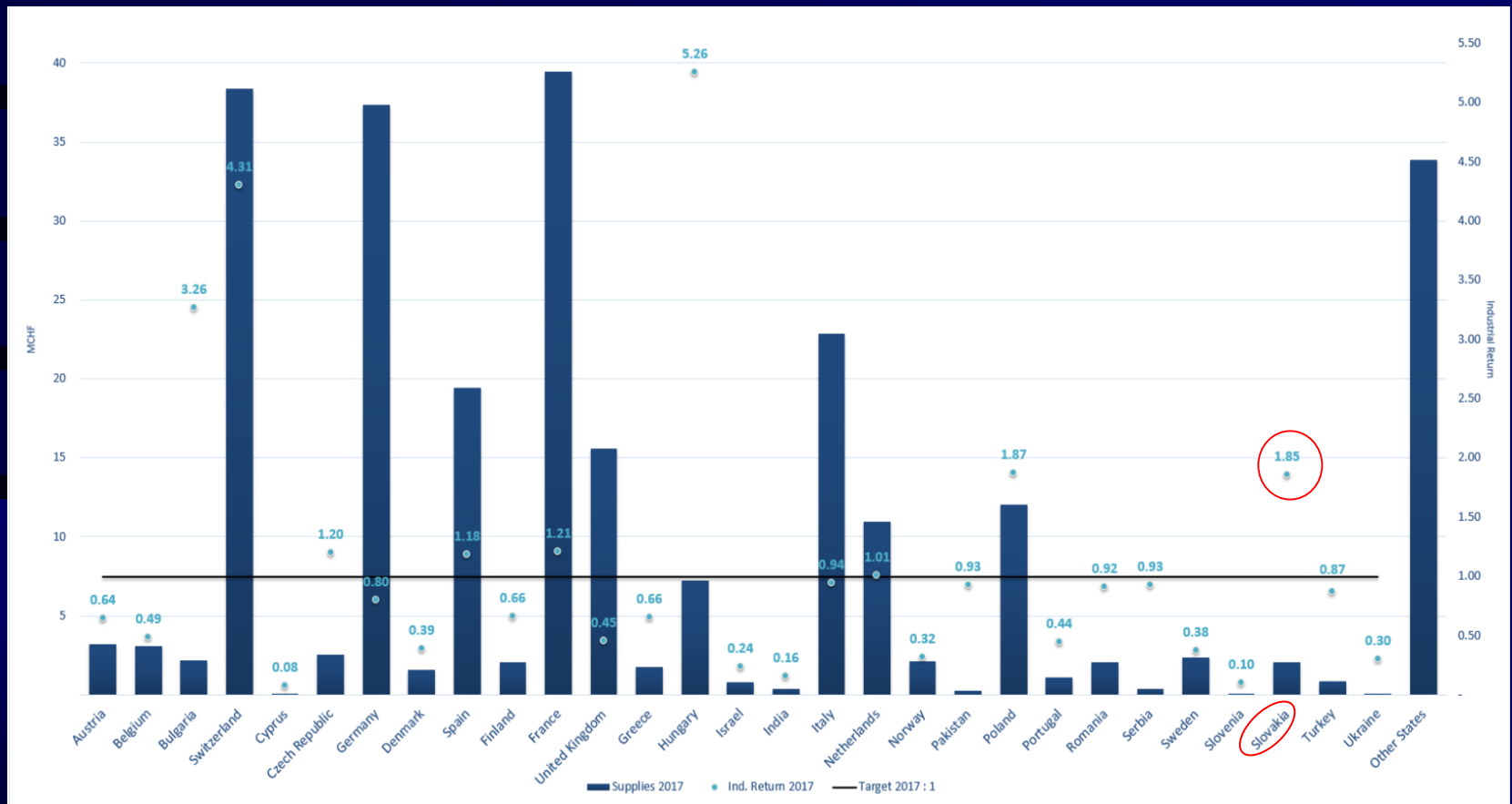


Industrial return coefficient average from 1996 to 2015





CERN's payments for supplies in 2017 and return coefficients



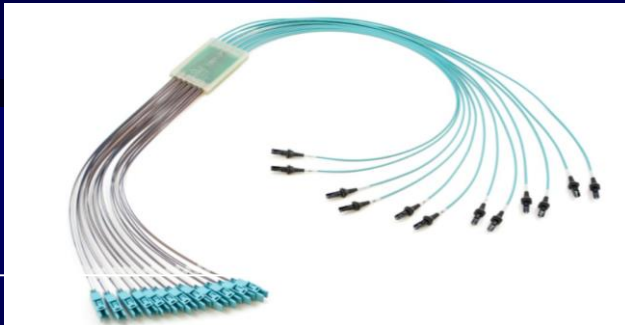


Main Slovak suppliers to CERN in 2017

ZTS VVU KOSICE	1,225,125.29
BEL POWER SOLUTIONS, S.R.O.	907,113.88
SYLEX	433,640.19
OMEGA METAL	315,662.34
BC SYSTEM SK S.R.O.	259,592.98
AMSET	250,582.65
SLOVMETAL S.R.O	162,466.48
MICROSTEP-MIS	161,052.22
KVANT SPOL	124,591.00
KYBERNETIKA	113,084.82
EXTRACT INNOVATION SRO	35,280.74
LOMAN	31,284.01
AVACO MULTIMEDIA	27,501.43



Slovak products in CERN





What benefits can have industry from contracts with CERN

- Increased international exposure
- Improved technological learning
- Development of new products
- Opening of new markets
- Acquirement of new customers
- Improvement of sales
- And the greatest value is
CERN as a marketing reference



Slovak events at CERN



Slovak day at CERN



Slovakia @ CERN



Golden Hadron award, 07.12.2005 ZTS VVU KOSICE a.s., SLOVAKIA



Thank you for your attention