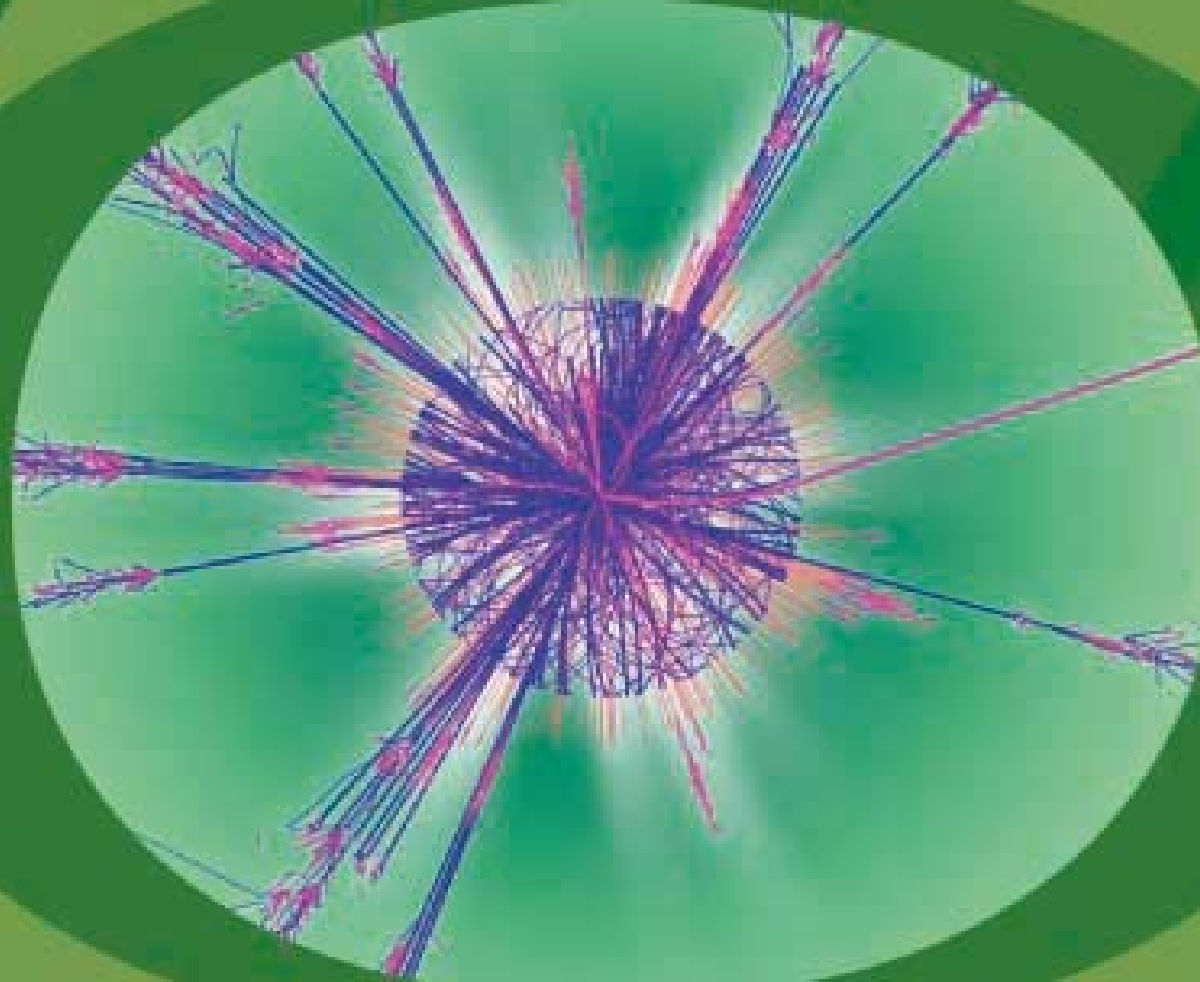


Purchasing procedure



Thierry Lagrange CERN

Establishing a sponsoring consortium for Open Access publishing in particle physics
CERN, 3rd November 2006



BASIC CONSTRAINTS

GOAL: SELECT SERVICE PROVIDER(S)

DEFINE MODEL

**ASK OFFERS BASED ON A REALISTIC
SCHEME EG. CONTRACT DURATION,
COMMITMENT (CONSORTIUM),
TRANSITION.**

ENSURE OPEN AND FAIR COMPETITION

GUARANTEE TRANSPARENCY

=>CREDIBILITY



PROCEDURE

- 2 STEP PROCEDURE, MARKET SURVEY TO QUALIFY COMPANIES AND VALIDATE MODEL. CALL FOR TENDERS WITH CRITERIA FOR ACCEPTANCE OF THE OFFERS
- DECIDE ON NUMBER OF CONTRACTORS TAKING INTO ACCOUNT STRATEGY AND RESULTS



MARKET SURVEY

PURPOSE

- INFORM THE MARKET OF THE ACTIONS TAKEN
- OBTAIN INFORMATION FROM FIRMS
 - QUALIFICATION
 - REFERENCES
 - EXPERIENCE
 - INTEREST



- ENCOURAGE FIRMS TO SEEK EARLY EXCHANGE OF VIEWS ON AN EQUAL BASIS (EVERYBODY SHOULD HAVE THE SAME INFORMATION)
- ALLOW TO DRAW UP A FINAL SPECIFICATION FOR THE CALL OF TENDERS BASED ON ABOVE
- DRAFT FINAL LIST OF FIRMS TO BE CONTACTED



MARKET SURVEY

The selection of the companies will follow how the qualification criteria were defined

Which kind of bidders/contractor do we want?

Strong trademark vs weak trademark

expensive/cheap

small/large

experienced/newcomer



TENDERING TIME

**MARKET SURVEY
(SPECIFICATION
MEETING ?)**

T0 = 6 weeks 6 weeks



**CALL FOR TENDERS
(SPECIFICATION
MEETING)**

T1 = + 6 week 12 weeks

OPENING OF TENDERS

T2 = + 1 Weeks 13 weeks

**ANALYSIS OF
TENDERS**

T3 = + 4 Weeks 17 weeks

CONTRACT

T4 = + 3 weeks 20 weeks

TOTAL

20 weeks