

ILO networks in European countries and consolidation activities

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Content

- My background
- The ILO function and its organisation in Denmark and other European countries
- The Big Science Business Forum 2018 and beyond
- Final observations

My background (1)

- Scientific education (PhD and Post-Doc in Geology)
- Business development and fundraising for technology-driven Danish SMEs
- Since 2010: Cluster Manager of BigScience.dk
 - CERN: Danish ILO (since 2011) and Vice-Chair of the ILO Forum. Chair (March 2015 – February 2018)
 - ESO: Danish ILO (since 2013)
 - F4E & ESS: Danish Deputy ILO

My background (2)

- Employed at the Danish Technological Institute
- Mission: ensure that new knowledge and new technology are quickly translated into value for Danish businesses in the form of new or improved products, materials, processes, methodologies, etc...
- More than 1,000 innovative employees, state of the art equipment and facilities
- Revenue: 67% commercial customers, 22% R&D activities, 11% performance-contract activities (public financing)

BigScience.dk (1)

- Industrial Liaison Officer/Purchasing Advisor function for seven Big Science organisations centralised under BigScience.dk.
- Since 2010, BigScience.dk is the link between the Danish industry and Big Science organisations with Danish membership.
- Concept: work across technological areas rather than by RI
- Our primary goal is to give Danish companies the best conditions for winning commercial contracts and to develop R&D collaborations with Big Science organisations

BigScience.dk (2)

- Partnership



**DANISH
TECHNOLOGICAL
INSTITUTE**



Technical University
of Denmark

- Financial support from



Ministry of Higher Education
and Science
—
Danish Agency for Institutions
and Educational Grants

Interreg 

Öresund-Kattegat-Skagerrak

**ESS & MAX IV: Cross Border
Science and Society**

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- Cluster Management Excellence
— Bronze level



3 FTEs



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Big Science: a challenging market

Challenges for Big Science Organisations

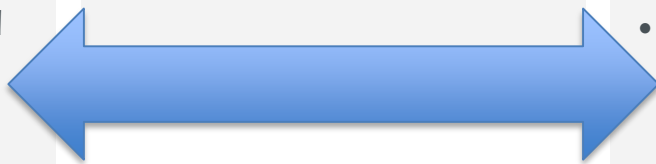
- Build and maintain hi-tech facilities within constrained budgets, schedules & statutes
- Ensure sufficient competition for tender procedures
- For some: achieve geographically balanced industrial return

Role of Industrial Liaison Officers

Ensures collaboration between an organisation and the national industries of its member countries

Challenges for industry

- Handle many different & time-consuming procurement procedures
- Deal with price-based competition for complex tenders
- Need for documentation & references
- Navigate national considerations for in-kind & fair-return



The role of the ILO

- **No common understanding** of the role of the ILO across RIs and large variations in the way countries and individual interpret their role
- To work as a **“bridge” or “facilitator”** between RIs, industry and academia
- Help RIs **find the best firms** in their countries
- **Translate** the needs from the RIs into readily understandable information for industry
- Keep an **active connection** to relevant procurement and technical departments to identify future suppliers and follow up current needs
- **Support** the firms in the pre- and post-tender processes
- **Identify** new technologies from industry that can be interesting for RIs

My ILO function (1)

- **Monitor** on-going and upcoming **tenders** (all procedures and sizes)
- **“Translate”** the relevant ones in language understandable by industry (ex: Zebra Compression Bars Assembly for the ATLAS New Small Wheel Upgrade)
- **Match** these tenders to relevant firms in the BigScience.dk supplier network.
- Organise **promotion visits** at RIs (ex: Denmark@CERN)
- Organise **visits in Denmark** from Ris’ purchasing officers and/or technical experts
- Participate in **industry days, conferences with industry exhibitions** ... (ex: IBF, IPAC, HiLumi Industry Days)
- **Inform** national industry by maintaining a webpage, sending newsletters and SoMe updates

My ILO function (2)

- Maintain a **common supplier database** to all the Danish ILOs and ensure updates databases at the RIs
- **Advise** the delegation to the FC regarding contract approvals and purchasing rules and procedures
- **Visit firms** at their location and/or at a fair to get to know them better
- Very regular contacts and **meetings with the other Danish ILOs**
- **Following-up** on the firms' activities and giving them feedback to improve their success rate
- **Giving feedback** to RIs technical staff based on experiences from industry
- Work on **improving** procurement procedures and industrial return-related issues

A diversity of ILO organisation models

- Some ILOs work in a structure, which gathers ILOs for all RIs (DK, SE)
- Some work for the national research funding agency (ex: PT, SP, UK).
- Some ILOs are appointed by different organisations (ministries, research institutes, universities...) but have created a partnership with a coordinator (NL, PL).
- Most are based in their home country (strong national industry network but typically far from the Big Science facilities).
- Some are based or have an assistant working at the Big Science facility (CERN: SP/CDTI, UK/STFC, D). Close to CERN key stakeholders (technical and administrative).
- Degree of financing and involvement of ILOs varies a lot from country to country and even within the country (between the different ILOs).

Towards a consolidated European Big Science market place

- Minimising entry barriers for industrial suppliers is in the interest of RIs (often struggling with low competition) and engaging with industry in “low return” countries.
- BigScience.dk’s 2017 report gathers a series of best practices and recommendations that can be discussed, tested, and implemented by RIs to improve the interaction with their industrial suppliers.
- It is based on observations of challenges for the (Danish) industry in engaging with Big Science as well as exchanges with Industrial Liaison Officer and Big Science procurement and technical staff.



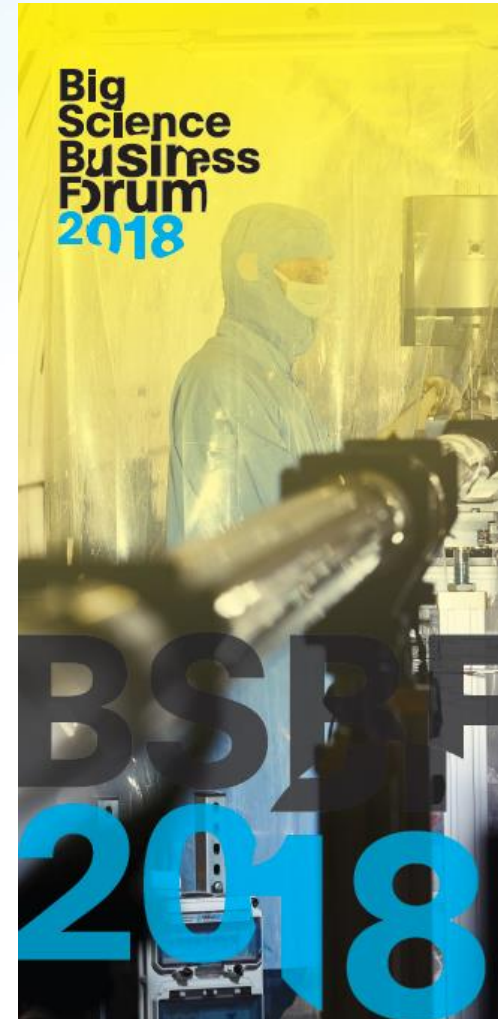
Best practices for the interactions between
Big Science organisations and industrial
suppliers



BSBF2018

Big Science Business Forum 2018 (BSBF2018) will be the **first one-stop-shop** for European businesses and other stakeholders to learn about Europe's Big Science organisations' future investments and procurements. Participants will have the opportunity to:

- Learn about **business opportunities** in the coming years, within a wide range of business areas.
- Meet representatives from **Europe's Big Science organisations** and their key suppliers.
- Network and establish long lasting partnerships **via business-to-business** meetings (B2B), **business-to-customer** meetings (B2C) and in the open exhibition area.
- Get insight into procurement rules, IPR, technology transfer and how businesses can interplay with the Big Science market.



Partners

BSBF2018 is hosted by the Danish Ministry for Science and Higher Education, BigScience.dk and supported by Capital Region of Denmark.

The conference is co-organised by the European Big Science organisations:



BSBF2018 success criteria

- Total participants – 800 (Max. 1000) → 1037 participants (130% fulfilment)
- External participants* – 650 → 770 (118% fulfilment)
- Number of businesses and organisations – 250 → 530 (212% fulfilment)
- Countries represented – 20 → 29 (145% fulfilment)
- Exhibitors – 38 → 62 exhibitions spaces (163% fulfilment) incl. 200 exhibiting organisations
- Website traffic – 15000 sessions → 38488 (256% fulfilment)
- SoMe outreach – 500 twitter followers → 620 twitter (124% fulfilment)
- SoMe outreach – 400 participants in facebook event → 582 participants in facebook event (146% fulfilment)
- Media coverage – 20 articles in media → 75+ (375 %)
- Positive post-event evaluation– 80% satisfied or more than satisfied with BSBF2018 → 95,2 % are satisfied (43,1%) or more than satisfied (52,1%) with BSBF2018 (228 responses)
- *Excluding big science delegates, guestlist, press and media and organising team.



Building a Big Science market – Industry Liaison Officers' role and contribution (meeting in connection with BSBF2018)

Common meeting for ILOs from RIs participating in BSBF2018 and aimed at:

- Making connections between ILOs from different countries and working with different RIs
- Sharing experience between ILOs
- Gaining a common spirit/understanding of the work and responsibilities of the ILOs
- Discussing possible plans for future common actions, which can lead to a more integrated and prosperous Big Science market

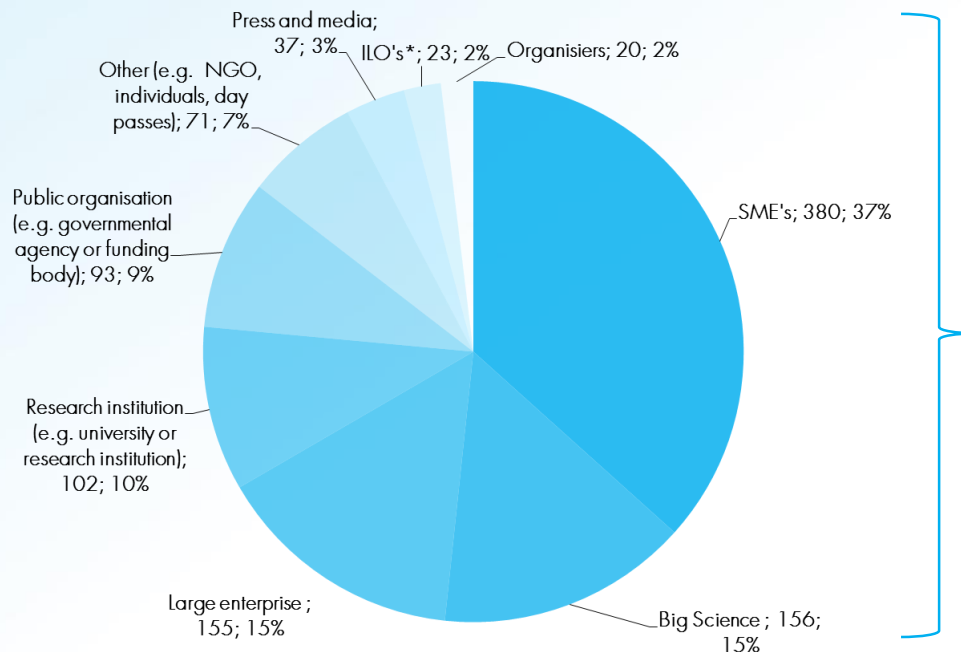


KEY STATISTICS (1)

1037	participants in total
530	businesses and organisations were represented
500	participants for conference dinner
250	participants for site visits at ESS and MAX IV
120	speakers and presentations
71	exhibition spaces including 207 exhibiting organisations
38	journalists and media representatives present
29	countries and 39 nationalities
16	parallel session tracks
12	billion EURs in investments presented
9	organising Big Science organisations
9	affiliated Big Science organisations
5	side events
1	cross-border, cross-organisation ILO summit with 49 ILO's present

KEY STATISTICS (2)

Participation (organisation)

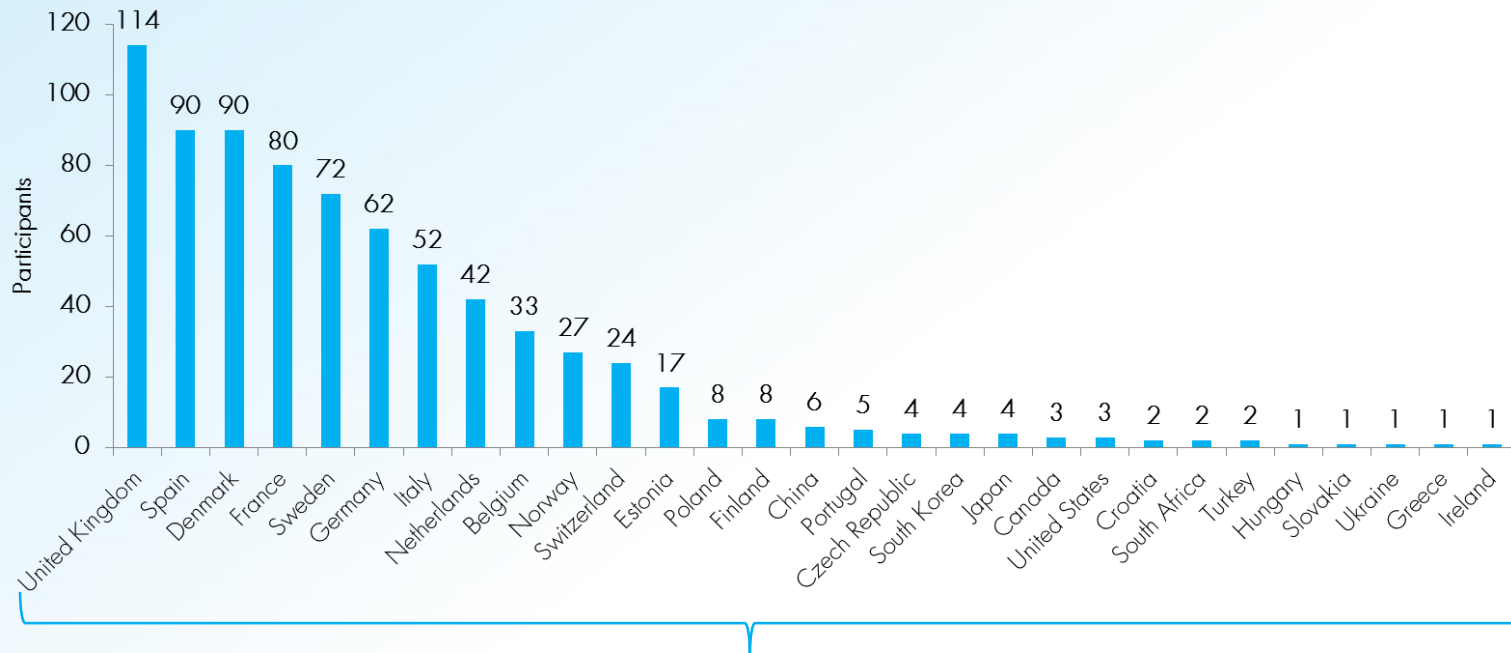


1037
participants
in total

20 *This category under reports, as some ILO's registered under other categories. In total 49 ILO's were confirmed at BSBF2018.

KEY STATISTICS (3)

Participation (country)

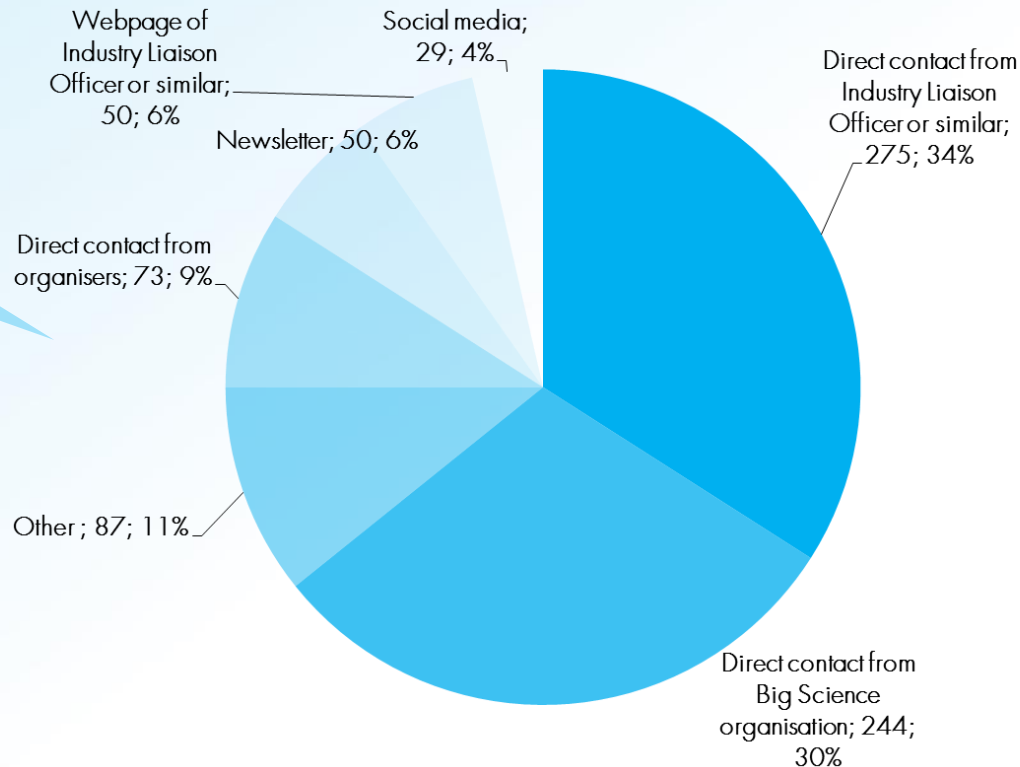


29 countries and 39 nationalities represented

KEY STATISTICS (4)

Promotion

Where did you learn about BSBF2018



BSBF2018 material



The following material from BSBF2018 is accessible through this link: <https://bsbf2018.org/bsbf2018-material/#>

- Speaker Presentations
- Procurement Handbook
- Programme Book
- Press Material
- List of participating businesses and organisations – sorted by country
- Pictures from BSBF2018

BSBF2018 – a succes story but not without risks

- No BSBF2018 without the engagement of the Danish Ministry (lots of energy to gather support from RIs and large financial risk)
- Concept largely based on successfull IBF model but still new to many firms (limited interest for sponsor packages)
- HoP have also had to gain internal support (DG, technical staff involved) for participation

What's next?

- Working on creating a Pan-European Research Infrastructure ILO Association (PERIIA)
 - Making use of INFRAINNOV-02-2019 call (support the establishment of a network of Industrial Liaison and Contact Officers engaged with pan-European RI)
- Call for bids for BSBF2020 now open
- New BSBF2020 host chosen in September

Final observations

- Try to work on a "Dutch-like" model of organisation to coordinate a French ILO network.
- Building a common database of firms could be an advantage, but is not an easy task.
- Organise a common ILO stand for BSBF2020
- Prepare a bid for BSBF2022 ?