



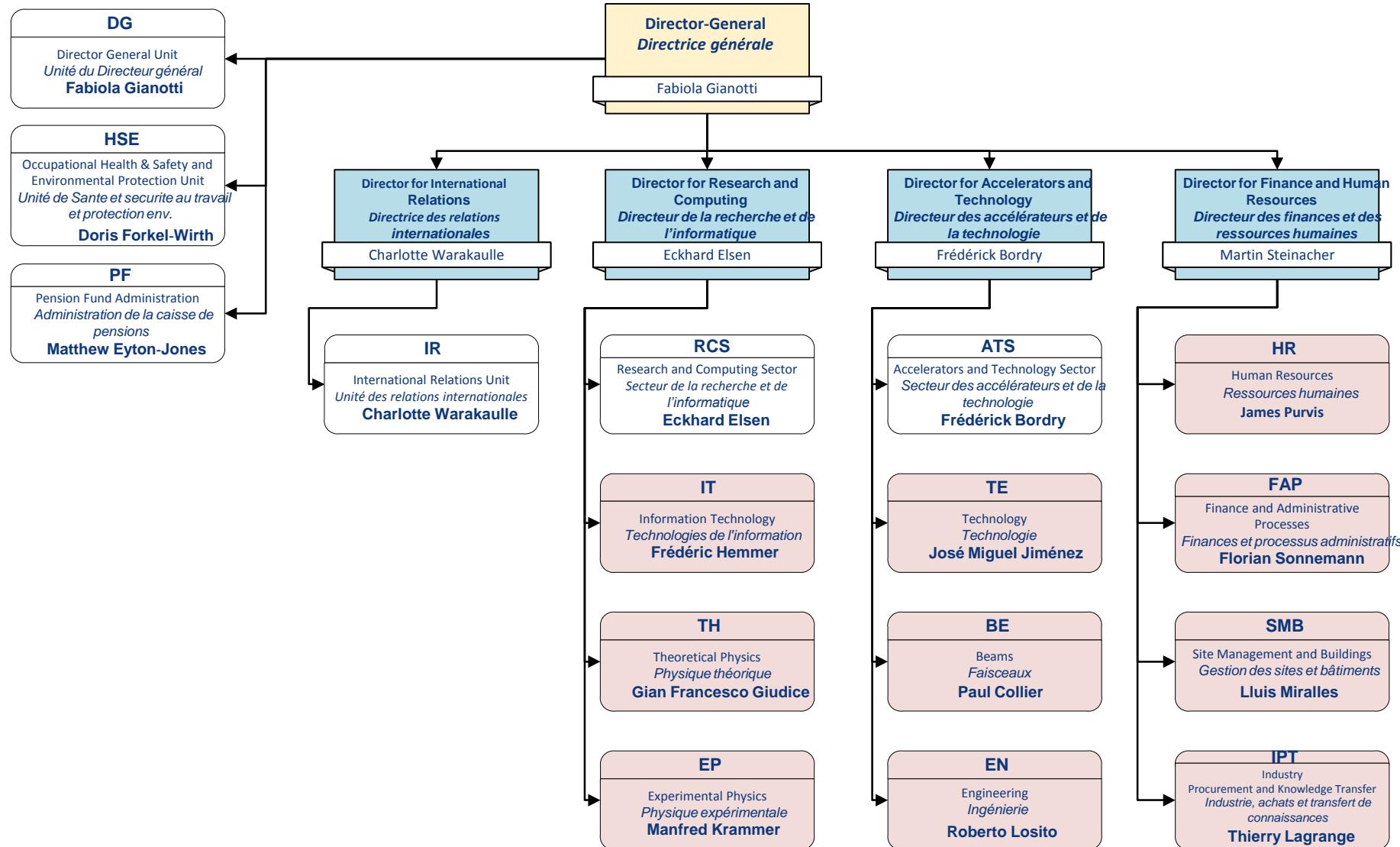
Doing Business with CERN Spain@CERN

Cristina Lara

13 November 2018



CERN organigram



Agenda

- **Introduction**
- **Procurement @ CERN - the rules**
- **Procurement website and supplier registration**
- **Contacts**
- **Doing business with CERN - the facts**



Legal Framework

- **International Organization** established on 1 July 1953.
- **Immunity** of jurisdiction and execution.

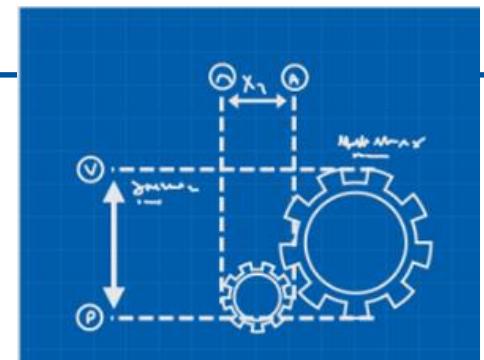
As such, CERN is entitled to establish its own internal rules necessary for its proper functioning, including:

- Procurement Rules,
- Safety Rules,
- Staff Regulation of its own personnel.



How do we buy?

- Off-the shelf or non-standard products which can be produced with existing manufacturing techniques and/or technologies:
 - **Functional specification**
 - Non-standard products where industry has neither the required know-how nor the interest to develop and design the products:
 - **Build-to-Print specification**
-  Prototypes and or Pre-series might be required.



The Procurement Service

Mission*

The Procurement Service (PS) procures all supplies and services for CERN,

- Meeting the specified and contractual technical, delivery and performance requirements,
- At the lowest possible overall cost,
- While achieving balanced industrial return for CERN Member States and
- Respecting CERN Procurement Rules.

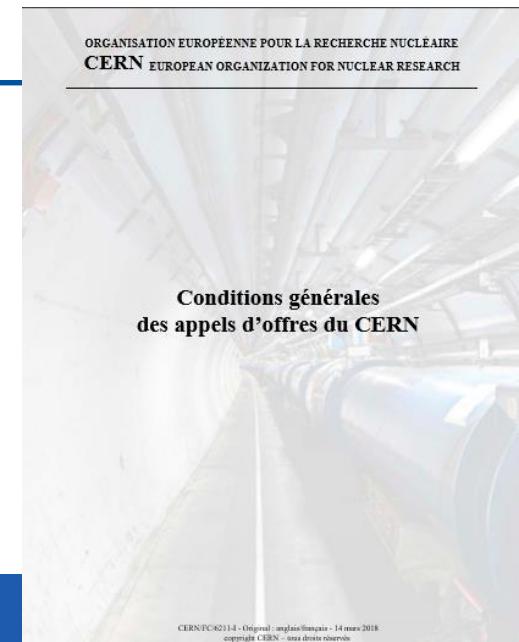
*The above applies for cases where only CERN contributes to the financing. Applicable rules may vary for cases where external funding (financing through external collaborations) is involved.

Procurement strategy
and policy



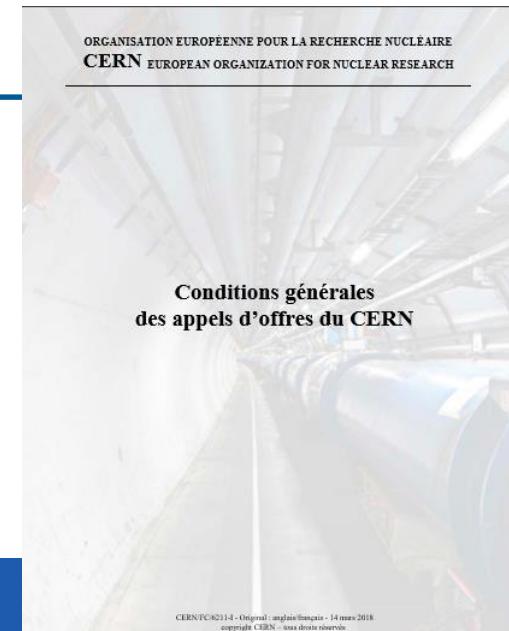
Principles of the Procurement Rules (1/4)

- **Transparency and Impartiality**
- **Tenders open to Member States only;**
- **Objectivity and equal treatment:** tendering packages are objective and impartial



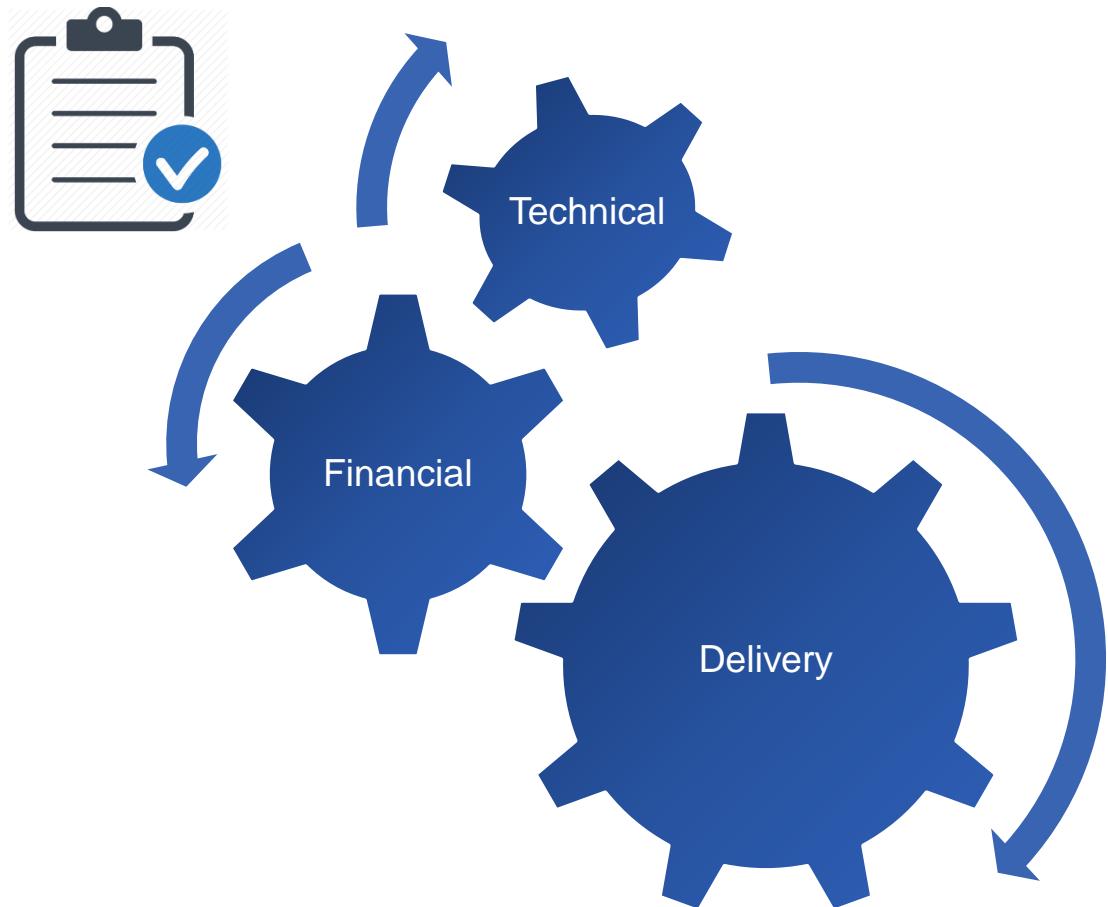
Principles of the Procurement Rules (2/4)

- **Selective tendering procedures:** CERN's tendering procedures are not open to any interested firms;
- **Confidentiality:** Opening and evaluation of bids as well as negotiations are not public.



Principles of the Procurement Rules (3/4)

Award for supplies (and services, exceptionally) based on:
Lowest compliant bid



/!\ Alignment rule applicable if >100kCHF

Principles of the Procurement Rules (4/4)

Award for industrial services based on:
Best Value For Money



/!\ No alignment rule

Thresholds and procedures

- **Enquiries below 10'000 CHF:**

Bids can be requested by the Technical Officer provided CERN Procurement Rules are followed;

- **Enquiries between 10'000 CHF and 200'000 CHF:**

Prices enquiries (“DO”) issued by the Procurement Service;

- **Enquiries exceeding 200'000 CHF**

Market Surveys (“MS”) and Invitations to Tender (“IT”) issued by the Procurement Service.



Enquiries between 10'000 and 200'000 CHF

“Price enquiry” (Demande d’Offre - DO)

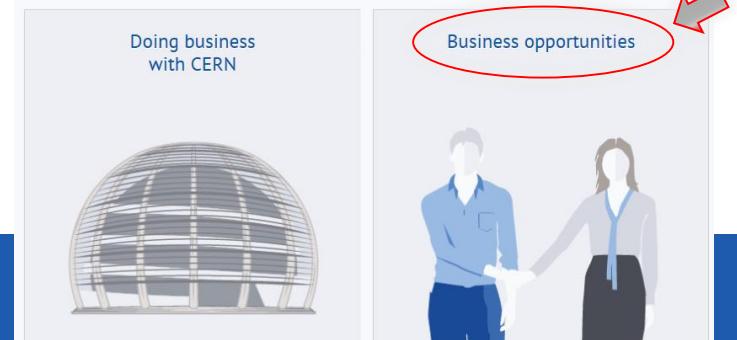
- Submission deadline: 4 weeks from date of dispatch;
- All price enquiries above 50'000 CHF are also sent to the Industrial Liaison Officers (ILOs) for information;
- Price enquiries consist of:
 - Technical specification and annexes;
 - Tender form (and a technical annex - optional);
 - CERN’s General Conditions (contracts, invitations to tender, safety, etc.)
 - ...



Enquiries exceeding 200'000 CHF (1/2)

“Market Survey” (MS)

- Prior announcement in CERN’s procurement website, see “Business Opportunities”
 - At this stage, interested firms are encouraged to contact CERN in order to have a clear understanding of the requirement, allowing them to begin their organization ahead of the tendering process.
- Market surveys consist of:
 - “Technical Description” and;
 - “Qualification Questionnaire” (financial and technical).
- Submission deadline: 4 weeks, or more if the MS is still online



Enquiries exceeding 200'000 CHF (2/2)

“Invitation to tender” (IT)

- Sent to qualified and selected firms only.;
- Submission deadline: 4 weeks from date of dispatch (with a longer period for more complex requirements);
- Invitations to tender consist of:
 - Technical specification and annexes;
 - Tender form (and a technical annex - optional);
 - General Conditions of CERN (contracts, invitations to tender, Safety, etc.)
 - ...
- Firms shall ask all necessary questions in writing to understand all requirements and prepare a bid that best matches CERN’s needs;
- All invitations to tender are sent to the Industrial Liaison Officers (ILOs) for information;
- Bids shall be submitted via CERN’s e-tendering application.



Country of origin

Supplies

*“Country(ies) where the **supplies** (including their components and sub-assemblies) are manufactured or undergo the last major transformation by the contractor or its sub-contractor”*



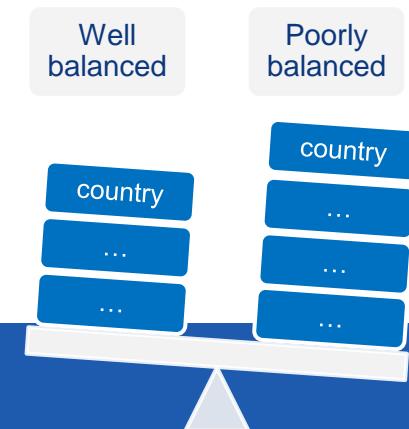
If at least **60%** of the total amount of the bid comes from a poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.

Services

“Country(ies) in which the bidder is established.”



If at least **40%** of the total amount of the bid comes from a poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.



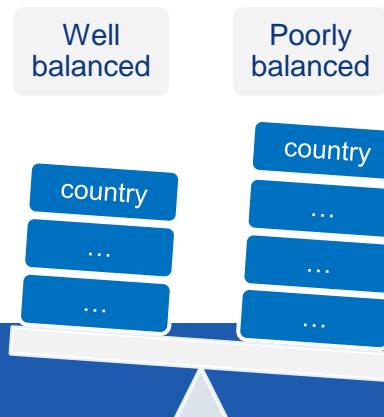
Alignment rule

Applicable for:

- Contracts awarded on the lowest compliant basis (mainly supply contracts)
- With a total amount exceeding 100'000 CHF.

Rule

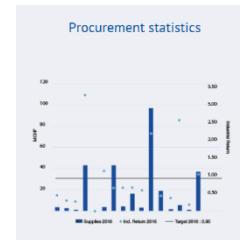
Under certain conditions as defined in CERN Procurement Rules, a bidder offering goods originating* in poorly balanced Member States is allowed to align his price to that of the lowest bidder and thereby be awarded the contract.



*

At least 60% for supply contracts or;
At least 40% for service contracts awarded on the lowest compliant basis.

Industrial return coefficient



Industrial
return
coefficient

For Supply contracts and for a 12-month period starting on 1st March, defined as:

*“The **ratio** between a Member State's percentage share of the value of all Supply contracts and that Member State's percentage contribution to the CERN Budget over the same period”.*

$$\text{Return Coef.} = \frac{\% \text{ expenditure in the MS}}{\% \text{ contribution to CERN budget for this MS}}$$

Status
definition

Over a 4-year period:

- Very poorly balanced : < 0.40
- Poorly balanced (PB) : $0.40 \geq x < 1$
- Well balanced (WB): ≥ 1



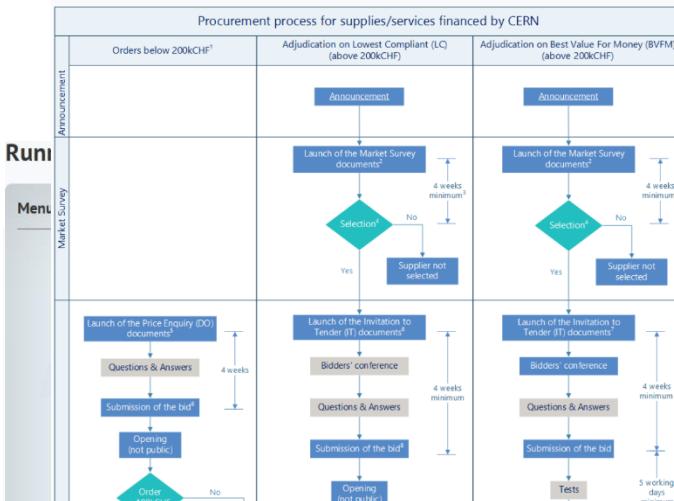


Website of the Procurement Service

<http://procurement.web.cern.ch/>



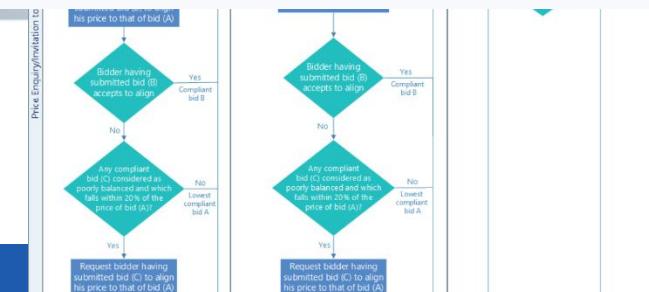
Procurement Process



Law applicable to contractors' personnel

As from January 2014, firms entering a new contract with CERN for the provision of services on both the French and Swiss parts of the CERN site, will have to comply with new rules concerning the law applying to the working conditions of their personnel. Information about these new rules concerning applicable law can be found in the documents listed below

- Accord tripartite
- Amendement à la convention franco-suisse de 1965
- Working on the CERN site
- FAQ



CERN Shopping List

<https://found.cern.ch/java-ext/found/CFTSearch.do>



IPT Procurement and Industrial Services Group

Forthcoming market surveys and calls for tenders

Advance information on forthcoming market surveys and calls for tenders expected to exceed 200,000 Swiss francs.

In the line entitled Cost Range, a very rough indication of the cost range of the product is given in the form of letters **A, B, C, D**.

A represents items estimated at less than 750 KCHF, **B** represents items between 750 KCHF and 5 MCHF, **C** represents items between 5 MCHF and 10 MCHF and **D** represents items above 10 MCHF.

Firms may reply to the Market Survey published in the table below up to two weeks before the corresponding Invitation to Tender is sent out. Therefore, in case the deadline for replies indicated in the Market Survey cover letter is over, please send your reply to the Market Survey at the earliest possible date.

The countries of origin of supplies and services shall be [CERN Member States](#), except if provided otherwise in the table below.

References marked with "New" have been posted during the last 8 weeks.

Search Menu		Links Menu	
Type of Contract:	All	Market Survey dispatched:	All
Reference:		Call for Tenders scheduled for dispatch:	All All
Activity Code:		Description and/or Specific Condition:	
Requirement:		Commercial contact:	All
Cost Range:	All	Publication Date:	From To dd-mm-yyyy
<input type="button" value="Search"/> <input type="button" value="Reset"/>			

Publication Date	Type of Contract	Reference	Requirement (Activity Code)	Description/Specific Condition	Cost Range	Market Survey scheduled for dispatch	Contacts and Interest in being contacted / Market Survey Documents	Invitation to Tender scheduled to dispatch
03-10-2018	Supply	New MS-4489/SMB	Civil-engineering works for the design and construction of new Building 937 situated on CERN's Prevessin site in France. (01020101, 01020102)	CERN intends to place a contract for the design and construction ... Interested firms shall have a proven experience and competence in design ... Read More	B	Fourth quarter 2018	To express an interest please send an e-mail to procurement.service@cern.ch Technically: S. Cahuet Commercially: A. Horridge	First quarter 2019
26-09-2018	Supply	New MS-4486/TE/HL-LHC	Supply of 600 bellow expansion joints of 10 different types for HL-LHC (06010100)	CERN intends to place a contract for the supply of ... Interested firms shall have a proven experience and competence in the ... Read More	A	Fourth quarter 2018	To express an interest please send an e-mail to procurement.service@cern.ch Technically: Y. Leclercq Commercially: J. Pierlot	First quarter 2019
17-09-2018	Supply	New MS-4470/IT	Framework Market Survey concerning the supply of Desktop PC, Mini-PC and Laptop (portable) PC office computers (04010500, 04010700)	CERN intends to place several contracts for the supply of PCs, ... Interested firms shall have a proven experience and competence in Intel ... Read More	B	Third quarter 2018	To express an interest please send an e-mail to procurement.service@cern.ch Technically: G. Metral Commercially: H. Gerster	Fourth quarter 2018
10-09-2018	Supply	New MS-4469/EN	Supply of system interconnections and industrial wiring. (02070300, 03030100, 03030200, 13030500)	CERN intends to place a three years blanket contract for the ... Interested firms or group of firms shall have proven competence, experience ... Read More	A	Third quarter 2018	To express an interest please send an e-mail to procurement.service@cern.ch Technically: G. Canale Commercially: N. Azizi	Third quarter 2018

HL-LHC Shopping list

<http://project-hl-lhc-industry.web.cern.ch/content/main-procurement-needs-hl-lhc>

Main Domains of Activity - HL-LHC Project

Cryogenics systems



WP9

Magnets components and assemblies



WP3, WP11

Electrical equipments, electronics & instrumentation for accelerators



WP4, WP5, WP6A, WP6B, WP7, WP13

Ultra High vacuum components and systems



WP12

Collimators and new material resistants to high temperatures



WP5, WP8, WP14

Cryostats and subcomponents for cryogenic equipment



WP3, WP4, WP6A, WP9, WP11

High precision assembling and manufacturing technologies



WP4, WP5, WP8, WP12, WP14

Others



WP6A, WP10, WP15, WP16

Raw materials



WP3, WP4, WP5, WP8, WP11, WP12, WP14

Civil engineering and technical infrastructures

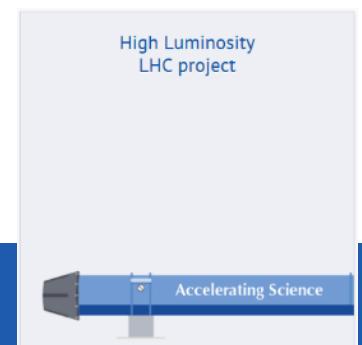


WP17

High Luminosity
LHC project

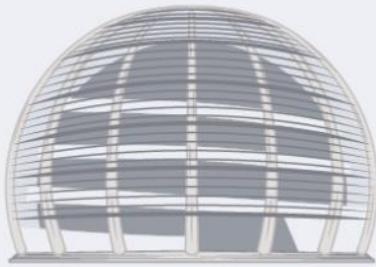


European Organization for Nuclear Research
Organisation européenne pour la recherche nucléaire



Register in the Suppliers Portal

Doing business
with CERN



Suppliers Portal



Mandatory for all exchanges with CERN, in particular to:

- Be visible for future opportunities (with the procurement codes you have indicated),
- Receive and follow-up orders,
- Send invoices.

Welcome to CERN's eProcurement platform

<https://procurement.cern.ch/aspx/Home>

Using this platform, you will be able to receive orders, manage the delivery of supplies and send invoices for processing.

If you are having trouble registering your firm, please consult this [video tutorial](#) or the French version under [tutoriel](#).

Once you have registered your firm, you will be able to log on to the platform to manage your firm's profile and contact details.

If you have any further questions, please contact CERN's eProcurement platform support team at Supplierdb.Support@cern.ch.



CERN e-Procurement

Doing business with **CERN**

[Home](#) [Help](#) [Register](#)

e-Mail Address :

Password :

[Login](#)

[Forgotten Details](#)

[Register](#)

NOTE: Please be aware that failure to provide correct login information three times will result in your account being locked

As one of our suppliers, we need to make sure you receive our email notifications. To ensure our emails reach your inbox please a

Welcome to CERN's Supplier Portal

Through this portal you can

- Register your firm into CERN's supplier database by entering firm's details
- Update your firm's profile by modifying existing information or adding new one

How do I get started?

- If you are already registered in CERN's supplier database, you can gain full access to CERN's supplier portal by entering your e-mail address and password and selecting Login.
- If you wish to be registered in CERN's supplier database, you should select the Register option and fill in the necessary information.
- Once you have been successfully registered in CERN's supplier database, you will receive a confirmation e-mail.
- Then, you can gain full access to CERN's supplier portal by entering email address and password and selecting Login.

For more information select the Help option.



To ensure our emails reach your inbox please add our email **procurement@cern.ch** to your safe senders and check your spam filter settings.



European Organization for Nuclear Research
Organisation européenne pour la recherche nucléaire

Contact in your country

ILO: Industrial Liaison Officer

Who to contact in your Country

Industrial Liaison Officers (ILO's) are appointed by CERN's Member States to facilitate the flow of communication between CERN and its suppliers. ILO's can provide advice on the opportunities available for doing business with CERN and the support available to firms in their local regions.



Mr Manuel MORENO BALLESTEROS

ILO

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1211 Geneva 23
Switzerland

TEL #1: +41 22 767 4147

TEL #2: +41 77 474 02 56

EMAIL: miguel.castano.arques@cern.ch

Who to contact



Contacts at CERN

(Procurement and Technical)

The screenshot shows the 'Doing business with CERN' section of the CERN website. At the top, there's a navigation bar with links for 'Sign in' and 'Directory'. Below the header, there's a banner featuring the CERN logo and the text 'Procurement and Industrial Services Group' and 'Doing business with CERN'. The main content area is divided into several sections:

- DOING BUSINESS WITH CERN**: A sidebar with links to 'Doing business with CERN', 'Procurement Strategy and Policy', 'Code of Professional Ethics Extract', 'New Procurement Codes', 'Market Surveys and Calls for Tender', 'Who to contact at CERN', 'Who to contact in your Country', 'Register for our Suppliers Database', 'Law applicable to contractors' personnel', 'Key Reference Documents', 'List of poorly and well balanced Member States', 'Procurement Report', and 'Procurement for HL-LHC Project'.
- INFORMATION FOR CERN USERS, ILD'S AND PROCUREMENT GROUP MEMBERS**: A sidebar with a link to 'Access using your CERN account'.
- Doing business with CERN**: An icon of the CERN Globe.
- Business opportunities**: An icon of two people shaking hands.
- Hi-Luminosity LHC project**: An icon of a blue particle accelerator with the text 'Accelerating Science' below it.
- Who to contact**: An icon with a large '@' symbol, circled in red.
- Register / Login to CERN e-procurement platform**: An icon of a computer monitor displaying 'CERN'.
- Key reference documents**: An icon of a document with the word 'Documents' on it.
- Procurement**: An icon of a computer monitor.
- List of poorly**: An icon of a document with the word 'Documents' on it.
- Procurement**: An icon of a computer monitor.
- DOING BUSINESS WITH CERN BROCHURE**: A thumbnail image of the brochure cover.
- VIDEO**: A thumbnail image of a video player showing the CERN globe.
- RUNNING A CONTRACT WITH CERN**: A thumbnail image with the text 'Learn more about CERN contracts'.
- TEMPORARY LABOUR OFFICE**: A thumbnail image.



Key success factors

Profile of successful firms

- Often small – medium sized and flexible firms
- Ensure full understanding of specifications – exceeded specifications may be too expensive
- Communicate efficiently with CERN and ask questions when in doubt (issues, alternatives, etc.)
- Take into account test requirements and documentation;
- Follow-up closely on the performance of sub-contractors;
- Ensure best efforts are made from the outset through to contract completion.



Doing business with CERN: the facts

Supplier survey (+600 firms, 1997-2001):

Results

- 38% developed new products
- 42% increased visibility at international level
- 44% improved technical knowledge in their field
- 52% would not have had the same sales level without CERN
- 17% found or opened a new market to address
- 60% found new clients

**All suppliers considered having
CERN as a reference to be beneficial**



Doing business with CERN: the facts

Study on cost and benefits of HL-LHC (+650 suppliers, 2018):

Results

"Each CHF invested in HL-LHC project pays back approximately 1.8 CHF on societal benefits, including scientific, economic and cultural value (development of innovative technologies, industrial spillovers, skills acquired by students, etc.)"

Doing business
with CERN



THANK YOU



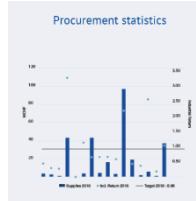
www.cern.ch

Yearly Budget (contributions 2018)

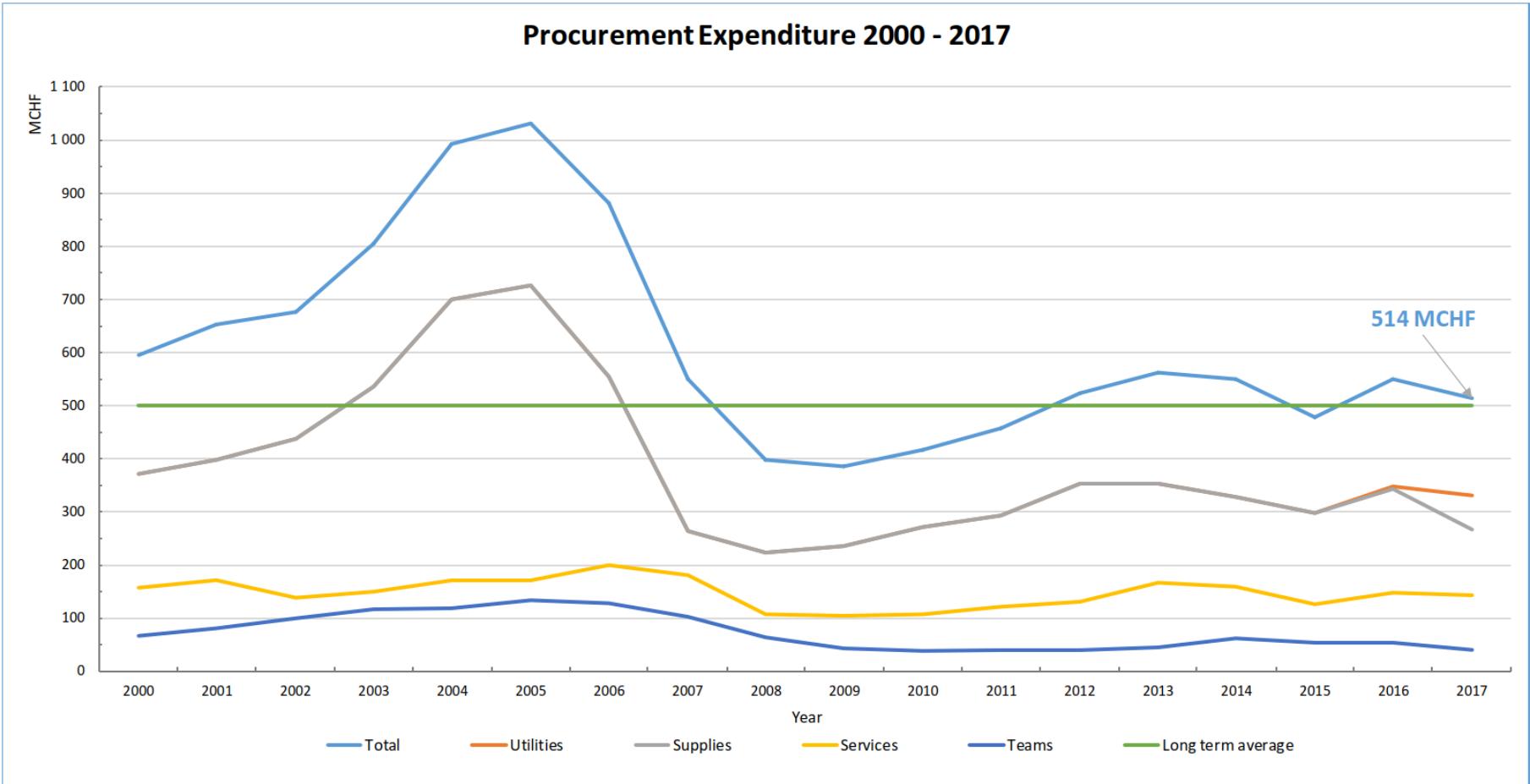
Country	Percentage of Total	Amount (CHF)	Country	Percentage of Total	Amount (CHF)
Germany	20.10%	230 756 250	Greece	1.09%	12 567 300
United Kingdom	15.49%	177 879 750	Portugal	1.08%	12 367 300
France	13.81%	158 547 200	India*	1.07%	12 272 050
Italy	10.20%	117 105 900	Romania	1.00%	11 482 650
Spain	6.89%	79 073 450	Czech Republic	0.91%	10 475 650
Netherlands	4.51%	51 751 300	Hungary	0.60%	6 868 150
Switzerland	3.94%	45 193 300	Turkey*	0.49%	5 619 000
Poland	2.76%	31 654 200	Slovakia	0.48%	5 482 000
Norway	2.65%	30 434 150	Bulgaria	0.29%	3 286 800
Belgium	2.65%	30 392 150	Serbia**	0.17%	1 920 100
Sweden	2.63%	30 199 200	Pakistan*	0.13%	1 502 400
Austria	2.10%	24 091 850	Cyprus**	0.09%	1 000 000
Denmark	1.76%	20 239 450	Lithuania*	0.09%	1 000 000
Israel	1.58%	18 129 350	Slovenia**	0.09%	1 000 000
Finland	1.30%	14 946 350	Ukraine*	0.09%	1 000 000
Total		100%	1 148 237 250		

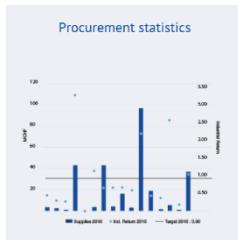
* Associate Member State ** Associate Member State in the pre-stage to membership



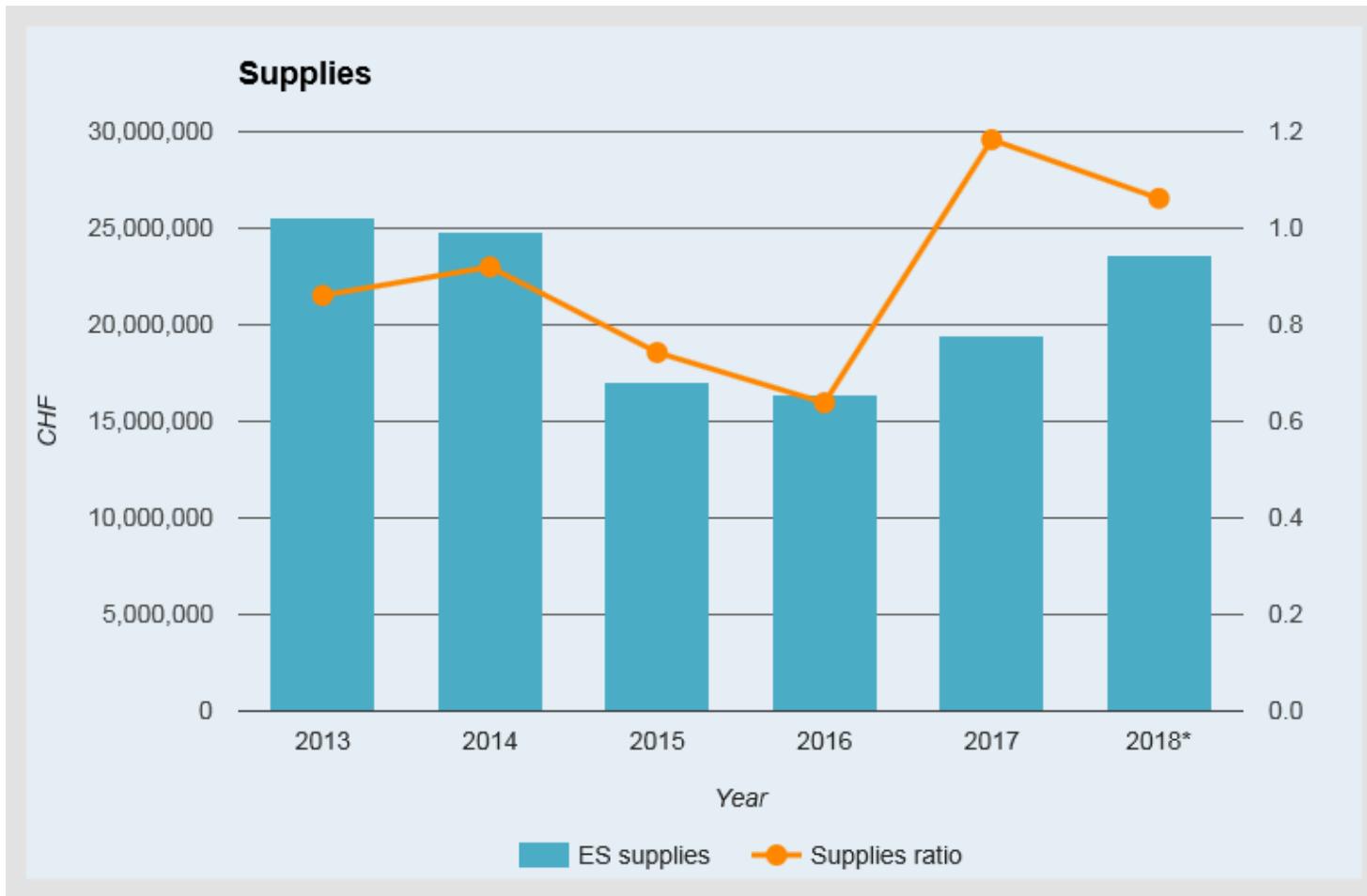


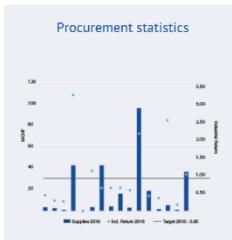
Procurement Expenditure



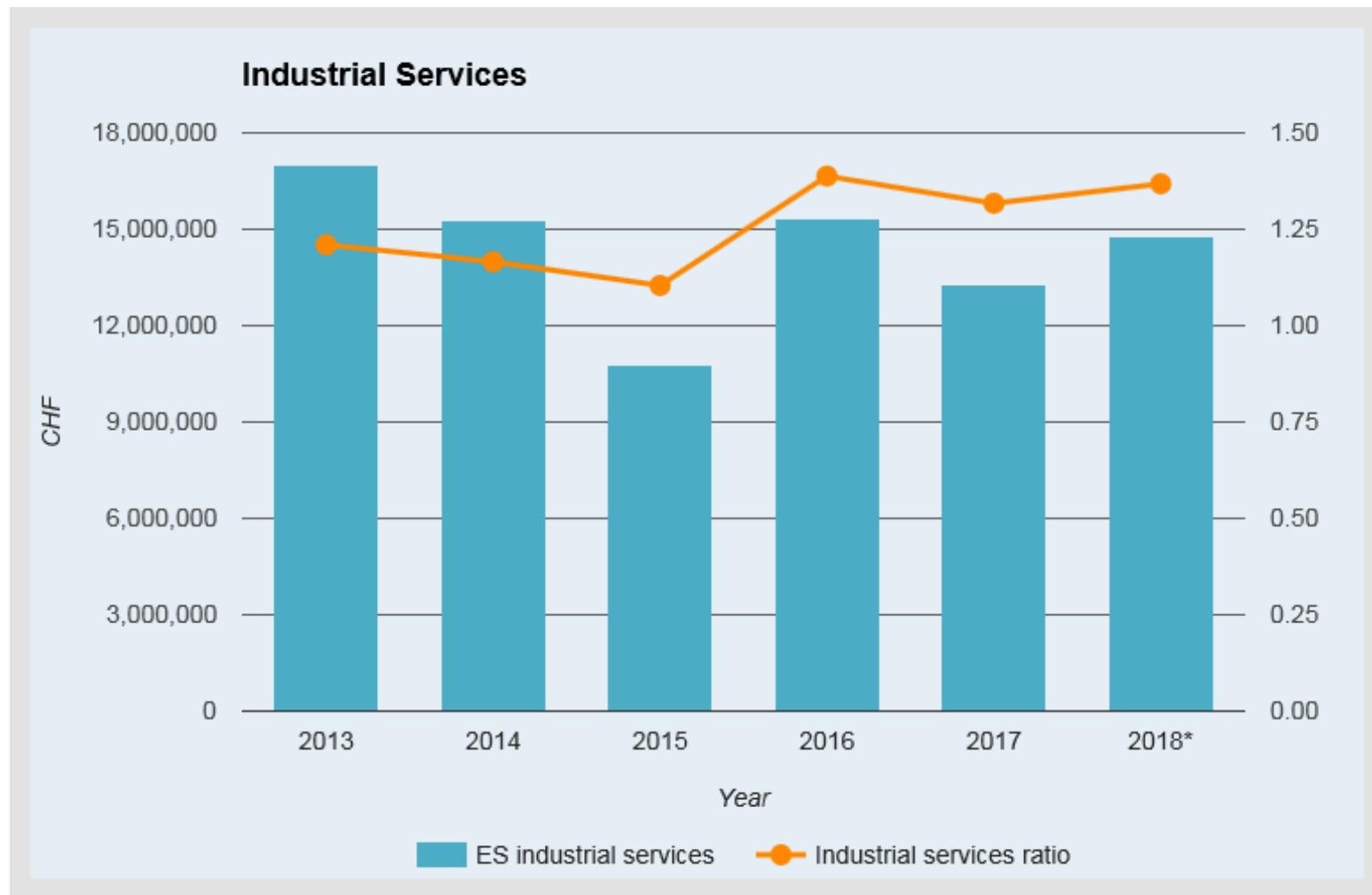


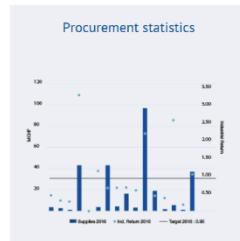
Industrial Return (supplies)





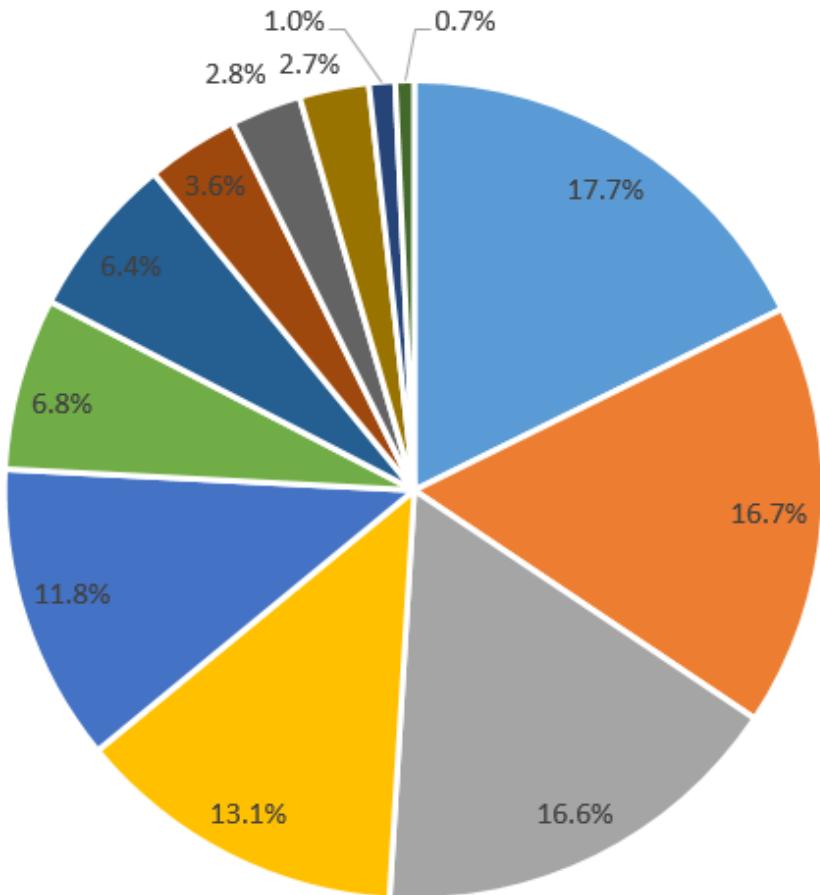
Industrial Return (services)





Supplies

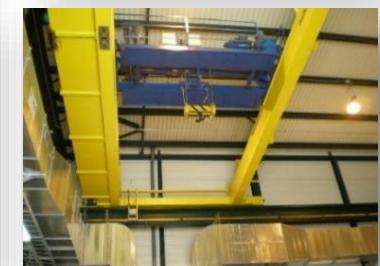
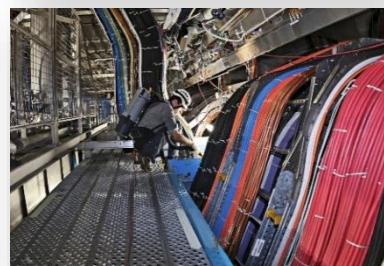
(253MCHF spent in 2017 –CERN budget only)



- Information technology
- Civil engineering, building and technical services
- Electrical engineering and magnets
- Mechanical Engineering and raw materials
- Electronics and radio frequency
- Vacuum and low temperature
- Office supply, furniture, communication and training
- Transport, handling and vehicles
- Gases, chemicals and radiation equipment
- Health, safety and environment
- Optics and photonics
- Particle and photon detectors

What do we buy?

- Civil engineering:
 - Construction, renovation of buildings
 - Metallic structures
 - Earthworks, roads, etc.
- Infrastructure & services:
 - Cooling & Ventilation
 - Cables, electrical installations
 - Mechanical engineering
 - Transport & handling
 - Security & access control
 - Gas,
 - Etc.
- Installation, operation & maintenance
- Data acquisition, IT systems
- Miscellaneous: Furniture, tooling, stationery, etc.



Technology for accelerators

- Industrial controls & field buses;
- Timing & “fast” real-time controls;
- Power converters;
- Magnets;
- Beams : instrumentation, collimation, injection, ejection & dump;
- Other specific equipment : cryogenics, vacuum, radiofrequency.



New projects:

- High Luminosity LHC (HL-LHC)
- LHC Injectors Upgrade (LIU)
- +- Linear Collider studies (CLIC)
- Future Circular Collider studies (FCC)
- ...