



[www.cern.ch](http://www.cern.ch)

# Doing Business with CERN Central Macedonia@CERN

Anders Unnervik  
10 January 2019

# 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.



# Legal Framework

- **When created** : 12 Member States, “Science for Peace”
- **Today** :
  - 22 Member States
  - 8 Associated Member States
  - ~ 2500 staff members
  - ~ 2000 contractors’ employees
  - ~ 13000 physicists/users
  - Yearly budget ~ 1100 MCHF



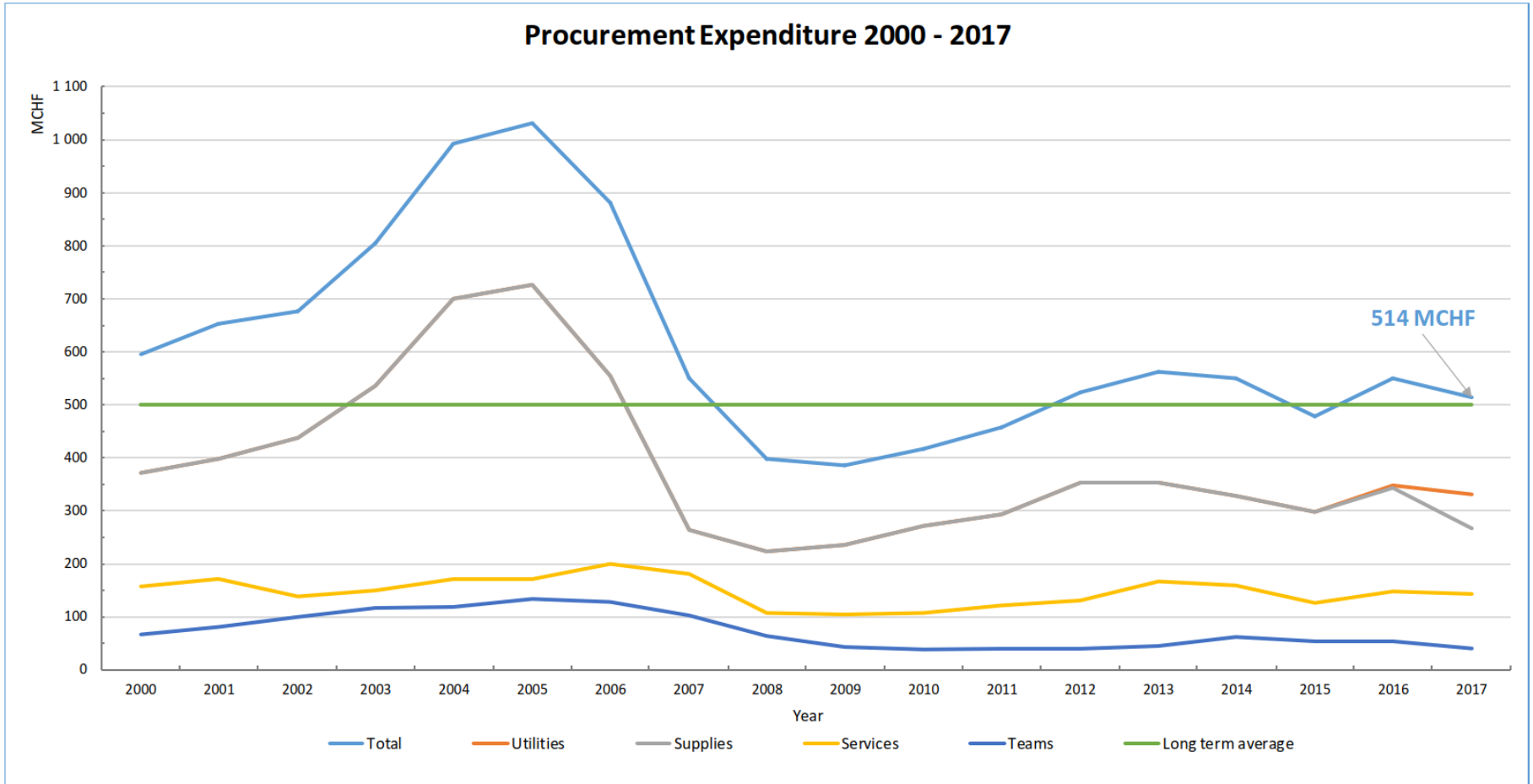
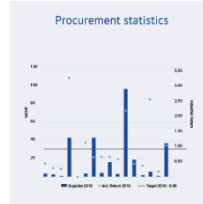
# Yearly Budget (contributions 2018)

Country	Percentage of Total	Amount (CHF)
 Germany	20.10%	230 756 250
 United Kingdom	15.49%	177 879 750
 France	13.81%	158 547 200
 Italy	10.20%	117 105 900
 Spain	6.89%	79 073 450
 Netherlands	4.51%	51 751 300
 Switzerland	3.94%	45 193 300
 Poland	2.76%	31 654 200
 Norway	2.65%	30 434 150
 Belgium	2.65%	30 392 150
 Sweden	2.63%	30 199 200
 Austria	2.10%	24 091 850
 Denmark	1.76%	20 239 450
 Israel	1.58%	18 129 350
 Finland	1.30%	14 946 350

Country	Percentage of Total	Amount (CHF)
 Greece	1.09%	12 567 300
 Portugal	1.08%	12 367 300
 India*	1.07%	12 272 050
 Romania	1.00%	11 482 650
 Czech Republic	0.91%	10 475 650
 Hungary	0.60%	6 868 150
 Turkey*	0.49%	5 619 000
 Slovakia	0.48%	5 482 000
 Bulgaria	0.29%	3 286 800
 Serbia**	0.17%	1 920 100
 Pakistan*	0.13%	1 502 400
 Cyprus**	0.09%	1 000 000
 Lithuania*	0.09%	1 000 000
 Slovenia**	0.09%	1 000 000
 Ukraine*	0.09%	1 000 000
<b>Total</b>	<b>100%</b>	<b>1 148 237 250</b>

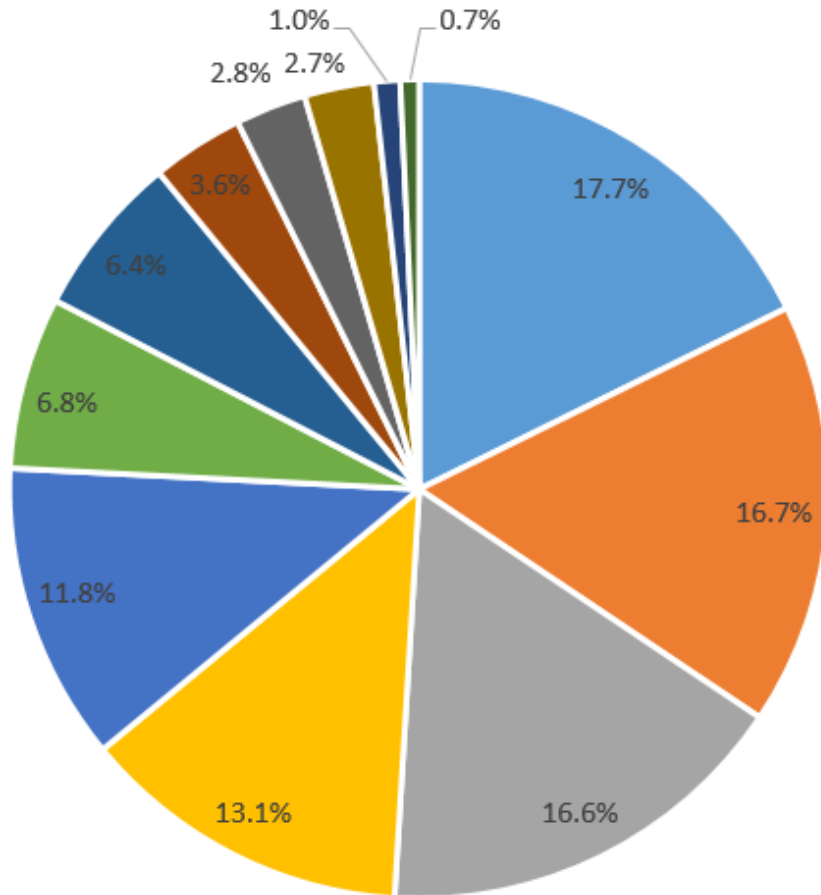
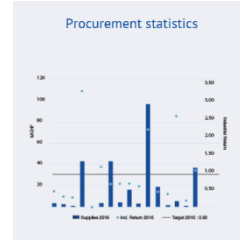
\* Associate Member State \*\* Associate Member State in the pre-stage to membership

# Procurement Expenditure



# Supplies

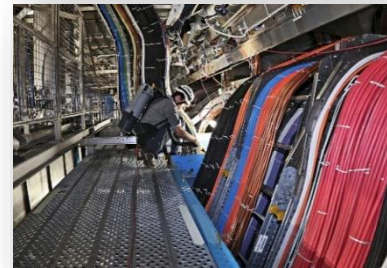
(253MCHF spent in 2017 –CERN budget only)



- 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?

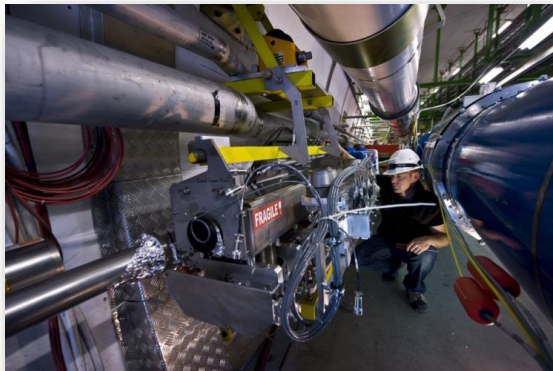
- Civil engineering:
  - Construction, renovation of buildings
  - Metallic structures
  - Earthworks, roads, etc.
- Infrastructure & services:
  - Cooling & Ventilation
  - Cables, electrical installations
  - Mechanical engineering
  - Transport & handling
  - Security & access control
  - Gas,
  - 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)
- ...

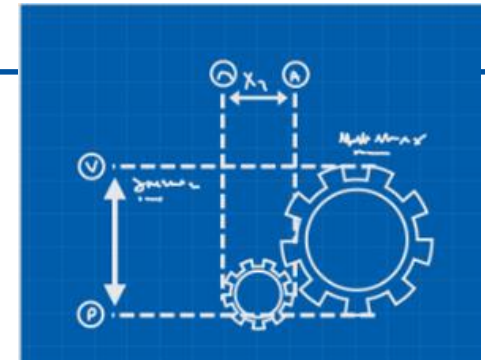


# How do we buy?

- 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.

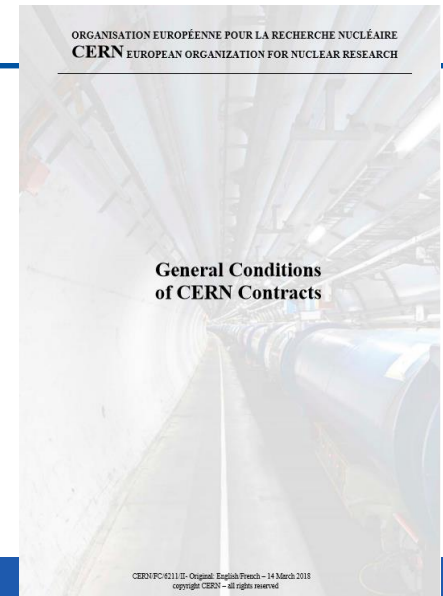
\*The above applies for cases where only CERN contributes to the financing. Applicable rules may vary for cases where external funding (financing through external collaborations) is involved.

Procurement strategy  
and policy



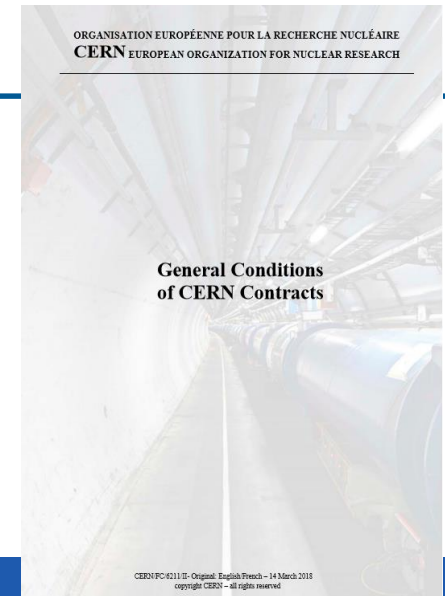
# Principles of the Procurement Rules (1/4)

- **Transparency and impartiality;**
- **Invitations to tenders open to Member States only;**
- **Objectivity and equal treatment:** tendering procedures are objective and impartial



# Principles of the Procurement Rules (2/4)

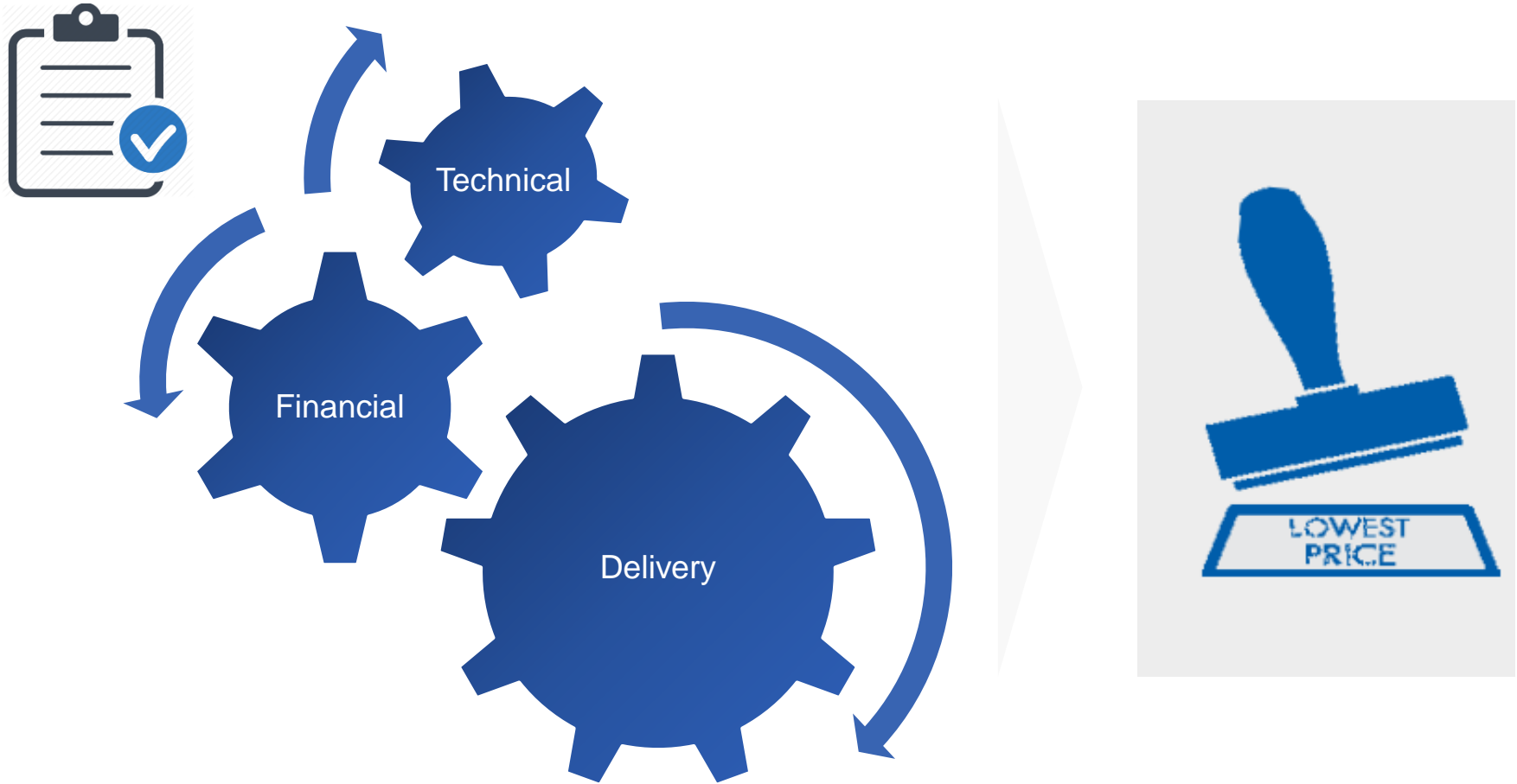
- **Selective tendering procedures:** CERN's tendering procedures are not open to all firms;
- **Confidentiality:** Opening and evaluation of bids as well as negotiations are not public.



# 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:**

Price 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)

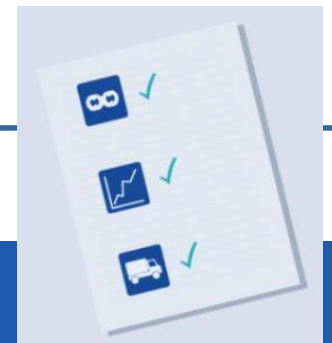
- Prior announcement in CERN’s procurement website, see “Business Opportunities”
  - At this stage, interested firms are encouraged to contact CERN in order to have a clear understanding of the requirement, allowing them to begin their organization ahead of the tendering process.
- Market Surveys consist 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 may ask 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.”



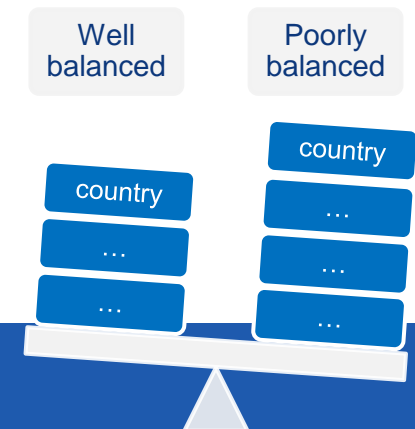
If at least **60%** of the total amount of the bid comes from a poorly balanced MS, then the **whole bid** will be treated as that from a bidder in a poorly balanced MS.

## 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:

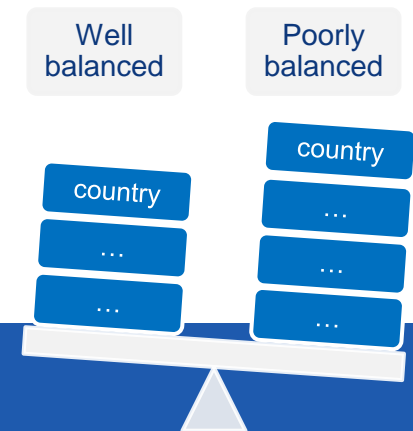
- Contracts awarded on the lowest compliant basis (mainly supply contracts);
- With a total amount exceeding 100'000 CHF.

## Rule

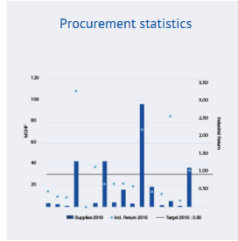
Under certain conditions as defined in CERN Procurement Rules, a bidder offering goods originating\* in poorly balanced Member States is allowed to align its price to that of the lowest bidder and thereby be awarded the contract.

\*

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 1<sup>st</sup> 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 three-years period:

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

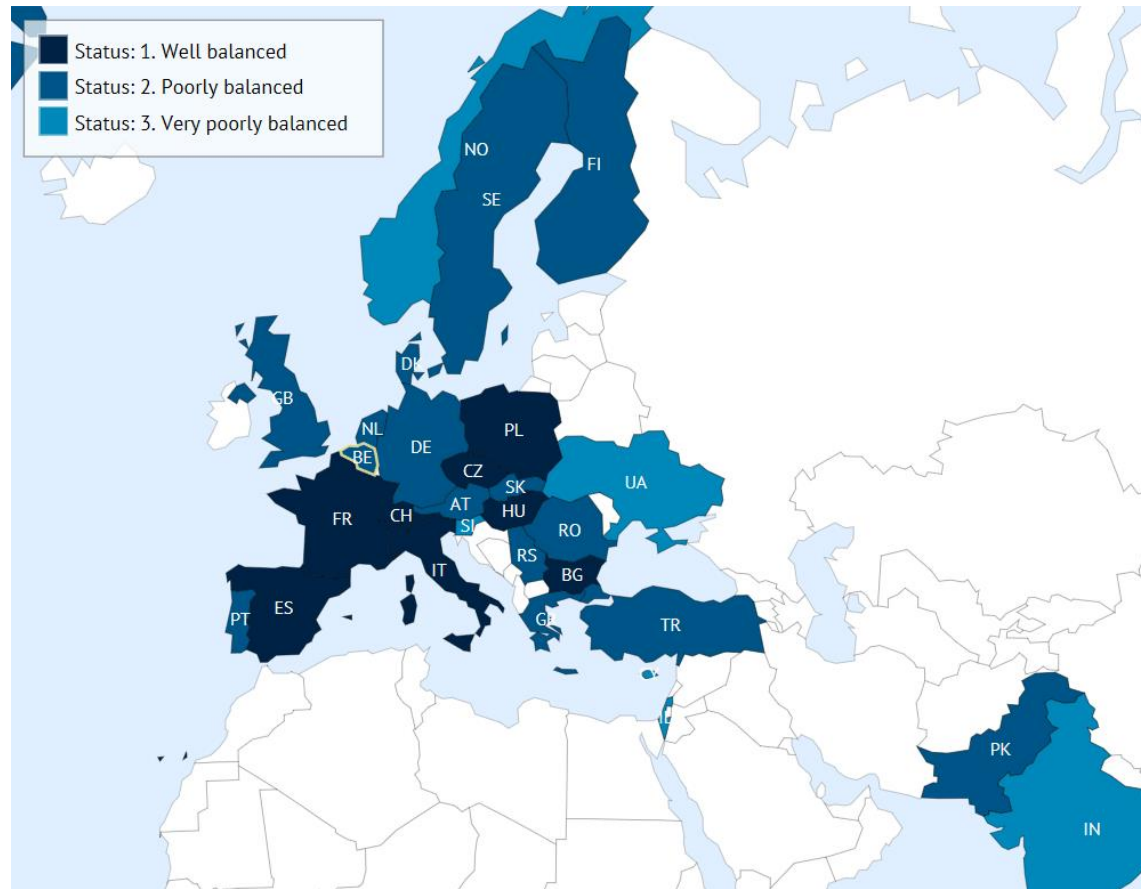
# Poorly balanced Member States (Supplies)

(1st March 2018 – 28 February 2019, based on the previous 4 calendar years):

<http://procurement.web.cern.ch/en/industrial-returns-for-cern-member-states>

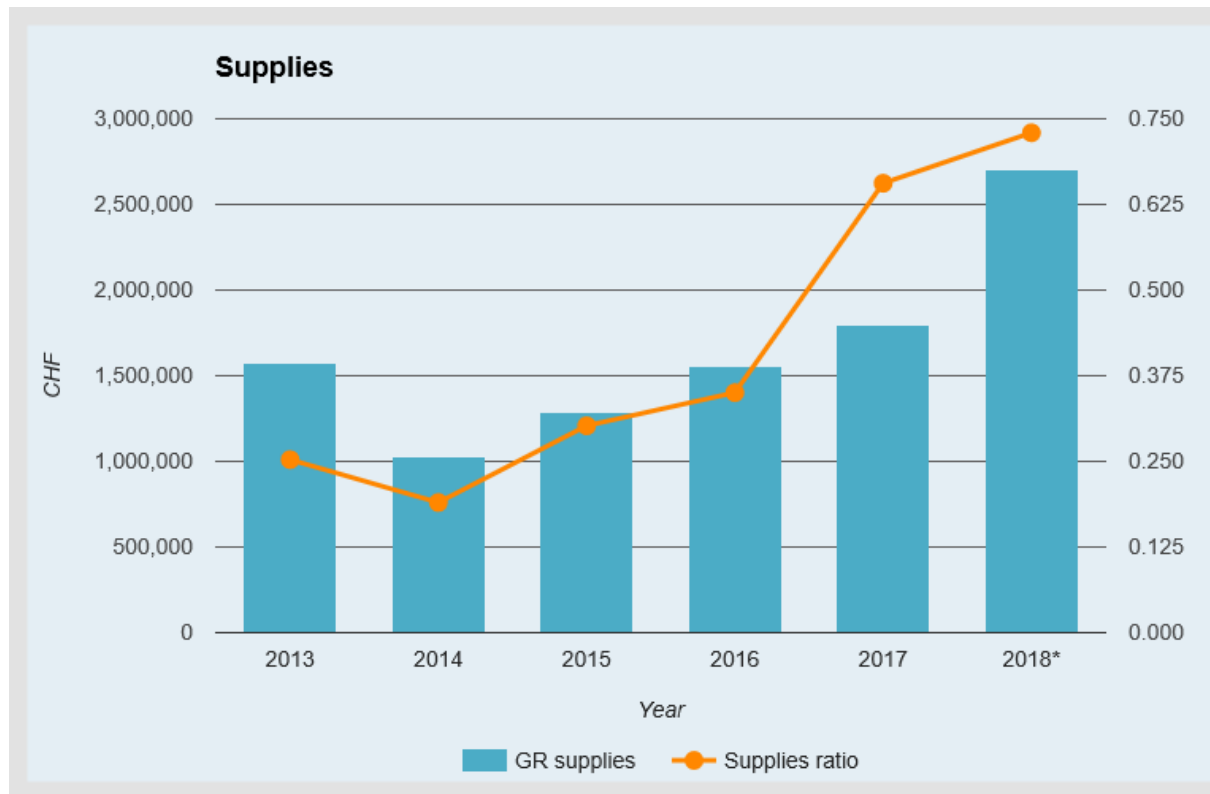
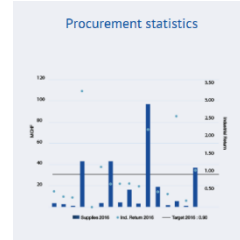
Well Balanced	Poorly Balanced	Very Poorly Balanced
Bulgaria Czech Republic France Hungary Italy Poland Spain Switzerland	Austria Belgium Denmark Finland Germany Greece Netherlands Pakistan* Portugal Romania Serbia* Slovakia Sweden Turkey* United Kingdom	Cyprus* India* Israel Lithuania* Norway Slovenia* Ukraine*

\*Associate Member State



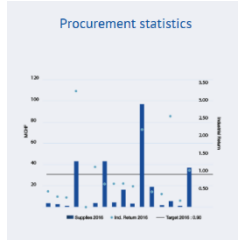


# Industrial Return (supplies) Greece



\*preliminary

# Some Greek suppliers, 2018



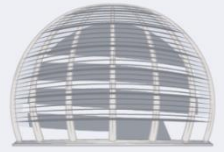
Supplier name	City
RENTRON ELECTRONICS	P. FALIRO
ELEKTROMECH	Athens
DROMEAS SA	ATHENS
ALEXMOLDS	PERAMA
Bros N Axakalis and Co	Neo Ikonio Perama
KAMPAKAS	ATHENS
Prisma Electronics SA	ALEXANDROUPOLIS
INTEGRATED SYSTEMS DEVELOPPMENT	MAROUSI
HOTEL NIKOPOLIS THESSALONIKI	THESSALONIKI
ARISTOTLE UNIVERSITY OF THESSALONIKI	THESSALONIKI
KORFIATIS ENGINEERING	PERAEUS
TELECOMMUNICATION SYSTEMS RESEARCH INSTITUTE	CHANIA, CRETE
TEMMMA SA	Athens
UNIVERSITY OF PATRAS	PATRAS
THE NATIONAL TECHNICAL UNIVERSITY OF ATHENS	ATHENS
EVRYDIKI P. KOSTARAKI	ATHENS, ATTIKI
MORFI MOLDS LTD HIGH PRECISION PARTS & MOLD MANUFACTURING	KALIVIA - ATTICA
GENPRO ELECTRICS ELECTRONICS / M. GKOUZELOU	ATHENS
SAFEDOOR	ATHENS
NIKI BAI NB EVENTS	THESSALONIKI

\*preliminary

# Website of the Procurement Service

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

Doing business with CERN



Doing business with CERN

Doing business with CERN

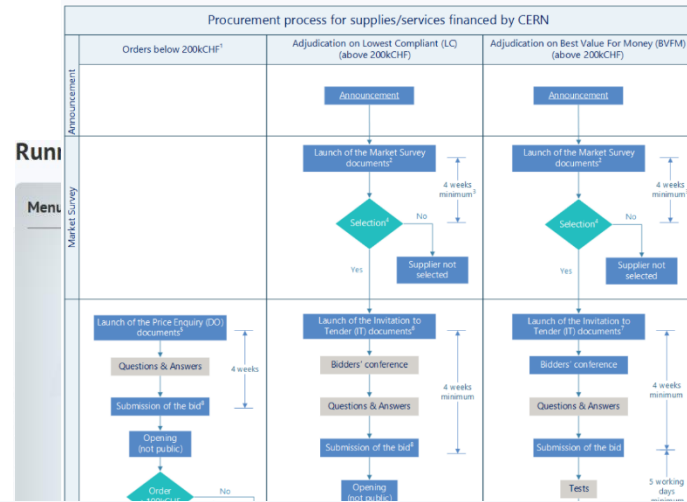
Procurement Process

Running a contract with CERN

Law applicable to contractors' personnel



## Procurement Process





to rearrange them. Click on the titles to navigate.

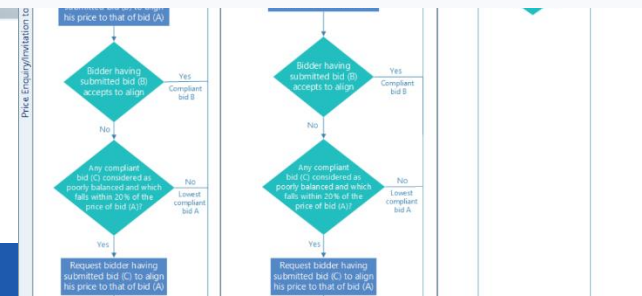
Intellectual Property



## 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>

Business opportunities



**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: <input type="text" value="All"/>	Market Survey dispatched: <input type="text" value="All"/>
Reference: <input type="text"/>	Call for Tenders scheduled for dispatch: <input type="text" value="All"/> <input type="text" value="All"/>
Activity Code: <input type="text"/>	Description and/or Specific Condition: <input type="text"/>
Requirement: <input type="text"/>	Commercial contact: <input type="text" value="All"/>
Cost Range: <input type="text" value="All"/>	Publication Date: From <input type="text"/> To <input type="text"/> 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	<b>New</b> <a href="#">MS-4489/SMB</a>	Civil-engineering works for the design and construction of new Building 937 situated on CERN's Preessin site in France. <a href="#">(01020101_01020102)</a>	CERN intends to place a contract for the design and construction ... Interested firms shall have a proven experience and competence in design ... <input type="button" value="Read More"/>	B	Fourth quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">S. Cahuet</a> Commercially: <a href="#">A. Horridge</a>	First quarter 2019
26-09-2018	Supply	<b>New</b> <a href="#">MS-4486/TE/HL-LHC</a>	Supply of 600 bellow expansion joints of 10 different types for HL-LHC <a href="#">(06010100)</a>	CERN intends to place a contract for the supply of ... Interested firms shall have a proven experience and competence in the ... <input type="button" value="Read More"/>	A	Fourth quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">Y. Lederer</a> Commercially: <a href="#">J. Pierlot</a>	First quarter 2019
17-09-2018	Supply	<b>New</b> <a href="#">MS-4470/IT</a>	Framework Market Survey concerning the supply of Desktop PC, Mini-PC and Laptop (portable) PC office computers <a href="#">(04010500_04010700)</a>	CERN intends to place several contracts for the supply of PCs, ... Interested firms shall have a proven experience and competence in Intel ... <input type="button" value="Read More"/>	B	Third quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">G. Metral</a> Commercially: <a href="#">H. Gerster</a>	Fourth quarter 2018
10-09-2018	Supply	<b>New</b> <a href="#">MS-4469/EN</a>	Supply of system interconnections and industrial wiring. <a href="#">(02070300_03030100_03030200_13030500)</a>	CERN intends to place a three years blanket contract for the ... Interested firms or group of firms shall have proven competence, experience ... <input type="button" value="Read More"/>	A	Third quarter 2018	To express an interest please send an e-mail to <a href="mailto:procurement.service@cern.ch">procurement.service@cern.ch</a> Technically: <a href="#">G. Canale</a> Commercially: <a href="#">N. Azizi</a>	Third quarter 2018

# HL-LHC Shopping list

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



**HL-LHC Industry**  
Industry Relations and Procurement Website for the HL-LHC project

Search this site

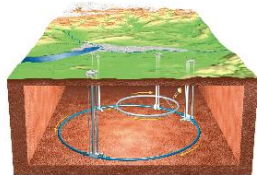
Home **General Info** Procurement Overview Tendering Acquisition Timeline Events Contact

## Building the HL-LHC with the Industry

The HL-LHC Industry Website has been specially designed for all those firms that wish to participate in this ambitious project. We want to share all the relevant information related to the procurement that will be required to accomplish this major upgrade of the LHC.

The industry will have a crucial role and will be heavily involved within the HL-LHC Project since it will be the main source to provide the technologies and equipment that are required to successfully achieve the goals of this upgrade of the LHC.

The HL-LHC will collaborate with many types of industries and businesses to pursue its goals. Knowledge and technology to be developed during the HL-LHC project will make a lasting impact on society.



ILOS

[ILOS Portal](#)

HIGHLIGHTS

10 Mar 2016

[HL-LHC is now part of the ESFRI Roadmap](#)

The 2016 Roadmap highlights the strong socio-economic impact of research infrastructures as well as their potential to generate innovation through collaboration with industrial partners.

[More information on the ESFRI Roadmap 2016](#)

8 Feb 2016

[QUACO Open Market Consultation](#)

CERN, as member of the European pre-competitive procurement (PCP) Instrument QUACO, is pleased to invite you to the Open Market Consultation (OMC) that will take place on 30<sup>th</sup>

## Main Domains of Activity - HL-LHC Project

Cryogenics systems

Magnets components and assemblies

Electrical equipments, electronics & instrumentation for accelerators

Ultra High vacuum components and systems

Collimators and new material resists to high temperatures

Cryostats and subcomponents for cryogenic equipment

High precision assembling and manufacturing technologies

Others

Raw materials

Civil engineering and technical infrastructures

## Work Packages

WP9

WP3, WP11

WP4, WP5, WP6A, WP6B, WP7, WP13

WP12

WP5, WP8, WP14

WP3, WP4, WP6A, WP9, WP11

WP4, WP5, WP8, WP12, WP14

WP6A, WP10, WP15, WP16

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

WP17

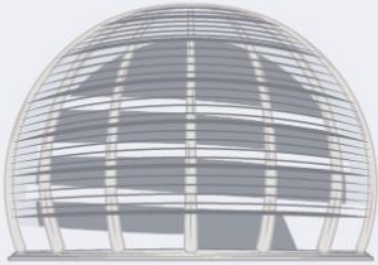
High Luminosity  
LHC project



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/asp/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](mailto: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](mailto: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.



**Dr. Nikolaos MANTHOS**

Assoc. Prof. University of Ioannina

University Campus - Physics Dept GR- 45110 Ioannina

TEL: +30 26510 08524

EMAIL: [nmanthos@uoi.gr](mailto:nmanthos@uoi.gr)


Who to contact



# Contacts at CERN

## (Procurement and Technical)


CERN Accelerating science Sign in Directory

 **Procurement and Industrial Services Group**  
Doing business with CERN


**DOING BUSINESS WITH CERN**

- 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 Reports
- Procurement for HL-LHC Project


**Doing business with CERN**




**Business opportunities**




**Hi-Luminosity LHC project**




**Register / Login to CERN e-procurement platform**



**Key reference documents**

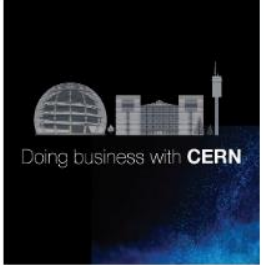


**Who to contact**



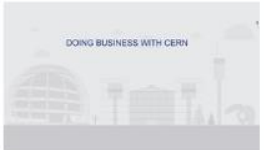
**DOING BUSINESS WITH CERN**

**BROCHURE**



**VIDEO**


**DOING BUSINESS WITH CERN**



**RUNNING A CONTRACT WITH CERN**

Learn more about CERN contracts

**TEMPORARY LABOUR OFFICE**



Procurement      List of poorly      Procurement

# 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**



*supplier*



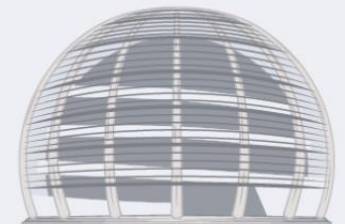
# Doing business with CERN: the facts

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](http://www.cern.ch)