



**COSYLAB**

# CERN – Relation with the Slovenian Industry

RECFA VISIT TO SLOVENIA

LJUBLJANA, 5<sup>TH</sup> APRIL 2019

- ❑ **WHY CERN?**
  - ❑ **HOW CERN?**
  - ❑ **WHAT** have we done so far?
  - ❑ **PLAN** for the future?
  - ❑ **Main CHALLENGES?**
- ... all from The Industry Perspective

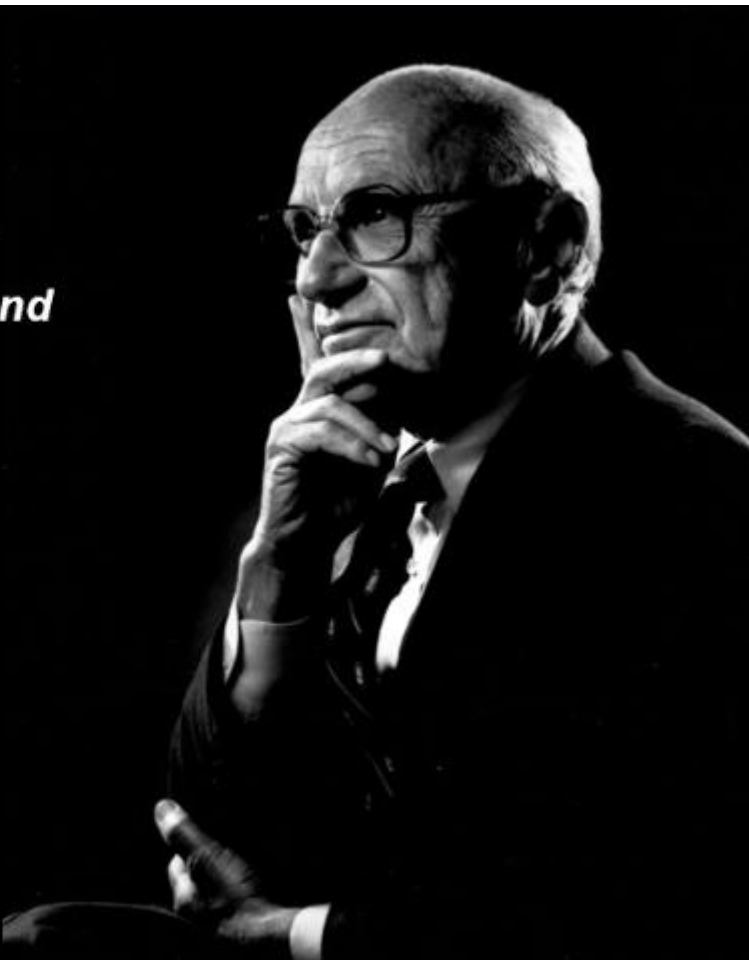


# What is the role of business?

**Milton Friedman (1970):**

***“The only social responsibility of business is to use its resources and engage in activities designed to increase its profits...***

***...so long as it stays within the rules of the game, which is to say, engages in open and free competition, without deception or fraud”.***



The sole purpose of a business is to make money for its stakeholders...

(Any business executives who pursued a goal other than making money were, unwitting puppets of the intellectual forces that have been undermining the basis of a free society these past decades).

# What is the role of business when work with Big Science?

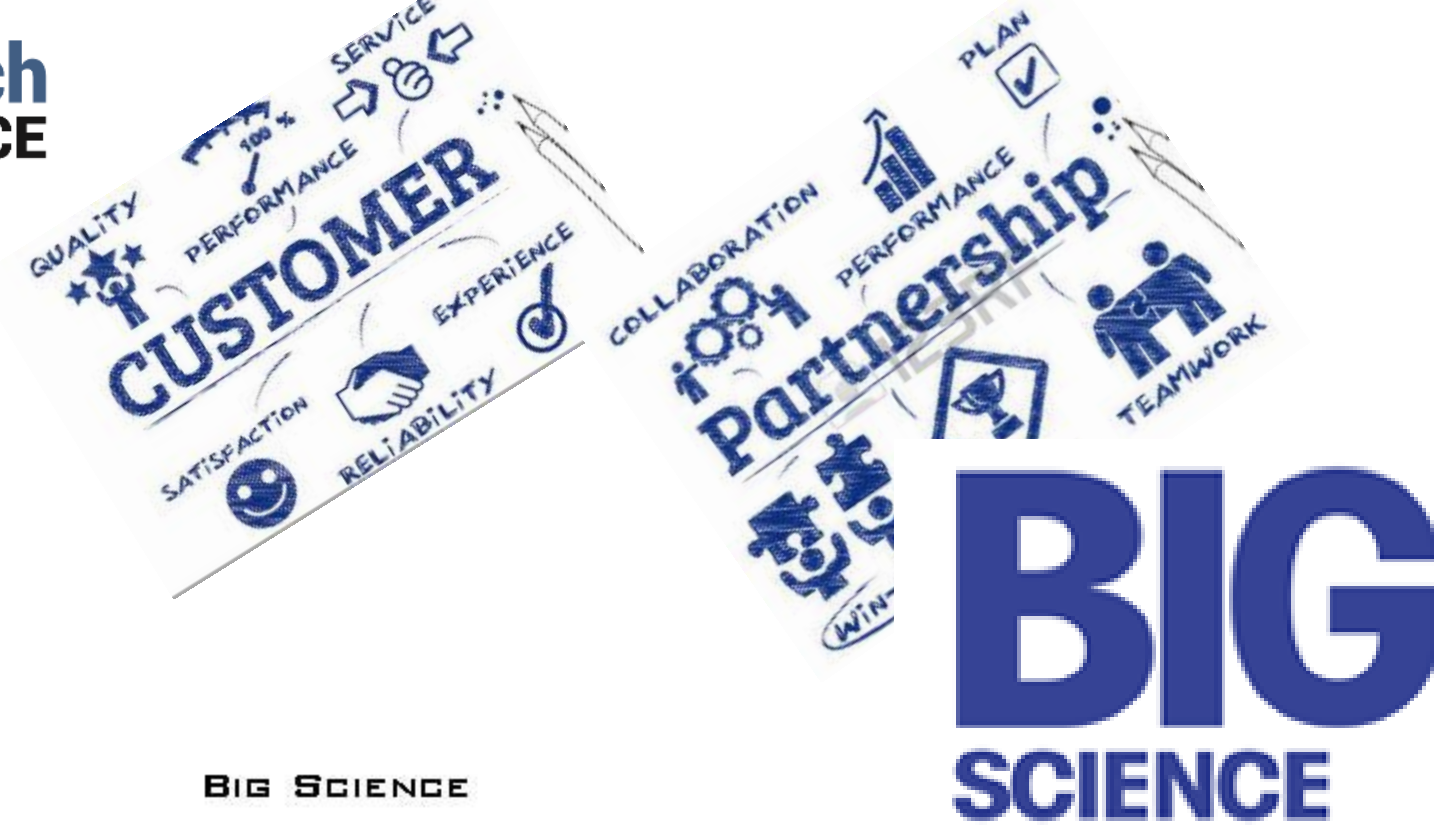
WHY CERN?



## AND MUCH MORE

- Tech transfer
- Learning lesson
- The part of a Club...  
...References
- Hi-Tech Collaboration
- Partnerships
- New domains
- Spill-Over Effect
- ...





**BIG SCIENCE**



[/coffeeghost.net/BigScience](http://coffeeghost.net/BigScience)



<https://bsbf2018.org/>

WHY CERN?



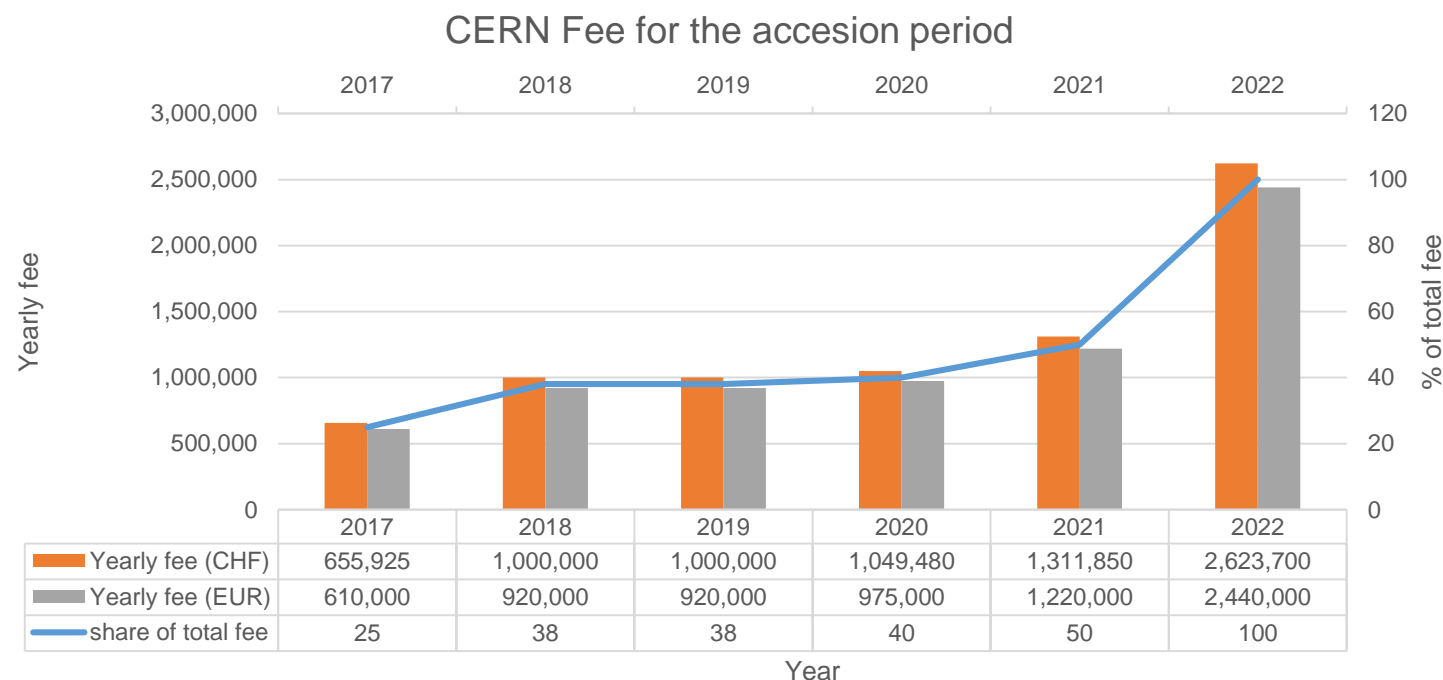




- ❑ **Right Size** country with a demanding market
- ❑ **EU Internal Market** end **regulation**
- ❑ **Extremely Export oriented** business community
- ❑ Talents and **competencies**
- ❑ Great Science and **Science-Business Cooperation**
  
- **Balanced mix of companies** providing solutions, services and consulting
- ICT industry with **long-term tradition** and access to the modern technologies
- Increasing number of SLO companies with **impact on foreign markets** – Mobile solutions startups, niche solutions and services – e.g. medical treatment, eGov,....
- Long-term presence of a large international subsidiaries (IBM from 1970)
- **Flexibility** of a right size companies with the prompt response on customer needs – move toward solution and insight selling
- **eGov** are among leading in EU
- Already **partners in Big Science** all around the world



## UPON THE AGREEMENT BETWEEN SLOVENIA AND CERN JULY 2017







Upon the Partnership contract  
MES&S and CCIS **August 2017**



**ZIT** Gospodarska  
zbornica  
Slovenije

ILO Appointed **September 2017**



**CERN ILO**  
Industrial Liaison Officer



**tech  
SCIENCE**



Founding general meeting **May 2017**



HOW CERN?

The system **provide** :

- ... an information channel and a bases for an effective and efficient networking ...
- ...a fair operation avoiding any conflict of interests...

and thus **doesn't provide**:

- ...any due diligence of the projects...
- ...any sales activities performed neither by CCIS or ILO ...



# HTTPS://WWW.GZS.SI/SCIENCETECH/

Vabilo na Zbor članov sekcije ScienceTech

Z lanskim letom smo pod okriljem GZS postavili ScienceTech združenje tehnološko znanstvenih podjetij. V vmesnem času smo tudi postali pridruženi člani CERN z vrsto priložnosti za sodelovanje. V tem času smo dosegli lepe rezultate, hkrati pa ostaja odprtih nekaj vprašanj in pobud za nadaljnje delo zato vas 1.6.2018 ob 9.00 vabimo na Zbor članov ScienceTech v prostorih GZS (Dvorana F v medetaži), Dimičeva 13 Ljubljana.

ČLANSTVO V CERN VELIKA  
PRILOŽNOST ZA  
SLOVENIJO

TIARA-ARIES-AMICI  
INDUSTRY WORKSHOP

VPRAŠALNIK O  
KOMPETENCAH ZA CERN

## Na kratko o sekciji

Poslanstvo *ScienceTech* je, poglobitev, uveljavitev, širitev in skupen nastop slovenskih podjetij na ScienceTech trgu, povezovanje s predstavniki države in mednarodnimi inštitucijami (CERN, ITER, ESFRI, FAIR, ESA idr.) ter

## Slovenija postala pridružena članica CERN

16. decembra 2016 sta ministrica dr. Maja Makovec Brenčič in direktorica CERN Fabiola Gianotti podpisali

## AKTUALNE NOVICE >

16.5.2018

Vabilo na Zbor članov sekcije ScienceTech

## Partnership Contract MES&S & CCIS:

...among the others also describes the ROLE of CCIS....

*...cooperate in establishing systematic information and monitoring of activities in CERN ...*

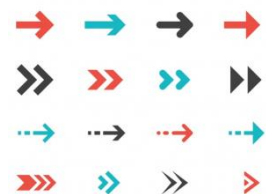
*... enables better cooperation of the Slovenian businesses and science and offers support for companies in their access to CERN ...*

*... linking and representing interests and promoting the Slovenian economy and science ...*

*... provides a simple, fast and transparent flow of information between the ILO and the Slovenian businesses...*

*... for this purpose it also establishes a single entry point and an appropriate information system ...*

Upon the Partnership Contract  
MES&S and CCIS **August 2017**





## ScienceTech Rules of Procedures:

...among the others also describes that....

...*ScienceTech's mission* is to *establish, deepen, expand and jointly represent* Slovenian companies *on the ScienceTech market*,

...*connect with* representatives of *the state and international institutions* (CERN, ITER, ESFRI, FAIR, ESA, etc.)..

...to obtain relevant *references* through cooperation on *the largest and most demanding European and world projects – BigScience* ...

...*representing* Slovenia's stakeholders *in the most prominent international institutes from ScienceTech*, as well as *CERN*.

...the acquisition of *new business*, *business networking* with *foreign business partners*, and increased *cooperation on the largest and most demanding international projects* in order to achieve *the greatest benefits for end users of Science Tech members*.

...*ScienceTech* is to become *the central point* for the economy to *connect the business community as well as business and science* ...

... will strive to improve national and European regulatory acts in the field of ScienceTech and the business environment...

## RULES OF PROCEDURE MISSION

[HTTPS://WWW.GZS.SI/SCIENCETECH/](https://www.gzs.si/sciencetech/)



- ❑ Slovenia became an associate member state July 2017
- ❑ Established an Organizational Setup
- ❑ ILO appointed
- ❑ CERN info day in Slovenia nov 2017
- ❑ Regular information – common Company base created
- ❑ CERN Promotion to CCSI associations
- ❑ Joint gathering of CCSI associations - General Managers
- ❑ ScienceTech regular meetings and BigScience promotion
- ❑ ILO activities, communicating, connecting, mentoring
- ❑ Preparing the Slovene Industry Day @ CERN 2019 as a joint project MES&S, SPIRIT, CCIS

# Slovenian industry in CERN - Recent activities

WHAT have we done so far?

- ❑ Industrial return of all Slovenian companies in 2018 was 90k CHF
  - ❑ Industrial return factor 0.38
  - ❑ Slovenia is still considered a very poorly balanced country
- ❑ 9 invitations to market surveys (MS)
- ❑ 12 direct orders (DO)
- ❑ 2 invitation to tender (IT)
- ❑ 14 Slovenian companies registered in CERN portal
- ❑ 11 applications to market surveys (MS)
- ❑ 22 Slovenian companies already interested for „doing business with CERN“



# Industrial returns (2017-2019)

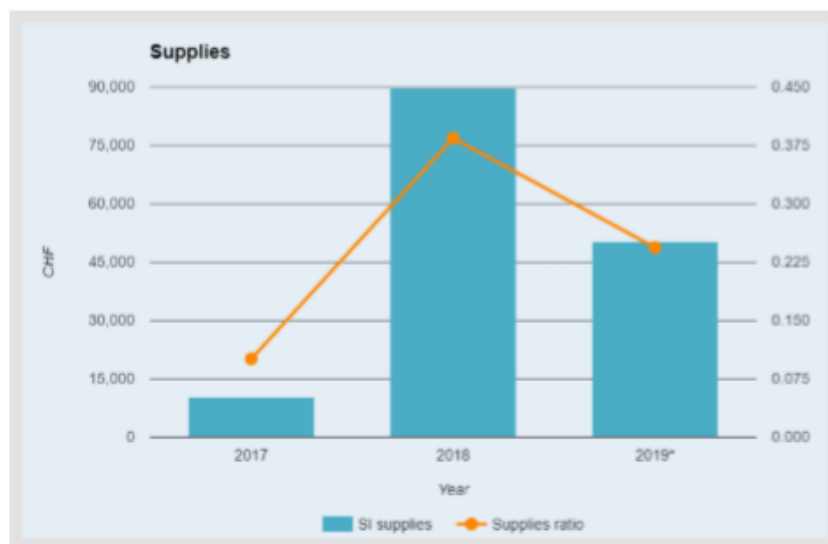
WHAT have we done so far?

|       | CERN Budget        |              |            |
|-------|--------------------|--------------|------------|
|       | Total Contribution | Contribution |            |
|       | I                  | II           | III = II/I |
|       | CHF                | CHF          | %          |
| 2017  | 1,142,179,450      | 500,000      | .04%       |
| 2018  | 1,148,237,250      | 1,000,000    | .09%       |
| 2019* | 1,171,170,100      | 1,000,000    | .09%       |

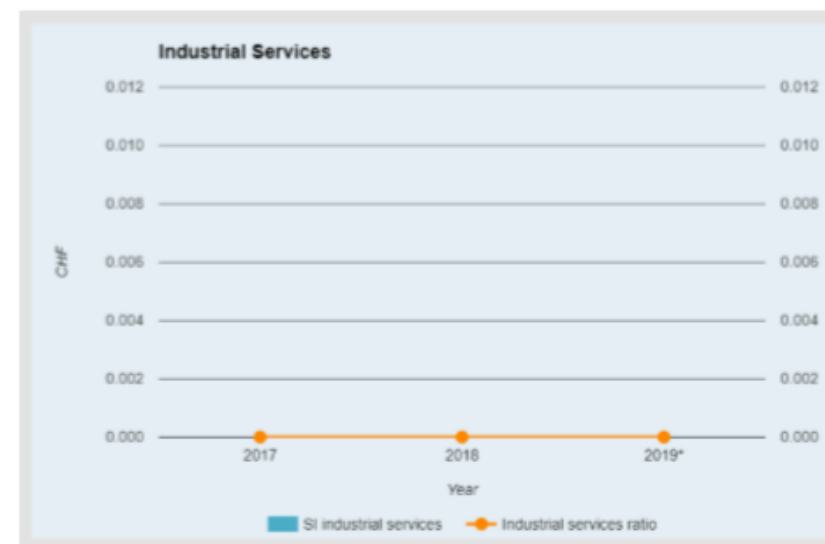
|       | Expenditure for All Countries |                     |
|-------|-------------------------------|---------------------|
|       | Supplies                      | Industrial Services |
|       | IV                            | V                   |
|       | CHF                           | CHF                 |
| 2017  | 232,086,828                   | 142,731,742         |
| 2018  | 307,250,690                   | 146,758,913         |
| 2019* | 241,215,242                   | 144,088,358         |

|       | Expenditure by Country of Origin |                     |
|-------|----------------------------------|---------------------|
|       | Supplies                         | Industrial Services |
|       | VI                               | VII                 |
|       | CHF                              | CHF                 |
| 2017  | 10,209                           | –                   |
| 2018  | 89,606                           | –                   |
| 2019* | 50,171                           | –                   |

|       | Industrial Return Ratios |                     |
|-------|--------------------------|---------------------|
|       | Supplies                 | Industrial Services |
|       | VIII = (VI/IV) / III     | IX = (VII/V) / III  |
|       | CHF                      | CHF                 |
| 2017  | .1 (1)                   | 0 (0.4)             |
| 2018  | .38 (1)                  | 0 (0.4)             |
| 2019* | .24 (1)                  | 0 (0.4)             |



\* Provisional figures for the year



- ❑ From poorly balanced to balanced Country
- ❑ Slovene Industry Day @ CERN
  - ❑ 7<sup>th</sup> – 8<sup>th</sup> October 2019
  - ❑ MES&S, SPIRIT, CCIS & Industry
- ❑ SI Industry Catalogue
- ❑ SI Industry e-database
- ❑ IT sector is “in” ....we shall attract also other sectors
- ❑ Promote Big Science as an advanced however a bit different opportunity for doing business & R&D: ITER, CTA, CFETR, ESA, EUMETSAT @ Annual assembly

- ❑ From poorly balanced to **balanced** Country!
- ❑ From some to **many**: Expand the range of companies!
- ❑ From passive to **active** role of CCIS, ILO and other stakeholders!
- ❑ From unknown to the e-Catalogue of SI Industry – updated and **alive**!
- ❑ From simple procurement toward **demanding joint R&D**!



- ❑ **Industry** should probably first do the homework and educate themselves to understand enough about what CERN does and what kind of services and products are needed at CERN, to be able to offer relevant products & services and to become partners in developing the state of the art solutions.
- ❑ Then the **CCIS, ScienceTech and ILO** shall strengthen their role in providing support informing about the current status of CERN projects.
- ❑ **CERN** to elaborate and to show how the high value-added R&D partnership is made with CERN.
- ❑ From there on, **it is the job of the industry** to establish contacts, to apply for tenders and ask us to put them in touch with the most appropriate persons within CERN, who would be potentially your partners and customers.



**Janko Bugar, M.Sc**

ÇGO & Senior Business Developer

President of the ScienceTech  
Management Board at CCIS

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WORK HARD  
ACT HUMBLE  
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