



# Doing Business with CERN

Team Finland – 01 November 2019

Ivo Lobmaier



# AGENDA

- **Introduction**
  - Legal Framework
  - Budget
  - What we buy
- **Procurement @ CERN**
  - Procurement Service
  - Principles
  - Procedures
- **Procurement website**
- **Impact of doing business with CERN**

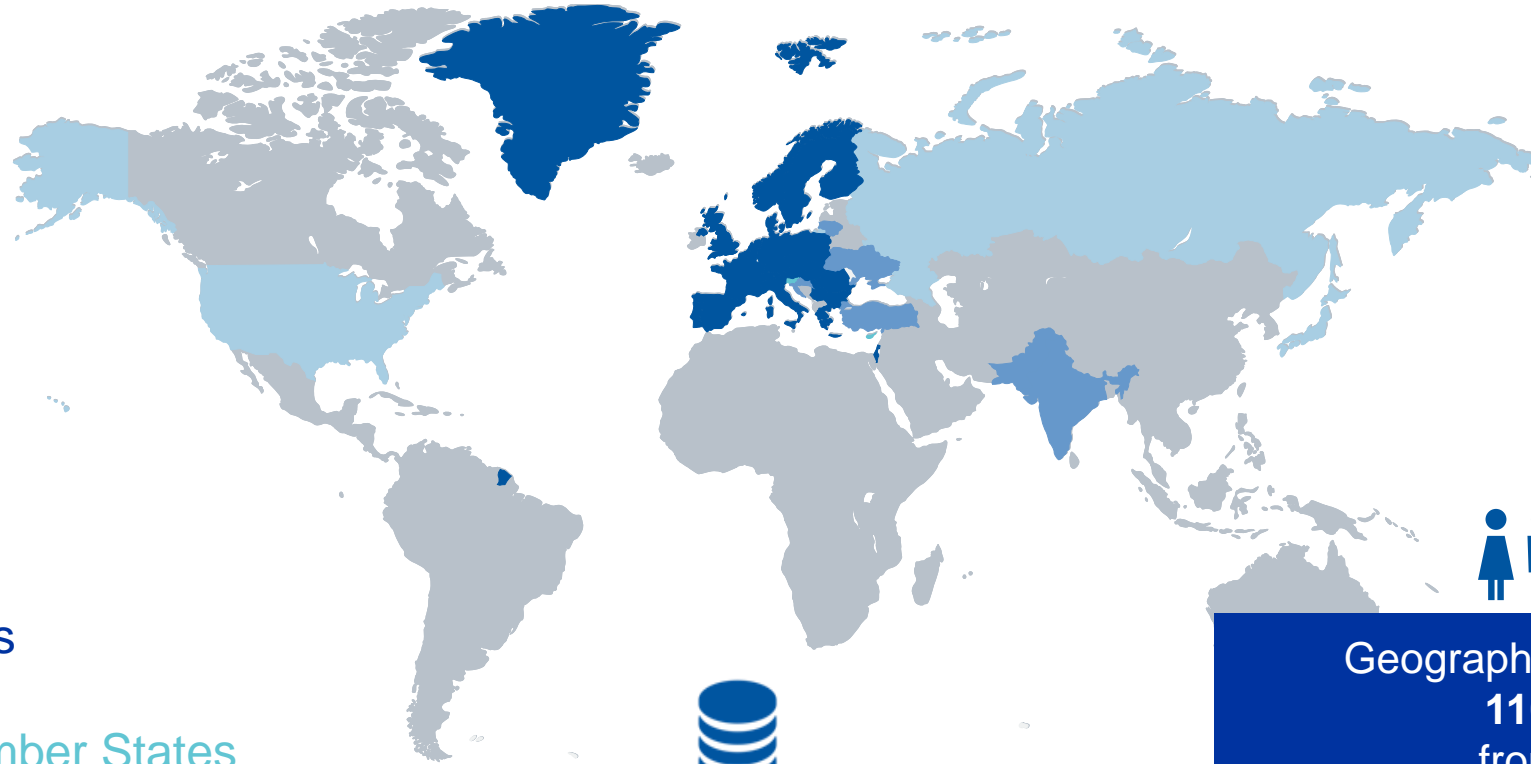
# INTRODUCTION



# Legal Framework

- **CERN, an Intergovernmental Organization**, was established in July 1953, by the “Convention for the establishment of a European Organization for Nuclear Research”;
- As an Intergovernmental Organization, CERN is not a legal entity under national law but **governed by public international law**;
- CERN is therefore entitled to establish its **own internal rules** necessary for its proper functioning, such as the rules under which it **purchases** equipment and services.

# In 1954 CERN had 12 Member States Today CERN has 23 Member States



**23** Member States

**2** Associate Member States  
in the pre-stage to  
membership

**5** Associate Member States

**Yearly budget ~ 1200 MCHF**

**Geographical & cultural diversity**  
**110 nationalities,**  
**from 77 countries**

~ **2500** Staff members  
~ **2000** contractors' employees  
~ **13000** physicists /users

# Yearly Budget (contributions 2019)

Country	Percentage of Total	Amount (CHF)
 Germany	20.15%	236 015 150
 United Kingdom	15.71%	183 975 700
 France	13.69%	160 344 550
 Italy	10.11%	118 409 050
 Spain	6.89%	80 685 300
 Netherlands	4.43%	51 842 200
 Switzerland	4.02%	47 115 300
 Poland	2.72%	31 870 000
 Belgium	2.62%	30 692 550
 Sweden	2.60%	30 459 300
 Norway	2.42%	28 343 950
 Austria	2.11%	24 676 150
 Denmark	1.75%	20 453 800
 Israel	1.69%	19 735 200
 Finland	1.29%	15 129 550

Country	Percentage of Total	Amount (CHF)
 India*	1.18%	13 811 650
 Portugal	1.07%	12 488 450
 Greece	1.06%	12 453 650
 Romania	1.02%	11 960 150
 Czech Republic	0.93%	10 860 850
 Hungary	0.59%	6 965 950
 Turkey*	0.49%	5 692 000
 Slovakia	0.48%	5 605 900
 Bulgaria	0.29%	3 390 550
 Serbia	0.22%	2 529 000
 Pakistan*	0.14%	1 664 200
 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>1 171 170 100</b>

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

# What we buy

- **Recurrent supplies & services**
- **Accelerator technologies required for consolidation projects and new developments**



# What we buy

- **Civil engineering:**
  - Construction
  - Renovation of buildings
  - Metallic structures
  - Earthworks
  - Roads
- **Cooling and ventilation equipment**





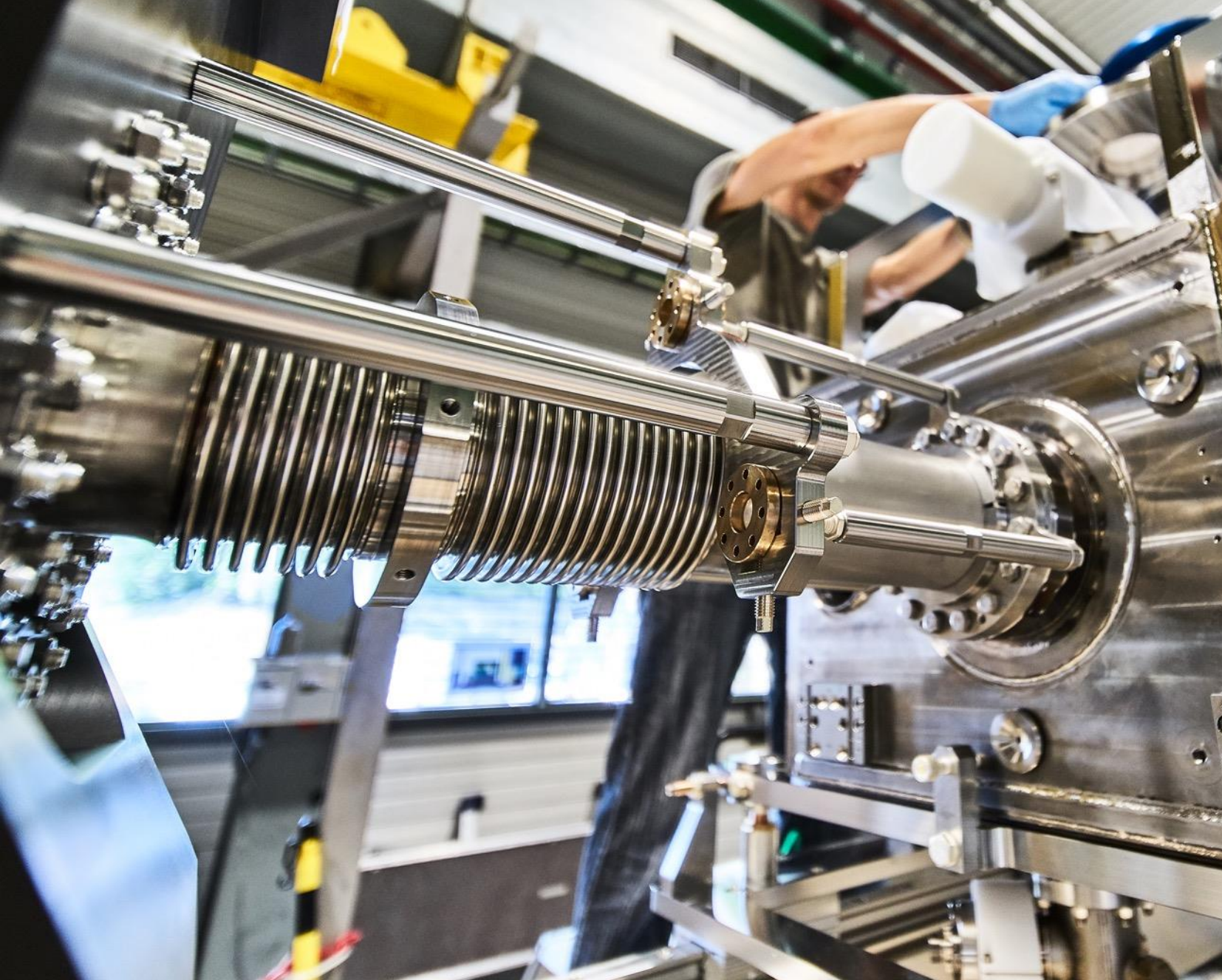
# What we buy

- Electrical engineering and magnets
  - Transformers
  - Switchboards and switchgear
  - Cables
  - Automation
  - Power supplies
  - Magnets



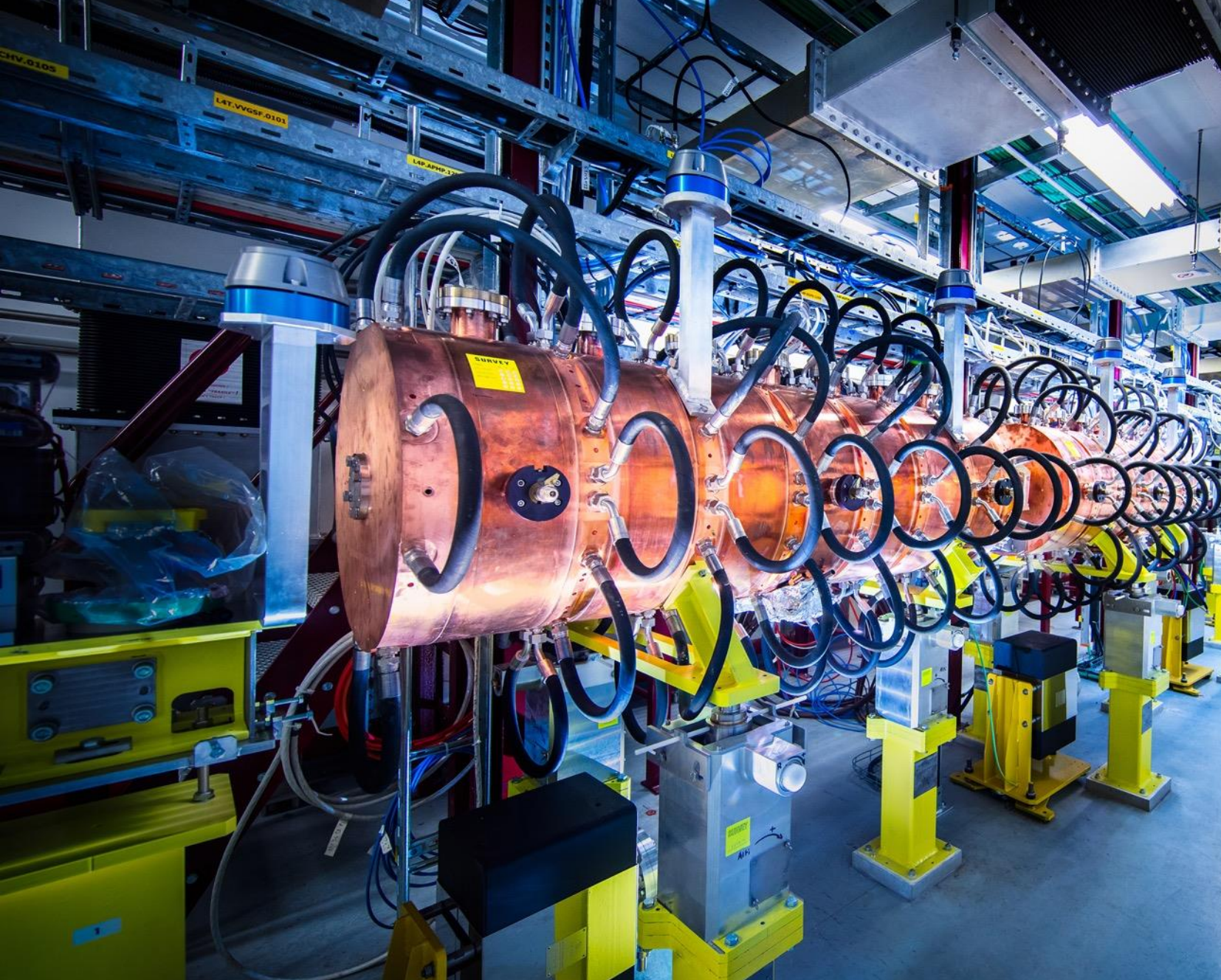
# What we buy

- Information Technology
  - Computing systems
  - Servers
  - Software
  - Network equipment
  - Personal computer equipment



# What we buy

- **Mechanical engineering and raw materials:**
  - Machining
  - Sheet metal work and arc welding
  - Special fabrication techniques
  - Raw materials, finished and semi-finished products (plates, pipes, etc.)
  - Offsite engineering and testing



# What we buy

- **Electronics and radiofrequency:**
  - Electronic components (active, passive)
  - PCBs and assembled boards
  - LV and HV power supplies
  - Radiofrequency equipment
  - Amplifiers

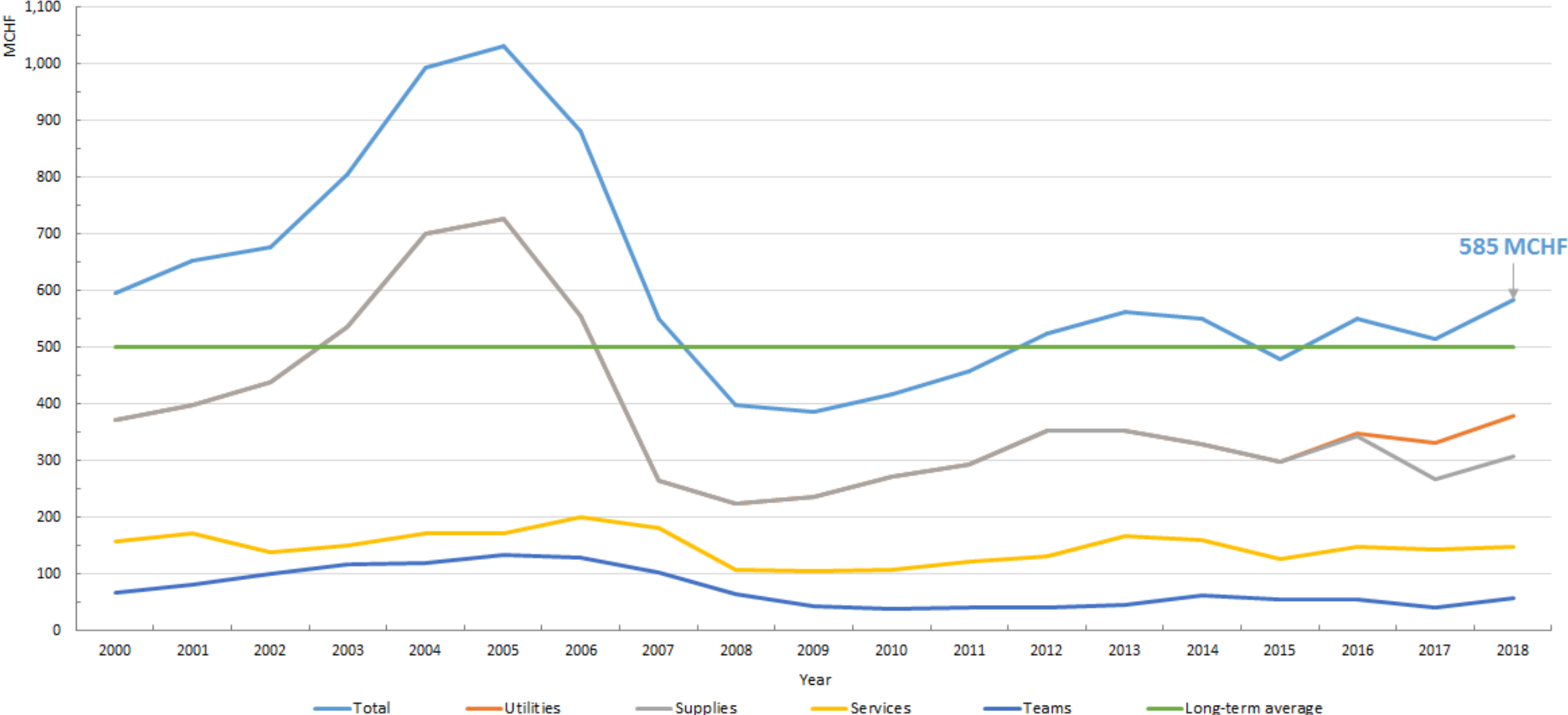


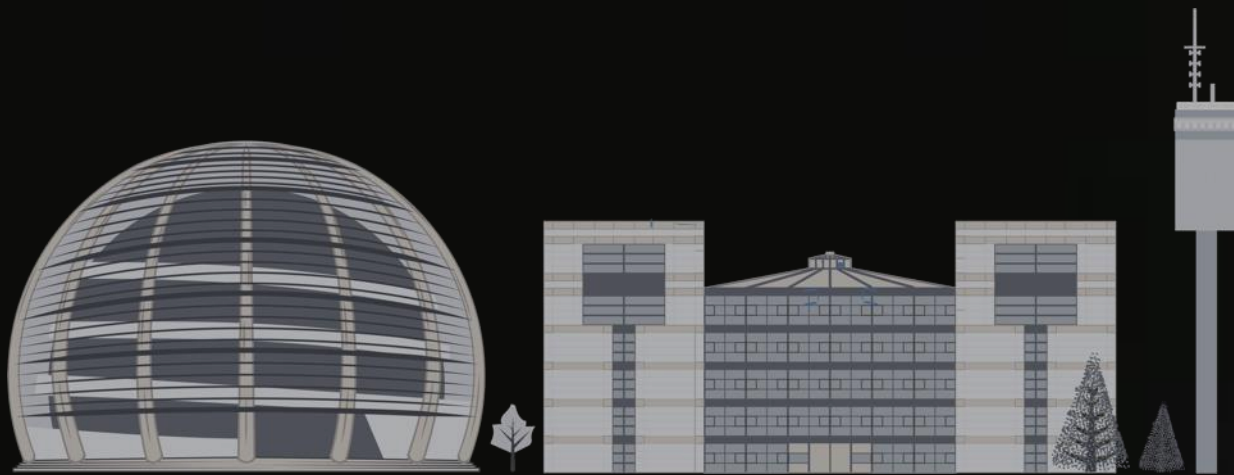
# What we buy

- **We also buy:**
  - Cryogenic and vacuum equipment
  - Optics and photonics
  - Particle and photon detectors
  - Health and safety equipment,
  - Transport and handling equipment
  - Office supply, furniture
  - Industrial services on the CERN site

# Procurement Expenditure

Procurement Expenditure 2000 - 2018





# PROCUREMENT @CERN

# The Procurement Service

The mission of the Procurement Service is to procure all supplies and services for CERN

**Meeting all requirements:**

specified and contractual technical,  
delivery  
and performance requirements

**At the lowest possible overall cost**

While :

**Achieving balanced industrial return  
for CERN Member States**

**Respecting CERN Procurement Rules**



# Principles of the CERN Procurement Rules

**1**

**Transparency and Impartiality**

**4**

**Selective Tendering Procedure**

**2**

**Limited Tendering**

**5**

**Confidentiality**

**3**

**Objectivity and equal treatment / fair competition**

**6**

**Adjudication Basis**

# Principles of the CERN Procurement Rules

1

## Transparency and Impartiality

CERN purchases supplies and services and awards contracts in compliance with the principles of transparency and impartiality

# Principles of the CERN Procurement Rules

2

## Limited Tendering

CERN's tenders (Price Enquiries and Invitations-to-Tender) are limited to firms established in Member States and Associated MS

# Principles of the CERN Procurement Rules

3

**Objectivity and equal treatment / fair competition**

CERN Invitation to tender documents are drafted in an objective way so as to guarantee fair competition

# Principles of the CERN Procurement Rules

4

## Selective Tendering Procedure

CERN's tendering procedures are selective and are not open to all interested firms

# Principles of the CERN Procurement Rules

5

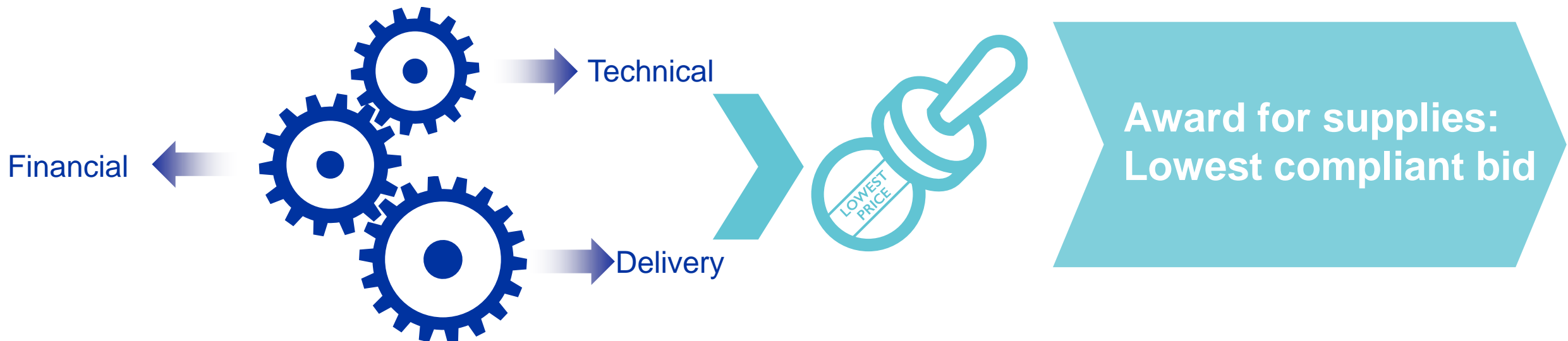
## Confidentiality

Opening and evaluation of bids as well as negotiations are not public and strictly confidential

# Principles of the CERN Procurement Rules

6

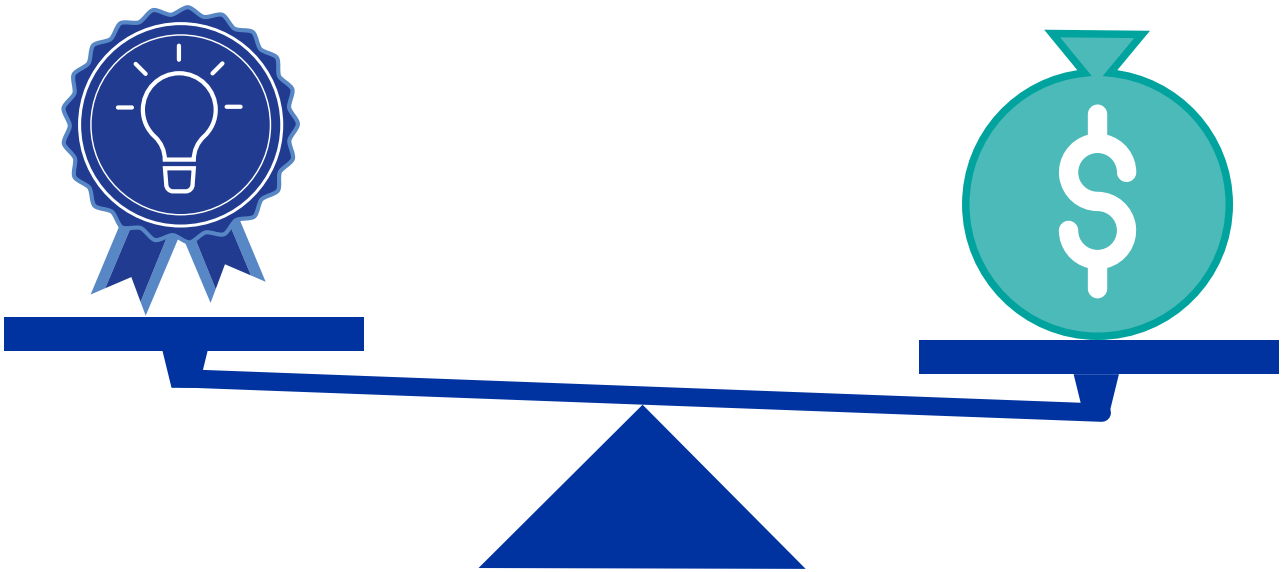
## Adjudication Basis



# Principles of the CERN Procurement Rules

6

## Adjudication Basis



**Award for services:  
Best Value For Money**

**! No alignment rule**



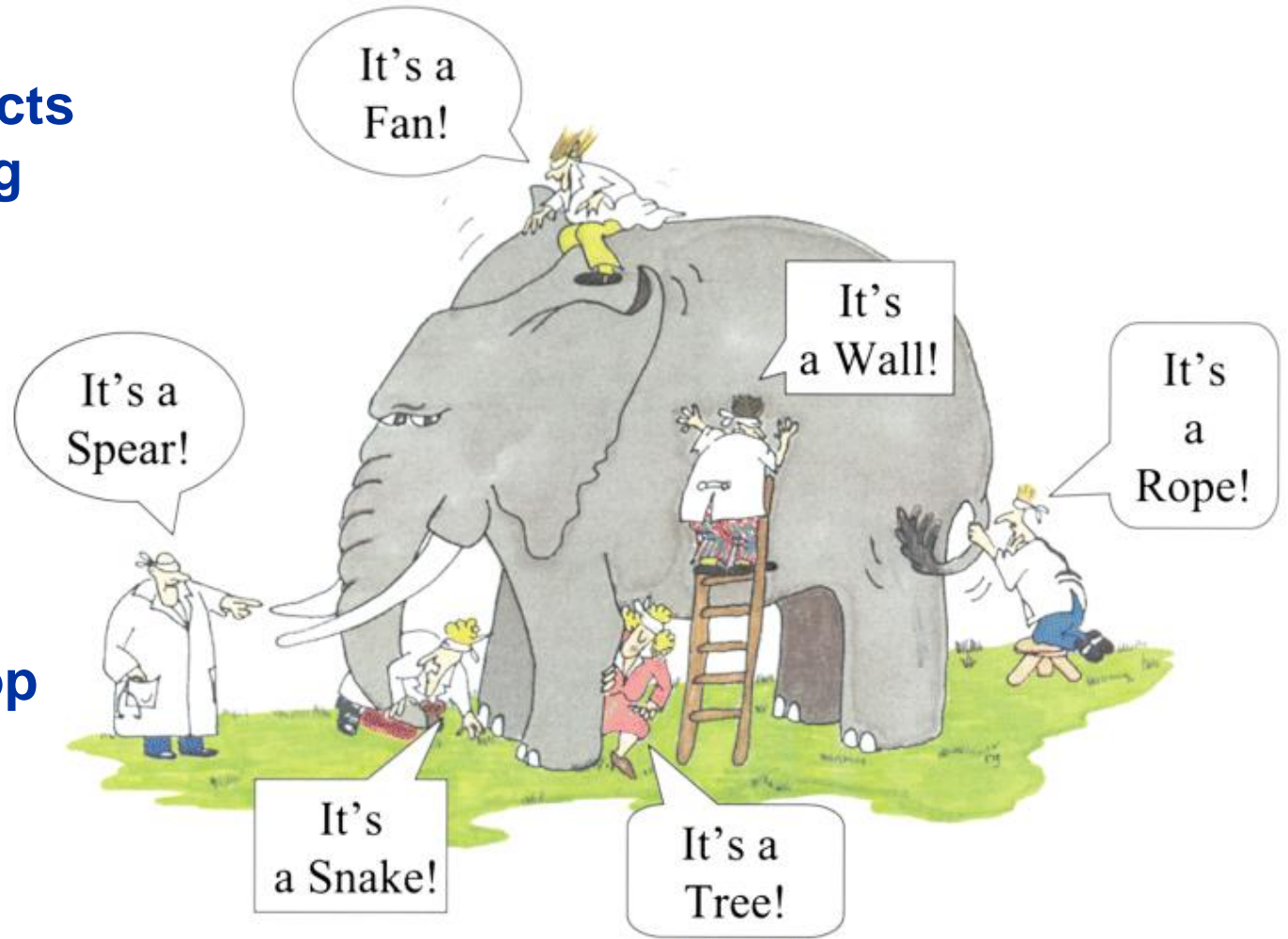
# What we buy ?

Off-the shelf or non-standard products which can be produced with existing manufacturing techniques 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



# 3 Types of Enquiries

## “Price Enquiry” (DO) :

1. Enquiries < 10'000 CHF
2. 10'000 CHF ≤ Enquiries < 200'000 CHF



## “Invitation-to-Tender” (IT) :

3. Enquiries ≥ 200'000 CHF



# Enquiries < 10'000 CHF

## “Price Enquiry” (DO)



- **Price enquiry by Technical Officer or Procurement Officer;**  
(Users may issue enquiries directly provided CERN procurement rules are followed)
- **Minimum of 3 bids requested;**
- **Purchase Order (PO) made to the lowest compliant bidder.**



# 10'000 CHF ≤ Enquiries < 200'000 CHF

## “Price Enquiry” (DO)

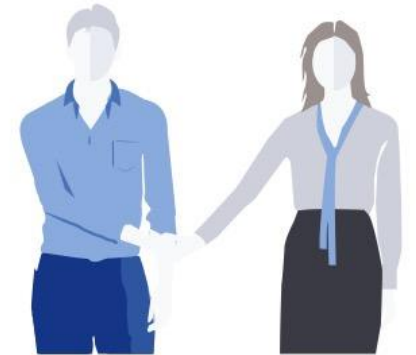
- Price Enquiry prepared / managed by Procurement Officer;
- Technical specification prepared by Technical Officer;
- Submission deadline: 4 weeks from date of dispatch;
- Minimum of 3 bids requested;
- All price enquiries above 50'000 CHF are sent to the Industrial Liaison Officers (ILOs) for information;
- PO made to the lowest compliant bidder.



# Enquiries $\geq$ 200'000 CHF



- **Departmental Request;**
- **Start-up Meeting;**
- **Prior announcement in CERN's procurement website & ILOs;**
  - 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 Survey" (MS) includes :**
  - "Technical Description" and;
  - "Qualification Questionnaire" (financial and technical);
  - Specification Committee;
  - Submission deadline: 4 weeks, or more if the MS is still online.



# Enquiries $\geq$ 200'000 CHF



- **MS Results;**
- **“Invitation-to-Tender”, includes:**
  - Tender Form, Technical Specification and all Annexes;
  - Specification Committee;
  - Sent to qualified and selected firms only & ILOs for information;
  - Submission deadline: 4 weeks from date of dispatch (with a longer period for more complex requirements);
  - Bidders Conference as required;
  - Clarification Process: Firms may ask questions in writing to understand all requirements and prepare a bid that best matches CERN’s needs;
  - Bids shall be submitted via CERN’s e-tendering application.
- **Opening & Evaluation of the bids:**
  - Technical verification & clarification as necessary;
  - Recalculation of the unit prices;
  - Alignment rule.



# Alignment Rule

## 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.



# Country of Origin

*“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.



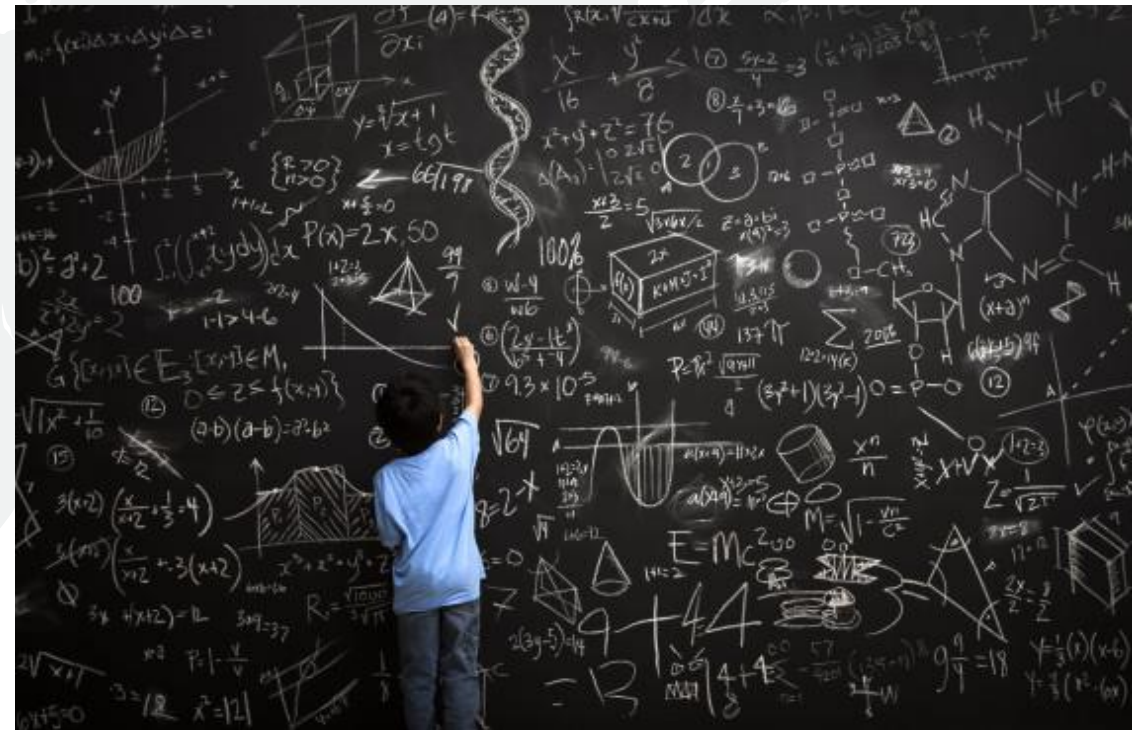
*“Country(ies) where the **supplies** (including their components and sub-assemblies) are manufactured or undergo the last major transformation by the contractor or its sub-contractor”*

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.

# Industrial Return Coefficient

The Industrial Return Coefficient (IRC) of a Member State is defined as the ratio between that 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.

- Well balanced Member States:  $IRC \geq 1$
- Poorly balanced Member States:  $0.30 \leq IRC < 1$
- Very Poorly balanced Members States :  $IRC < 0.30$



# Alignment Rule

## 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.



1

**Supplies Contract only, adjudicated on the Lowest Compliant Basis**

2

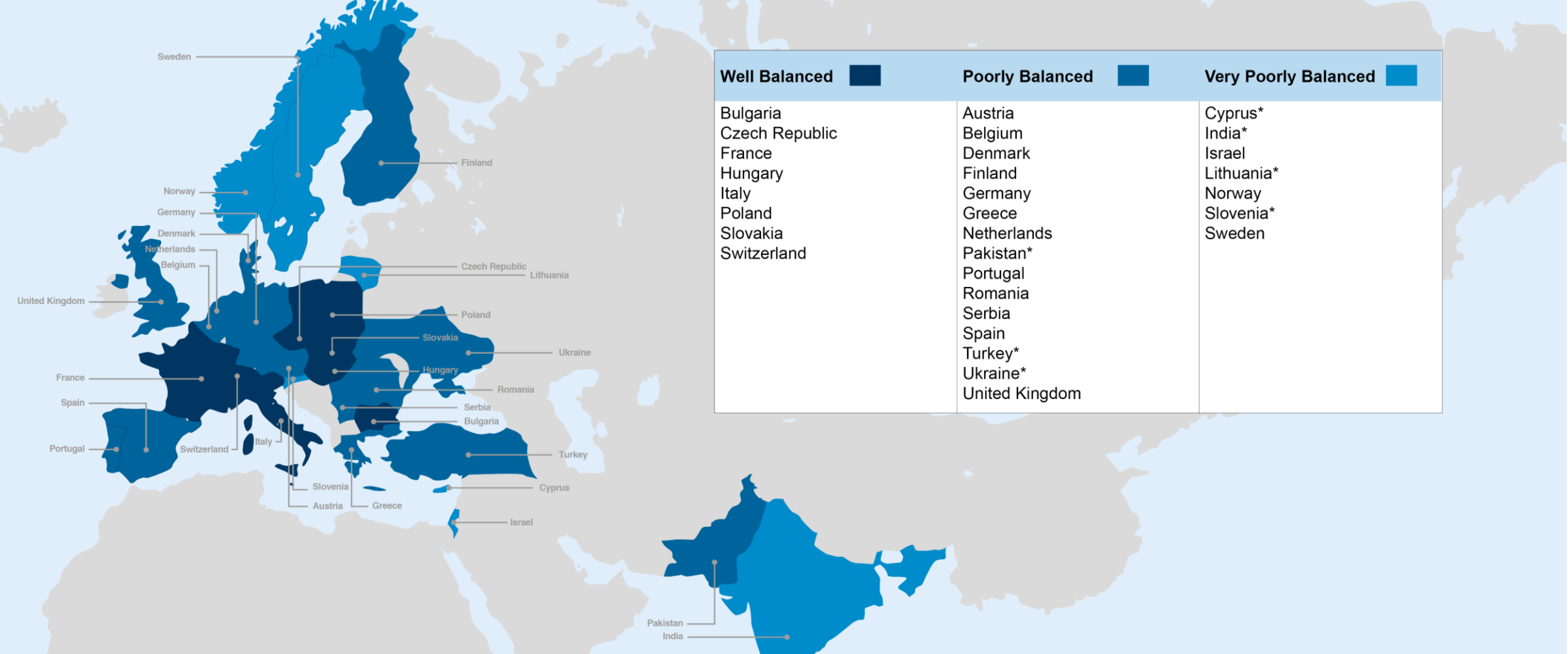
**With a total amount exceeding 100'000 CHF.**

3

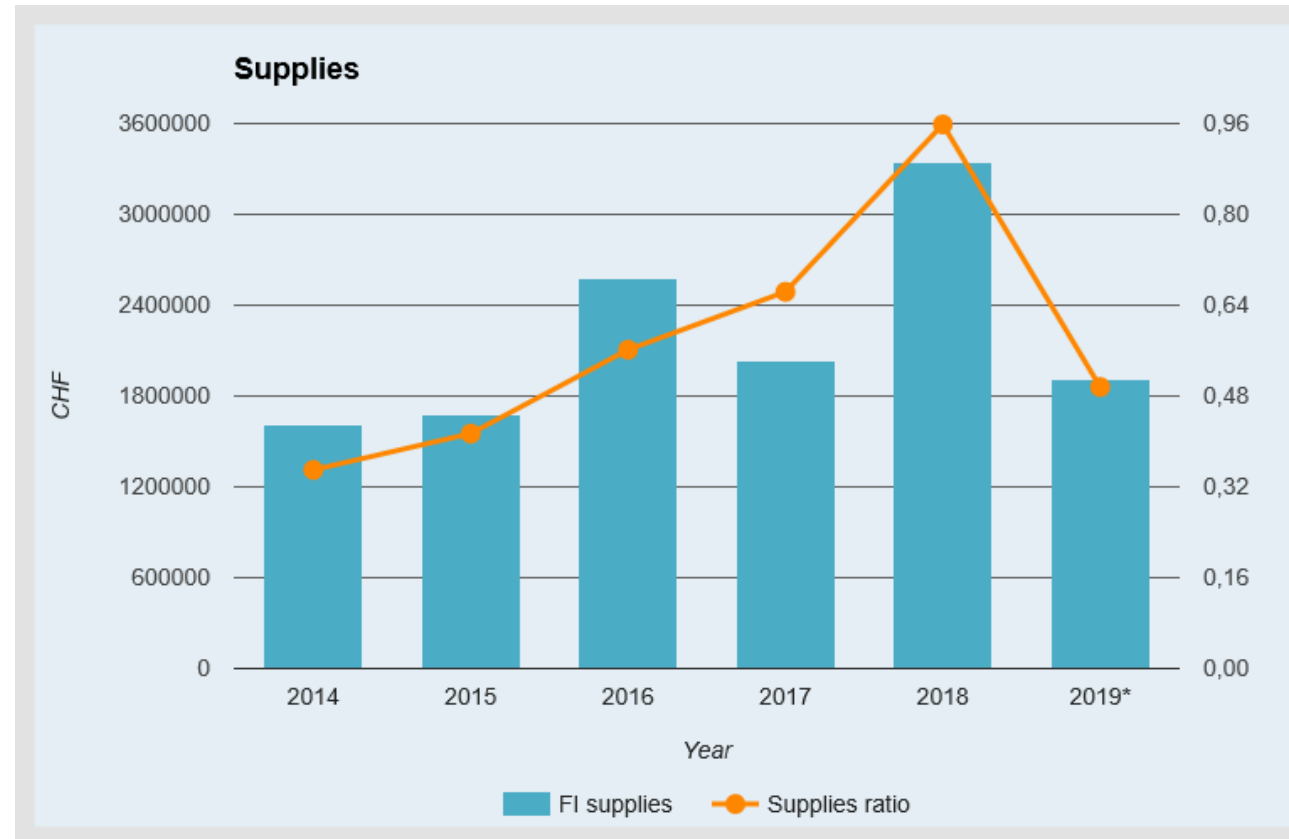
**Price difference shall not exceed 20%**

# Member States Classification (Supplies)

(1st March 2019 – 29 February 2020, based on the previous 4 calendar years):

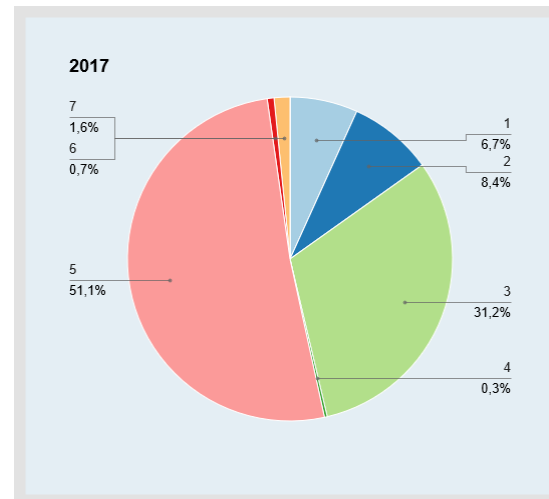
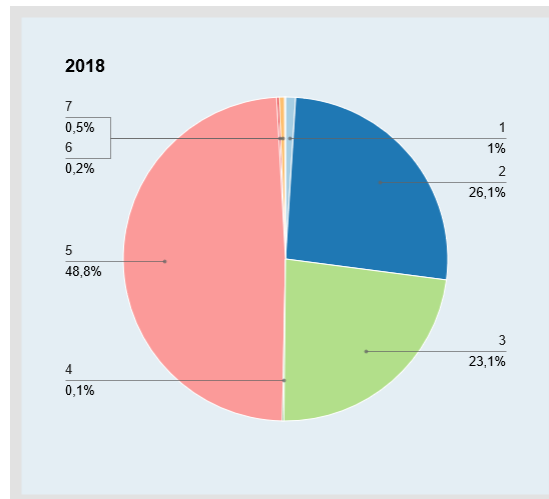
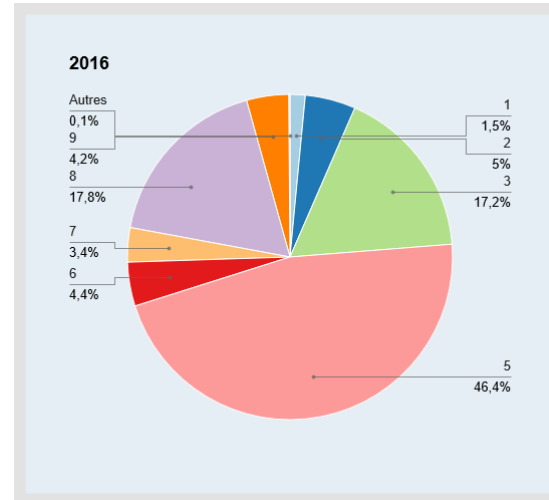
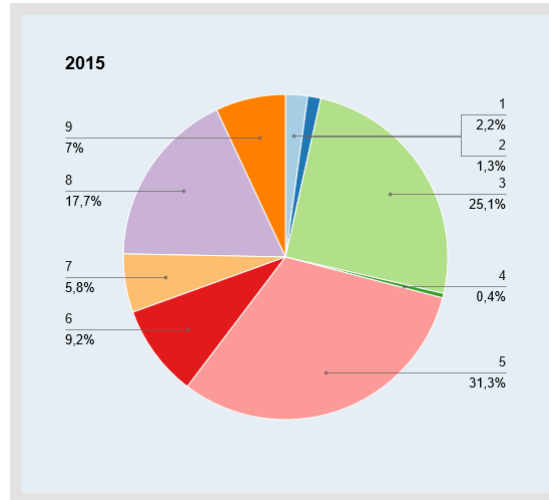


# Industrial Return to Finland (supplies)



\* As of 31 October 2019

# Supplies by Activity Type



- 1. Civil engineering and buildings
- 2. Electrical engineering and energy <sup>1</sup>
- 3. Electronics (including radiofrequency equipment)
- 4. Computer systems and communication, including rental and maintenance <sup>2</sup>
- 5. Mechanical structures-Supplies & manufacturing techniques
- 6. Vacuum and low-temperature technology
- 7. Particle detectors
- 8. Miscellaneous (insurances, photo equipment, gases, vehicles, petrol, tools, furniture, office supplies, publications) <sup>3</sup>
- 9. Design studies - Miscellaneous supplies

<sup>1</sup> Electrical energy (excluding the cost of transport) included from 2008 onwards

<sup>2</sup> Communication and rental and maintenance elements included from 2008 onwards

<sup>3</sup> Insurances included from 2008 onwards

# Supplier with the Highest Turnover in 2019 (FI as the country of supplier)

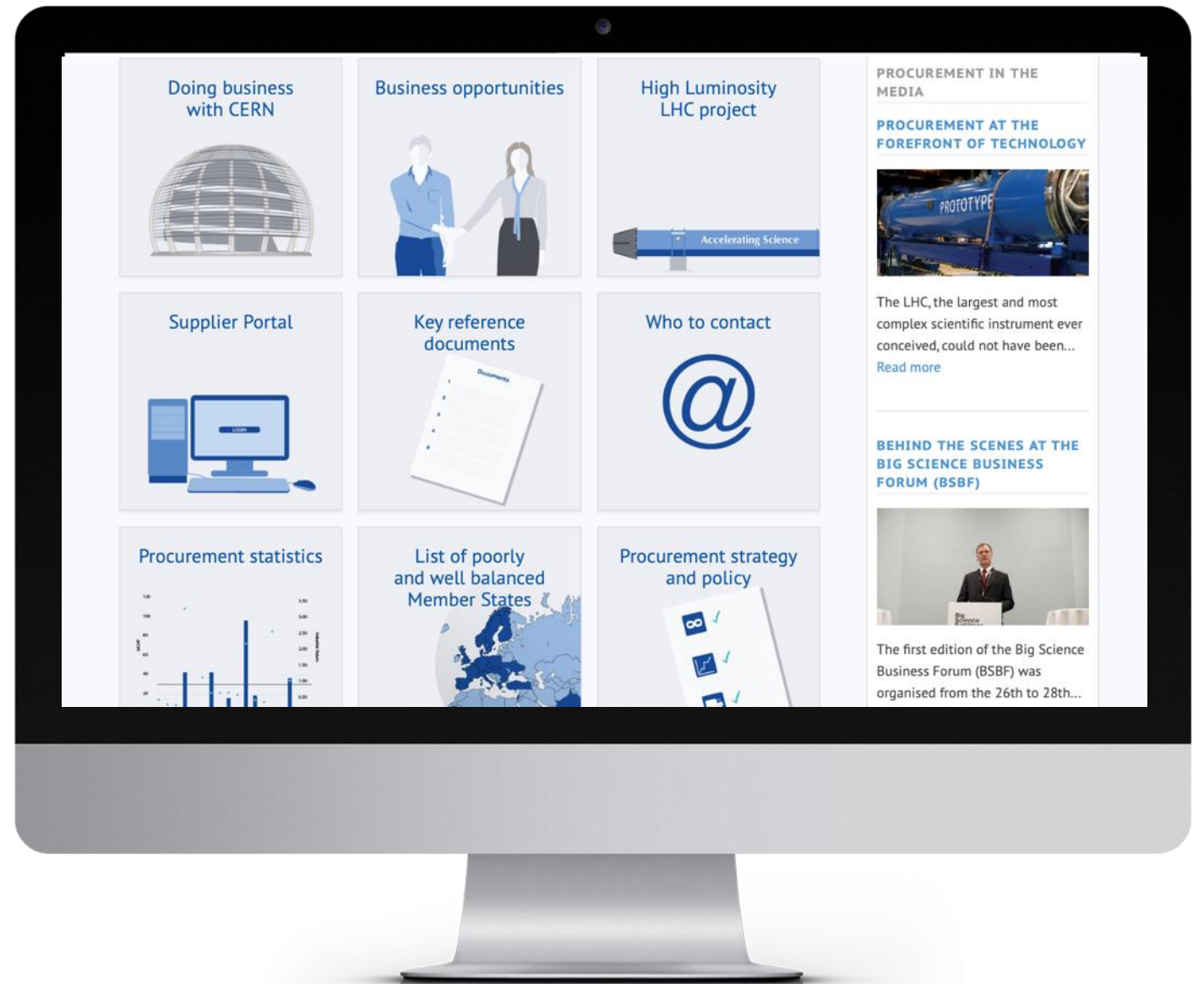
Supplier name	City	CERN budget (CHF)	Teams budget (CHF)
ADVACAM OY	ESPOO	–	611,613
MIRION TECHNOLOGIES (FINLAND)	TURKU	224,595	–
AURUBIS FINLAND OY	PORI	208,156	–
ARCTEQ RELAYS LTD	VAASA	197,483	–
UNIVERSITY OF HELSINKI	HELSINKI	179,034	–
LUVATA PORI OY	Pori	168,133	–
ELEKMERK	KEURUU	119,378	–
AP-TELA	KOKKOLA	117,433	–
ASPOCOMP OY	OULU	4,080	65,888
NOKIA SOLUTIONS AND NETWORKS OY	ESPOO	57,591	–
FORERUNNER OY	ESPOO	36,000	–
MILTON NETWORKS OY	HELSINKI	31,895	–
EMERGENCY SERVICES COLLEGE	KUOPIO	17,098	–
VAISALA OY	HELSINKI	5,905	9,361
SELMIC OY, OULU FACTORY	OULU	13,795	–
THE QT COMPANY	ESPOO	8,682	–
EUDAT LTD	ESPOO	5,691	–
HEFMEC ENGINEERING OY	VANTAA	5,521	–
MANSNER OY HIENOMEKANIikka	KARKKILA	4,458	–
LARIKKA LTD	VANTAA	4,052	–

# Supplier with the Highest Turnover in 2019 (FI as the country of origin)

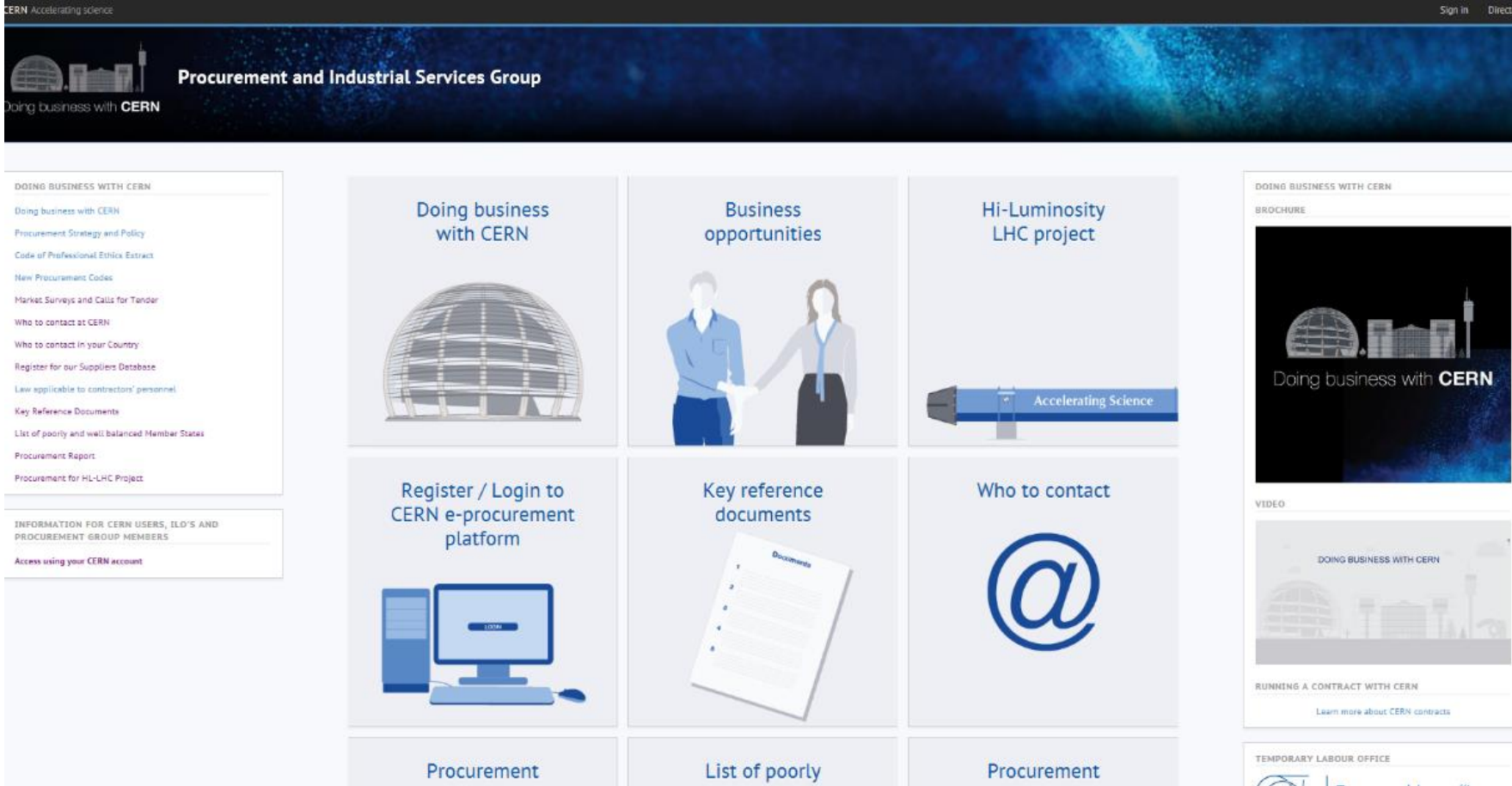
Supplier name	Country	City	Country of origin percentage	CERN budget (CHF)	Teams budget (CHF)
ADVACAM OY	FI	ESPOO	100%	–	611,613
MIRION TECHNOLOGIES (FINLAND)	FI	TURKU	93%	220,129	–
AURUBIS FINLAND OY	FI	PORI	100%	208,156	–
ARCTEQ RELAYS LTD	FI	VAASA	100%	197,483	–
UNIVERSITY OF HELSINKI	FI	HELSINKI	100%	179,034	–
AP-TELA	FI	KOKKOLA	100%	162,989	–
LUVATA PORI OY	FI	Pori	81%	115,873	–
BERTHOLD TECHNOLOGIES SCHWEIZ GMBH	CH	Zug	100%	109,267	–
ELEKMERK	FI	KEURUU	100%	103,192	–
ASPOCOMP OY	FI	OULU	100%	4,080	65,888
CARLIER S.A.	FR	TORCY	88%	56,550	–
DRAKA COMTEQ (GERMANY)	DE	KOLN	59%	51,405	–
NOTZ METALL AG	CH	BRUEGG	95%	46,379	–
TESLA ENGINEERING LTD	GB	STORRINGTON	7%	41,083	–
NOKIA SOLUTIONS AND NETWORKS OY	FI	ESPOO	81%	39,254	–
FORERUNNER OY	FI	ESPOO	100%	36,000	–
MILTON NETWORKS OY	FI	HELSINKI	100%	31,895	–
BEAMEX SAS	FR	La Madeleine	99%	30,116	–
METALLICA	CH	CRISSIER	100%	29,845	–
ANTALIS SA	CH	MEYRIN 2	100%	28,808	–



# PROCUREMENT WEBSITE



# Procurement Website



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

# CERN Shopping List

## Procurement and Industrial Services Group

[Print View](#)

### 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.

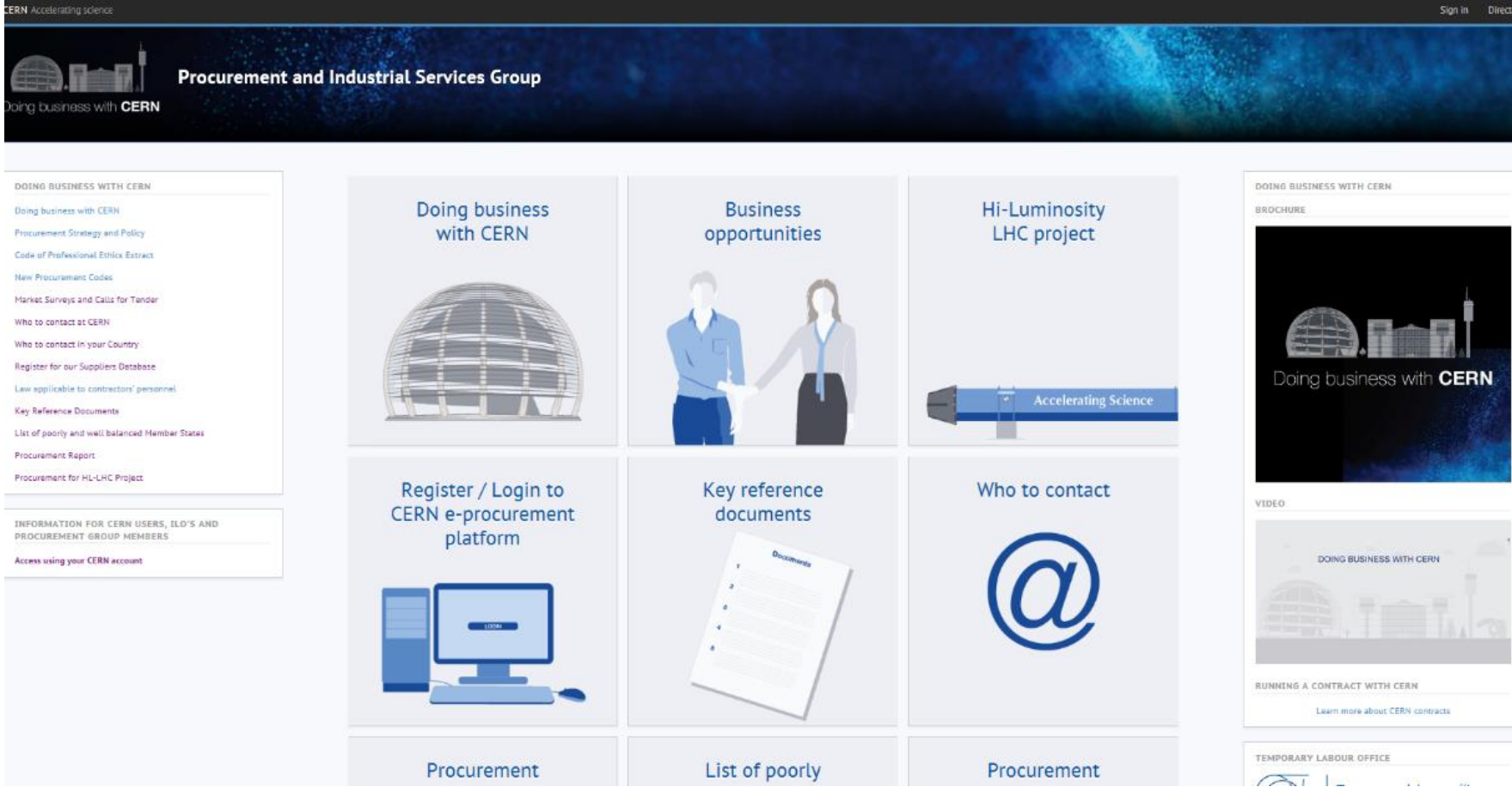
References marked with "New" have been posted during the last 8 weeks.

<b>Search Menu</b>		<b>Links Menu</b>	
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"/>		
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: <input type="text" value="From"/> <input type="text" value="To"/> <input type="text" value="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	 <a href="#">MS-4489/SMB</a>	Civil-engineering works for the design and construction of new Building 937 situated on CERN's Preveessin 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 ... <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	 <a href="#">MS-4486/TE/HL-LHC</a>	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 ... <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. Leclercq</a> Commercially: <a href="#">J. Pierlot</a>	First quarter 2019
17-09-2018	Supply	 <a href="#">MS-4470/IT</a>	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 ... <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	 <a href="#">MS-4469/EN</a>	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 ... <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

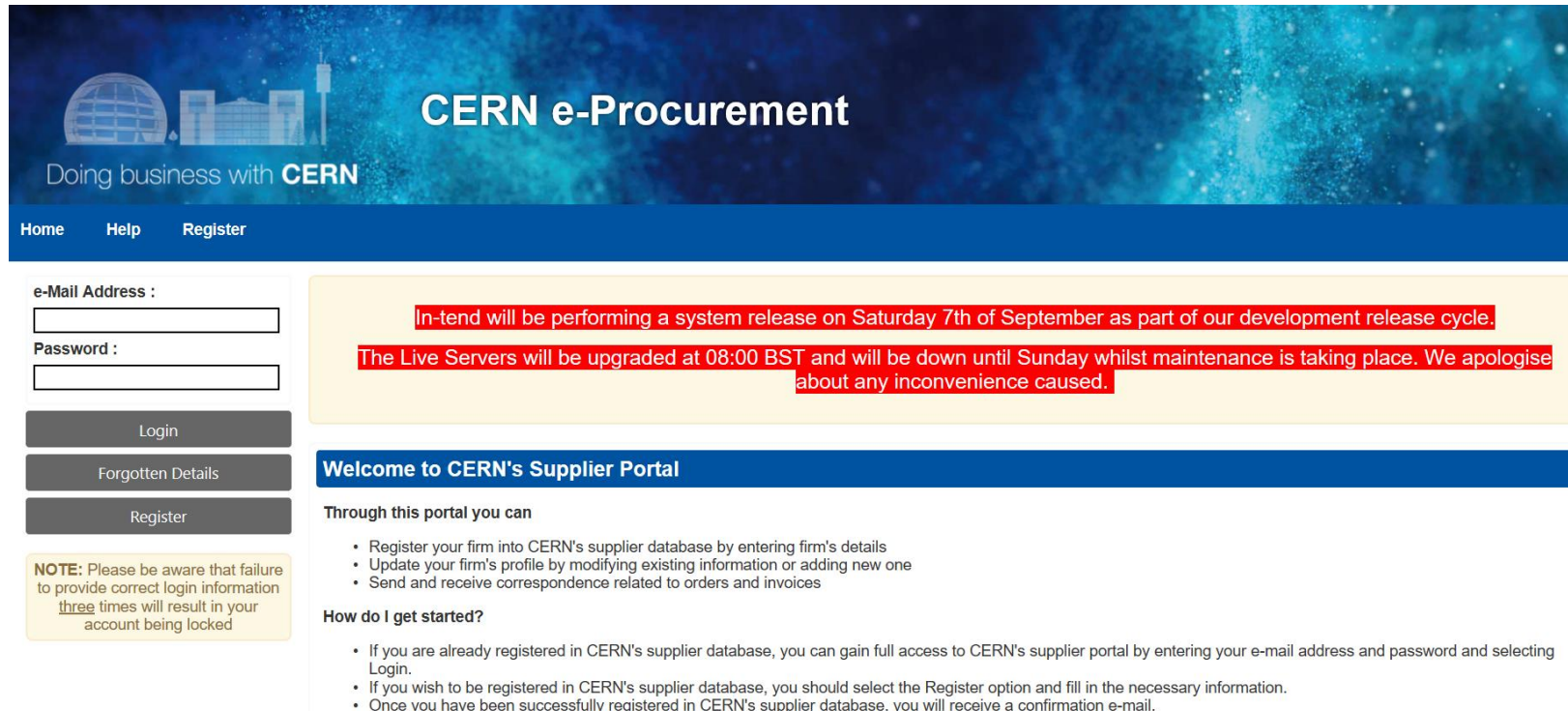
<https://found.cern.ch/java-ext/found/CFTSearch.do>

# Procurement Website



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

# Suppliers Database Registration



The screenshot shows the CERN e-Procurement website. At the top, there is a header with the CERN logo and the text "CERN e-Procurement" and "Doing business with CERN". Below the header is a navigation bar with links for "Home", "Help", and "Register".

On the left side, there is a registration form with the following fields and buttons:

- e-Mail Address :
- Password :
- Login button
- Forgotten Details button
- Register button

A yellow box contains a note: "NOTE: Please be aware that failure to provide correct login information three times will result in your account being locked".

On the right side, there is a yellow box with a red border containing a system update message: "In-tend will be performing a system release on Saturday 7th of September as part of our development release cycle. The Live Servers will be upgraded at 08:00 BST and will be down until Sunday whilst maintenance is taking place. We apologise about any inconvenience caused."

Below the yellow box is a blue header for "Welcome to CERN's Supplier Portal". Underneath, there is a section titled "Through this portal you can" with a list of features:

- 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
- Send and receive correspondence related to orders and invoices

Below this is a section titled "How do I get started?" with a list of instructions:

- 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.



# Suppliers Database Registration

**Firm Information** | Address and Contacts | Procurement Codes | Banking Details

In order to be granted full access to this website you must register your firm/ entity details  
PLEASE NOTE: All fields marked with \* are required

## Firm Type

You are a :

Single Firm        Combination of firms 

## Firm Information

\* Firm Name :        \* Vat Number : 

# Suppliers must register in the 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.

### Suppliers Portal

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).

[Supplierdb.Support@cern.ch](mailto:Supplierdb.Support@cern.ch)

# Procurement Website

**CERN** Accelerating science Sign in Direct







**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 Report
- Procurement for HL-LHC Project


**INFORMATION FOR CERN USERS, ILO'S AND PROCUREMENT GROUP MEMBERS**

Access using your CERN account


<b>Doing business with CERN</b> 	<b>Business opportunities</b> 	<b>Hi-Luminosity LHC project</b> 
<b>Register / Login to CERN e-procurement platform</b> 	<b>Key reference documents</b> 	<b>Who to contact</b> 
Procurement	List of poorly	Procurement

**DOING BUSINESS WITH CERN**

**BROCHURE**




**VIDEO**



**RUNNING A CONTRACT WITH CERN**

Learn more about CERN contracts

**TEMPORARY LABOUR OFFICE**



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



# Contact for Finland

## 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.

### Finland



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# Successful Bidders & Contractors

- **100 % of the successful bidders**

  - Were registered in CERN Database made an offer

- **Often small – medium sized and flexible firms**

- **Full understanding of specifications**

  - Exceeded specifications will be too expensive

  - Take into consideration test and documentation costs

- **Best offer directly**

- **Communicate with CERN (problems, issues, alternatives, etc.)**

- **Good working relationship with partners and sub-contractors**

A close-up photograph of two people in business attire shaking hands. The person on the left is wearing a light-colored shirt, and the person on the right is wearing a dark suit jacket. The background is blurred, showing other people in a meeting setting. A large purple circle is overlaid on the right side of the image, containing the title text.

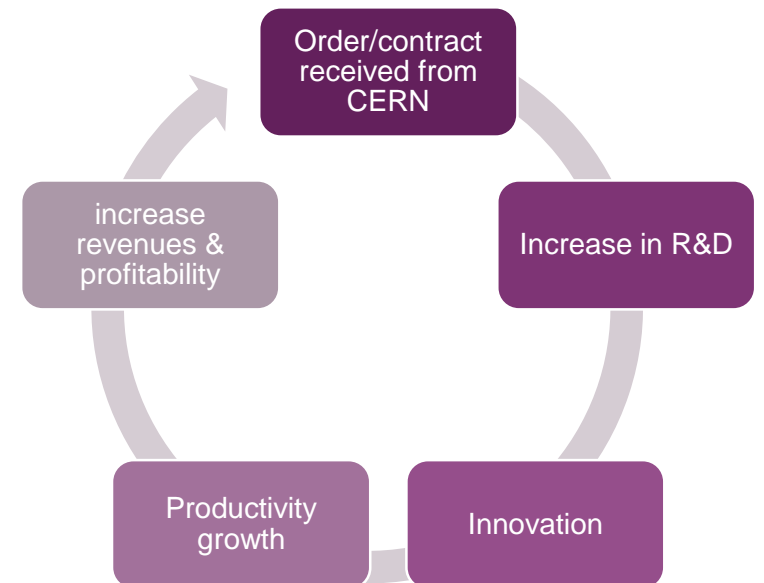
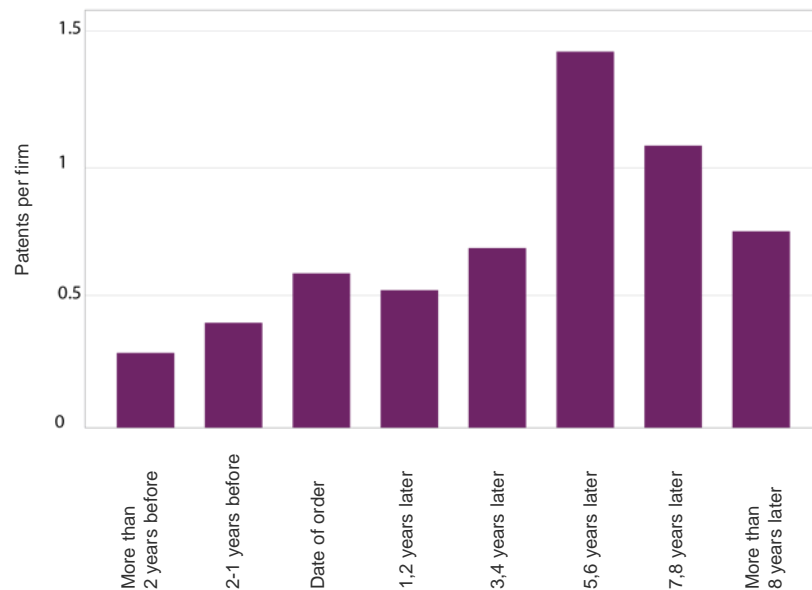
# IMPACT OF DOING BUSINESS WITH CERN

# The economic impact of CERN procurement on supplier's performance (Castelnovo et al, 2018)

Empirical studies (by the analysis of financial data from 1995 to 2008 from 365 CERN suppliers for the LHC) show that after working with CERN on high-tech contracts, CERN suppliers out-perform their peers by:

Investing more in R&D and filing more patents

Higher productivity, revenue and profitability



# Doing business with CERN: the facts

supplier survey (669 suppliers in 33 countries, 2017):

18%

found or opened a new market to address

42%

developed new products

48%

improved products and services



55%

improved technical knowledge in their field

62%

used CERN as a marketing reference

All Firms derived a great value from CERN as a Marketing Reference

**So, why not more Finnish  
Industry ?**

Thank you



[home.cern](http://home.cern)