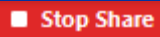




Welcome to UK@CERN – *Some housekeeping:*

- Please mute your microphone if not presenting or speaking
- When completing your presentation, please select  Stop Share to allow the next presenter to begin
- Please ask any questions in the 'Chat' window

For B2B meetings:

- We recommend using the Chrome browser and not to use 'remote desktop' to connect
- For more information, consult: <https://ukcern.cern.b2match.io/how-it-works>
- In case of urgent problems, contact Merethe Morer-Olafsen on +41 75 411 05 52



Doing Business with CERN UK@CERN

Adam Horridge

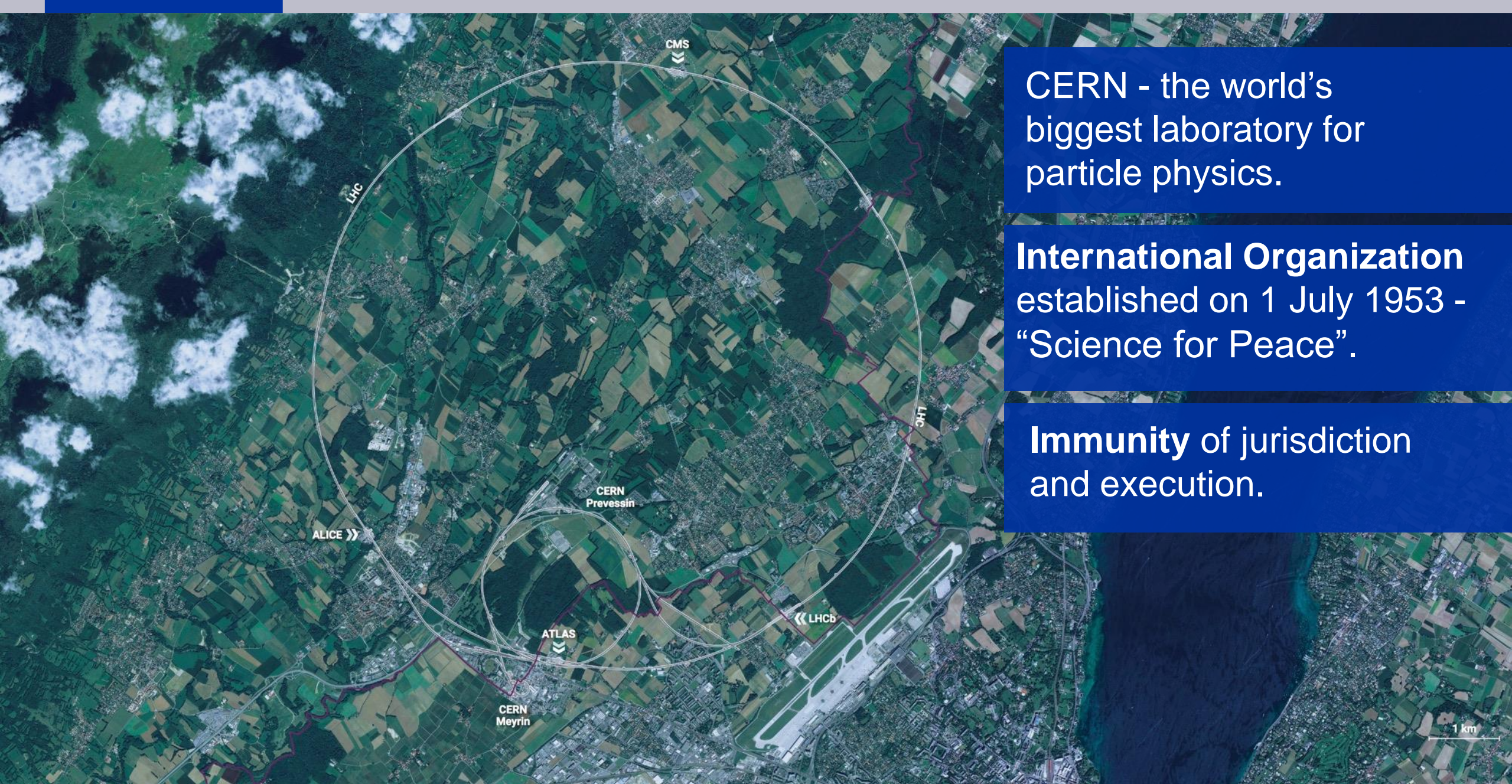
1st March 2021



AGENDA

- Introduction
- Statistics
- Procurement @ CERN - the rules
- Impact of Doing business with CERN
- Procurement website
- Contacts

INTRODUCTION

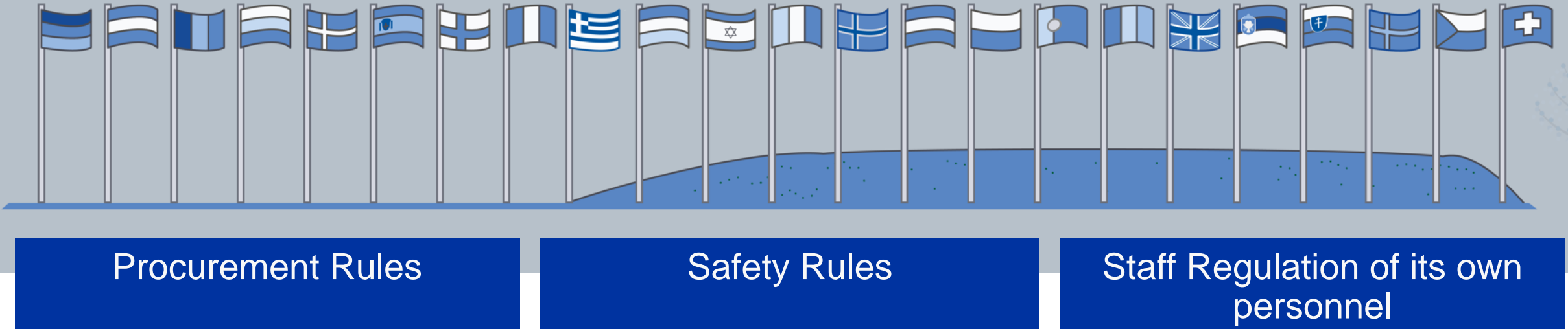


CERN - the world's biggest laboratory for particle physics.

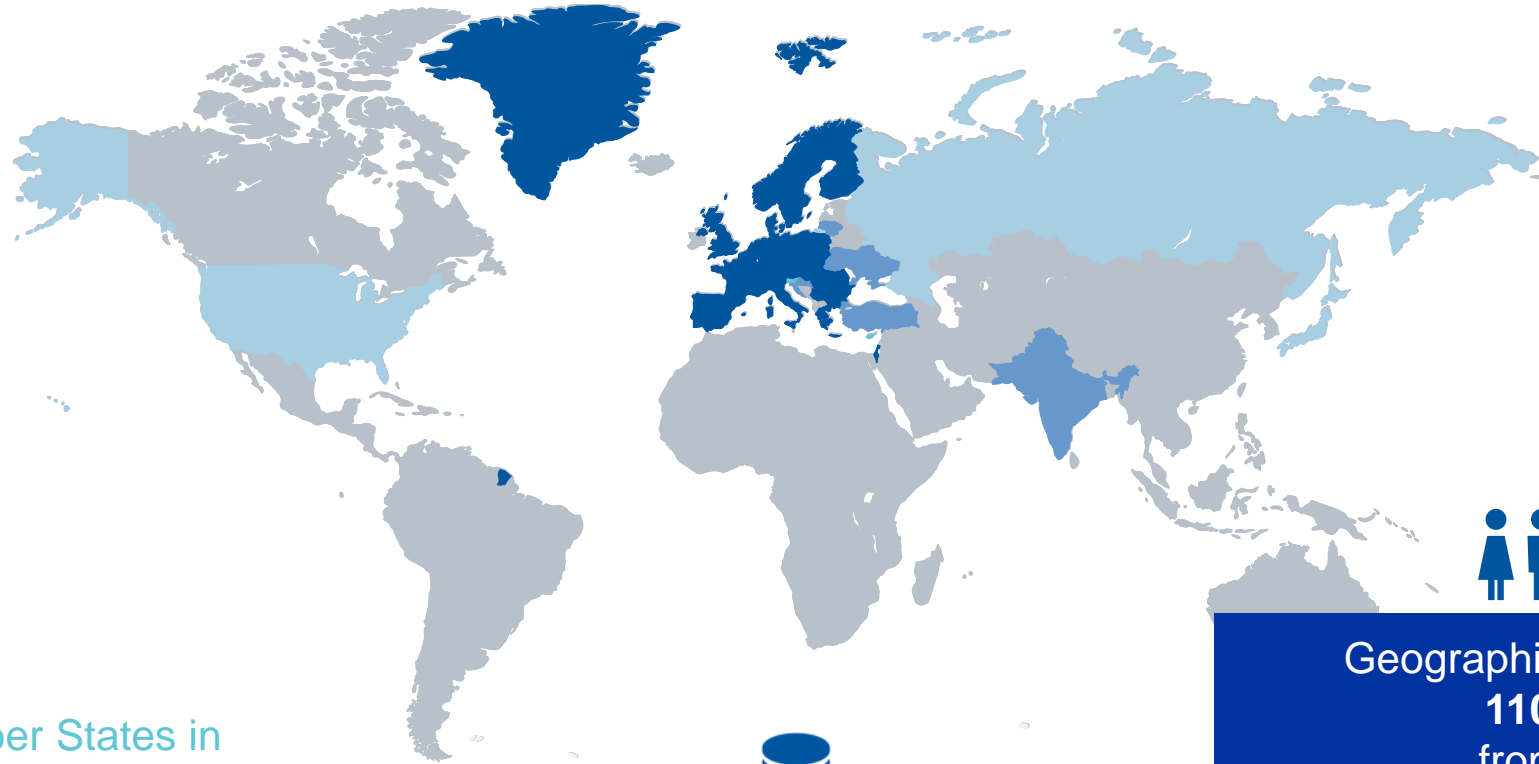
International Organization established on 1 July 1953 - "Science for Peace".

Immunity of jurisdiction and execution.

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



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



23 Member States

3 Associate Member States in the pre-stage to membership

6 Associate Member States

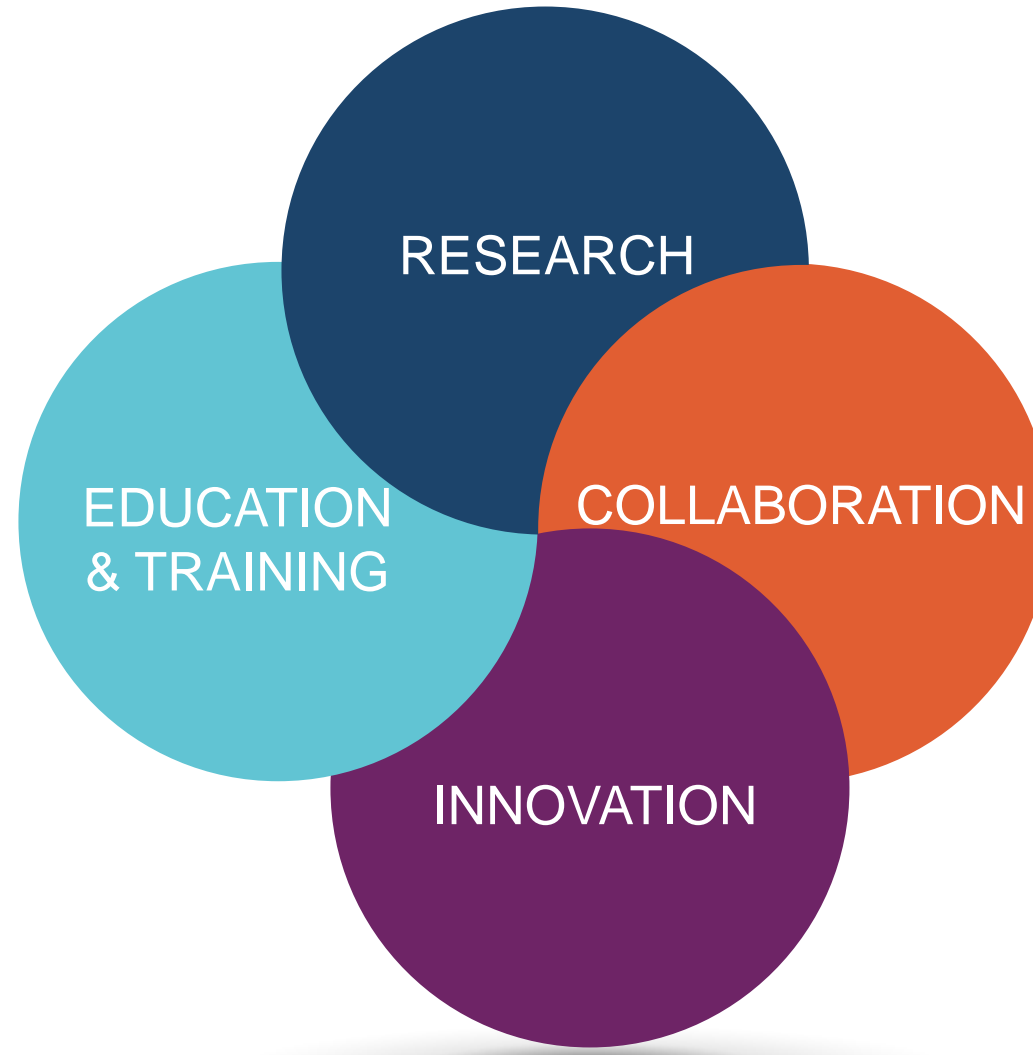
3 Observers

Yearly budget ~ 1100 MCHF

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

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

Four pillars underpin CERN's mission



Yearly Budget (contributions 2020)

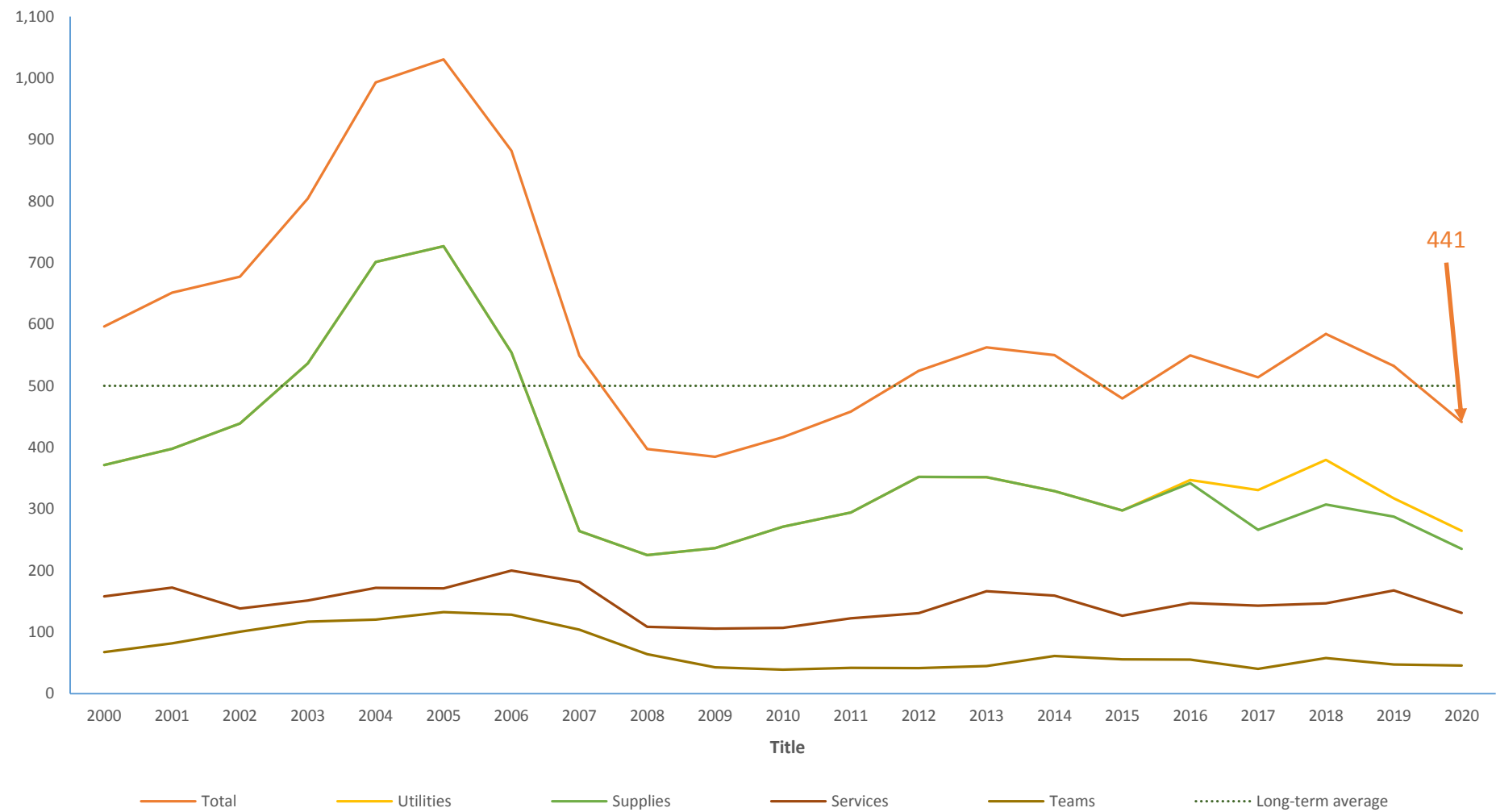
Member States' Contributions in 2020 (Total: 1,199,892,750 CHF)					
Country	%	In CHF, 2020 prices	Country	%	In CHF, 2020 prices
Germany	20.26%	243,129,850	Romania	1.07%	12,807,800
United Kingdom	15.41%	184,948,850	Portugal	1.06%	12,716,250
France	13.58%	162,966,200	Greece	1.03%	12,308,750
Italy	10.02%	120,245,950	Czech Republic	0.96%	11,525,250
Spain	6.90%	82,844,100	Hungary	0.63%	7,516,200
Netherlands	4.43%	53,197,200	Turkey**	0.56%	6,731,100
Switzerland	4.03%	48,410,300	Slovakia	0.47%	5,691,350
Poland	2.71%	32,472,850	Bulgaria	0.30%	3,578,650
Belgium	2.61%	31,269,000	Pakistan**	0.24%	2,880,000
Sweden	2.54%	30,504,300	Serbia	0.23%	2,752,000
Norway	2.25%	27,014,250	Slovenia*	0.09%	1,065,450
Austria	2.10%	25,210,350	Cyprus*	0.08%	1,000,000
Israel	1.81%	21,734,350	Croatia**	0.08%	1,000,000
Denmark	1.72%	20,606,100	Lithuania**	0.08%	1,000,000
India**	1.36%	16,293,950	Ukraine**	0.08%	1,000,000
Finland	1.29%	15,472,350			

* Associate Member State in the pre-stage to membership

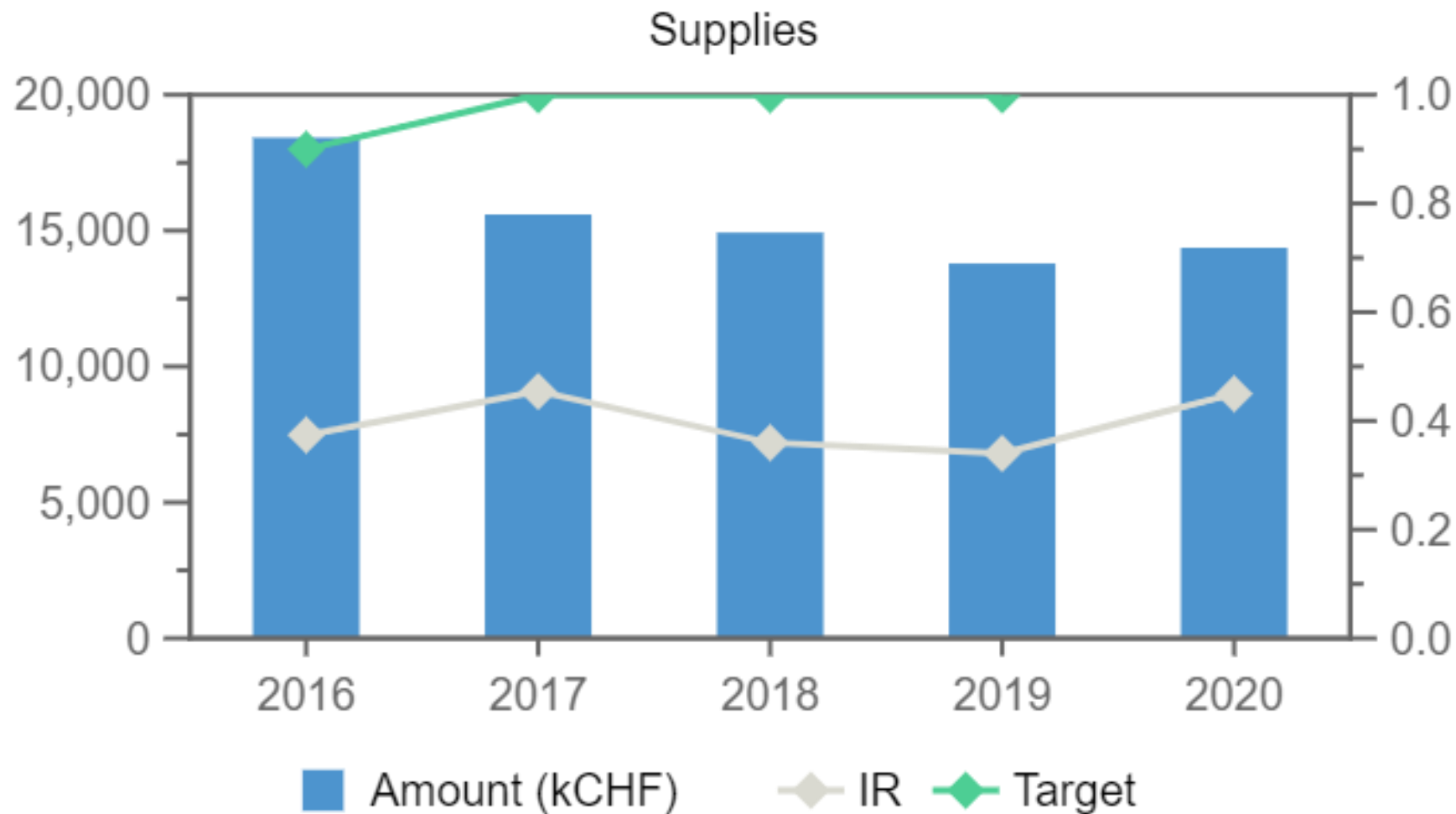
** Associate Member State

STATISTICS

Procurement Expenditure

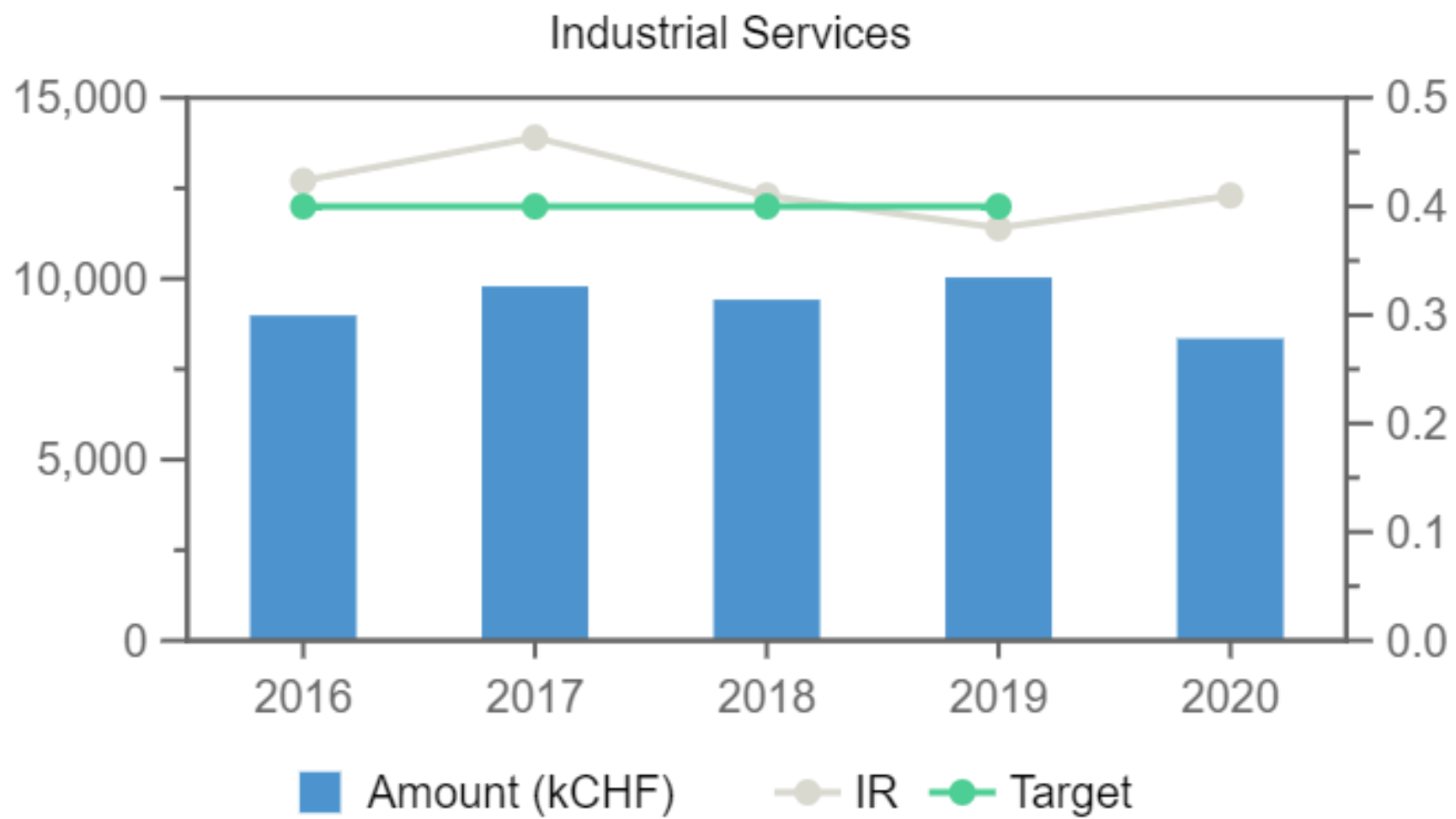


UK Industrial Return* (supplies)



* Provisional

UK Industrial Return* (services)



* Provisional



What do we buy?

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



What do we buy?

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



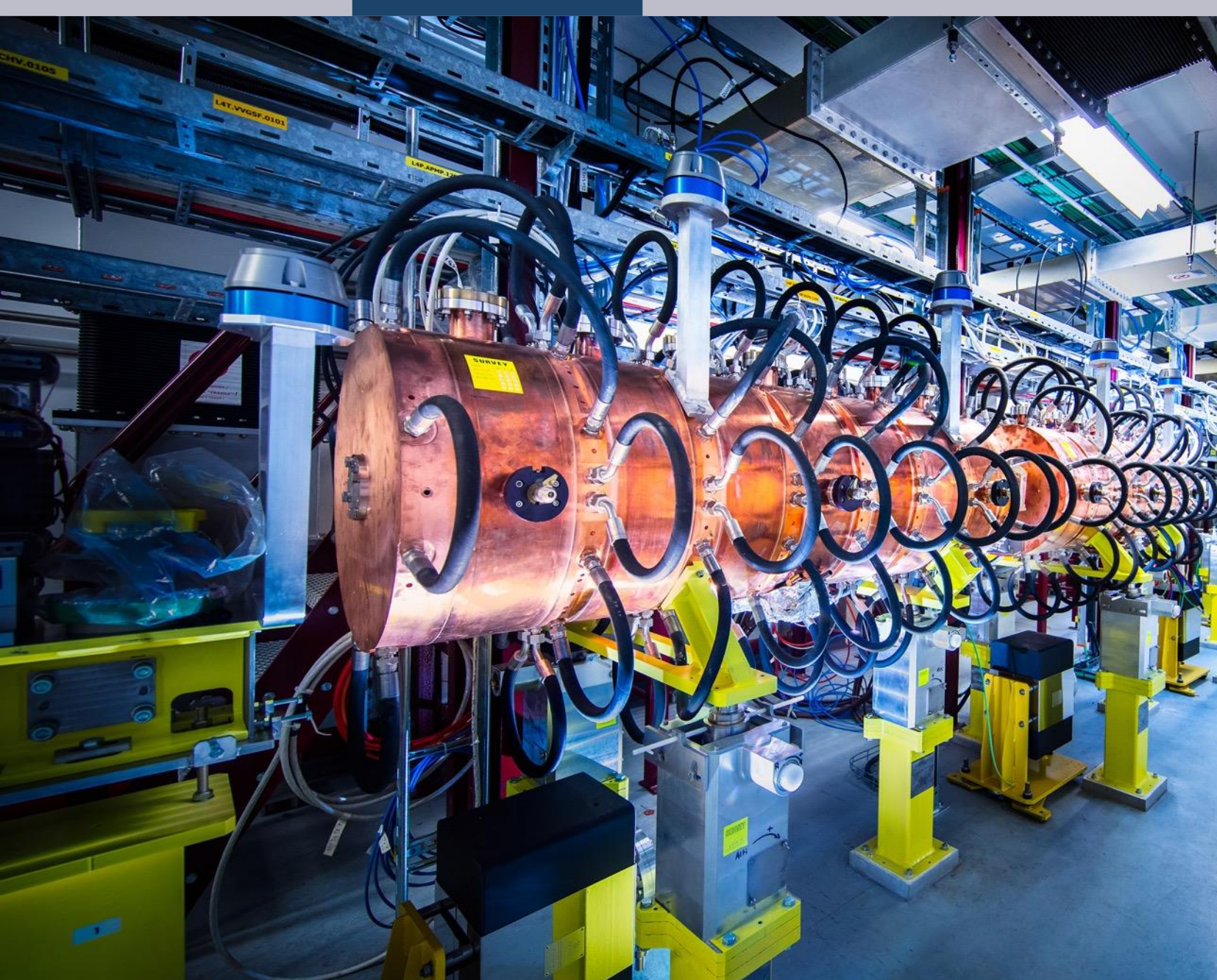
What do we buy:

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



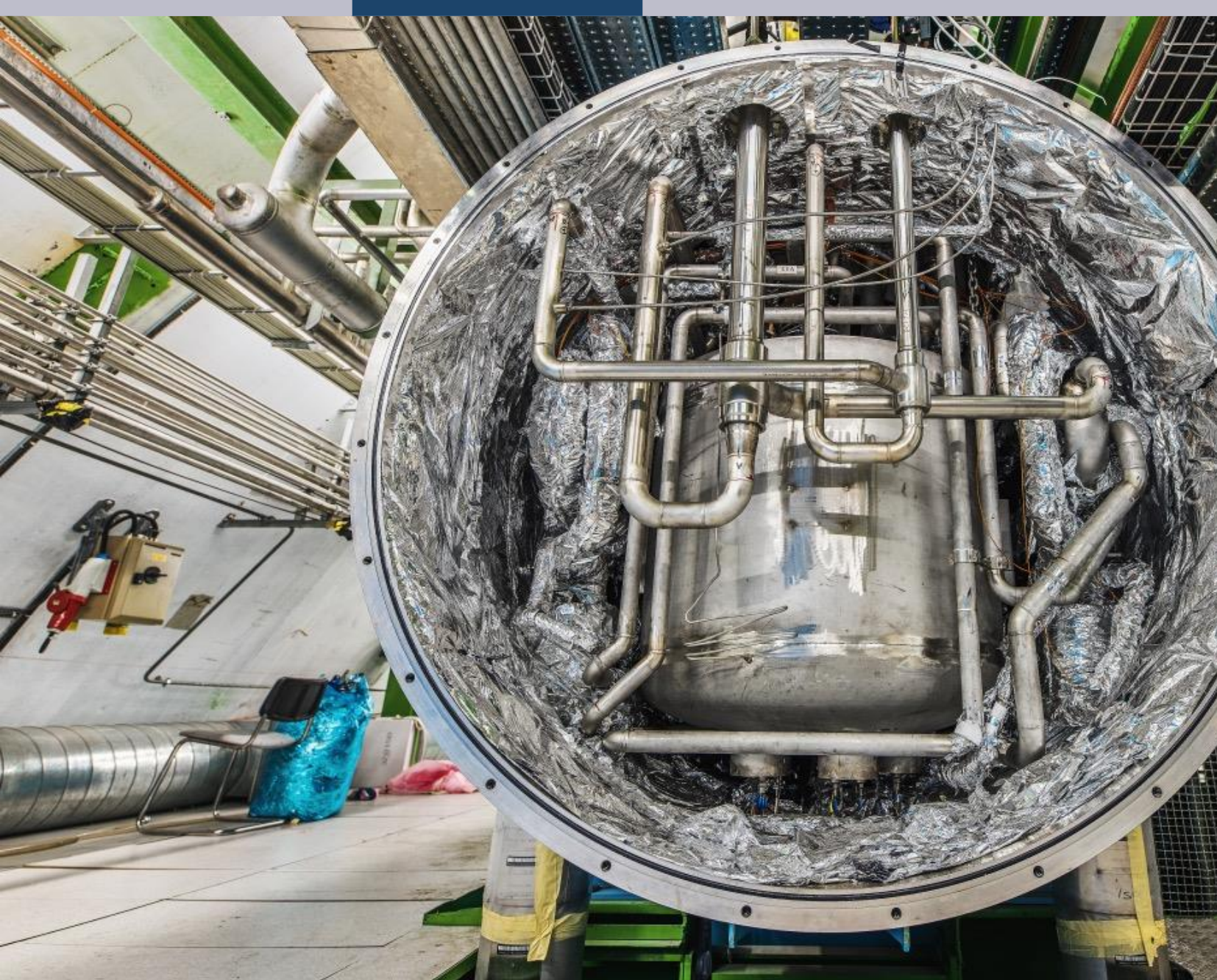
What do we buy?

- **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 do we buy?

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



What do we buy?

- **As well as:**
 - 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

Current project - upgrade of the LHC to High Luminosity



Hi-Lumi will provide greater precision and discovery potential

Hi-Lumi will start operating in 2026, and run until 2035

CERN is already looking beyond 2035, with several projects in R&D or study stages

Two biggest projects for future of particle physics



Compact Linear Collider (CLIC)

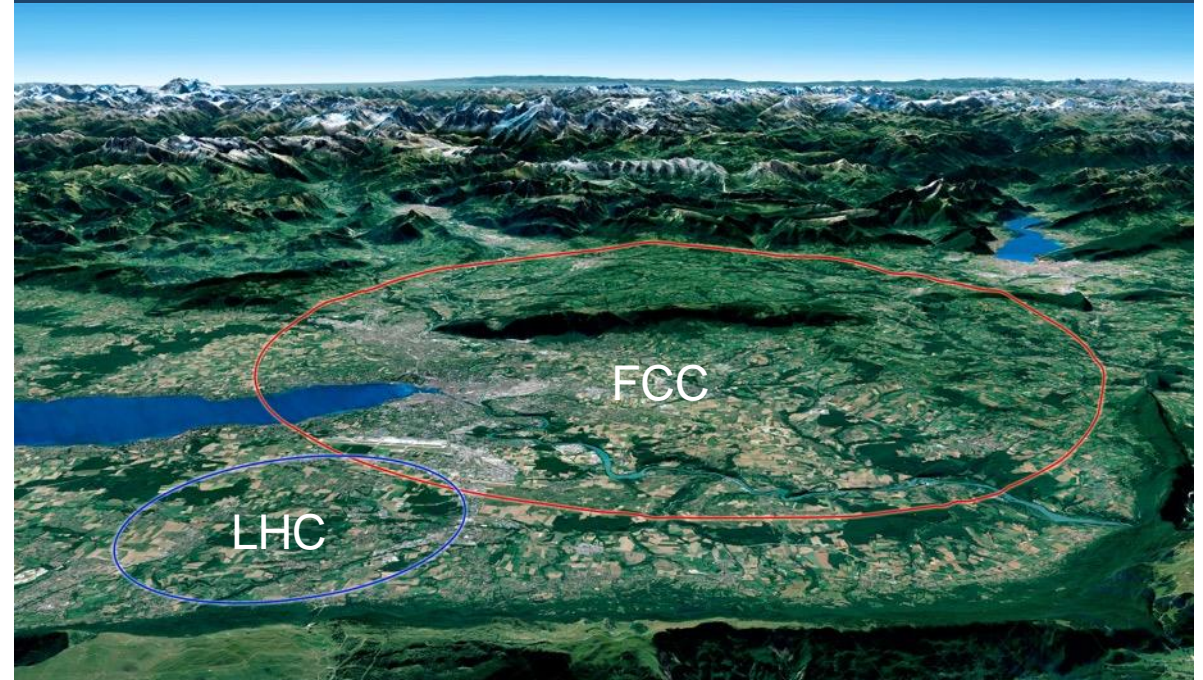
- Linear e^+e^- collider \sqrt{s} up to 3 TeV



Future Circular Collider (FCC)



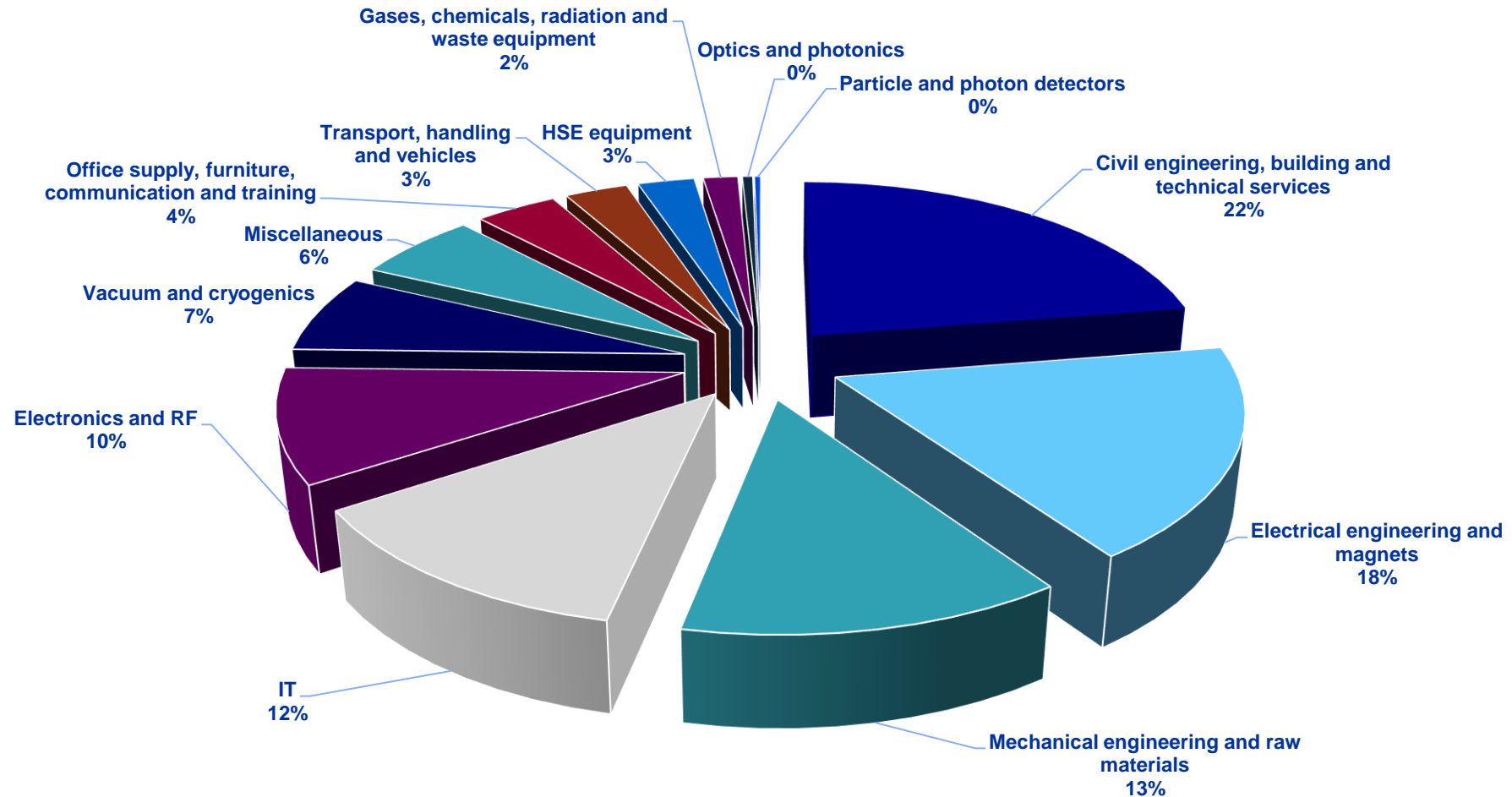
- New technology magnets \rightarrow 100 TeV pp collisions in 100km ring
- e^+e^- collider (FCC-ee) as 1st step?



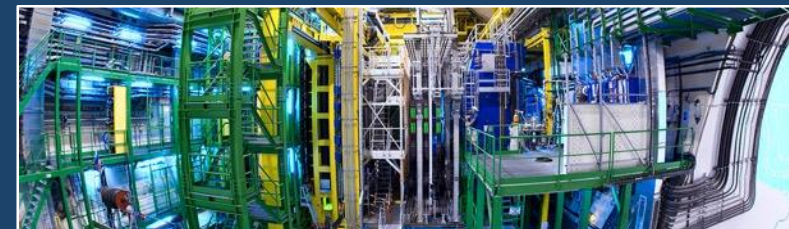
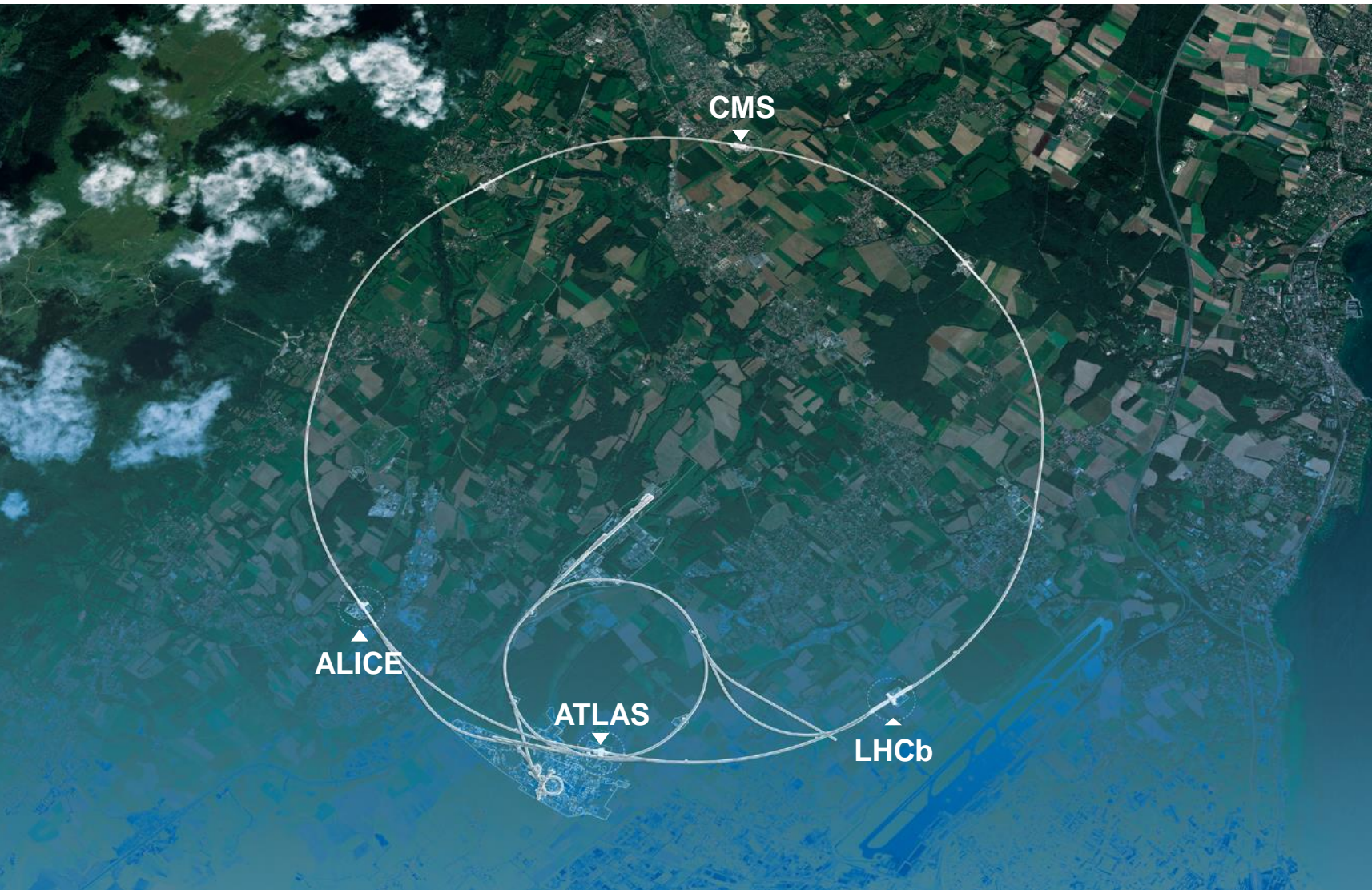
Supplies

(287MCHF spent in 2019 – CERN budget only)

2019 Expenditure of all Member States by Procurement Code Family (MCHF)



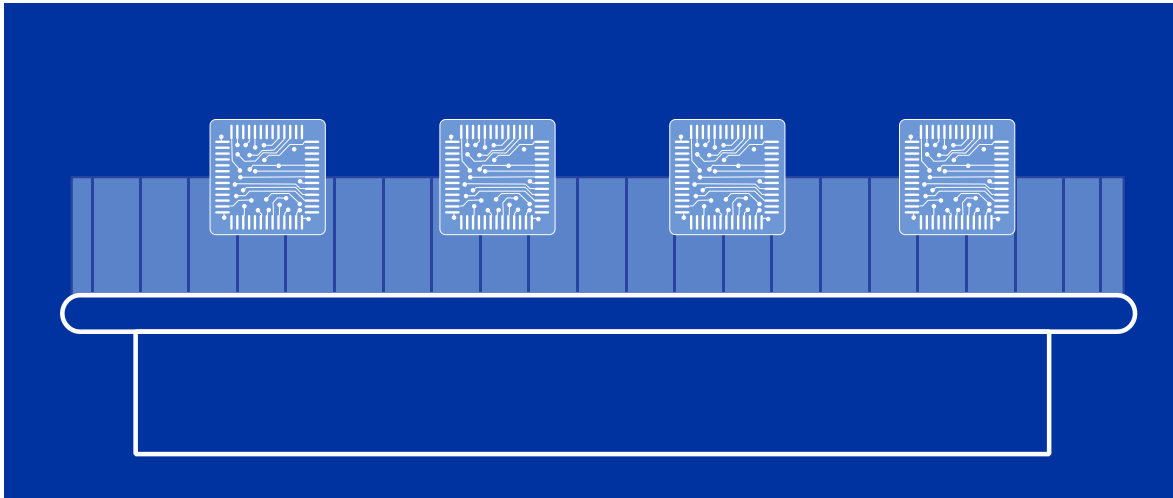
We also buy for the LHC experiments



How do we buy?

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

- **Functional specification**

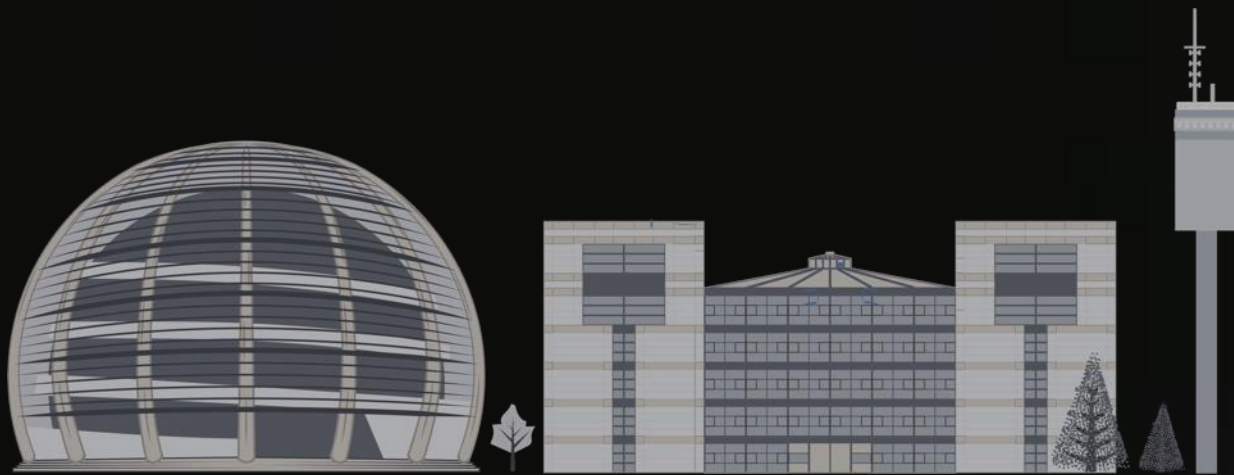


Non-standard products where industry has neither the required know-how nor the interest to develop and design the products:

- **Build-to-Print specification**

Prototypes and or Pre-series might be required.





PROCUREMENT @CERN the rules

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

Respecting CERN
Procurement Rules

Principles of the Procurement Rules (1/4)

1

Transparency and Impartiality

2

Tenders open to Member States only

3

Objectivity and equal treatment: tendering packages are objective and impartial

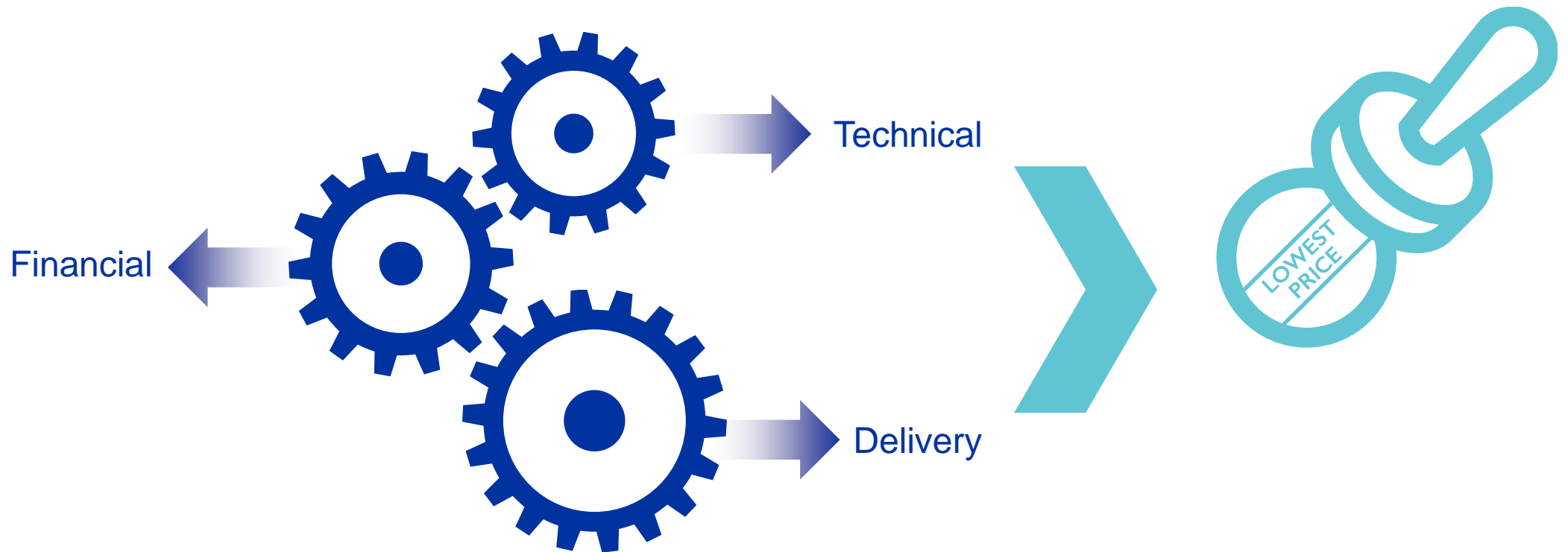
Principles of the Procurement Rules (2/4)

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

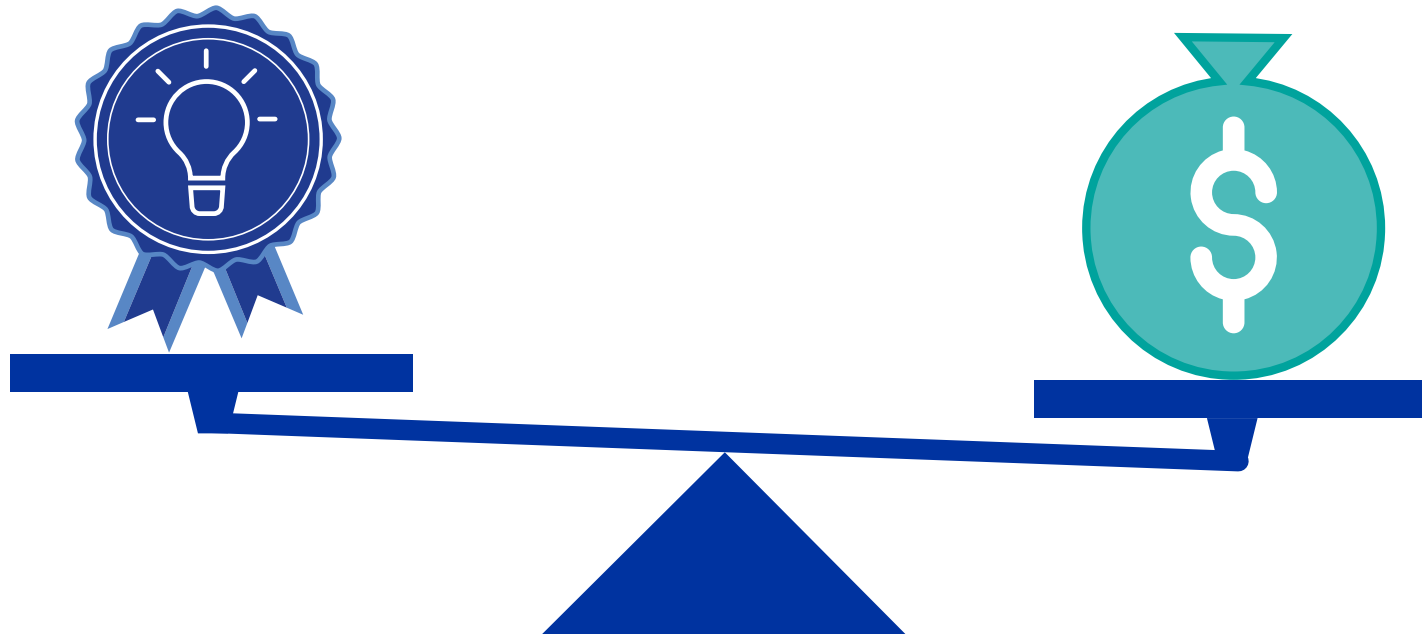
Principles of the Procurement Rules (3/4)

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



Principles of the Procurement Rules (4/4)

Award for industrial services based on:
Best Value For Money



 No alignment rule,
see slide 34

Enquiries between 10'000 and 200'000 CHF

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

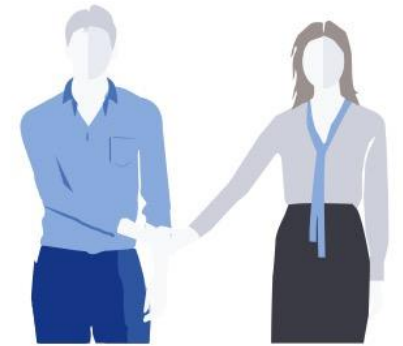
- **Submission deadline: 4 weeks from date of dispatch;**
- **All price enquiries above 50'000 CHF are also sent to the Industrial Liaison Officers (ILOs) for information;**
- **Price enquiries consist of:**
 - Technical specification and annexes;
 - Tender form (and a technical annex - optional);
 - 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);
- 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

“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.

Alignment rule

Applicable for:

1

Contracts awarded on the lowest compliant basis (mainly supply contracts)

2

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.

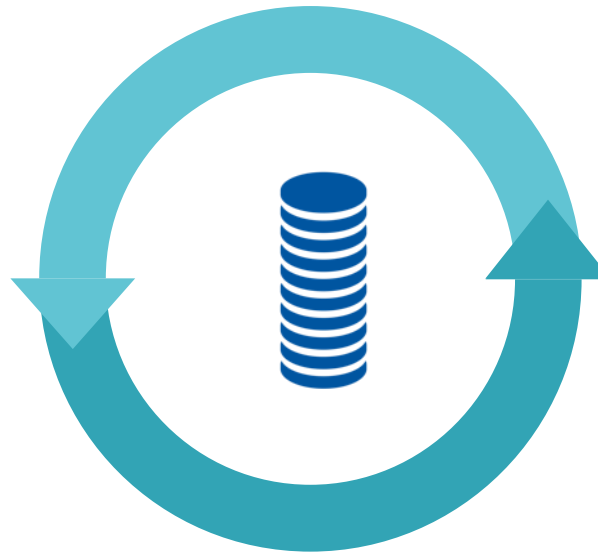
Industrial return coefficient

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”.

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



Over a 4-year period:

Very poorly balanced : < 0.40

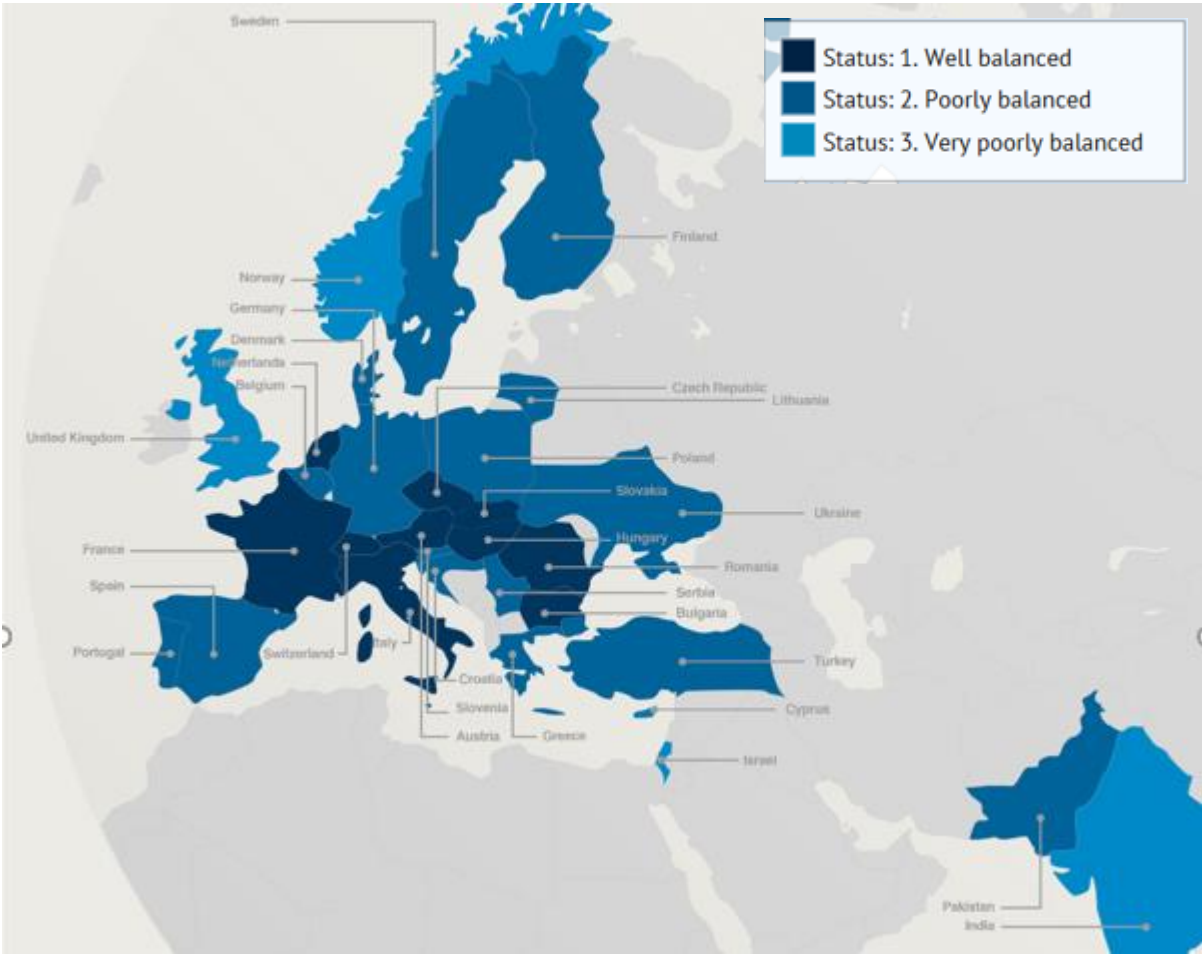
Poorly balanced (PB) : $0.40 \geq x < 1$

Well balanced (WB): ≥ 1

Status definition

Provisional Member State Balancing (Supplies)

(1st March 2021 – 28 February 2022, based on the previous 4 calendar years):



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

*Associate Member States

Limited tendering


« Limited tendering is foreseen by the CERN Procurement Rules to improve the industrial return of very poorly balanced Member States. »

Conditions

Firms established in very poorly balanced Member States only (industrial return < 0.4);

Used in case where there is sufficient competition;

ILO can ask to add firms, provided they are established in very poorly Member States.

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. The background is blurred, showing other people in a professional setting.

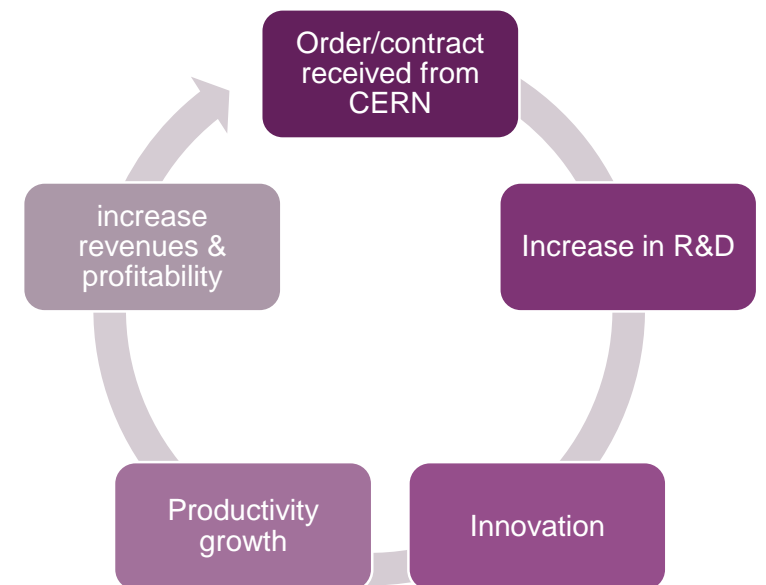
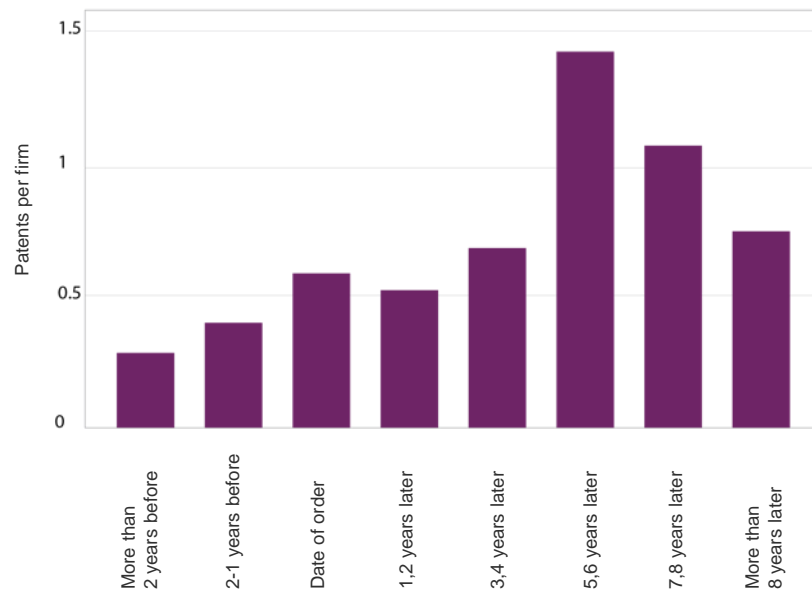
Impact of Doing business with CERN

The economical 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):

48%

improved products and services

42%

developed new products

55%

improved technical knowledge
in their field



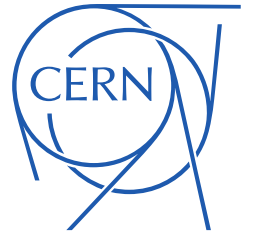
18%

found or opened a new market to
address

62%

used CERN as a marketing reference

Doing business with CERN: the facts



Using CERN as a marketing reference improve the reputation as suppliers

supplier





Social Cost-Benefit Analysis (CBA) calculated by the University of Milan

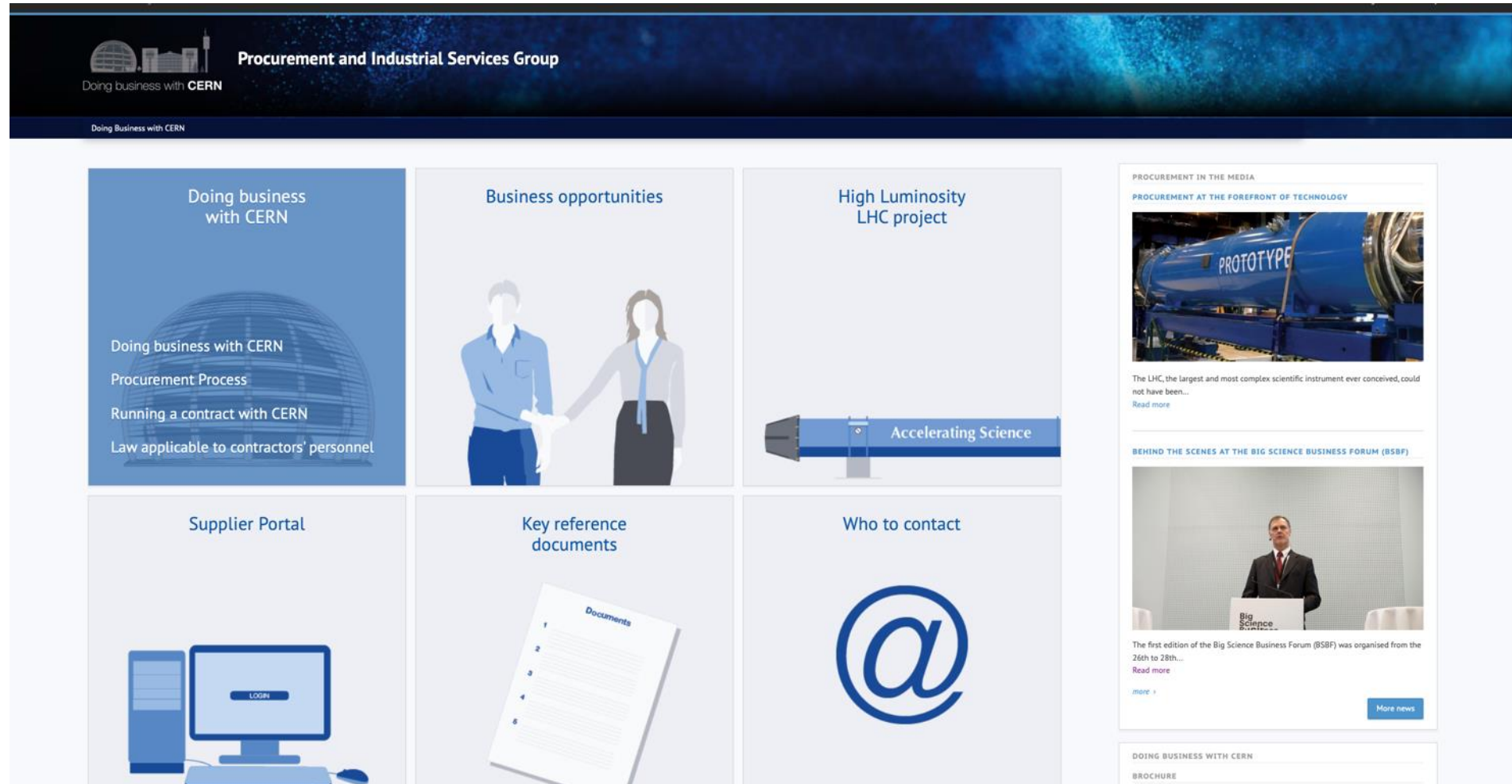
“Each CHF invested in HL-LHC project pays back approximately 1.8 CHF on societal benefits, including scientific, economic and cultural value (development of innovative technologies, industrial spillovers, skills acquired by students, etc.).”

Procurement website




Website of the Procurement Service

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



CERN Shopping List

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


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.

Search Menu

Links Menu

Type of Contract: All

Market Survey dispatched: All

Reference:

Call for Tenders scheduled for dispatch: All

Activity Code:

Description and/or Specific Condition:

Requirement:

Commercial contact: All

Cost Range: All

Publication Date: From To dd-mm-yyyy

Search

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 Preveissin 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. Lederq 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

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

Main Procurement needs for HL-LHC

The Large Hadron Collider (LHC) is one of the largest scientific instruments ever built. To sustain and extend its discovery potential, the LHC will need a major upgrade in the 2020s. This will increase its luminosity (rate of collisions) by a factor of five beyond the original design value and the integrated luminosity (total collisions created) by a factor ten. The LHC is already a highly complex and exquisitely optimised machine so this upgrade must be carefully conceived and will require about ten years to implement. The new configuration, known as High Luminosity LHC (HL-LHC), will rely on a number of key innovations that push accelerator technology beyond its present limits.

Main Domains of Activity - HL-LHC Project	Work Packages
Cryogenics systems	WP9
Magnets components and assemblies	WP3 , WP11
Electrical equipment, electronics & instrumentation	WP4 , WP5 , WP6A , WP6B , WP7 , WP13 , WP18
Ultra High vacuum components and systems	WP12
Collimators and new material resistant 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

Project activities

- [Procurement Overview](#)
- [WP1: Project Management](#)
- [WP2: Accelerator Physics & Performance](#)
- [WP3: Insertion Regions Magnets](#)
- [WP4: Crab Cavities & RF](#)
- [WP5: Collimation](#)
- [WP6A: Cold Powering](#)
- [WP6B: Warm Powering](#)
- [WP7: Machine Protection](#)
- [WP8: Collider Experiment Interface](#)
- [WP9: Cryogenics](#)
- [WP10: Energy Deposition & Absorber Coordination](#)
- [WP11: 11 T Dipole](#)
- [WP12: Vacuum](#)
- [WP13: Beam Diagnostics](#)
- [WP14: Beam Transfer & Kickers](#)
- [WP15: Integration & \(De-\) Installation](#)
- [WP16: Hardware Commissioning](#)
- [WP17: Infrastructure, Logistics & Civil Engineering](#)
- [WP18: Controls Technologies](#)

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>

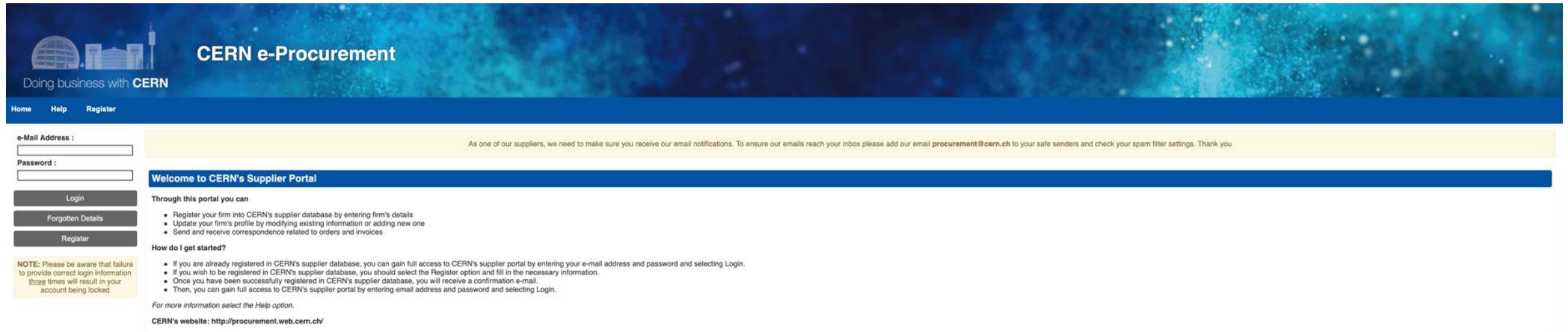
Using this platform, you will be able to receive orders, manage the delivery of supplies and send invoices for processing.

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.

CERN e-Procurement



The screenshot shows the CERN e-Procurement Supplier Portal. 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, there is a navigation bar with links for "Home", "Help", and "Register". The main content area is divided into two columns. The left column contains a login form with fields for "e-Mail Address" and "Password", and buttons for "Login", "Forgotten Details", and "Register". Below the login form, there is a note: "NOTE: Please be aware that failure to provide correct login information three times will result in your account being locked". The right column contains a welcome message: "Welcome to CERN's Supplier Portal". Below this, there is a section titled "Through this portal you can" with a list of bullet points: "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", and "Send and receive correspondence related to orders and invoices". Below this, there is a section titled "How do I get started?" with a list of bullet points: "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.", and "Then, you can gain full access to CERN's supplier portal by entering email address and password and selecting Login.". At the bottom of the right column, there is a link for "For more information select the Help option." and a link for "CERN's website: http://procurement.web.cern.ch/".

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 add our email procurement@cern.ch to your safe senders and check your spam filter settings. Thank you

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
- Send and receive correspondence related to orders and invoices

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.

CERN's website: <http://procurement.web.cern.ch/>



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

Contacts at CERN (Procurement and Technical)




Procurement and Industrial Services Group


Doing business with CERN

Doing Business with CERN CERN Personnel


Doing business with CERN



Business opportunities




High Luminosity LHC project




Accelerating Science


Supplier Portal



Key reference documents

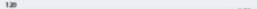


Who to contact




Who to contact at CERN
Who to contact in your country

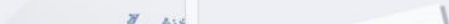
Procurement statistics



List of poorly and well balanced Member States




Procurement strategy and policy



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DOING BUSINESS WITH CERN

BROCHURE



Contact in your country

ILO: Industrial Liaison Officer

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.



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Thank you



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