



Doing Business with CERN Germany@CERN

Daniel Schoerling

Date 28th of April 2021

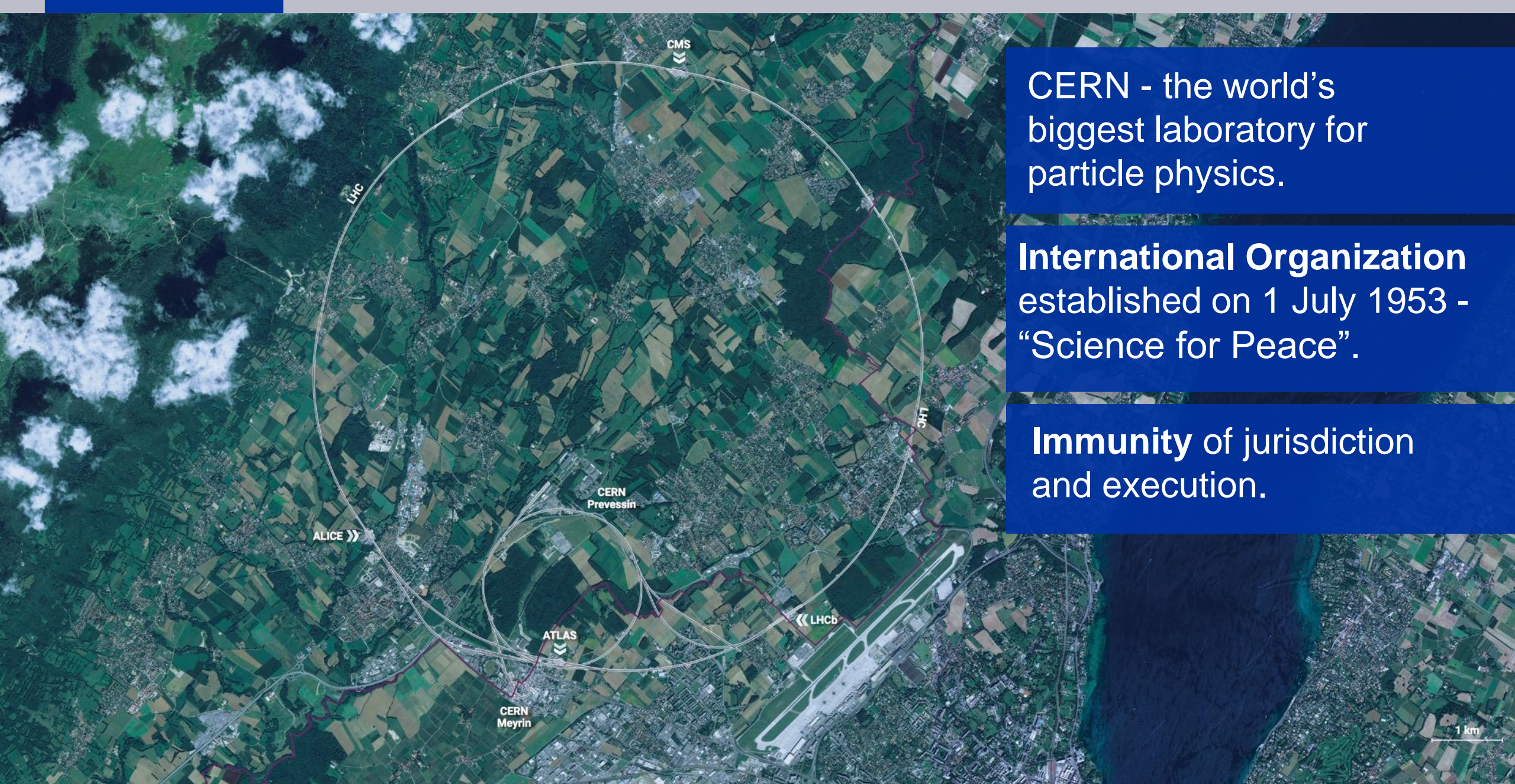


AGENDA

- Introduction
- Statistics
- Procurement @ CERN - the rules
- Procurement website



INTRODUCTION

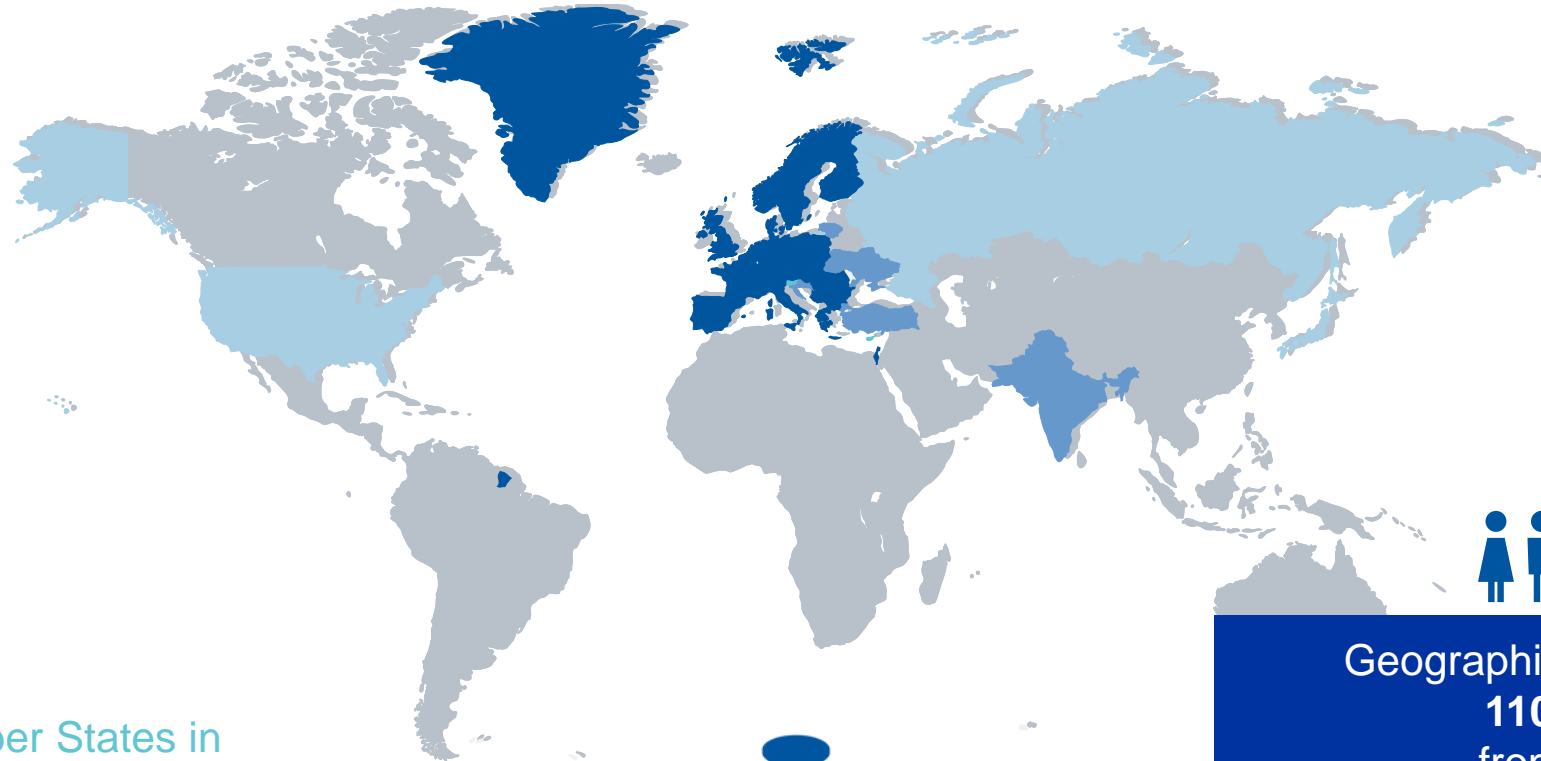


CERN - the world's biggest laboratory for particle physics.

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

Immunity of jurisdiction and execution.

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

6 Observers



Yearly budget ~ 1200 MCHF



Geographical & cultural diversity
110 nationalities,
from 77 countries

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

Yearly Budget (contributions 2021)

Country	In CHF, 2021 prices	%
Germany	243,978,500	20.4%
United Kingdom	173,742,400	14.5%
France	162,651,400	13.6%
Italy	122,471,350	10.2%
Spain	86,327,950	7.2%
Netherlands	54,493,050	4.5%
Switzerland	45,973,250	3.8%
Poland	33,135,900	2.8%
Belgium	32,398,200	2.7%
Sweden	30,272,750	2.5%
Norway	26,893,400	2.2%
Austria	25,773,200	2.1%
Israel	22,390,950	1.9%
Denmark	21,020,250	1.8%
India*	16,211,900	1.4%
Finland	15,669,300	1.3%
Romania	13,586,400	1.1%

Country	In CHF, 2021 prices	%
Portugal	12,942,750	1.1%
Czech Republic	12,274,400	1.0%
Greece	12,232,750	1.0%
Hungary	8,029,550	0.7%
Slovakia	6,010,500	0.5%
Turkey*	5,349,000	0.4%
Bulgaria	3,788,250	0.3%
Serbia	2,865,800	0.2%
Pakistan*	1,898,100	0.2%
Slovenia*	1,410,200	0.1%
Estonia*	1,020,000	0.1%
Cyprus*	1,000,000	0.1%
Croatia*	1,000,000	0.1%
Lithuania*	1,000,000	0.1%
Ukraine*	1,000,000	0.1%
TOTAL	1,198,811,450	100.0%

*Associate Member States

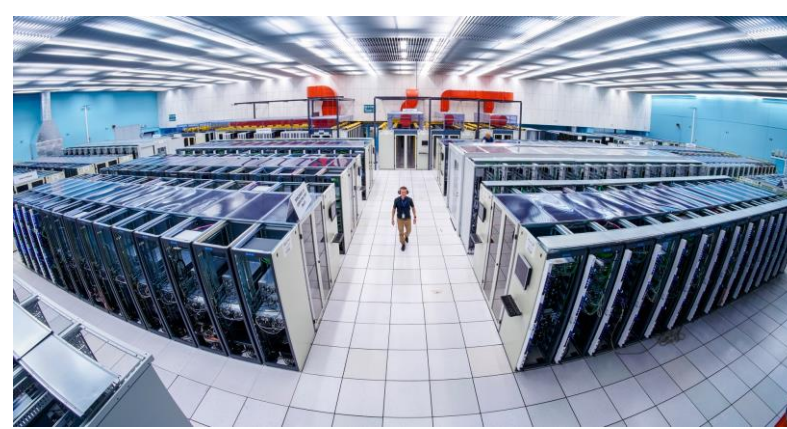
STATISTICS

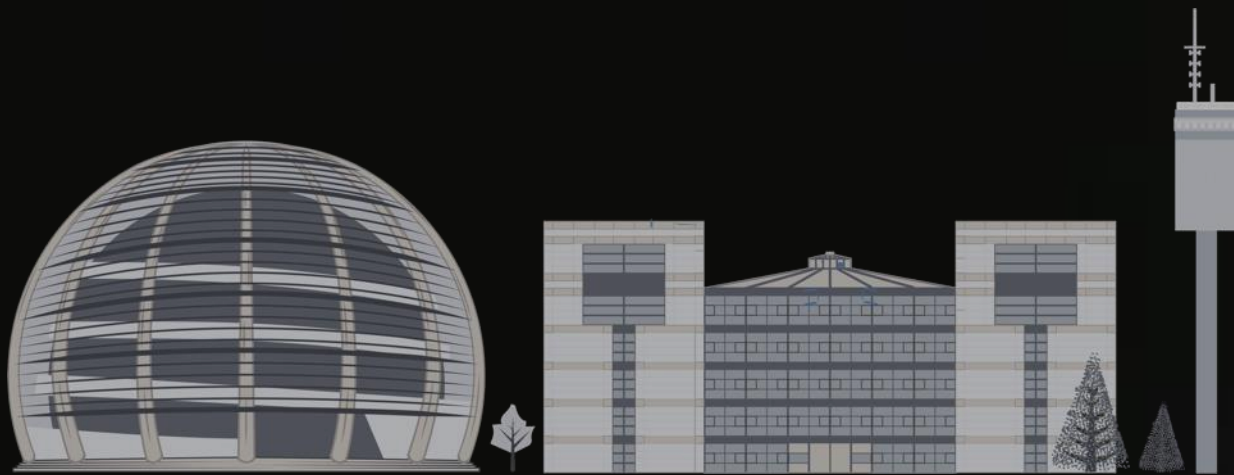
Procurement Expenditure



What we buy

- Civil engineering
- Cooling and ventilation
- Electrical engineering and magnets
- Information Technology
- Mechanical engineering and raw materials
- Electronics and radiofrequency
- Cryogenic and vacuum equipment
- Health and safety equipment,
- Transport and handling equipment
- Office supply, furniture
- Industrial services on the CERN site





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 CERN Procurement Rules

1

Transparency and Impartiality

2

Limited Tendering

3

Objectivity and equal treatment / fair competition

4

Selective Tendering Procedure

5

Confidentiality

6

Adjudication Basis

Enquiries between 10'000 and 200'000 CHF

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

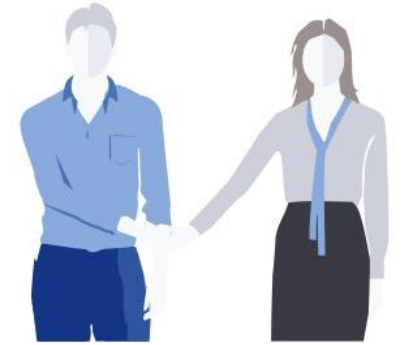
- **Submission deadline: 4 weeks from date of dispatch;**
- **All price enquiries above 50'000 CHF are also sent to the Industrial Liaison Officers (ILOs) for information;**
- **Price enquiries consist of:**
 - Technical specification and annexes;
 - Tender form (and a technical annex - optional);
 -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



Enquiries exceeding 200'000 CHF (1/2)

“Market Survey” (MS)

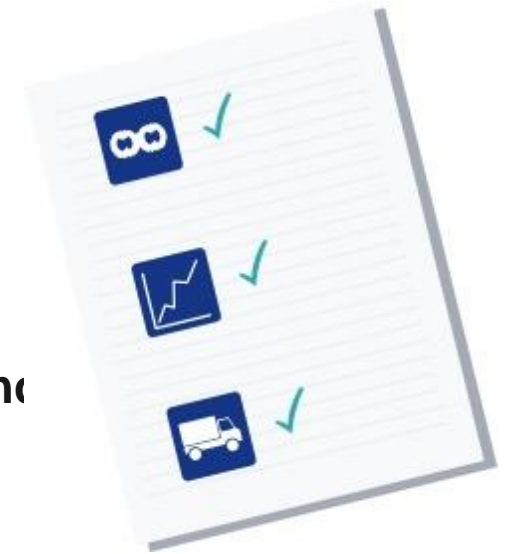
- **Prior announcement in CERN’s procurement website, see “Business Opportunities”**
 - At this stage, interested firms are encouraged to contact CERN in order to have a clear understanding of the requirement, allowing them to begin their organization ahead of the tendering process.
- **Market surveys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

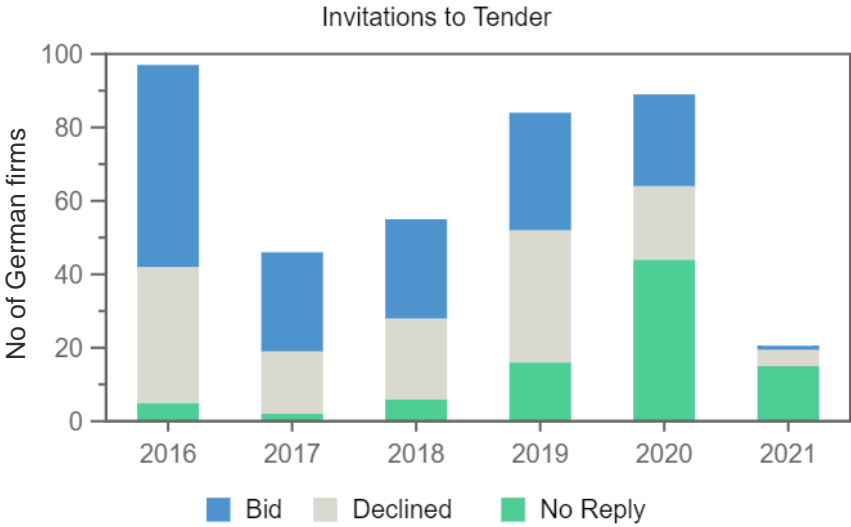
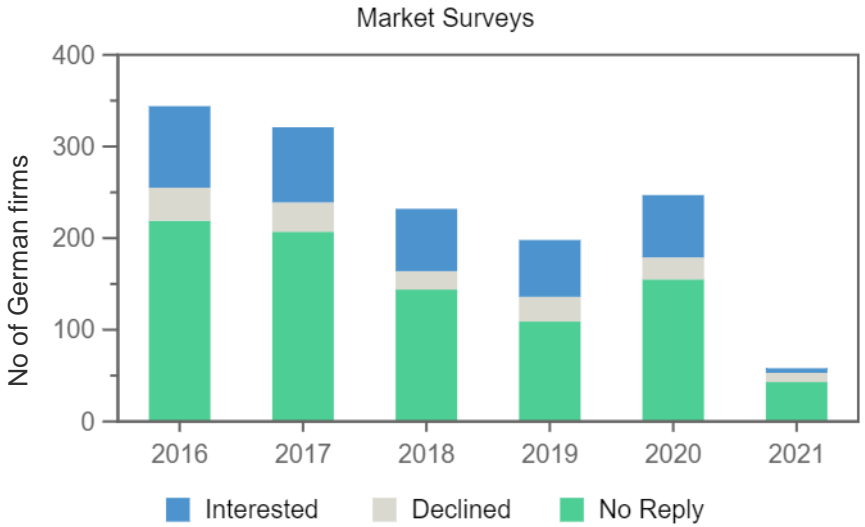
“Invitation to tender” (IT)

- **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.**
- **If above 750'000 CHF FC approval is required**



How do we identify firms?

- Based on past similar invitation to tenders and price enquiries
- Databases (Kompas, CERN's supplier database, web search), personal contacts (procurement or technical officer), ILO, spontaneous contact by firm



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.

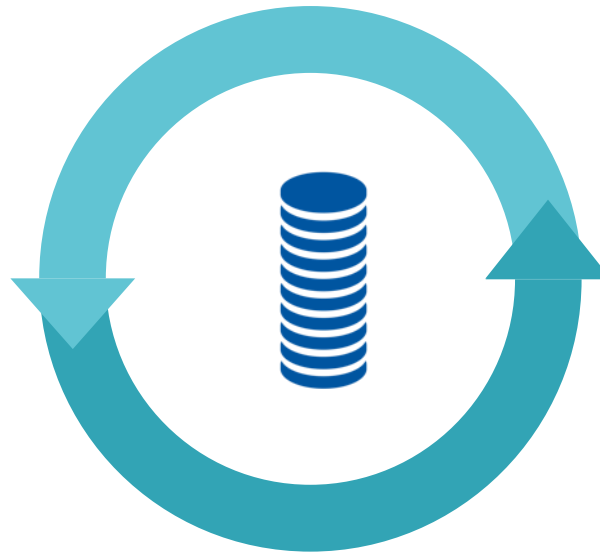
Industrial return coefficient

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

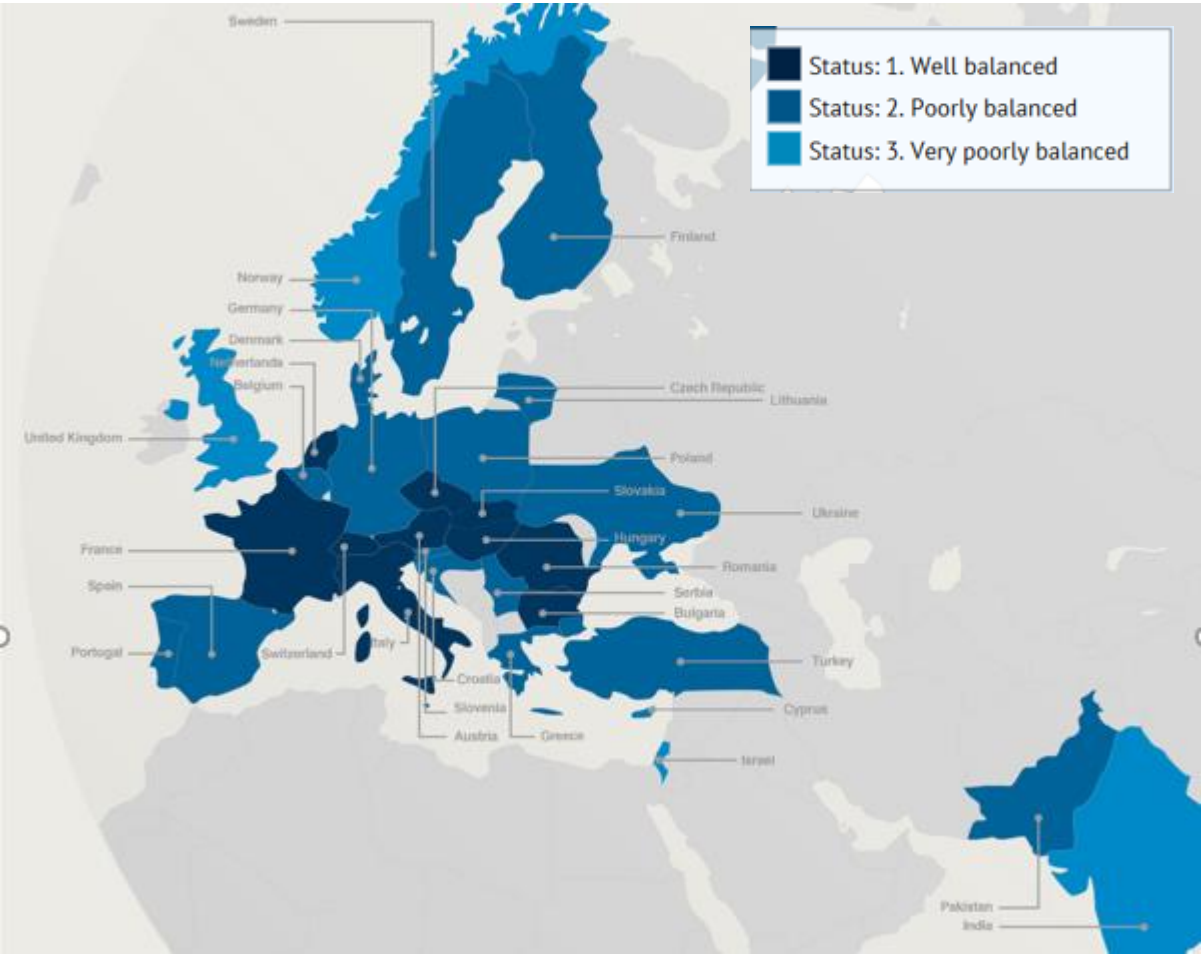
Poorly balanced (PB) : $0.40 \geq x < 1$

Well balanced (WB): ≥ 1

Status definition

Poorly balanced Member States (Supplies)

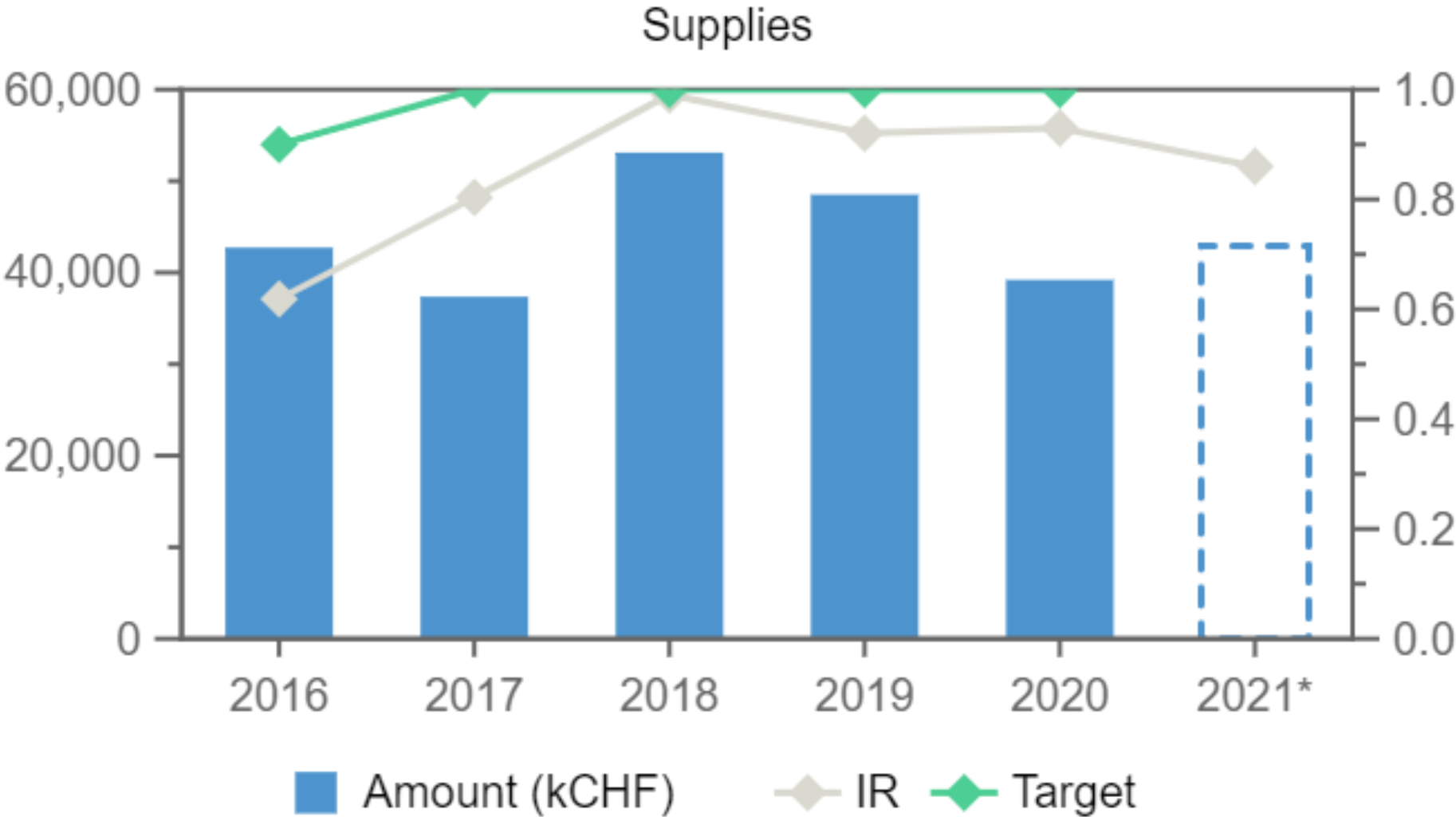
(1st March 2021 – 28 February 2022, based on the previous 4 calendar years):



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*	Estonia* India* Israel Norway United Kingdom

*Associate Member States

Industrial Return (supplies)



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.



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%

Procurement website



Website of the Procurement Service

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

Procurement and Industrial Services Group

[HOME](#) - [CERN PERSONNEL](#) - [INDUSTRIAL LIAISON OFFICERS](#) - [GROUP MEMBERS](#)

› Doing Business with CERN

- Doing Business with CERN [edit](#)
- Running a Contract with CERN [edit](#)
- Procurement Process [edit](#)
- Law applicable to contractors' personnel [edit](#)



› Business Opportunities



› Supplier Portal



› Key Reference Documents



› List of Poorly and Well Balanced Member State...



› Procurement strategy and policy



CERN Shopping List

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

IPT 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: Market Survey dispatched:

Reference: Call for Tenders scheduled for dispatch:

Activity Code: Description and/or Specific Condition:

Requirement: Commercial contact:

Cost Range: Publication Date: dd-mm-yyyy

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
21-04-2021	Experiments	New MS-4689/EP/CMS	Supply of LGAD sensors for the MTD endcap timing layer (ETL) detector of the CMS experiment. (07010202)	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"/>	B	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: R. Arcidiacono Commercially: C. Caravon	Third quarter 2022
16-04-2021	Supply	New MS-4688/SCE	CERN intends to place a contract for the supply of Power Distribution Units 250V for 19-inch racks. (02029000)	CERN intends to place a contract for the supply of ... Interested firms shall have a proven experience and competence in manufacturing ... <input type="button" value="Read More"/>	A	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: D. Stevaert Commercially: S. Guern Dall'Oro	Third quarter 2021
16-04-2021	Supply	New MS-4686/EP/CMS	Supply of 320 servers optimized for data processing. (04010100)	CERN intends to place a contract for the supply of ... Interested firms shall have a proven experience and competence in High ... <input type="button" value="Read More"/>	B	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: A. Racz Commercially: H. Gerster	Third quarter 2021
14-04-2021	Supply	New MS-4677/TE/LHC	CERN intends to place a contract for the design, manufacturing and testing of nine different electrical motors which will be used as spares for the motors operating now in the LHC machine. (02090100)	The electrical motors (one pre-series unit and eight series units) are ... Interested firms shall have proven experience and competence in the design ... <input type="button" value="Read More"/>	A	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: M. Pezzetti Commercially: A. Necula	Third quarter 2021

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.

How to Register in the Suppliers Portal

<https://procurement.cern.ch/asp/Registration>

Extensive **help** documentation available: including tutorial videos in English and French

CERN e-Procurement
Doing business with CERN

Home **Help** Register

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

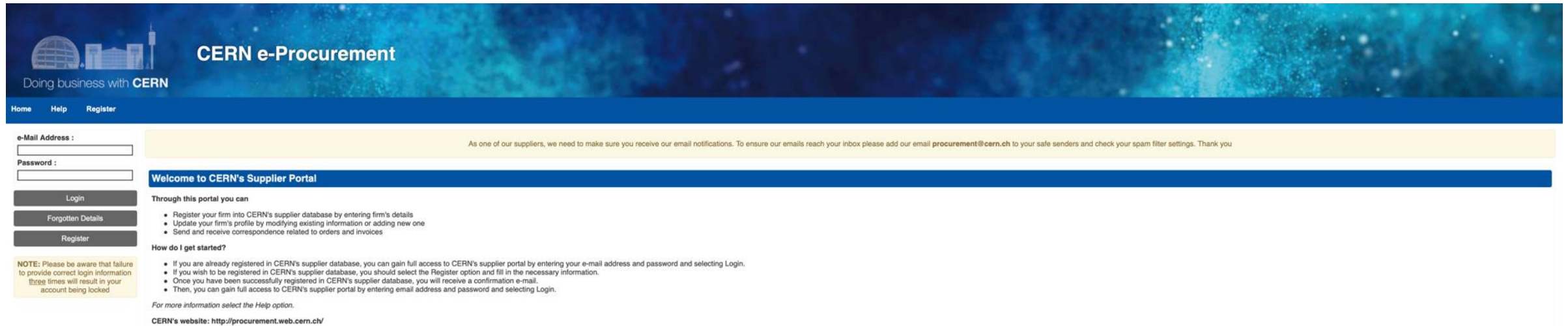
You are a :

Single Firm ⓘ Combination of firms ⓘ

Firm Information

* Firm Name : ⓘ * Vat Number : ⓘ Please Select

CERN e-Procurement



The screenshot shows the CERN e-Procurement Supplier Portal. At the top, there is a blue header with the CERN logo and the text "CERN e-Procurement" and "Doing business with CERN". Below the header, there are navigation links for "Home", "Help", and "Register". The main content area is divided into several sections:

- Left sidebar:** Contains input fields for "e-Mail Address" and "Password", and buttons for "Login", "Forgotten Details", and "Register".
- Yellow banner:** A message stating: "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".
- Blue header:** "Welcome to CERN's Supplier Portal".
- Main content:** A section titled "Through this portal you can" with a bulleted list: "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 is a "How do I get started?" section with a bulleted list: "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.".
- Bottom left:** A "NOTE" box stating: "Please be aware that failure to provide correct login information three times will result in your account being locked".
- Bottom right:** A link for "For more information select the Help option." and "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)



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 Friedrich Haug



Organization
CERN

Address
CERN
CH - 1211 GENEVE 23

Telephone
[+49 176 82 38 04 94](tel:+4917682380494)

Email
Friedrich.Haug@cern.ch

Thank you



home.cern