

Doing Business with CERN

Estonian Industry Webinar

26 March 2021

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IR Department - Diplomatic and Stakeholder Relations



AGENDA

- Introduction
 - Legal Framework
 - Budget
 - What we buy
- Procurement @ CERN
 - Procurement Service
 - Principles
 - Procedures
- Procurement website
- Forthcoming Tender Opportunities



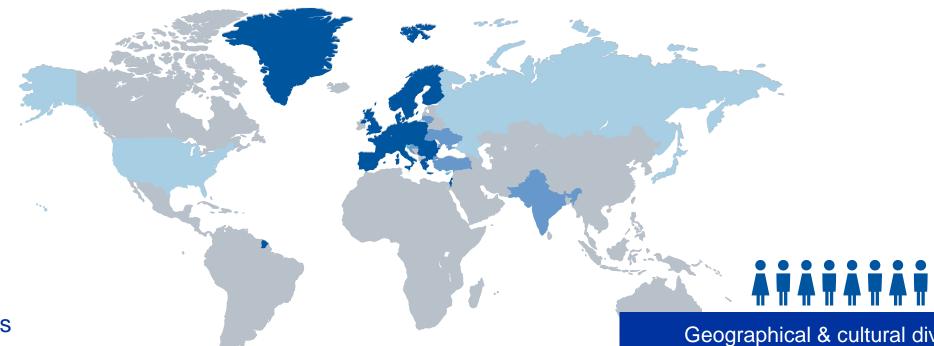




Legal Framework

- 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

3 Associate Member States in the pre-stage to membership [Estonia]

6 Associate Member States



Yearly budget ~ 1200 MCHF

Geographical & cultural diversity

110 nationalities,

from 77 countries

~ 2500 Staff members

~ 2 000 Contractors' employees

~ 13 000 Physicists / Users



Yearly Budget (contributions 2021)

	Country	Percentage of Total	Amount (CHF)		Country	Percentage of Total	Amount (CHF)
	Germany	20.35%	243 978 500		Romania	1.13%	13 586 400
	United Kingdom	14.49%	173 742 400	*	Portugal	1.08%	12 942 750
	France	13.57%	162 651 400		Czech Republic	1.02%	12 274 400
	Italy	10.22%	122 471 350		Greece	1.02%	12 232 750
175	Spain	7.20%	86 327 950		Hungary	0.67%	8 029 550
	Netherlands	4.55%	54 493 050		Slovakia	0.50%	6 010 500
+	Switzerland	3.83%	45 973 250	C×	Turkey*	0.45%	5 349 000
	Poland	2.76%	33 135 900		Bulgaria	0.32%	3 788 250
	Belgium	2.70%	32 398 200	ğ	Serbia	0.24%	2 865 800
	Sweden	2.53%	30 272 750	C	Pakistan*	0.16%	1 898 100
#	Norway	2.24%	26 893 400	-	Slovenia**	0.12%	1 410 200
	Austria	2.15%	25 773 200		Estonia**	0.09%	1 020 000
XQX	Israel	1.87%	22 390 950	=	Cyprus**	0.08%	1 000 000
	Denmark	1.75%	21 020 250	- 100	Croatia*	0.08%	1 000 000
(4)	India*	1.35%	16 211 900		Lithuania*	0.08%	1 000 000
+	Finland	1.31%	15 669 300		Ukraine*	0.08%	1 000 000
					Tota	al 100%	1 198 811 450





What we buy

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













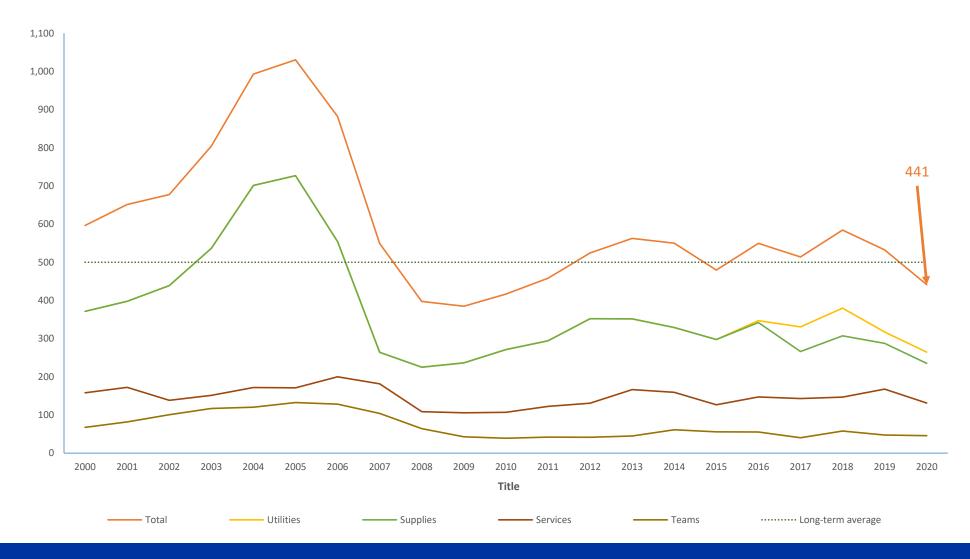


What we buy

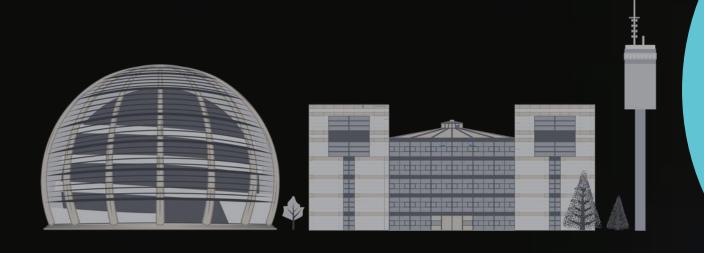
- Civil engineering
- Cooling and ventilation
- Electrical engineering and magnets
- Information Technology
- Mechanical engineering and raw materials
- Electronics and radiofrequency
- Cryogenic and vacuum equipment
- Health and safety equipment,
- Transport and handling equipment
- Office supply, furniture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



Procurement Expenditure







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

Transparency and Impartiality

Selective Tendering Procedure

2 Limited Tendering

5 Confidentiality

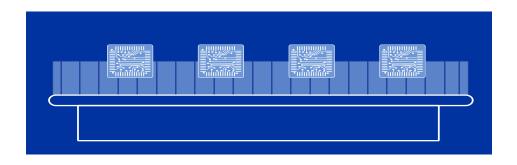
Objectivity and equal treatment / fair competition

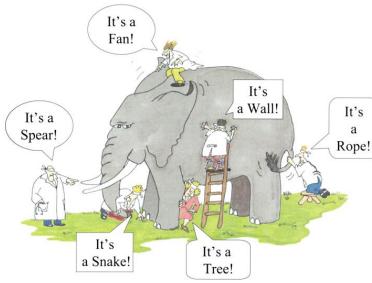
6 Adjudication Basis

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 Preseries 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)



- 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 ≥ 200'000 CHF

- Start-up Meeting + Announcement
- Phase 1: MS / "Market Survey"
 - "Technical Description" + "Qualification Questionnaire" Specification Committee;
 - Submission deadline: 4 weeks, or more if the MS is still online.



- Tender Form, Technical Specification and all Annexes, Specification Committee;
- Submission deadline: 4 weeks Clarification Bidders Conference as required;
- Bids shall be submitted via CERN's e-tendering application.
- Phase 3 : Opening & Evaluation of the bids
 - Technical verification, recalculation of unit prices, clarification as necessary;

Alignment rule applicable?



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.

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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.

SUPPLIES **SERVICES**

"Country(ies) where the supplies (including their components and subassemblies) are manufactured or undergo the last major transformation by the contractor or its subcontractor"

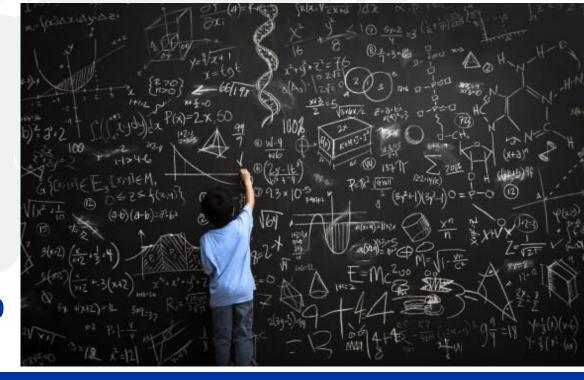
If at least 60% of the total amount of the bid comes from a poorly balanced MS, then the whole bid will be treated as that from a bidder in a poorly balanced MS.

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.

Return Coef.= % expenditure in the MS contribution to CERN budget for this MS

- Well balanced Member States: IRC ≥ 1
- Poorly balanced Member States: 0.40 ≤ IRC < 1
- Very Poorly balanced Members States : IRC < 0.40



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.





Supplies Contract only, adjudicated on the Lowest Compliant Basis



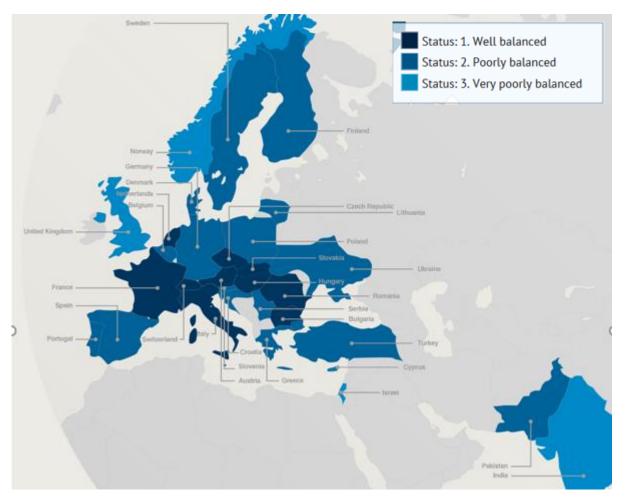
With a total amount exceeding 100'000 CHF.



Price difference shall not exceed 20%

Member State Balancing (Supplies)

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

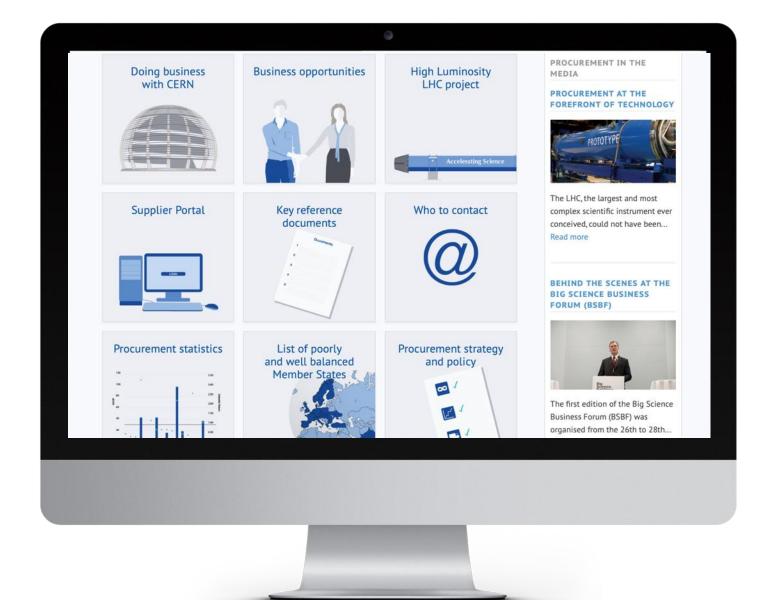


Well Balanced	Poorly Balanced	Very Poorly Balanced
Austria Bulgaria Czech Republic France Hungary Italy Netherlands Romania Slovakia Switzerland	Belgium Croatia* Cyprus* Denmark Finland Germany Greece Lithuania* Pakistan* Poland Portugal Serbia* Slovenia* Slovenia* Spain Sweden Turkey* Ukraine*	Estonia*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

^{*}Associate Member States



PROCUREMENT WEBSITE



Procurement Website

26/03/2021



http://procurement.web.cern.ch



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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.

Search Menu	Links Menu		
Type of Contract: A	\	Market Survey dispatched:	All 🗸
Reference:		Call for Tenders scheduled for dispatch:	All V All V
Activity Code:		Description and/or Specific Condition:	
Requirement:		Commercial contact:	All
Cost Range:	All 🗸	Publication Date:	From To dd-mm-yyyy
Search Reset			

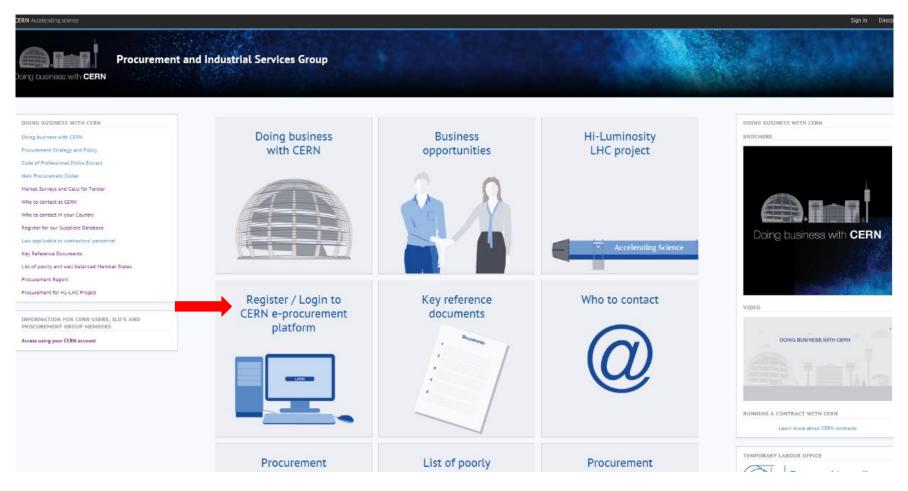
Publication Date	Type of Contract	Reference	Requirement (Activity Code)	Description/Specific Condition	Cost Range	Market Survey scheduled for dispatch	Contacts and Interest in being contacted / Market Survey Documents	Invitation to Tender scheduled to dispatch
13-03-2021	Supply	New MS- 4672/TE	Supply of a vacuum system for XPS analysis and general surface spectroscopy (02070100, 03500400)	CERN intends to place a contract for the supply of Read More Interested firms shall have spectrometers or its Read More separate components, as described	А	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: <u>M. Himmerlich</u> Commercially: <u>I. Lobmaier</u>	Second quarter 2021
10-03-2021	Supply	New MS- 4680/TE	Supply of 12 Electromechanical DC Circuit Breakers as part of the energy extraction system of three experimental magnets in the North Area (02030500)	CERN intends to place a Contract for the supply of Read More Interested firms shall have proven experience and competence in the design,	А	First quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: <u>B. Panev</u> Commercially: <u>N. Azizi</u>	Second quarter 2021
25-02-2021	Supply	New MS- 4679/EN	Supply, installation and commissioning of an hydraulic press brake dedicated to high precision forming. (05030200)	CERN intends to place a contract for the supply, installation and Interested firms shall have the hydraulic press brake in their standard	А	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: <u>D. Murgue</u> Commercially: <u>F. Bonthond</u>	Third quarter 2021
25-02-2021	Supply	New MS- 4678/SY/HL/LHC	Supply of 36 power converters of ± 2000 A and ± 10 V for CERN's LHC Hi-Luminosity project. (02100700)	CERN intends to place a contract for the supply of Read More Interested firms shall have in-house facilities for the production and testing	В	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: <u>V. Herrero Gonzalez</u> Commercially: <u>F. Bonthond</u>	Third quarter 2021
25-02-2021	Services	New MS-4670/IT	Service contract for the network and telecom maintenance on the CERN Site. (13040400)	CERN intends to place a service contract for the network and Interested firms shall have competence and experience in network and telecom	В	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: A. Pascal Commercially: S. Sonnerat	Second quarter 2021
24-02-2021	Supply	New MS- 4675/SCE	Provision of renovation works of the metallic façade and insulation of industrial buildings on the Swiss part of CERN Meyrin site. (01020302)	CERN intends to place a contract for the renovation works of Interested firms shall have a proven experience and competence in the	А		Market Survey documents	Second quarter 2021
24-02-2021	Supply	New MS- 4674/SCE	Provision of renovation works of the external windows and doors of industrial buildings on the Swiss part of the CERN Meyrin site (01020303)	CERN intends to place a contract for the renovation works of Interested firms shall have a proven experience and competence in the	А		Market Survey documents	Second quarter 2021
19-01-2021	Supply	MS- 4669/EN/LHC	Supply of a five axis Computer Numerical Control (CNC) milling. (05030100)	CERN intends to place a contract for the supply of Interested firms shall have a proven experience and competence in fabrication,	А	Second quarter 2021	To express an interest please send an e-mail to procurement.service@cern.ch Technically: <u>S. Atieh</u> Commercially: <u>F. Bonthond</u>	Third quarter 2021
05-01-2021	Supply	MS-4668/IT	Supply of an Appliance for Quantum Computing Simulation. (04010100, 04010300)	CERN intends to place a contract for the supply of Interested firms shall have proven experience and competence in the development	А		Market Survey documents	First quarter 2021
				CERN intends to place framework contracts			To everyor an interest please cond an e-mail to	·

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



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Procurement Website



http://procurement.web.cern.ch

Suppliers Database Registration



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

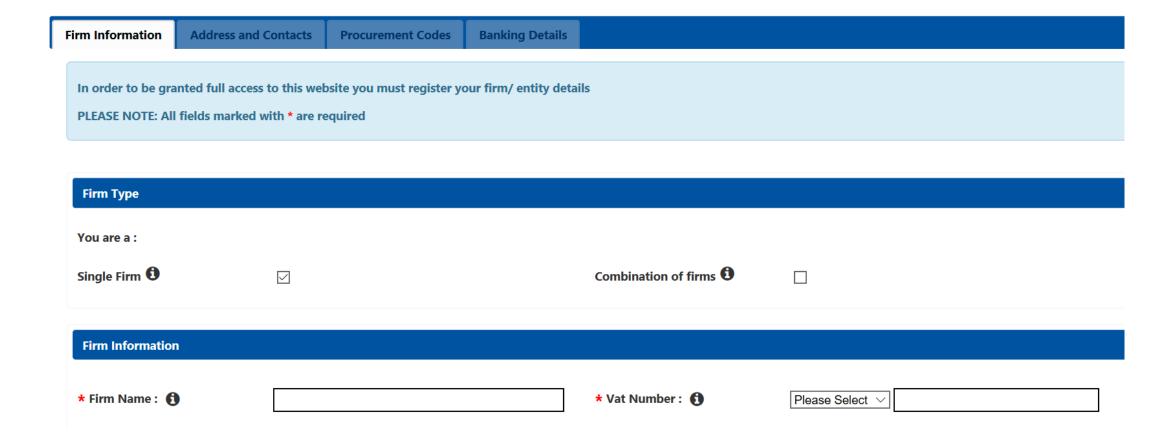
NOTE: Please be aware that failure

to provide correct login information three times will result in your account being locked

- · 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
- · 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





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/aspx/Home

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

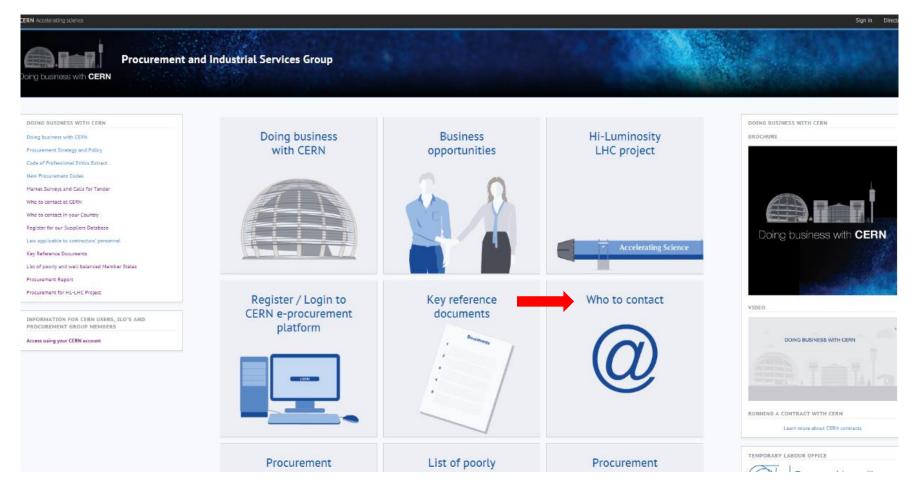
If you are having trouble registering your firm, please consult this video tutorial or the French version under tutoriel.

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.

Supplierdb.Support@cern.ch.

Procurement Website



http://procurement.web.cern.ch

Contact at CERN

Procurement Officers:

Procurement Officer





Technical Contacts

Technical Contacts



Civil Engineering and Buildings

Activity	Contacts
Civil Engineering and Buildings	Luigi Scibile
Heating and Air-conditioning Equipment	Mauro Nonis
Hoisting and Handling Gear	Ingo Rühl

Electrical Engineering

Activity	Contacts
Power Supplies and Converters	Jean-Paul Burnet
${\sf SwitchGear,Switchboards,PowerTransformersandPowerCables}$	Nicolas Bellegarde
Crates and Low Voltage Power Supplies	Vincent Bobillier, Francois Vasey
Magnets and Superconductors	Luca Bottura

Electronics

Activity	Contacts
ASIC's and related design tools	Michael Campbell



Contact for Estonia

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.



ILOs is essential in order to:

- Increase competition in bidding
- Balance Industrial Return
- Raise awareness
- Transmit information to potential suppliers
- Advise CERN about potential suppliers

- Support contractors & suppliers on any general technical, organisational and procedural aspects of CERN;
- Promote registration in suppliers DB
- Encourage long-term participation of industry in CERN's mission

Any question?

Procurement.Service@cern.ch



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Supply of

5 Helium Vessels for the Inner Triplet Magnets

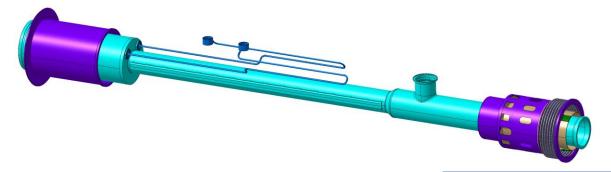
Procurement Code: 09.01.05.00 Cost Range: A

Planning: MS: Q2 2021 / IT: Q3 2021

Description and Specific Condition:

Helium Vessels with a diameter of 0.3 m / Metal sheet work and welding

PED requirements (Pressure Equipment Directive) / Final assembly performed at CERN



5 Vacuum Vessels for the Inner Triplet Magnets

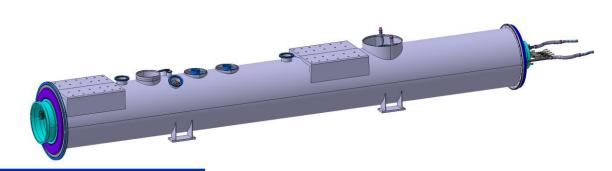
Procurement Code: 06.02.02.03 Cost Range: A

Planning: MS: Q2 2021 / IT: Q3 2021

Description and Specific Condition:

Vacuum Vessels with a diameter of 0. m / Metal sheet work and welding

Vacuum as thermal insulation / Final assembly performed at CERN



Contact: Yann.Leclercq@cern.ch



Electrical Substation LHC P5 (CMS)

Procurement Code: 02.01.00.00; 02.02.00.00; 02.70.00.00

Cost Range: A (Price Enquiry), C (IT)

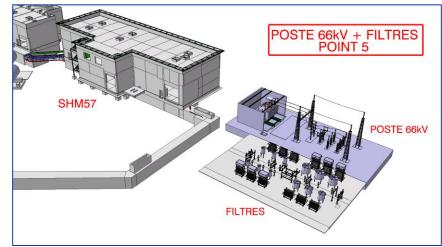
Planning: Q2 2021 – Q1 2022

Description and Specific Condition:

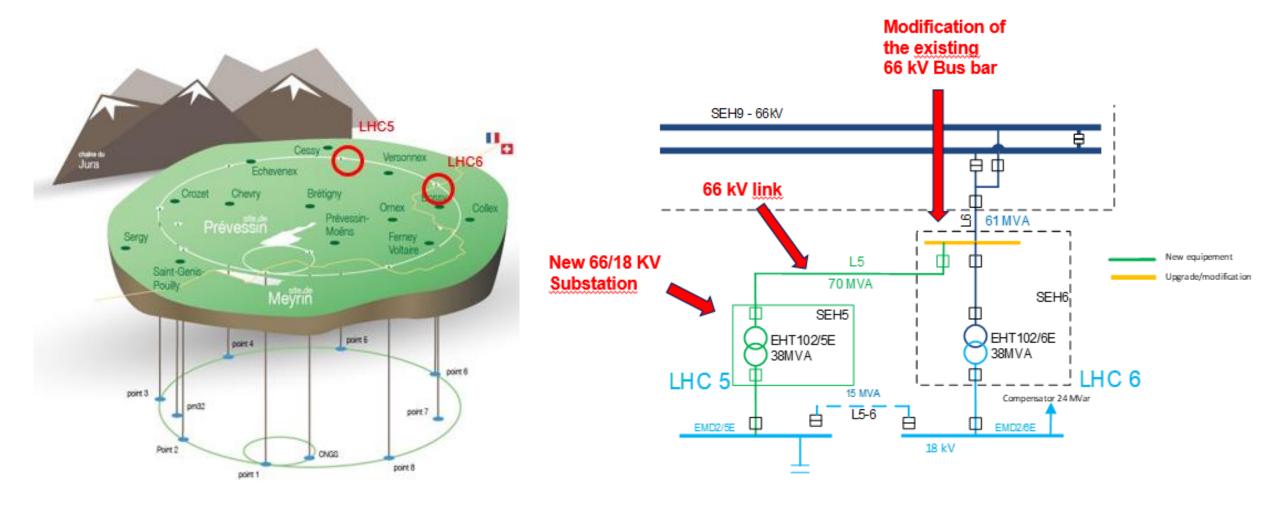
- Turnkey Project
- New 66/18 kV electrical substation
- Modification existing 66 kV substation LHC P6
- 38 MVA transformer
- 66 kV link
- French part of CERN

Contact: stefano.bertolasi@cern.ch





Electrical Substation LHC P5 (CMS)





Supply of Power Converters for HL-LHC Project

Procurement Code: 02.10.00.00

Cost Range: A, B

Planning: MS: Q4 2021 / IT: Q3 2022

Description and Specific Condition:

Low Voltage Power: 657 Power Converters

Designed by CERN => Built to print

Very high current: HL-LHC18kA-10V: 6 units + HL-LHC14kA-08V: 10 units

High current: HL-LHC2kA-10V: 37 units

Medium current: HL-LHC600A-10V: 26 units

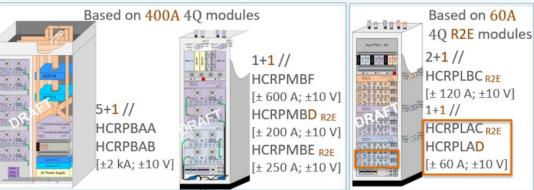
Low current: R2E-HL-LHC120A-10V: 136 units + R2E-HL-LHC60A-10V: 442 units

Contact: Michele.Martino@cern.ch





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Supply of 600 A & 2 kA A Energy Extraction Switches for the String

Contact: Bozhidar.Panev@cern.ch

Procurement Code: 02.03.05.00

Cost Range: A

Planning: MS: Q2 2021 / IT: Q2 2022

Description and Specific Condition:

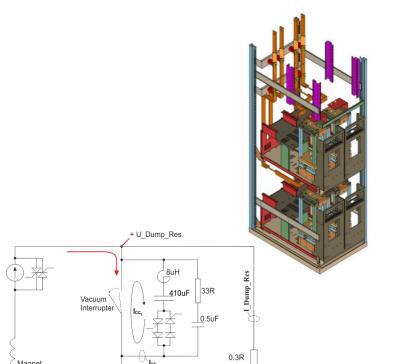
7 units in total: Design, manufacturing and testing of 2 kA and 600 A switches

In-vacuum switches

Energy absorption (150 & 250 kJ)

2 ms whole commutation time

Integrated control system



Dump



U Dump Res

Supply of Cryogenic Cables for Beam Position Monitors

Contact: Michal.Krupa@cern.ch

Procurement Code: 02.05.05.00

Cost Range: A

Planning: MS: Q1 2021 / IT: Q3 2021

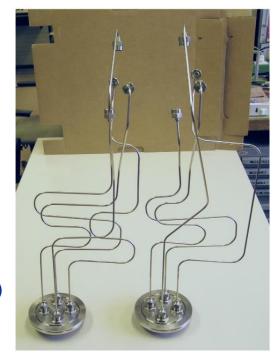
Description and Specific Condition:

300 cables needed (proto, series, spares)

Cables to withstand cryogenic temperatures (~ 5K)

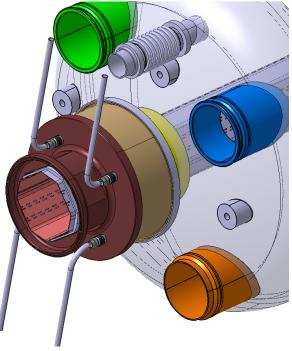
SiO2 Coaxial RF Cables

Laser Welding Cable-Connector challenging. Micro-cracks can't be present









Thank you

