



Doing Business with CERN

Step by Step – Big Science Procurements

27 May 2021

Anca NECULA – IPT/PI

Procurement Officer



AGENDA

- **Introduction**
 - Legal Framework
 - Budget
 - What we buy
- **Procurement @ CERN**
 - Principles & Procedures
 - Advices on Tender Form
- **Procurement website**

INTRODUCTION

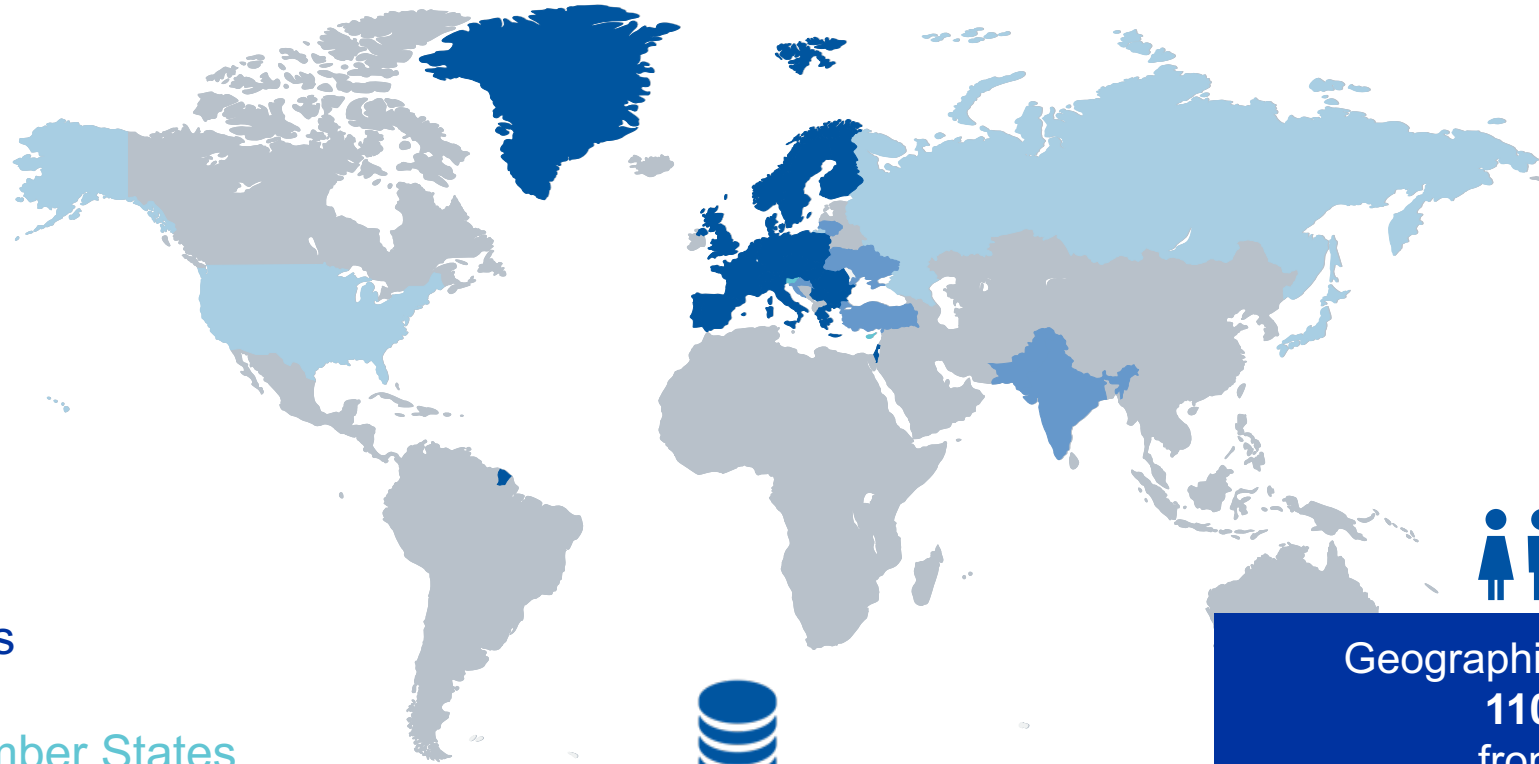


Legal Framework

- **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

3 Associate Member States
in the pre-stage to
membership

6 Associate Member States



Yearly budget ~ 1200 MCHF



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

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

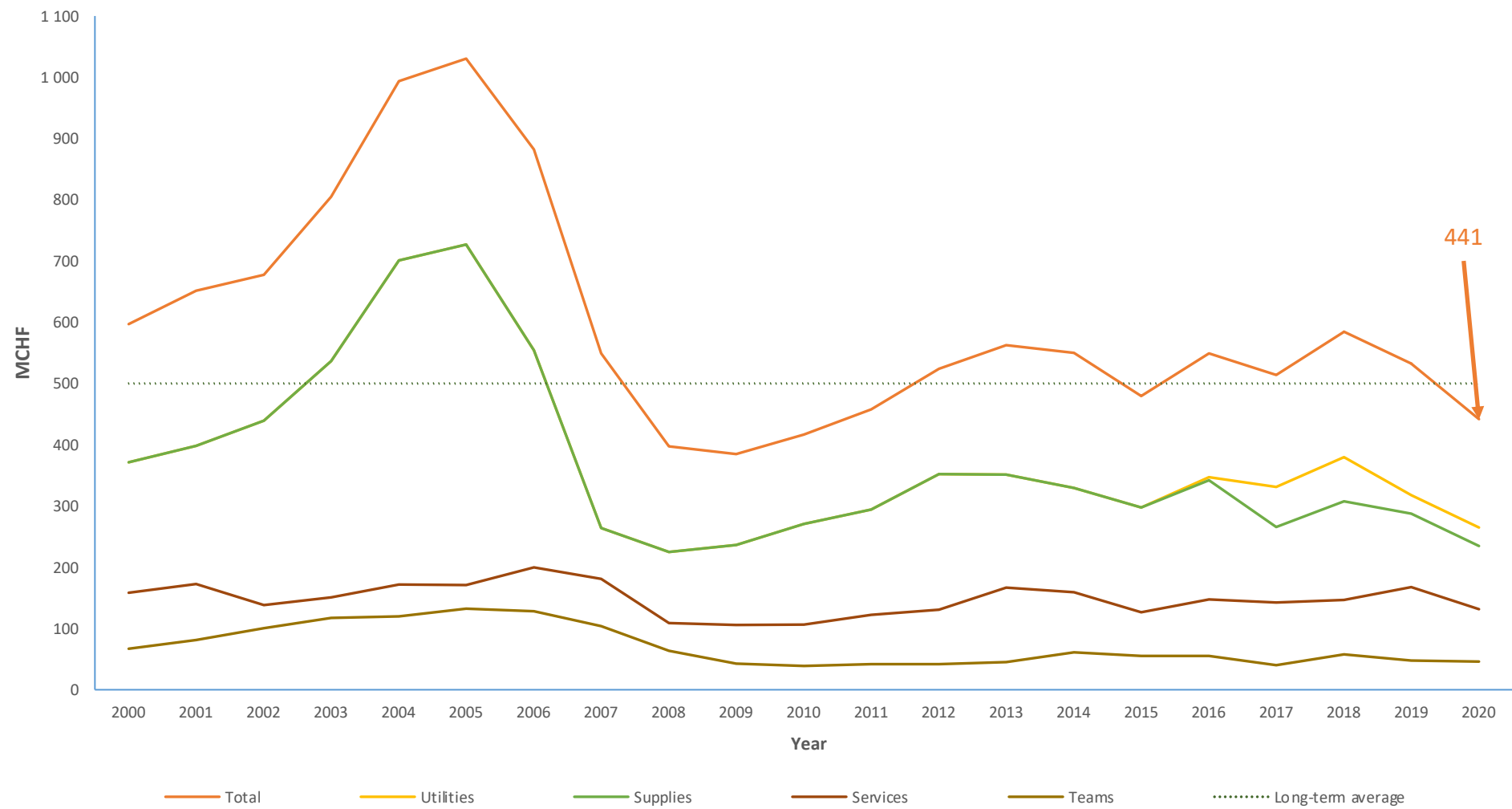
Yearly Budget (contributions 2020)

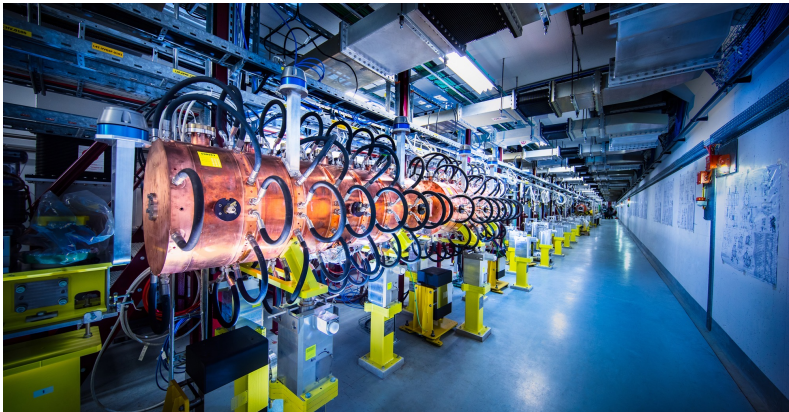
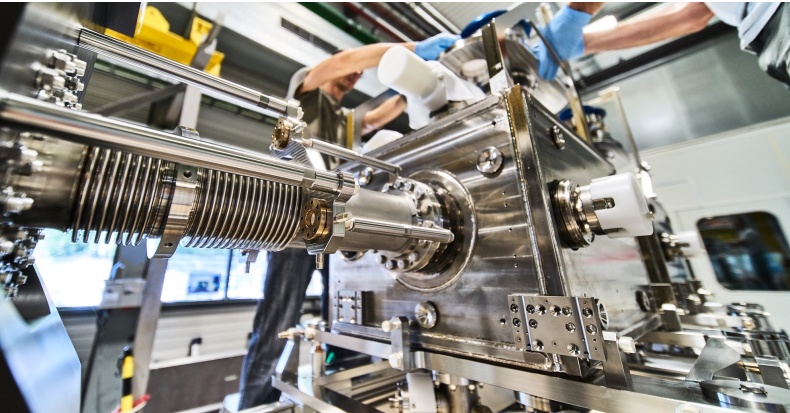
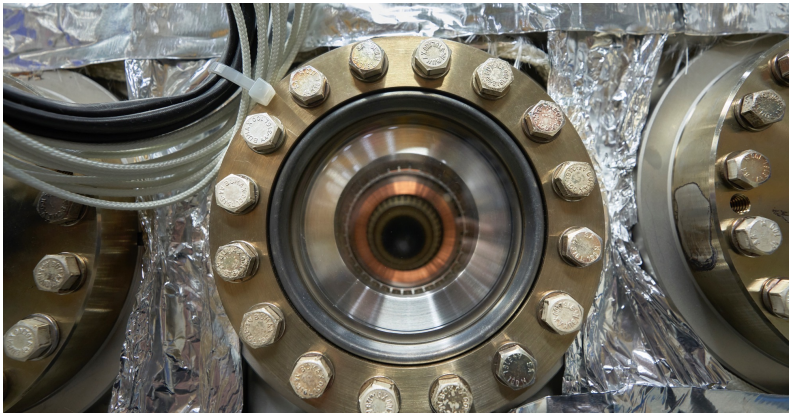
Country	Percentage of Total	Amount (CHF)
 Germany	20.31%	243 129 850
 United Kingdom	15.45%	184 948 850
 France	13.62%	162 966 200
 Italy	10.05%	120 245 950
 Spain	6.92%	82 844 100
 Netherlands	4.44%	53 197 200
 Switzerland	4.04%	48 410 300
 Poland	2.71%	32 472 850
 Belgium	2.61%	31 269 000
 Sweden	2.55%	30 504 300
 Norway	2.26%	27 014 250
 Austria	2.11%	25 210 350
 Israel	1.82%	21 734 350
 Denmark	1.72%	20 606 100
 Finland	1.29%	15 472 350
 India*	1.28%	15 293 950

Country	Percentage of Total	Amount (CHF)
 Romania	1.07%	12 807 800
 Portugal	1.06%	12 716 250
 Greece	1.03%	12 308 750
 Czech Republic	0.96%	11 525 250
 Hungary	0.63%	7 516 200
 Turkey*	0.48%	5 731 100
 Slovakia	0.48%	5 691 350
 Bulgaria	0.30%	3 578 650
 Serbia	0.23%	2 752 000
 Pakistan*	0.16%	1 880 000
 Slovenia**	0.09%	1 065 450
 Cyprus**	0.08%	1 000 000
 Croatia*	0.08%	1 000 000
 Lithuania*	0.08%	1 000 000
 Ukraine*	0.08%	1 000 000
Total	100%	1 196 892 750

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

Procurement Expenditure

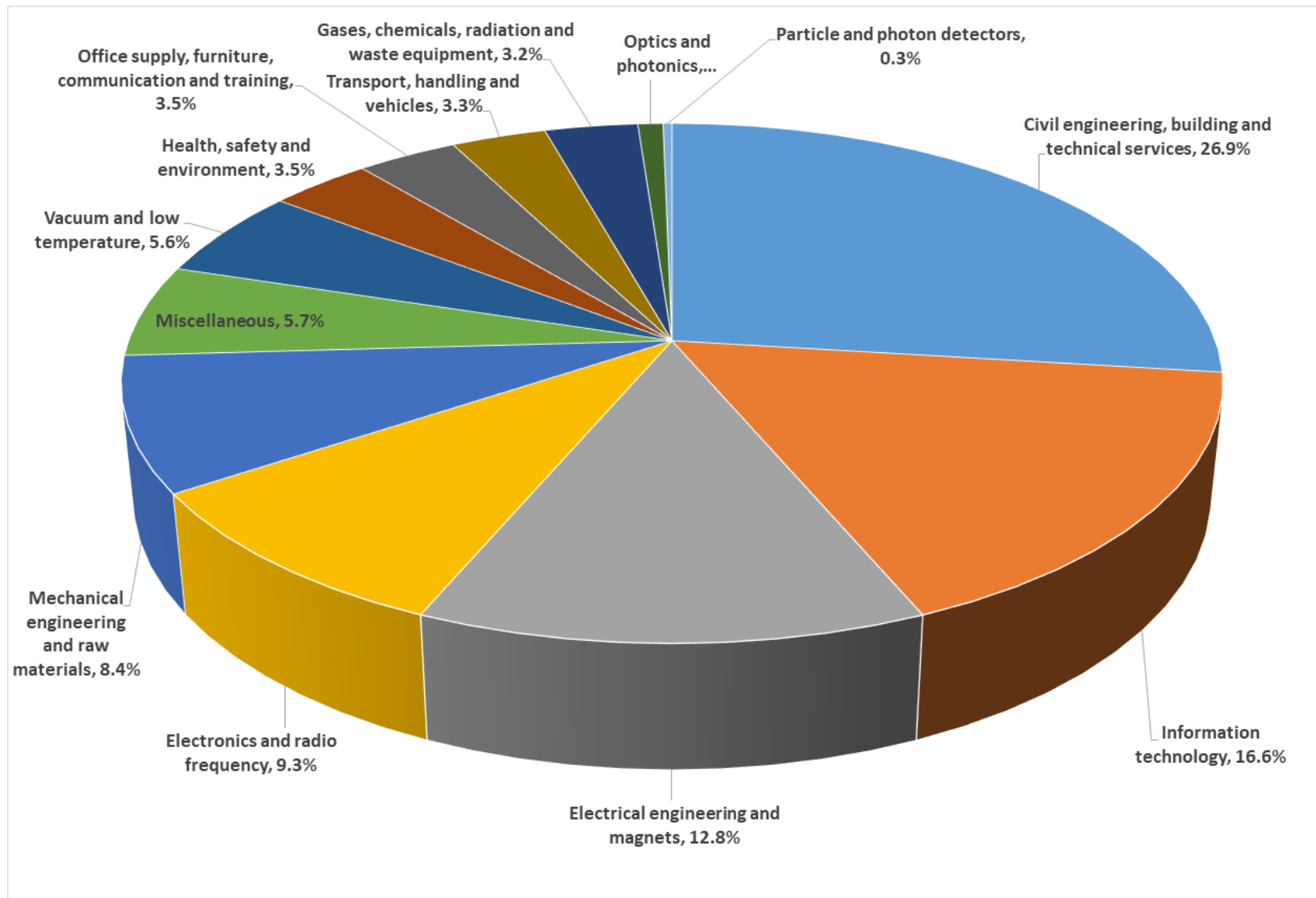


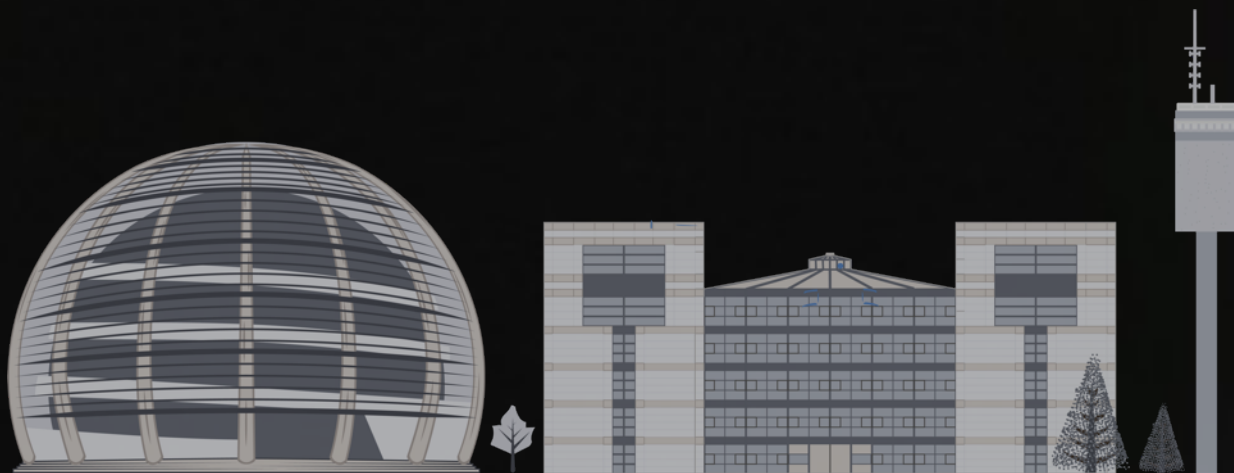


What we buy

- 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

Supplies (207 MCHF spent in 2020 – CERN budget only)





PROCUREMENT @CERN

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

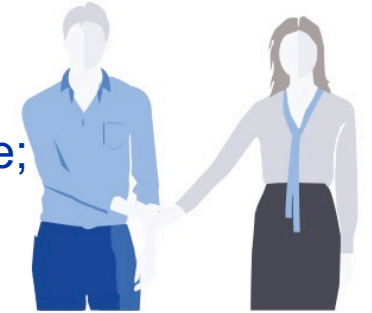
“Price Enquiry” (DO)

- Price Enquiry prepared / managed by Procurement Officer;
- Technical specification (Technical Officer), tender form (Procurement Officer), CERN's General Conditions;
- Submission deadline: 4 weeks from date of dispatch (clarifications allowed);
- Minimum of 3 bids requested;
- All price enquiries above 50'000 CHF are sent to the Industrial Liaison Officers (ILOs) for information;
- Opening, technical verification, recalculation of unit prices, clarification as necessary;
- **Alignment rule applicable?**
- PO made to the lowest compliant bidder.



Enquiries \geq 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.
- **Phase 2 : IT / “Invitation-to-Tender”**
 - 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.



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 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

Alignment Rule

Scenario 1:

Lowest bid from a PB MS

contract placed



Scenario 2:

Lowest bid from a WB MS

1st bidder (within 20%) from PB MS aligns

contract placed



Scenario 2.1:

if not, 2nd lowest bidder (within 20%) from PB MS aligns

contract placed



Scenario 2.2:

if no alignment, **contract placed** with lowest bidder from WB MS



Advices on Tender Form

Tender Form

Supply of Unfolded Aluminium Plates for the Thermal Shields of HL-LHC magnets

(To be uploaded duly completed, signed and dated)

3. ELIGIBILITY CRITERIA

At the time of submission of the bid, the Bidder shall fulfil the following eligibility criteria.

3.1 Competence and Experience

The Bidder shall prove relevant competence and experience by providing the references specified hereunder.

The Bidder shall have a proven competence and experience in the fields of jet cutting or laser cutting, aluminium nuance that are necessary to meet the requirements of the scope, complexity and volume specified in the Technical Specification.

Is this criterion fulfilled for all the above-mentioned fields?

☐ YES ☐ NO

If not, please explain why not:

.....

.....

.....

The Firm shall provide at least three relevant references corresponding to the above-mentioned competence and experience in the last five years that are similar to the future contract in terms of raw material, scope, complexity and volume and for a value of at least 20 000 CHF each.

CERN reserves the right to check the references provided. In addition, the Bidder, shall arrange a visit by CERN to any of its references if so requested.

REFERENCE 1	
Name of the customer	
Full address	
Name, telephone and e-mail of the person to be contacted in customer organisation	
Scope of the contract	
Duration (start and end dates)	
Approximate contract value	
Quality and safety management	
Other relevant technical details	
<ul style="list-style-type: none">• Type of raw material• Size	

5. CURRENCY AND PRICE BASIS FOR ADJUDICATION

5.1 Currency

The Bidder shall stipulate below the currency in which it intends to quote the prices of Table 2 and in which it wishes to be paid, either the Swiss franc or, if the Bidder wishes to be paid in another currency if awarded the Contract, in that currency. In the latter case, the currency chosen by the Bidder shall exclusively be its national currency or the currency in which it will incur the major expenses under the Contract. For adjudication purposes, where prices are quoted in a currency other than the Swiss franc, CERN will convert those prices into Swiss francs using the European Central Bank reference rate applicable on the Closing Date of the Price Enquiry.

Advices on Tender Form

TOTAL PRICE FCA = [A]				
Transport				
15	Transport to CERN Meyrin (CH) and all risk transport insurance for pre-series	1		
16	Transport to CERN Meyrin (CH) and all risk transport insurance for series	1		
COST OF TRANSPORT TO CERN MEYRIN (CH) AND ALL RISK TRANSPORT INSURANCE [B]				
TOTAL				
TOTAL PRICE DAP CERN MEYRIN (CH) = [A] + [B]				

Table 2: Prices

10. VAT AND INVOICING

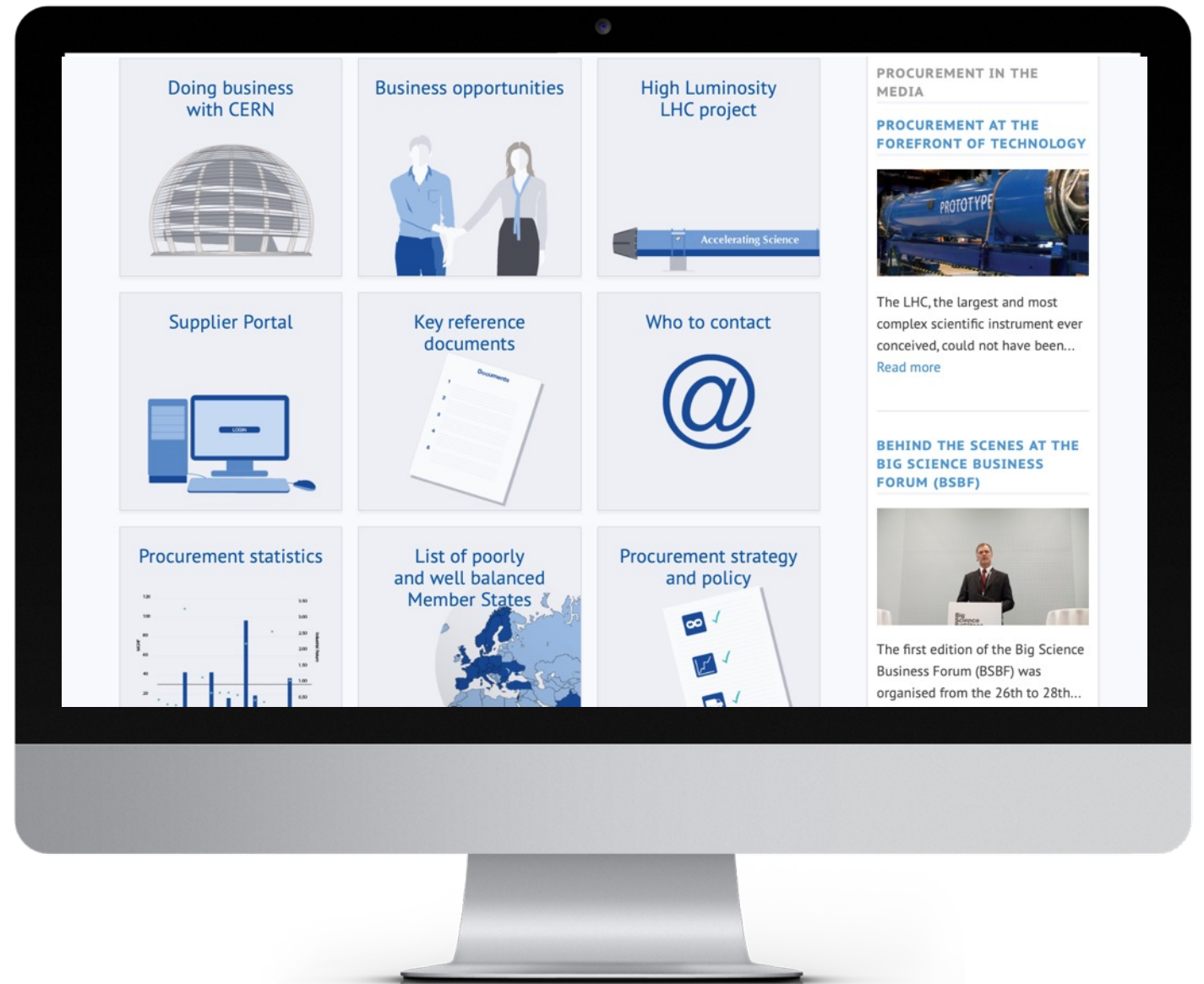
VAT and invoicing will be subject to the rules and instructions set out at the following link:

https://procurement.web.cern.ch/system/files/document/vat-and-invoicing-guide-en_0.pdf

11. SCHEDULE

	Delivery date (T ₀) = notification of the Contract (T ₁) = acceptance of pre-series (batch 1)	Deliverables		Qty	Yes	No	If no, what does the Bidder propose?
Batch 1	(T ₀) + two months	Assembly	Q1/Q3	1			
		Assembly	Q2a/Q2b	1			
Batch 2	(T ₁) + three months	Assemblies	Q1/Q3	8			
		Assemblies	Q2a/Q2b	10			
		Assemblies	CP	7			
		Assemblies	D1	7			
		Assemblies	D2	8			

PROCUREMENT WEBSITE

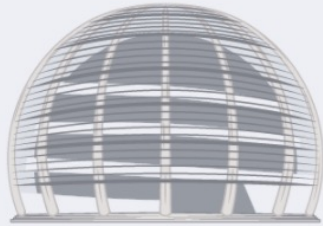


Procurement Website

Procurement and Industrial Services Group

[HOME](#) ▾ [CERN PERSONNEL](#) ▾ [INDUSTRIAL LIAISON OFFICERS](#) ▾ [GROUP MEMBERS](#) ▾ [NEWS](#) [CONTACT](#) ▾

› Doing Business with CERN



› Business Opportunities



› Supplier Portal



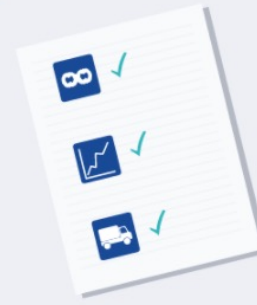
› Key Reference Documents



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



› Procurement strategy and
policy



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

Supplier registration & Procurement Codes

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.

CERN Procurement Codes / Codes Achat CERN

Family	English	Français
01	Civil engineering, building and technical services	Génie civil, bâtiment et services techniques
02	Electrical engineering and magnets	Génie électrique et aimants
03	Electronics and radio frequency	Electronique et radiofréquence
04	Information technology	Technologies de l'information
05	Mechanical Engineering and raw materials	Ingénierie mécanique et matières premières
06	Vacuum and low temperature	Vide et basse température
07	Particle and photon detectors	DéTECTEURS de particules et de photons
08	Optics and photonics	Optique et photonique
09	Gases, chemicals, waste collection and radiation equipment	Gaz, produits chimiques, collecte de déchets et équipement de radiation
10	Health, safety and environment	Santé, sécurité et environnement
11	Transport, handling, vehicles and access equipment	Transport, manutention, véhicules et équipement d'accès
12	Office supply, furniture, communication and training	Fourniture de bureau, mobilier, communication et formation
13	Services on the CERN site	Services permanents sur le site du CERN
14	Centralised expenses and internal-use codes	Dépenses centralisées et codes à usage interne
All procurement codes		Tous les codes achats
Printable version		Version imprimable

Procurement.Service@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.

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
03-10-2018	Supply	New MS-4489/SMB	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 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 ... <input type="button" value="Read More"/>	A	Fourth quarter 2018	To express an interest please send an e-mail to procurement.service@cern.ch Technically: Y. Leclercq 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 ... <input type="button" value="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 ... <input type="button" value="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

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

Opportunities at Other Institutes

Procurement and Industrial Services
Group

Business Opportunities at Other Institutes

- [ESO](#)
- [ESS](#)
- [F4E](#)
- [ITER](#)
- [European XFEL](#)
- [ESA](#)


<https://procurement.web.cern.ch/home/business-opportunities-other-institutes>

Contact for Sweden

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.



Mrs Anna Hall

Role
Director Big Science Sweden

Organization
Big Science Sweden

Address
Ideon Science Park
Scheelevägen 15
SE-223 70 Lund
Sweden

Telephone
+46 725 54 48 65

Email
anna.hall@bigsciencesweden.se

Website
<http://www.bigsciencesweden.se>



Dr. Fredrik
ENGELMARK

Role
International Division

Organization
Big Science Sweden

Address
UU Innovation, Uppsala University,Uppsala
Science Park,SE-751 83 Uppsala, Sweden

Telephone
+46 72 999 92 68

Email
fredrik.engelmark@bigsciencesweden.se

Website
<http://www.bigsciencesweden.se>

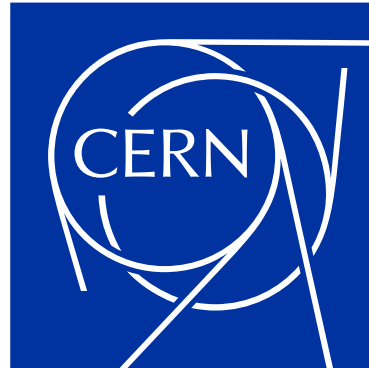
Successful bidders & contractors

- 100 % of them have tried !
- Often small – medium sized and flexible firms
- Ensure full understanding of specifications

Exceeded specifications may be too expensive (adjudication to lowest compliant bid for supplies)

- Take into account test requirements and documentation
- Make best offer directly

Thank you



home.cern