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Nordisk Industrioptimering moves into the Big Science market

Nordisk Industrioptimering AB has won its first Big Science order, and will be supplying racks to FAIR (Facility for Antiproton and Ion Research), which is under construction in Darmstadt in Germany.

Nordisk Industrioptimering in Skövde is a consulting company with a focus on streamlining industrial production processes, specialising in technology relating to maintenance, process, equipment, and quality. The company directs its activities toward challenging industrial projects, but is also working actively to enter new business areas. Research facilities offer an interesting market.

Racks to the HEBT system

The order to FAIR concerns deliveries of a large number of racks for accelerator components relating to the high-energy beam delivery system, the HEBT system. The racks will house components for processes such as beam optimisation, alignment, diagnostics, and control of system vacuums. The racks must also accommodate sufficient data power and storage to optimise and control the beam.

HEBT is a complex system consisting of, for example, accelerator and storage rings, experiment halls, and dump stations (for proton beams). The system connects these different units in a smart way, and enables more effective utilisation of the most complex parts of the facility.

Big advantage having a German partner

Nordisk Industrioptimering collaborates with a network of production partners, and forms consortiums when bidding for large contracts, as in the current procurement from FAIR. Nordisk Industrioptimering is the consortium owner, and the German company Bleichert is an important principal partner that was involved in discussions and presentations for FAIR.

Ann-Sofie Milton Ebbesson is Senior Consultant at Nordisk Industrioptimering.

“In this procurement, it was a great advantage for us to have a German partner,” she explains. “This is the first time we’ve gone through the specific procedure that applies for FAIR, and the presentations and discussions were held in German. Together with Bleichert, we were able to present our strengths, display our equipment, and describe in detail how we could meet all requirements in the procurement.”

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Three success factors behind the FAIR contract

Entering the Big Science market and conducting business with research facilities requires thorough preparation and discussions with key personnel at the facilities. Ann-Sofie Milton Ebbesson emphasises the importance of making full use of the support available.

“We’re members of Big Science Sweden, and through them we made interesting new contacts and received very good support, not least regarding procurements,” she says.

“I’d say that our own decisiveness and determination, the support from Big Science Sweden, and the collaboration with Bleichart are three factors that lay behind our success with the FAIR contract. I see great opportunities for new business with FAIR and other research facilities in the future, collaborating with suppliers in different areas of specialisation.”

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