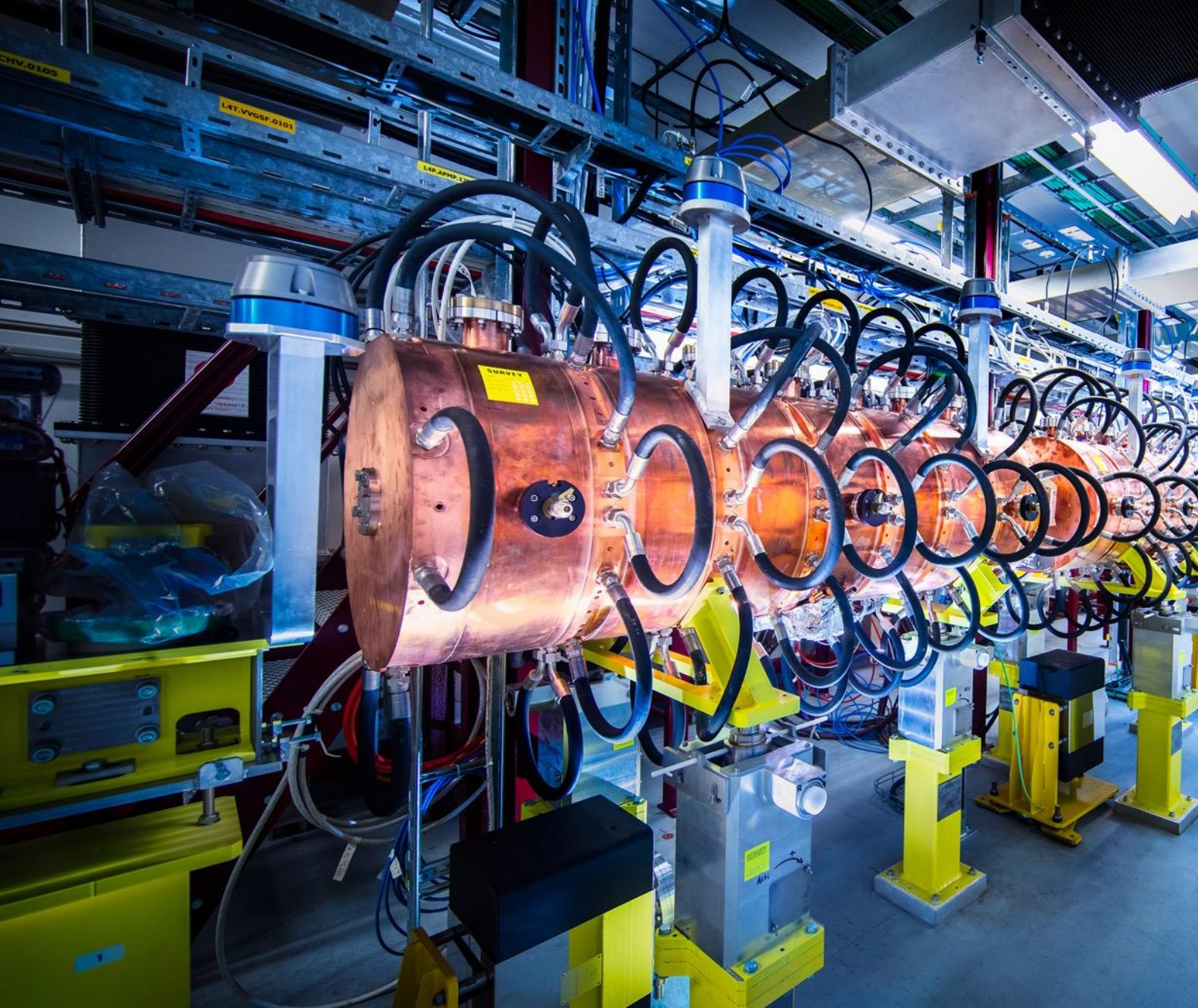




Group meeting (June 2023)

Cristina Lara


Head of Procurement



Since last meeting:

- I nearly finalised most interviews: 1-2 missing (conclusion on next slide)
- Trello (deadline 9 June, only 10 IT cards so far)
- Presentation of IVALUA (Alvaro)
- CE Thematic days and future industry events (Lisa)
- AOB:
 - LinkedIn training by Marzena (8/6/23)
 - Result of Staff Survey
 - Staff Association action
 - 70th Anniversary
 - Heat wave

Conclusions of the interviews

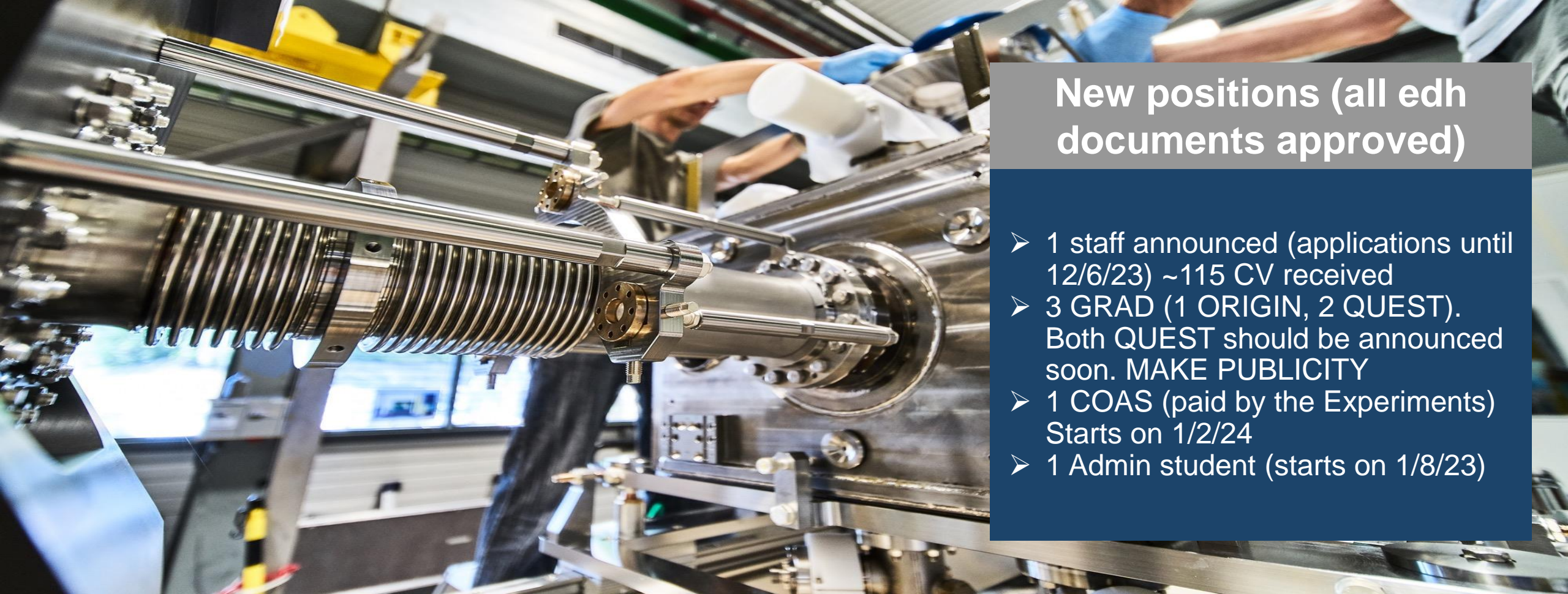


Next steps?

Some ideas (some incompatible):

- All sections need additional resources
- Too much work, no time to do sourcing or time consuming activities or even CFU, working on a “quick and dirty” mode
- Future sections have to be big enough to allow backups/ workload distribution
- Some kind of specialisation through category managers/ pôle de compétence
- Have a single contact point by Dept.
- Synergies between EP/ATS/magasins (example cables)
- Break silos (more cooperation/communication between sections)
- Synergies between construction contracts/ services/ consultancy
- A dedicated section (BI) should be in charge of sourcing for all PO (to liberate time for the PO)
- Need more communication on Procurement activities (internally/externally)
- Increase thresholds to decrease workload
- Simplify digital tools (Qualiac) and or procedures
- More training/ share ROE
- Do not change what works

Personnel (appointments)



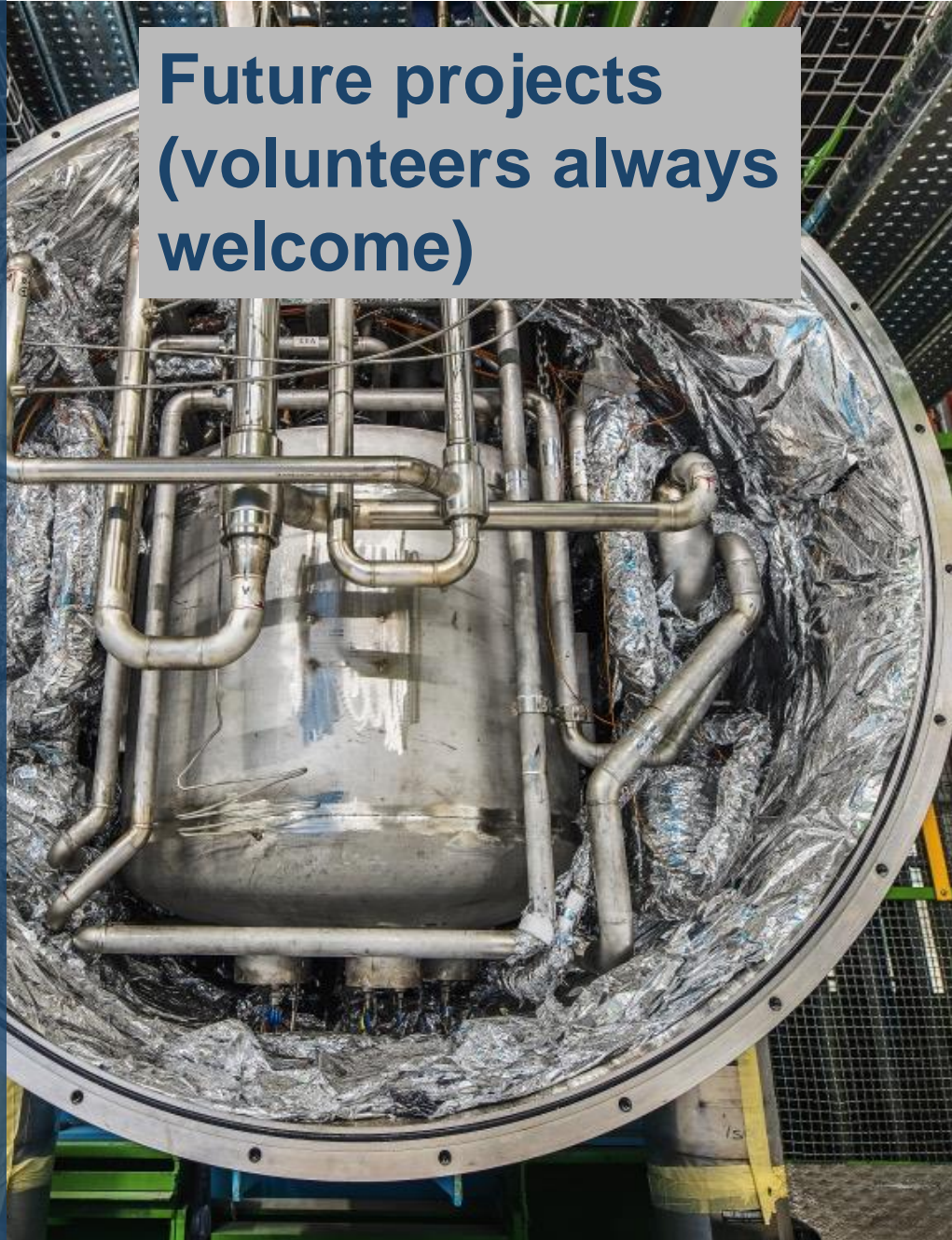
New positions (all edh documents approved)

- 1 staff announced (applications until 12/6/23) ~115 CV received
- 3 GRAD (1 ORIGIN, 2 QUEST). Both QUEST should be announced soon. MAKE PUBLICITY
- 1 COAS (paid by the Experiments) Starts on 1/2/24
- 1 Admin student (starts on 1/8/23)

Short term (2/3 months)

- Follow up of workload via Trello (every body should be creating cards)
- Training programme for new arrivals
- Finalise re-organization (following all interviews, good ideas so far)
- Present it to ED
- Participation to F4E contracting professionals roundtable (26-28 June @ITER and online)
- New procedure for contract signature and circulation
- Financial follow up of contracts (Power BI)

Future projects (volunteers always welcome)



Longer term (up to one year)

- Organize two-days (~11/12 June 2024) sharing best practices with ~100 Procurement professionals from BSBF Organizations (ESA, ESO, ITER, F4E, SKA, ESS, ILL, ESRF)
- Modification of Procurement Rules (started in March aiming at finalizing it in Dec)
- Green Procurement implementation
- M/L term Procurement Plan



RFQ tool: iValua

Update for IPT-PI

Álvaro Leciñana (IPT-PI)

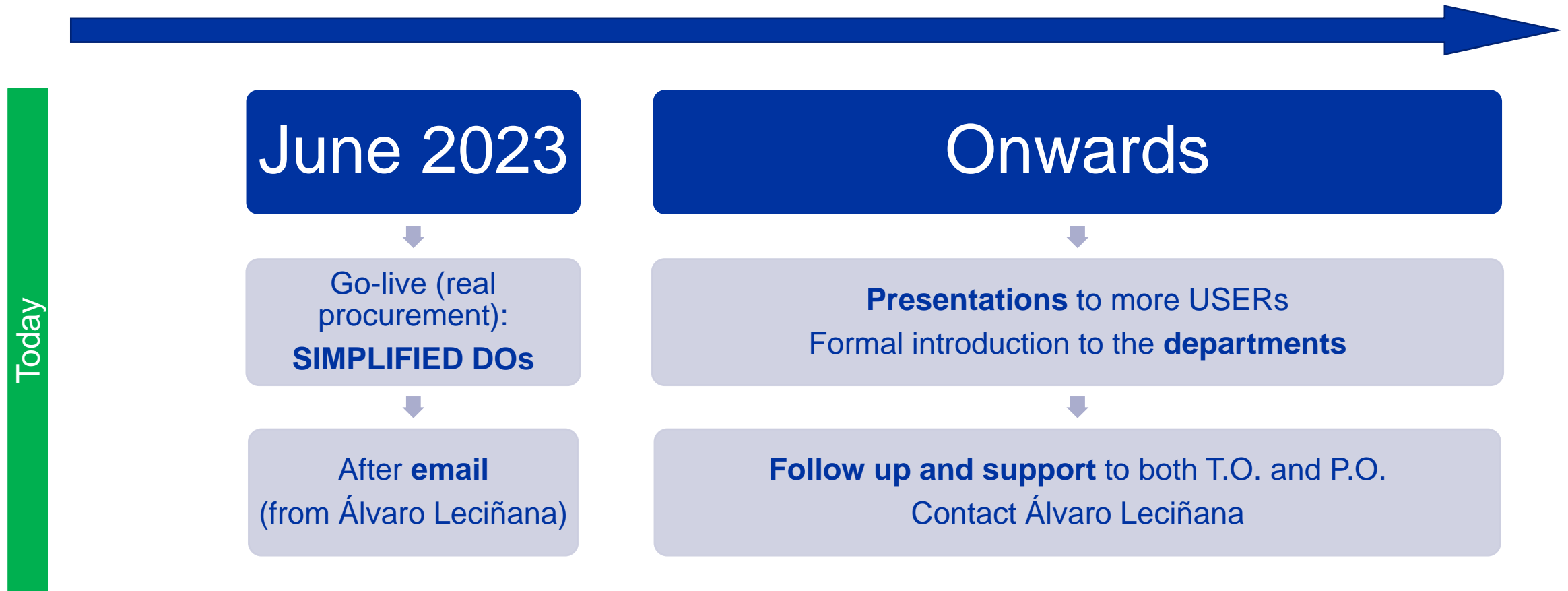
1st June 2023

Implementation of iValua: reminder



ivalua

Implementation of iValua: next steps



ivalua

Reception from **CERN**

- 5 real RFQs
- **Good feedback** from the Technical officers

Acceptance from the **Suppliers**

- Registration:
 - Overall: 20/28 (71 %)
 - Non-Electronics:
14/16: (88 %)



Industry events (Lisa):

- Several types of events are available for outreach and sourcing activities in MS/AMS industry
- Different from general communication about CERN activities and projects
- Scheduling and frequency: subject to resources availability (IPT and technical departments)
- «*National days*» frequency was max 1 event every 2-3 years



Objectives and Scope of Events

	MS Conferences	Thematic Events	Combined national events	BSBF	Prospect Visits on CERN site	In country Local events	National days
Obj 1: Business Alignment	★★★	★★★★	★	★★	★★	★★	★
Obj 2: understanding CERN's needs	★★★	★★★★	★★	★★	★★★★	★★	★★
Obj 3: Personal contacts	★★★	★★★★	★★	★★	★★★★	depends on type of event	★★
Obj 4: "View and Feel"	★★	★★	★★★★	★	★★★★	★	★★★
Obj 5: General CERN AWARENESS – NEWS (Comm)	★	★★	★★★★	★★★★	★★	★★★★	★★★★
Obj 6: INSTITUTIONAL NETWORKING	★	★★	★★★★	★	★★	★★★★	★★★★

Format, Resources

	MS Conferences	Thematic Events	Combined national events	BSBF	Prospect Visits on CERN site
Format	On line	On line On site Hybrid	On site	Presence conference at	On site
Lead Organiser/Coordinator	IPT-PI (PO)	IPT-PI	ILOs/IPT-PI	Organizing committee (country team, ILOs, CERN IPT and other)	ILO Including contacts and meetings with technical teams and potential visits
Audience	Companies in relevant field(s)	Companies in relevant field(s)	Interested companies in areas of interest to cern	Interested companies in areas of interest to cern	Targetted group of firms in specific areas of interest (4-6 companies)
IPT-PI • role • contribution • input	Short listing of companies Agenda with technical party General meeting coordination <i>B2B meetings (optional)</i> ◆◆◆	Shortlisting of companies Agenda with technical party General meeting coordination B2B meetings ◆◆◆◆◆◆◆◆	General presentation B2B meetings on site coordination and pre-booking ◆◆◆◆	Presentation (agenda) <i>B2B meetings(optional)</i> ◆◆◆	General presentation <i>Administrative support to be defined</i> ◆
Technical teams	Specific Presentations <i>B2B meetings (optional)</i>	Specific Presentations B2B meetings	Presentations B2B meetings visits	Presentation (agenda) B2B meetings	<i>B2B meetings</i> visits

In country Local events
On site (in country) + Remote connection
ILO
Interested companies in areas of interest to cern
General presentation(s) <i>B2B meetings</i> • on site • Remote ◆◆◆◆◆◆◆◆ ◆
General Presentation(s) <i>B2B meetings</i> • on site • remote

advantages/disadvantages

- When combining objectives met (*star score*) and IPT resource input the most appropriate event is:

Prospect visits on CERN site

MS information sessions

- Events with highest scores on obj 1: business alignment and obj 2: understanding CERN's needs are:

MS information sessions and Thematic events

but main disadvantage for Thematic events : **resource intensive**

- **Combined National events** have a high overall star score but:

Low score on business alignment which is fundamental to attract interest from companies

High level of resources needed for preparation (increased need for shortlisting companies to mitigate risk of non interest or relevance to

CERN)

In-country events : specificities

Considering workload and travel constraints, for such events/visits IPT tends to **prioritise** as follows:

- Member States unhappy with their overall return (e.g. Very Poorly Balanced, lacking in KT projects), similarly with AMSes
- Additional attention to the more political cases of existing (A)MS (large member states, with advice of IR on challenges such as India)
- Support to confirmed transitions e.g. onboarding member states, AMS -> MS
- Any other factor to be discussed with IPT-DH (with input from IR sector)

Targetted Technical Visits to suppliers by/with technical teams (e.g. as part of MS qualification) do not fall in this category of events

Programme – thematic Events

2023

Date	Theme	Format	Stakeholders Coordinators
Thursday 25 May Friday 26 May	Civil engineering Business Forum	On-site – Council Chamber and Zoom Sessions in FR and sessions in EN 1.5 Day	SCE-PPM L-A. Lopez SCE-SAM P. Cardon IPT-PI : L. Bellini-Devictor
November 2023	PCB and Electronics Card Assembly	Virtual, Nb. of days to be defined	ATS: R. Berberat (to be confirmed) EP/Experiments: to be confirmed IPT: N. Azizi, J. Davison

2024

Date	Theme	Format	Stakeholders Coordinators
Spring 2024 <i>(to be confirmed)</i>	GreenTech@CERN	On-site (and virtual connections possible)	ILO: DK ILO has offered to help (others ?) IPT-PI : E.Cennini L. Bellini-Devictor (TBC) HSE-ENV Green Village (IPT-SCE)
22 to 23 July 2024	International Cryogenic Engineering Conference	Onsite in Geneva (Centre International de Conference)	Organized locally by CERN dedicated organising committee More information and Agenda will be shared in due course Participating firms will have access to sessions and possibility to be present in Industrial Exhibition area
<i>Early Fall 2024 – October? (TBC)</i>	BSBF	<i>Trieste</i>	
Late November 2024/Dec 2024	High Precision Machining	TBC	EN-MME IPT-PI: To be confirmed

Dedicated Market Survey Conferences:

- Simon organized one in Jan 23 on cables for HL-LHC
- Anything of interest by the end of year ?
- Any forthcoming interesting HL-LHC Market Survey(es)?

Thank you



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