

# Collaborating with ESS - The ILO Network-

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# Overview



- Opportunities for doing business with ESS
- Procurement rules and opportunities
- Business registration
- The ILO Network Purpose
- Roles and responsibilities

# Opportunities for Doing Business with ESS

# Opportunities for doing business with ESS



## ESS Procurement

For goods and services from ESS budget

Subject to the European Spallation Source ERIC Procurement Rules

## Skanska for civil construction

Contract in place with Skanska for conventional facilities

Skanska conducting procurement for sub-contractors for materials and works

## In-kind contributions from partner institutions in ESS countries

Opportunities for procurements from IK partners delivering work packages for ESS

Subject to their own procurement regulations

# European Spallation Source ERIC Procurement Rules



## Procurement governed by the European Spallation Source ERIC procurement rules (as of 1 October 2015)

### Purpose

To explain how ESS ERIC conducts procurement, providing transparency on tender procedures, rights and obligations of suppliers, including a review and appeal procedure

### Scope and objectives



Following the EU treaty principles of:

- Transparency, proportionality, mutual recognition, equal treatment and non-discrimination

Apply to all contracts for pecuniary interest for the provision of goods, works and services between ESS and a 3<sup>rd</sup> party [supplier]

Promoting the objectives of:

- Value for money, publicity, integrity, innovation, sustainability

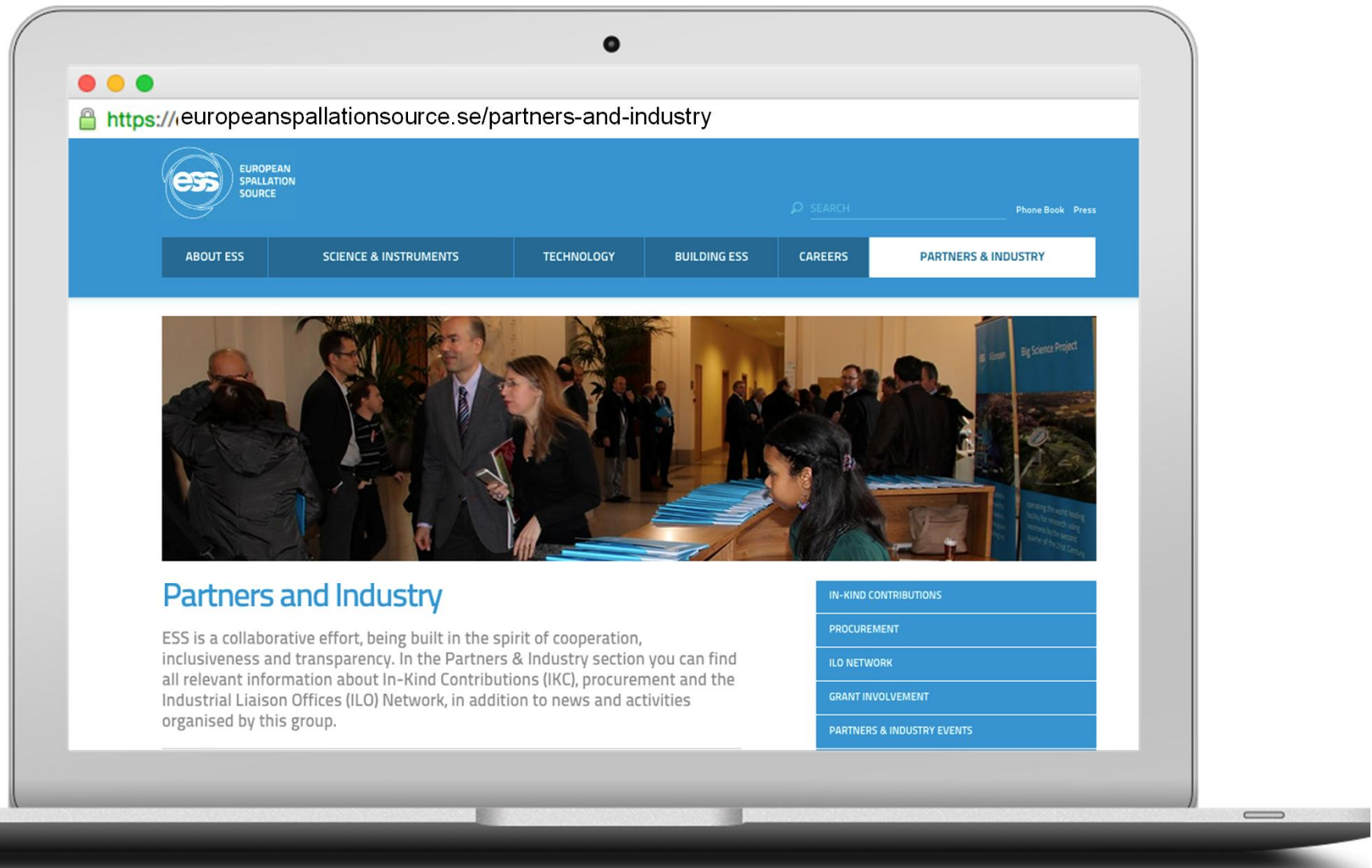
# European Spallation Source ERIC Procurement Rules – Overview



Value Threshold	Publication	Procurement methodology	Minimum Timing	Variations in Timing	Standstill Period
>200.000 EUR	Publication on ESS website. Other media depending on subject matter and value.	Open procedure	30 days	(+ ) 5 days if documents not available by internet (- ) 3 days if receipt of tenders electronically (- ) 10 days if SAN published 30 days - 12 months in advance	10 days
		Restricted procedure	25 days + 25 days		
		Competitive procedure with negotiation with or without initial tender	25 days / 30 days		
50.000 - 199.999 EUR	Publication on ESS website. Other media depending on subject matter and value.	Open procedure	20 days	(+ ) 5 days if documents not available by internet (- ) 3 days if receipt of tenders electronically	optional
		Restricted procedure	15 days + 15 days		
		Competitive procedure with negotiation with or without initial tender	15 days / 20 days		
5.000 - 49.999 EUR	Optional on ESS website.	Request for Quotation on website or directly to minimum 3 suppliers from supplier roster, or seek optimal level of competition	-	-	-
<5.000 EUR	-	Request for Quotation or price comparison with limited competition	-	-	-

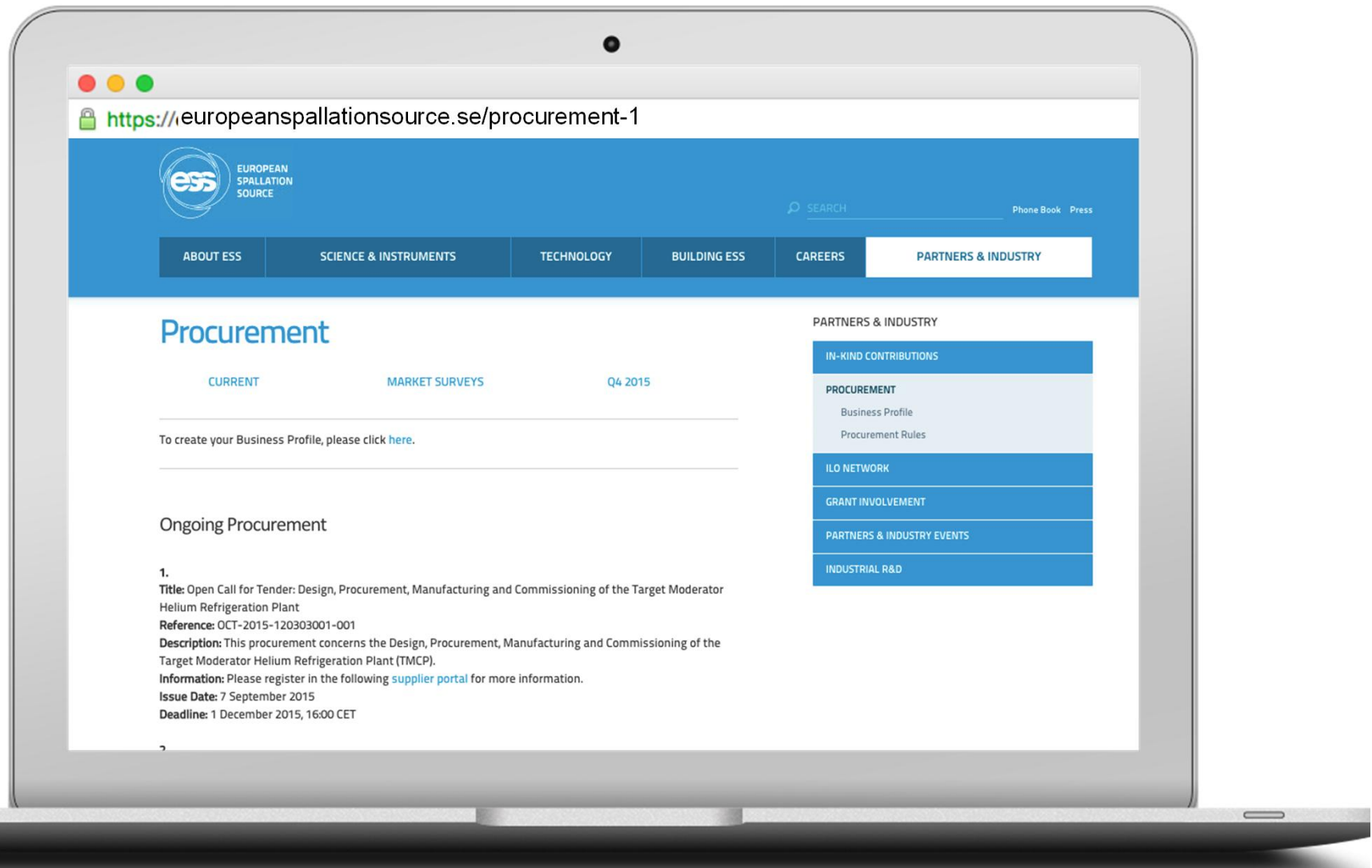
## **Procurement Information on the ESS Website**

# Partners and Industry





# On-going Procurement



## Procurement

CURRENT

MARKET SURVEYS

Q4 2015

To create your Business Profile, please click [here](#).

### Ongoing Procurement

- Title:** Open Call for Tender: Design, Procurement, Manufacturing and Commissioning of the Target Moderator Helium Refrigeration Plant  
**Reference:** OCT-2015-120303001-001  
**Description:** This procurement concerns the Design, Procurement, Manufacturing and Commissioning of the Target Moderator Helium Refrigeration Plant (TMCP).  
**Information:** Please register in the following [supplier portal](#) for more information.  
**Issue Date:** 7 September 2015  
**Deadline:** 1 December 2015, 16:00 CET

### PARTNERS & INDUSTRY

IN-KIND CONTRIBUTIONS

PROCUREMENT

Business Profile

Procurement Rules

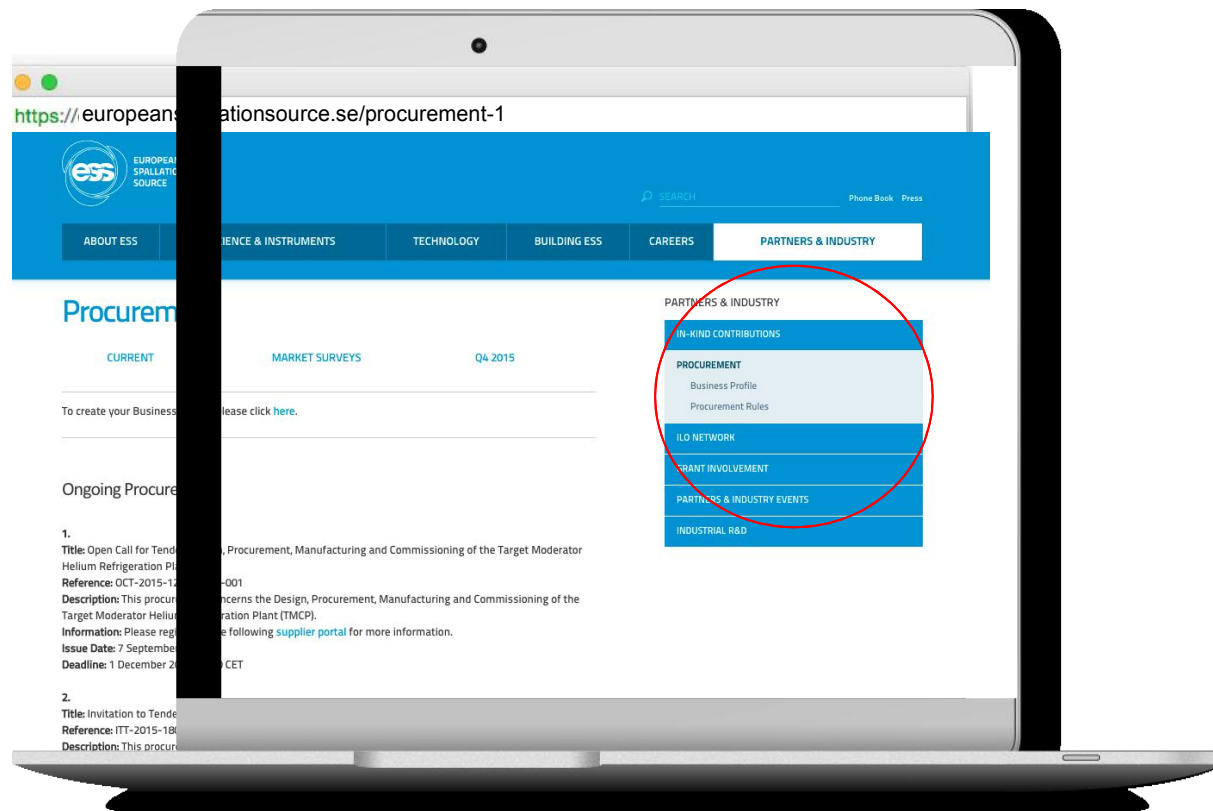
ILO NETWORK

GRANT INVOLVEMENT

PARTNERS & INDUSTRY EVENTS

INDUSTRIAL R&D

# ESS procurement information



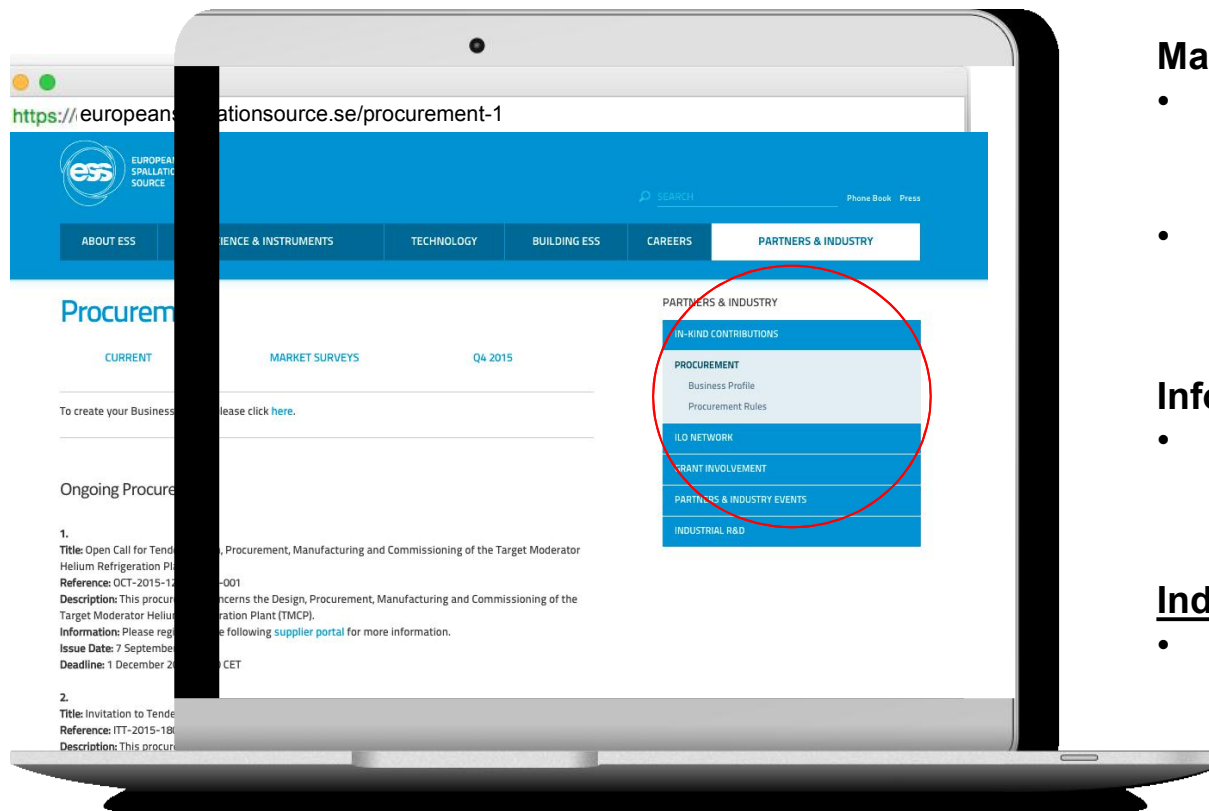
## **ESS Website**

<https://europeanspallationsource.se/procurement>

## **Open Procurements**

- Procurements >50,000 EUR published on ESS website
- Other media (e.g. OJEU) possible, depending on value and subject matter

# ESS procurement information



## Market Surveys

- A tool to gain more information on a market and/or information from suppliers.
- Not used as a pre-qualification tool to participate in a tender, unless specifically stated.

## Information on Planned Procurements

- Indicative information published to give greater visibility to industry on ESS' procurement plans.

## Industrial Liaison Offices (ILOs)

- Informed of open procurements and other relevant information

# Open Tenders



## 1.

**Title:** Open Call for Tender: Design, Procurement, Manufacturing and Commissioning of the Target Moderator Helium Refrigeration Plant

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**Description:** This procurement concerns the Design, Procurement, Manufacturing and Commissioning of the Target Moderator Helium Refrigeration Plant (TMCP).

**Information:** Please register in the following [supplier portal](#) for more information.

**Issue Date:** 7 September 2015

**Deadline:** 1 December 2015, 16:00 CET

## 2.

**Title:** Invitation to Tender: Provision of a Laser Scanning Solution

**Reference:** ITT-2015-180104001-007

**Description:** This procurement concerns the Provision of a Laser Scanning Solution.

**Information:** All communication should be sent to this [e-mail](#).

**Issue Date:** 1 October 2015

**Deadline:** 20 October 2015, 16:00 CET

[ITT- 2015-180104001-007 - Provision of a Laser Scanning Solution](#)

[ANNEX 1 - Tender identification form](#)

[ANNEX 2 - Declaration on honour](#)

[ANNEX 3 - ESS General Purchasing Conditions](#)

[ANNEX 4 - ESS General Purchasing Conditions \(Software Licences\) 2014](#)

## 3.

**Title:** Invitation to Tender: Provision of an Interferometric Laser Tracker

**Reference:** ITT-2015-180104001-008

**Description:** This procurement concerns the provision of an Interferometric Laser Tracker.

**Information:** All communication should be sent to this [e-mail](#).

**Issue Date:** 1 October 2015

**Deadline:** 20 October 2015, 16:00 CET

[ITT- 2015-180104001-008 - Provision of a Interferometric Laser Tracker](#)

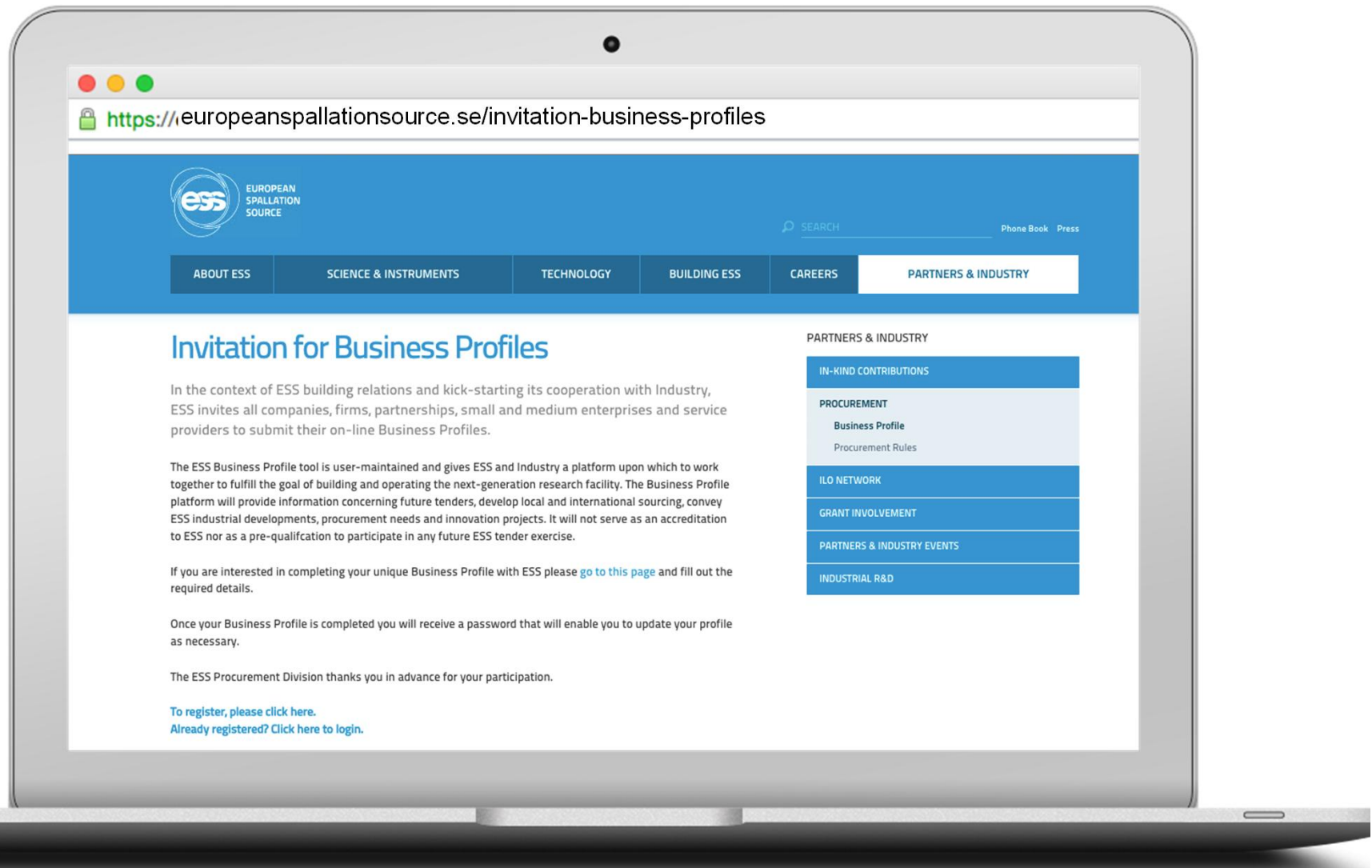
[ANNEX 1 - Tender identification form](#)

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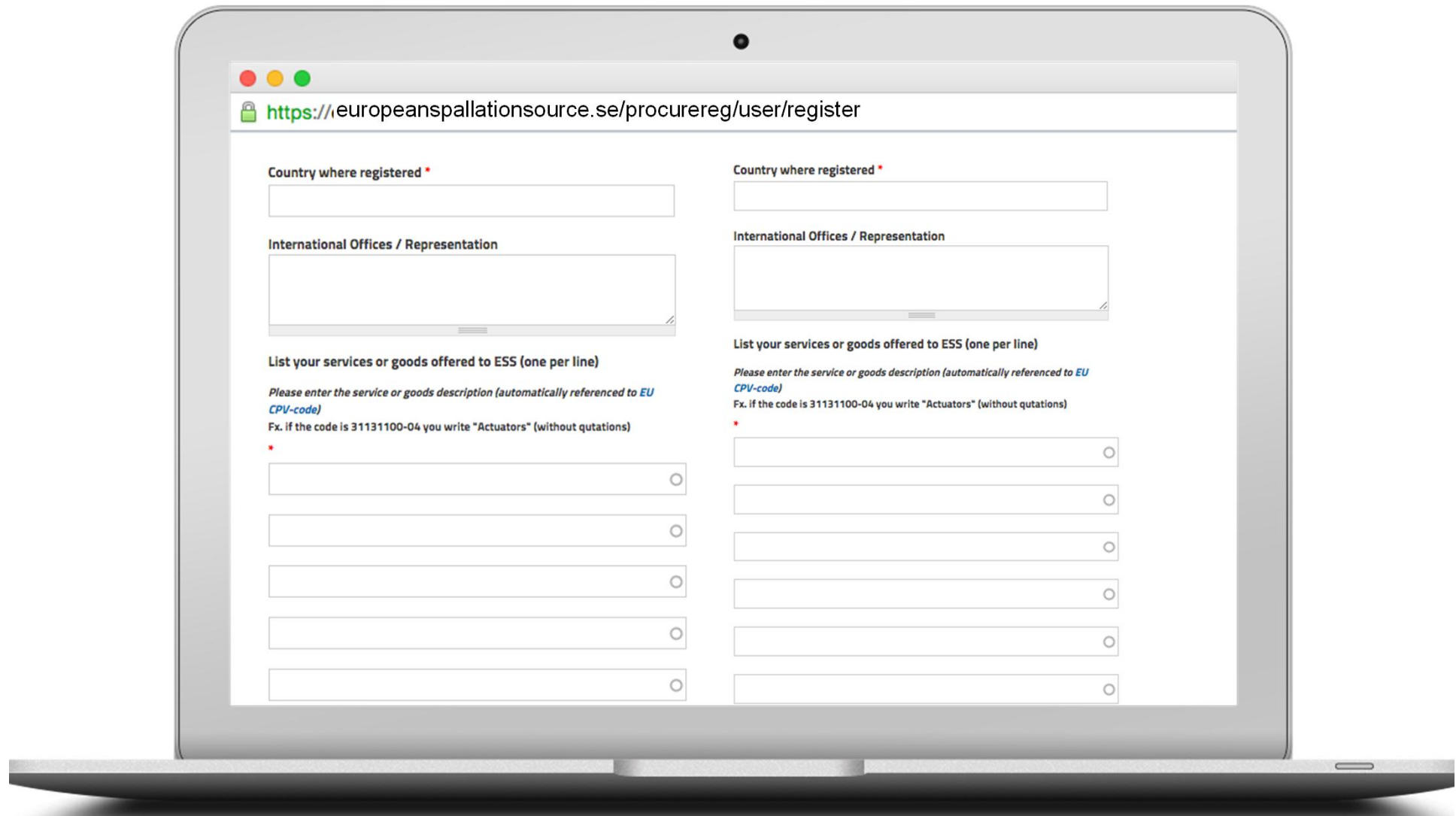
[ANNEX 3 - ESS General Purchasing Conditions](#)

# Business Profile Registration

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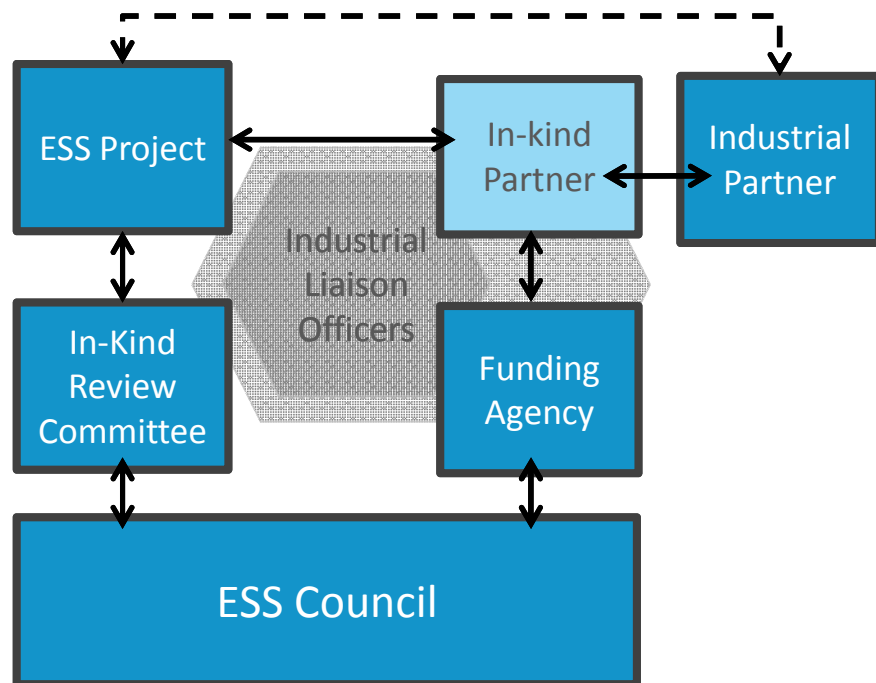
# The ILO Network





# The ILO Network Purpose

The purpose of the ILO officers is to provide first-hand information on business and collaboration opportunities from within our Partner Countries.



They therefore play an important role in raising awareness for ESS in their respective partner countries.

The members of the ILO Network come from different facilities and backgrounds, thus semi-annual ILO Network meetings provide an opportunity for them to exchange best practices and liaison with other ILOs.

# Roles and Responsibilities within the ILO Network



A privileged channel of information for the organisation and for maturing business opportunities related to ESS (not a decision making body)



Each partner will cover the respective personnel, infrastructure, travels and other expenses.



It is a long-term activity covering the construction and the operational phases.

# Roles and Responsibilities of ESS



## Management of ILO Network

- Establishment of a management team that serves as a one-stop-shop for all requests
- Managing of yearly agenda that is jointly developed by the Network
- Development and management of information tools
- Monitoring the impact with a set of indicators



## Provision of information

- Up-coming tenders and procurements
- Business opportunities in the IKC process
- External funding sources (international/national grant schemes)
- Events (co-)organised by ESS



# Roles of the National Nodes

Appointed, maintained and equipped by national governments  
Service for national industries to leverage the business opportunities



## Information

- Identification of business opportunities at ESS (tenders, IKC)
- Communication to companies & institutions



## Matchmaking

- Mapping of companies' competences
- Partners search
- Setting up joint bids



## Capacity Building and Networking

- Training on tender requirements and processes

Thank you!

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SPALLATION  
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