



# DOING BUSINESS WITH CERN

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**Athens, 18 Nov 2021**

# In a nutshell



- Electronics Design & Manufacturing Services
  - Maritime Operations
    - Applied R&D



92

employees



> 80%

higher education

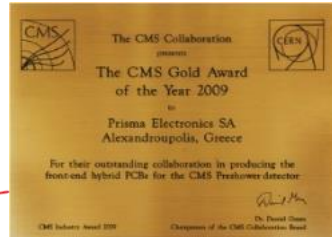


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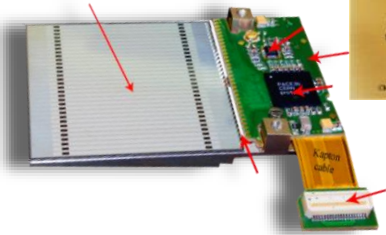
R&D projects



# Manufacturing Projects

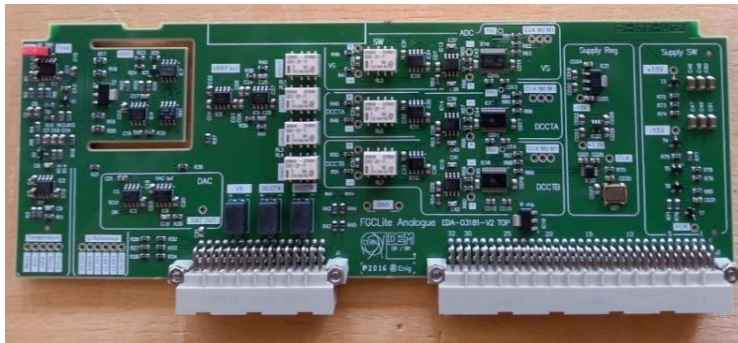


Gold Industry  
Award 2009



CMS

RD51 - CERN STORE



DEM



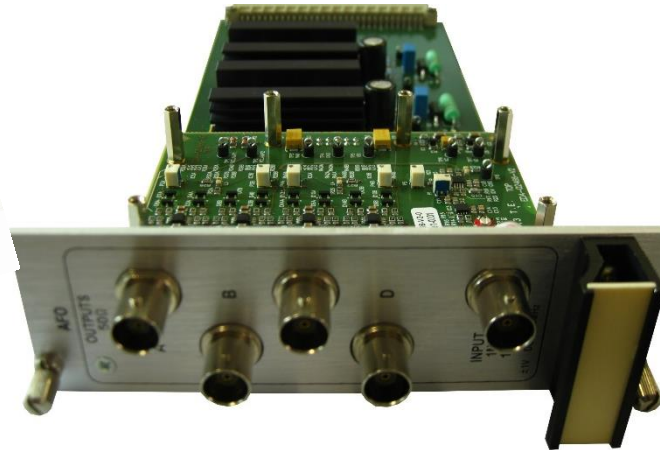
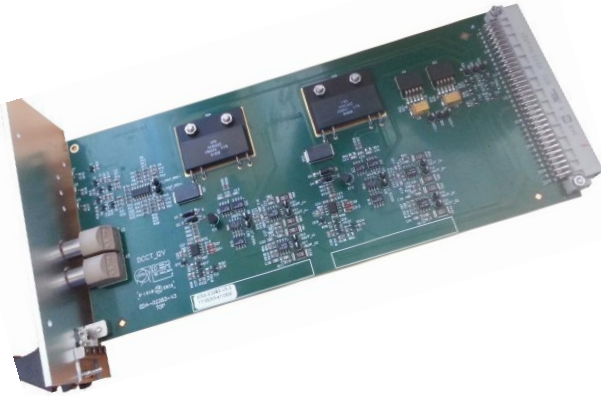
ACAPULCO



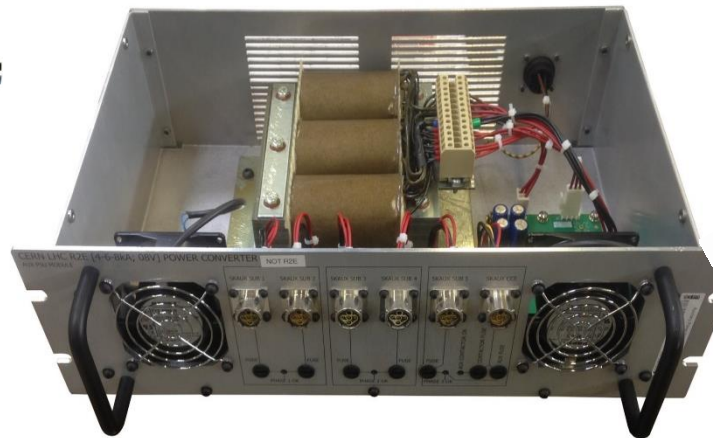
ATLAS



# Manufacturing Projects



## DEVELOPMENT OF ELECTRONICS MODULES (DEM)



## CERN INTERNAL USERS

## Wireless Personal Supervision System



### EDUSAFE

Personnel Safety System Platform for remote monitoring & guidance in Harsh Environments, utilizing PrismaSense®

## Optimization of the Associative Memory (AM)



### FTK

Fast Tracker for Hadron Collider Experiments



## CERN, COOPERATION TECHNICAL OBJECTIVES



- Know how
- Experience in managing complex projects
- Familiarization with rules of engagement & safety
- Certification for specialized services



## CERN, COOPERATION FINANCIAL OBJECTIVES



- Initially, involve in small sized projects
- Then, start looking/bidding in medium sized projects
- In parallel, pursuit cooperation with big firms



## CERN, COOPERATION POLITICS



- Try to become a **Subcontractor**
- Evolve to CERN **official Supplier**
  
- Participate in CERN research projects
  
- Cooperate with the **Experiments communities**
- Contribute, as a member, in **Collaborations**
- Pursue a **distinction or an award**





## STATISTICS, FIRMS COOPERATED WITH CERN



- 38% had developed **new products**
- 42% increased **international exposure**
- 44% improved **technological learning**
- 52% widen their **sales performance**
- 60% acquired **new customers**
- 100% had a **strong marketing reference**



Each potential Subcontractor-Supplier  
is being evaluated and 'classified'  
based on his own

**Performance, Quality, Consistency & Effectiveness**



*thank you for your attention*

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