



Greek firms and business with CERN

“Doing business with CERN”, 18.11.2021
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Welcome and much more.

- 📣 Warm welcome to all of you and a warm thanks to the CERN procurement personnel for their help to increase the CERN **annual return** to Greece.
- 📣 The CERN annual budget is about 1.1 B€, Greece pays about 1% of it. About 35% of the CERN budget is spent to buy supplies and services (mainly civil-electric-mechanical engineering, electronics, office supplies and various services). The **annual return** to Greece is about 20% and I expect in collaboration with you to increase it.

📣 TO THE FIRMS:

In principle you could have a slice of the pie



First key issue for doing business with CERN is the **registration** of your firm to the CERN procurement database and the regular review of the CERN **future calls** to be ready to express your interest in the market surveys. Today you will get a lot of information for the CERN procurement procedures.

Useful links: <https://procurement.web.cern.ch/>

Registration: <https://procurement.cern.ch/asp/Home> (supply-services codes).

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

Greece@CERN

- This event will be followed by a national industry event at CERN (Greece@CERN), 7-8 Feb 2022 (reserved). Participation target: up to 30 firms. Expression of participation interest by end-November to me or to GSRI.
- You will have a limited space (few m²) to demonstrate samples-miniatures of your products and services, information-promotional leaflets, etc. and to communicate with the CERN procurement personnel and the CERN staff and users. The stands will be prepared by CERN.

Optional:

- A visit of the firm personnel to an accelerator complex to see a HEP experiment, as well as a visit to a CERN working area will be useful
- A booklet with the coordinates of the firms participated and a poster (A1) for the event could be prepared (booklet: A6, message of GSRI (1 page), 1 page/ firm: firm logo, coordinates, fields of their activity)
- A relatively cheap group accommodation inside CERN site could be arranged

