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/aspx/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