European Spallation Source
Business Opportunities & Procurement Overview

Meredith Shirey
Supply, Procurement & Logistics Division

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www.europeanspallationsource.se
Business Opportunities
Opportunities for doing business with ESS

- **Skanska for civil construction**
  - Contract in place with Skanska for conventional facilities, Skanska conducting procurement for sub-contractors for materials and works

- **ESS Procurement for goods and services from ESS budget**
  - European Spallation Source ERIC follows ERIC public procurement rules

- **In-kind contributions (IKCs) from partner institutions in ESS member countries**
  - Opportunities through IKCs from partner institutes in member countries
Construction and Operation Budget Profile – Business opportunities during construction (near-term) and operations (long-term)
ESS In-kind goals / cash during construction

Construction cost: €1.84 Billion
In-kind: €747.5 Million

Controls: €73 M
Target: €54 M
Instruments (NSS): €155 M
Accelerator: €128 M (Cash), €382 M (IKC)

40.5%
ESS Procurement
European Spallation Source ERIC Procurement Rules

• ESS 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
  • Applies to all contracts for pecuniary interest for the provision of goods, works and services between ESS and a 3rd party [supplier]

• Principles and objectives
  • Following the EU treaty principles of:
    • Transparency, proportionality, mutual recognition, equal treatment and non-discrimination
  • Promoting the objectives of:
    • Value for money, publicity, integrity, innovation, sustainability

Available at https://europeanspallationsource.se/procurement-rules
## European Spallation Source ERIC Procurement Rules – Overview of Procurement Procedures*

<table>
<thead>
<tr>
<th>Value Threshold</th>
<th>Publication</th>
<th>Procurement methodology</th>
<th>Minimum Timing</th>
<th>Variations in Timing</th>
<th>Standstill Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;200,000 EUR</td>
<td>Publication on ESS website. Other media depending on subject matter and value.</td>
<td>Open procedure</td>
<td>30 days</td>
<td>(+) 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</td>
<td>10 days</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Restricted procedure</td>
<td>25 days + 25 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Competitive procedure with negotiation with or without initial tender</td>
<td>25 days / 30 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td>50,000 - 199,999 EUR</td>
<td>Publication on ESS website. Other media depending on subject matter and value.</td>
<td>Open procedure</td>
<td>20 days</td>
<td>(+) 5 days if documents not available by internet (-) 3 days if receipt of tenders electronically</td>
<td>optional</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Restricted procedure</td>
<td>15 days + 15 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Competitive procedure with negotiation with or without initial tender</td>
<td>15 days / 20 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5,000 - 49,999 EUR</td>
<td>Optional on ESS website.</td>
<td>Request for Quotation on website or directly to minimum 3 suppliers from supplier roster, or seek optimal level of competition</td>
<td>-</td>
<td></td>
<td>-</td>
</tr>
<tr>
<td>&lt;5,000 EUR</td>
<td>-</td>
<td>Request for Quotation or price comparison with limited competition</td>
<td>-</td>
<td></td>
<td>-</td>
</tr>
</tbody>
</table>

*Minimum procedure applicable by value

**Minimum timing does not include time required for preparation and evaluation**
ESS Website
(http://europeanspallationsource.se/procurement)

Ongoing Procurements
• Contract Notices >50,000 EUR
• Contract Award Notices

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.

Official Journal of the European Union
• May be used for contract notices >200,000 EUR
• Pre-Commercial Procurements and/or Public Procurement of Innovation

Industrial Liaison Offices (ILOs)
• Via weekly email
Current on-going procurement procedures

**Title:** Call for Expression of Interest: Research Grant Experts  
**Reference:** CEI – 2016-902114008-001  
**Description:** The purpose of this CEI is to establish a roster of experts with proven track record in developing and writing international research proposals, who can support ESS on-demand with their specific expertise. ESS is actively participating in the EU framework programmes for Research and Innovation Horizon 2020, for Higher Education Programme ERASMUS+, the COST Action and various national funding schemes.  
**Publication date:** 02 September 2016  
**Opening date:** 02 September 2016  
**Closing date:** 02 June 2019

**Title:** Open Call for Tenders: Electronic Catalogue Framework Agreements for the provision of Laboratory Equipment, Lab Consumables & Chemicals – 3 Lots  
**Reference:** OCT-2016-130303001-001  
**Description:** This procurement concerns conclusion of maximum 5 Electronic Catalogue Framework Agreements for the provision of Laboratory Equipment, Lab Consumables & Chemicals/lot.  
**Information:** Requests for clarifications shall be sent through the following portal address  
[https://tender10.esss.lu.se/user/register](https://tender10.esss.lu.se/user/register)  
**Tender portal:** Please register in the following supplier portal [https://tender10.esss.lu.se/user/register](https://tender10.esss.lu.se/user/register)  
**Publication Date:** 14 October 2016  
**Deadline:** 15 December 2016, 16:00 CET
### Procurement Plan 2016 (1/3)

*Procurement plan for 1H 2017 to be posted soon!*

<table>
<thead>
<tr>
<th>Contract</th>
<th>ESS Division</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Healthcare Insurance</td>
<td>Project Support and Administration</td>
<td>Additional health care coverage in addition to what is offered by the Swedish social insurance</td>
</tr>
<tr>
<td>Medium Beta High Power Amplifiers</td>
<td>Accelerator</td>
<td>Supply agreement for the design, manufacturing, testing, and delivery of medium beta klystrons</td>
</tr>
<tr>
<td>Medium Beta Klystron Modulators</td>
<td>Accelerator</td>
<td>Supply agreement for the design, manufacturing, testing, and delivery of 9 klystron modulators for the ESS Medium Beta Linac rated for 660kVA according to the SML (Stacked Multi-Level) topology and ESS design. The modulators shall deliver an output pulse voltage of 115kV, output pulse current of 100A with a pulse width if 3.5ms and a pulse repetition rate of 14Hz. Delivery of first unit is foreseen for Dec 2017 and of the remaining 8 units as from April/May 2018 until Dec 2018.</td>
</tr>
<tr>
<td>Elliptical Test Stand</td>
<td>Accelerator</td>
<td>Supply Agreement for Concrete Elements for the Test Stand Bunker</td>
</tr>
<tr>
<td>Framework Agreement for Vacuum Instrumentation 1</td>
<td>Accelerator</td>
<td>Framework Agreement for the supply of recurrent purchasing of vacuum instrumentation including ion pumps, gauge systems and ion pump controllers</td>
</tr>
<tr>
<td>Framework Agreement for Vacuum Instrumentation 2</td>
<td>Accelerator</td>
<td>Framework Agreement for the supply of recurrent purchasing of vacuum instrumentation including dry rough pumps, turbo-molecular pumps and valves</td>
</tr>
<tr>
<td>Liquid Nitrogen Supply for Cryogenic Systems</td>
<td>Accelerator</td>
<td>Supply and Service Agreement for Liquid Nitrogen Media and Tanks for the Cryogenic Systems</td>
</tr>
</tbody>
</table>
# Procurement Plan 2016 (2/3)

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<tr>
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<th>ESS Division</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquid Helium Supply for Cryogenic Systems</td>
<td>Accelerator</td>
<td>Supply and Service Agreement for Liquid Helium for Cryogenic Systems</td>
</tr>
<tr>
<td>Klystron Gallery Piping for Cooling System</td>
<td>Accelerator</td>
<td>Supply Agreement for Cooling Water Piping to Klystron Gallery Systems</td>
</tr>
<tr>
<td>Klystron Gallery Cooling System – Test Stand</td>
<td>Accelerator</td>
<td>Test Stand Installation including detailed design, mechanical and electrical</td>
</tr>
<tr>
<td>Linac Tunnel Main Piping</td>
<td>Accelerator</td>
<td>Supply Agreement for Cooling Water Piping for Linac Tunnel Equipment</td>
</tr>
<tr>
<td>Intra-bay Folding Door</td>
<td>Target</td>
<td>Supply Agreement for folding door cast-in frame of the Active Cells Facility,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>separating the process cell and the maintenance cell</td>
</tr>
<tr>
<td>Target He Purification System</td>
<td>Target</td>
<td>Supply Agreement for the Helium Purification System for the Target Systems</td>
</tr>
<tr>
<td>Monolith He Purification System</td>
<td>Target</td>
<td>Supply Agreement for the Helium Purification System for the Target Monolith</td>
</tr>
<tr>
<td>H₂O Purification System</td>
<td>Target</td>
<td>Supply Agreement for Water Purification System for the Target Water</td>
</tr>
</tbody>
</table>
# Procurement Plan 2016 (3/3)

<table>
<thead>
<tr>
<th>Contract</th>
<th>ESS Division</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>H₂O Drainage System</td>
<td>Target</td>
<td>Supply Agreement for Water Drainage System for the Target Water Cooling Systems including detailed design, mechanical and electrical installation and testing</td>
</tr>
<tr>
<td><strong>Framework Agreement Integration Services</strong></td>
<td>ICS</td>
<td>Support services for ESS integrated controls systems regarding integration and installation of control systems between accelerator systems, target systems and neutron scattering systems with integrated control systems</td>
</tr>
<tr>
<td><strong>Framework Agreement Hardware Development Services (2017)</strong></td>
<td>ICS</td>
<td>Consultancy support services for integrated controls systems regarding electronics development services including design and implementation of analog and digital electronic systems, PCB design, simulation and FPGA development</td>
</tr>
<tr>
<td><strong>Framework Agreement PLC Programming Services (2017)</strong></td>
<td>ICS</td>
<td>Support services for ESS integrated controls systems regarding programming and deployment of PLC/automation systems supporting accelerator systems, target systems, neutron scattering systems and integrated control systems</td>
</tr>
</tbody>
</table>
| **Catalogue-style Framework Agreements** | ESS cross-functional | Catalogue-style contracts for recurrent low-value procurement in the following areas:  
- Personal safety equipment  
- Electronics equipment and consumables  
- Workshop equipment, tools and consumables  
- Vacuum components  
- Racks and complementary equipment  
- Cables and complementary equipment |
Supplier Database – Business Profile

Business Profile

In the context of ESS building relations and kick-starting its cooperation with Industry, ESS invites all companies, firms, partnerships, small and medium enterprises and service providers to submit their on-line Business Profiles.

The ESS Business Profile tool is user-maintained and gives ESS and Industry a platform upon which to work together to fulfill the goal of building and operating the next-generation research facility. The Business Profile platform will provide information concerning future tenders, develop local and international sourcing, convey ESS industrial developments, procurement needs and innovation projects. It will not serve as an accreditation to ESS nor as a pre-qualification to participate in any future ESS tender exercise.

If you are interested in completing your unique Business Profile with ESS please go to this page and fill out the required details.

Once your Business Profile is completed you will receive a password that will enable you to update your profile as necessary.

The ESS Procurement Division thanks you in advance for your participation.

To register, please click here. 
Already registered? Click here to login.
**Purpose:**
- To advise and provide clarity to suppliers on practical issues related to implementation of the ESS-ERIC Procurement Rules

**Examples:**

- **Preparing and presentation of tenders to ESS**
  It is the responsibility of the tenderer to prepare and present tenders to ESS with the content and in the manner requested in the procurement documents. Tenders shall include all requested information and documentation must be clear, concise and understandable. Other information beyond the tender documents will not be taken into account.

  The structure of the tender must be presented as requested in the procurement documents. This includes separation into clearly marked, separate envelopes, if required. If a tender is not submitted in such manner, then the tenderer may be disqualified.
Guidelines for suppliers on ESS procurement

• Submission of tenders to ESS
It is the responsibility of the tenderer to deliver a tender by the date and time and in the manner specified in the procurement documents.

Late delivery will lead to the exclusion from the evaluation and award procedure for the contract.

The Opening Board for the procurement procedure will confirm acceptance for evaluation.

• Indicative timetable in procurement documents
ESS provides an indicative timetable in its published procurement procedures. This timetable is provided as a guide for the procedure. It is prepared as a best estimate, but ESS has the right to deviate from the timetable at any time. ESS will strive to communicate any significant deviations from the indicative timetable in a timely manner.

• Communication during a procurement procedure
Communication during a procurement procedure must be done in the manner specified in the procurement documents. Communication through other means or persons is not official and may lead to disqualification from the procurement procedure.
Guidelines for suppliers on ESS procurement

- **Access to Call for Tender Documents**
  In most cases for procurement procedures >50,000 EUR, ESS uses a procurement portal for distributing procurement documents and communicating with suppliers. If ESS is using a portal to manage the procurement procedure, then it is the responsibility of the supplier to register in the portal and use this as the means for receiving and communicating information related to the specific procurement procedure. Registration is required each time a new procurement procedure is launched. *Note: registration in a procurement portal is not linked to the business profiles nor added to the business profiles.*

Other means of communication are not official and may result in a supplier missing important clarifications or updates to a procurement procedure.

- **Appealing a procurement procedure**
  The ESS-ERIC Procurement Rules provide for aggrieved parties who have been harmed or are at risk of harm by a breach of the procurement rules to formally appeal procurement decisions within 10 days from the day on which they knew or ought to have known of the grounds of the appeal.

  Formal appeals must be marked ‘confidential’ and submitted in writing to the following address only:

  Tenders Appeal Board  
  European Spallation Source ERIC  
  P.O Box 176  
  SE-221 00 Lund, Sweden  
  Email: tendersappealboard@esss.se
Thank you for your attention