

ILO session

ILL (Grenoble), ESRF (Grenoble),
European-XFEL (Hamburg)

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Common features

- ▶ "Small" LRI purchasing groups (compared to CERN, ITER).
- ▶ ILOs/Purchasing Advisors must accept:
 - ▶ Limited resources for e.g. Business Intelligence, company visits and "fair return" activities.
 - ▶ Budget constraints leaves little "wiggle room" and long-term planning.
- ▶ For Denmark, all 3 facilities are small and the ILO/PA-function is handled by the BigScience.dk secretariat.
- ▶ Other ILOs/PAs are mainly a mix of government representatives, academic persons with strong technical background or business intermediaries (such as BigScience.dk).

▶ ESRF (synchrotron x-ray facility)

- ▶ PAs may nominate companies to up-coming tenders (no public tendering)
- ▶ 1 annual PA review meeting + lunch
- ▶ No chairman or responsibilities towards ESRF
- ▶ Developed new eBidding system (2016) which is a huge improvement for facility, companies and Purchasing Advisors

▶ ILL (neutron facility):

- ▶ PAs may nominate companies to up-coming tenders (no public tendering)
- ▶ 1 annual PA review meeting + lunch
- ▶ No chairman or responsibilities towards ILL
- ▶ System used at PA-meetings for following up on initiatives for improving geographical distribution and other purchasing-related challenges

▶ European-XFEL (intense x-ray facility)

- ▶ Partners of Eu-XFEL have the right to appoint an ILO
- ▶ No meetings, no systematic engagement, very limited contact
- ▶ ILOs may be used by companies as an official communication point

- ▶ At ESRF and ILL, PA-meetings are planned as one-way information meetings
 - ▶ Remote access should be possible
- ▶ PA-group relations appear stronger at ESRF leading to more dialogue and discussions
 - ▶ NB: At ILL, only 3 countries are owners (FRA, UK, GER)
- ▶ Having technical staff present to give details about new activities is very good
 - ▶ ...but still not fully exploited with respect to engaging industry in member countries