

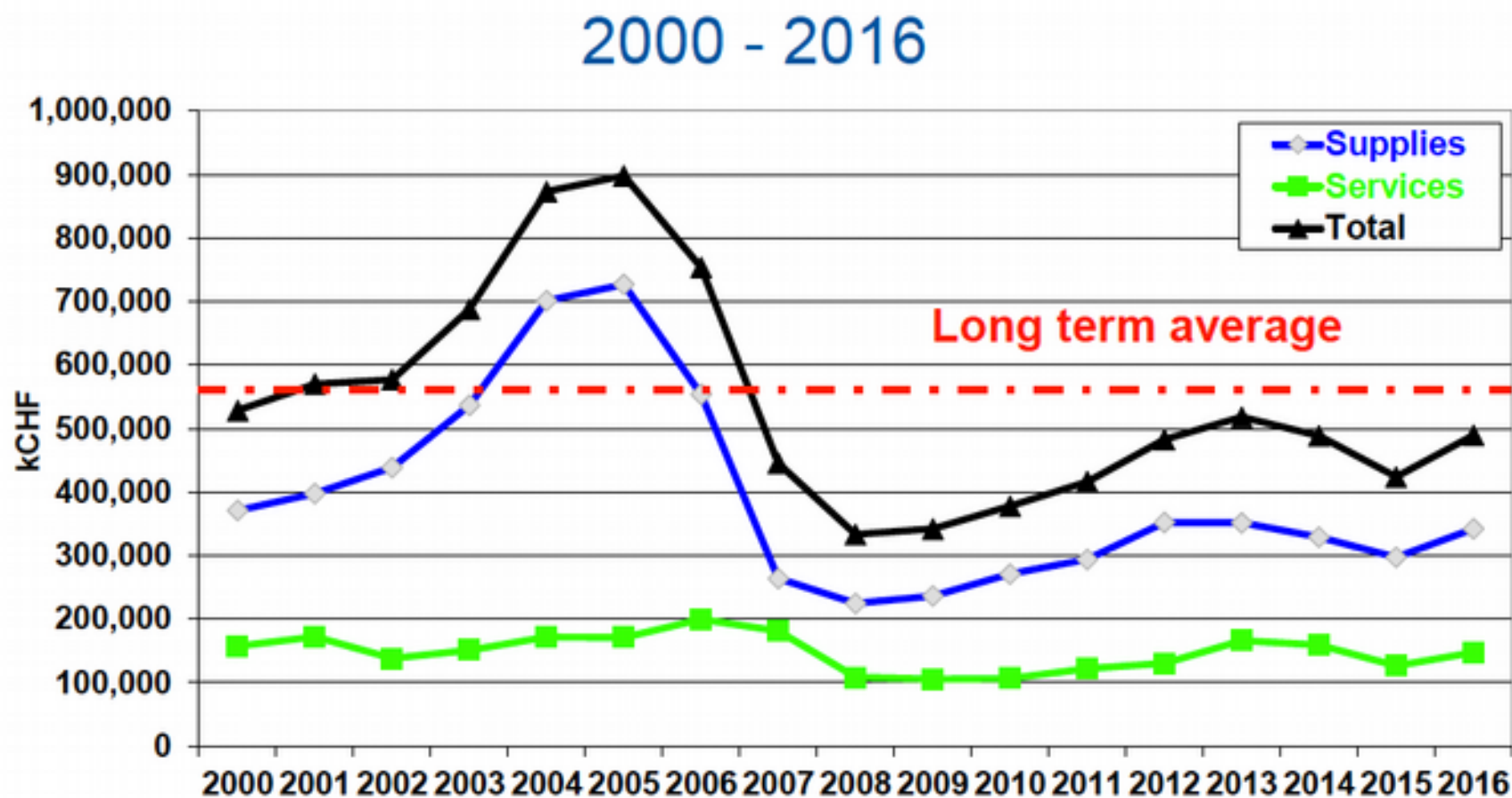
ILO Report 2017

MAURO MORANDIN - INFN

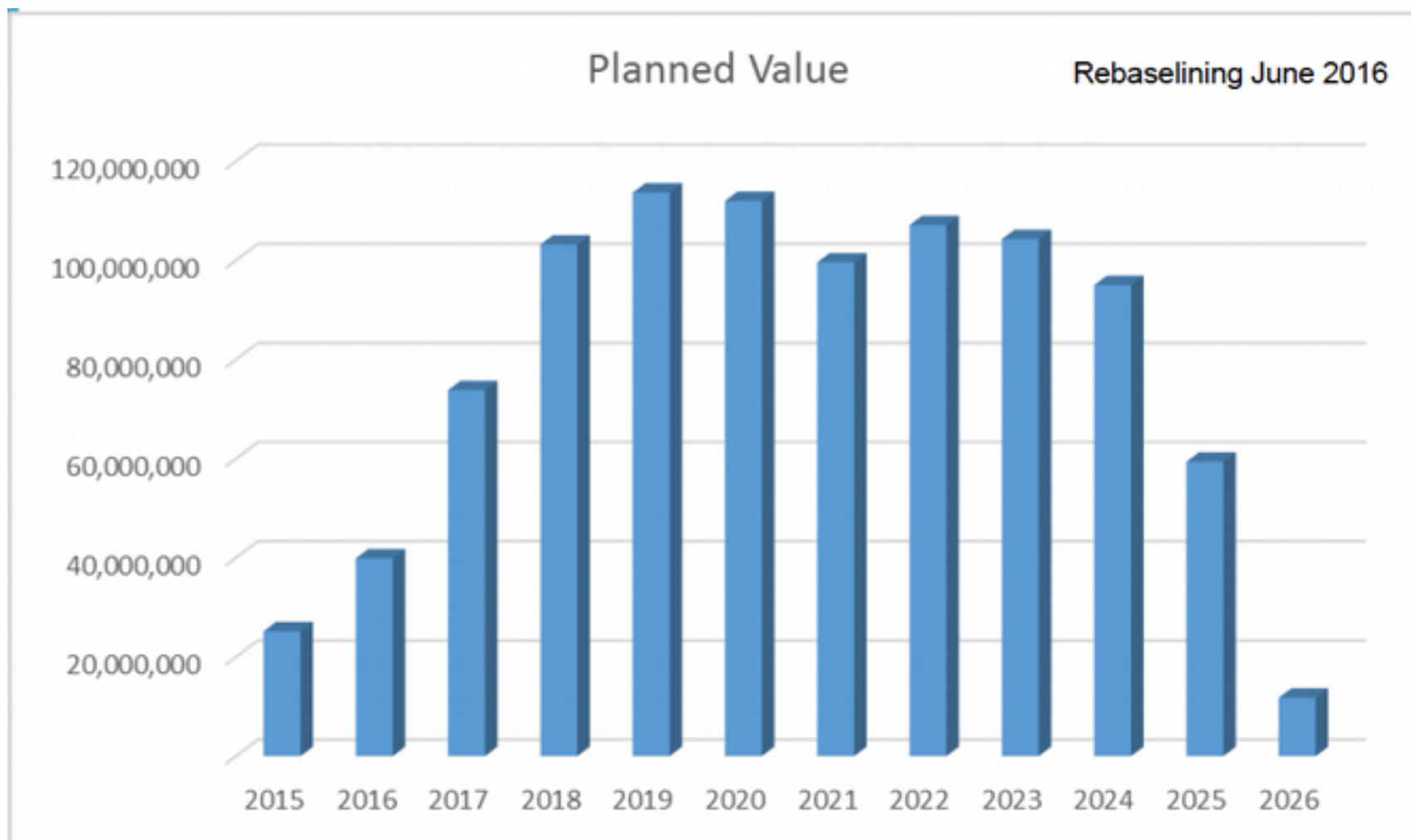
CERN INDUSTRIAL LIAISON OFFICER FOR ITALY

Status

Long term expenditure evolution

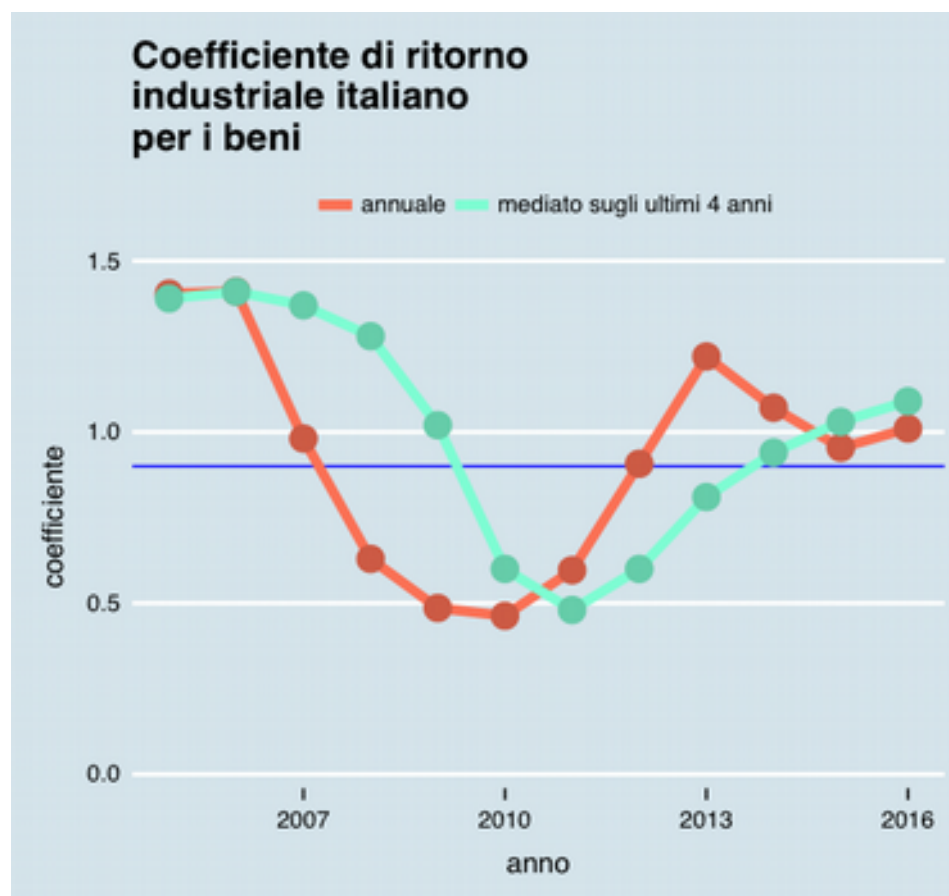


HiLumi ramping-up

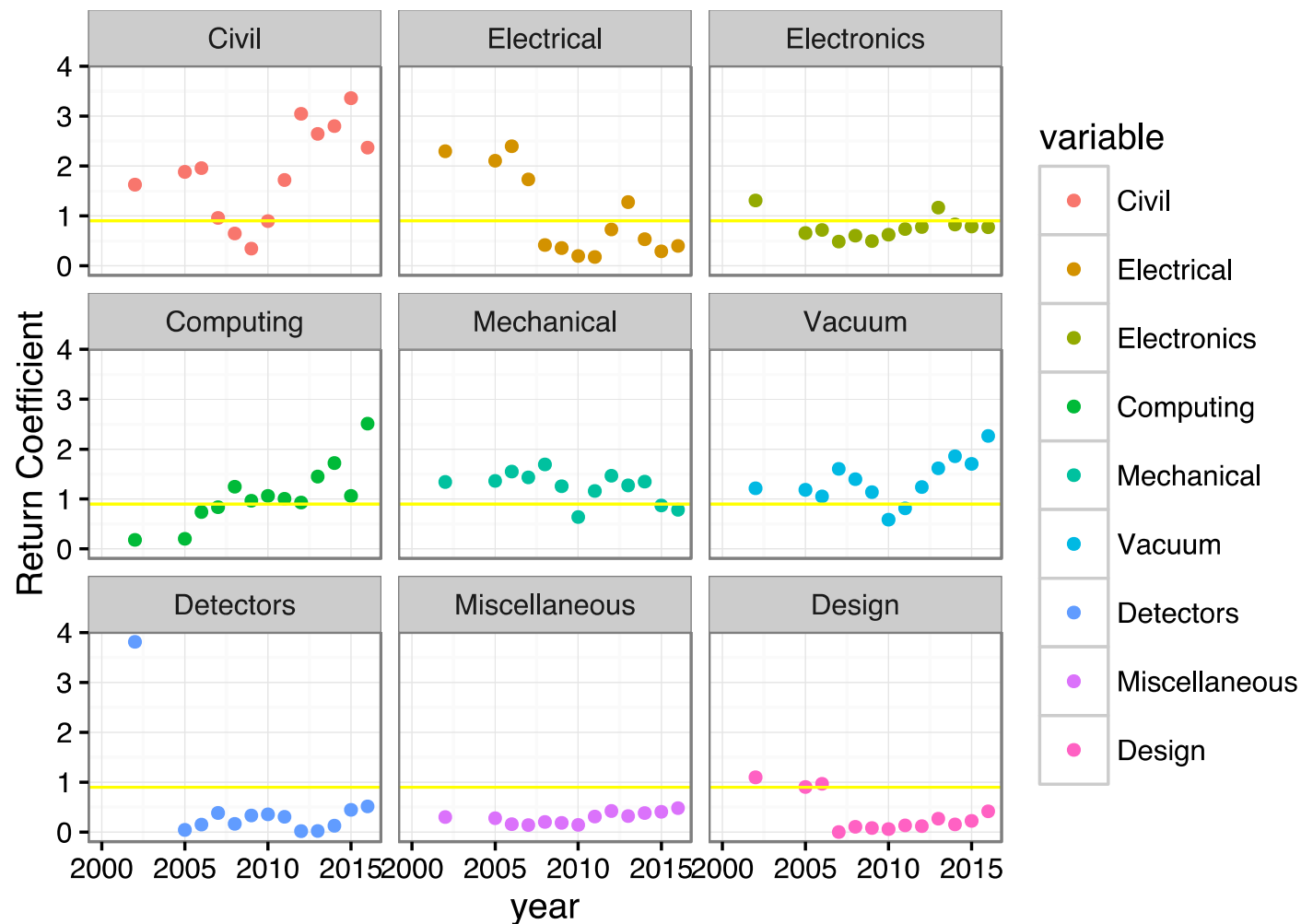


Italian industrial return coefficient

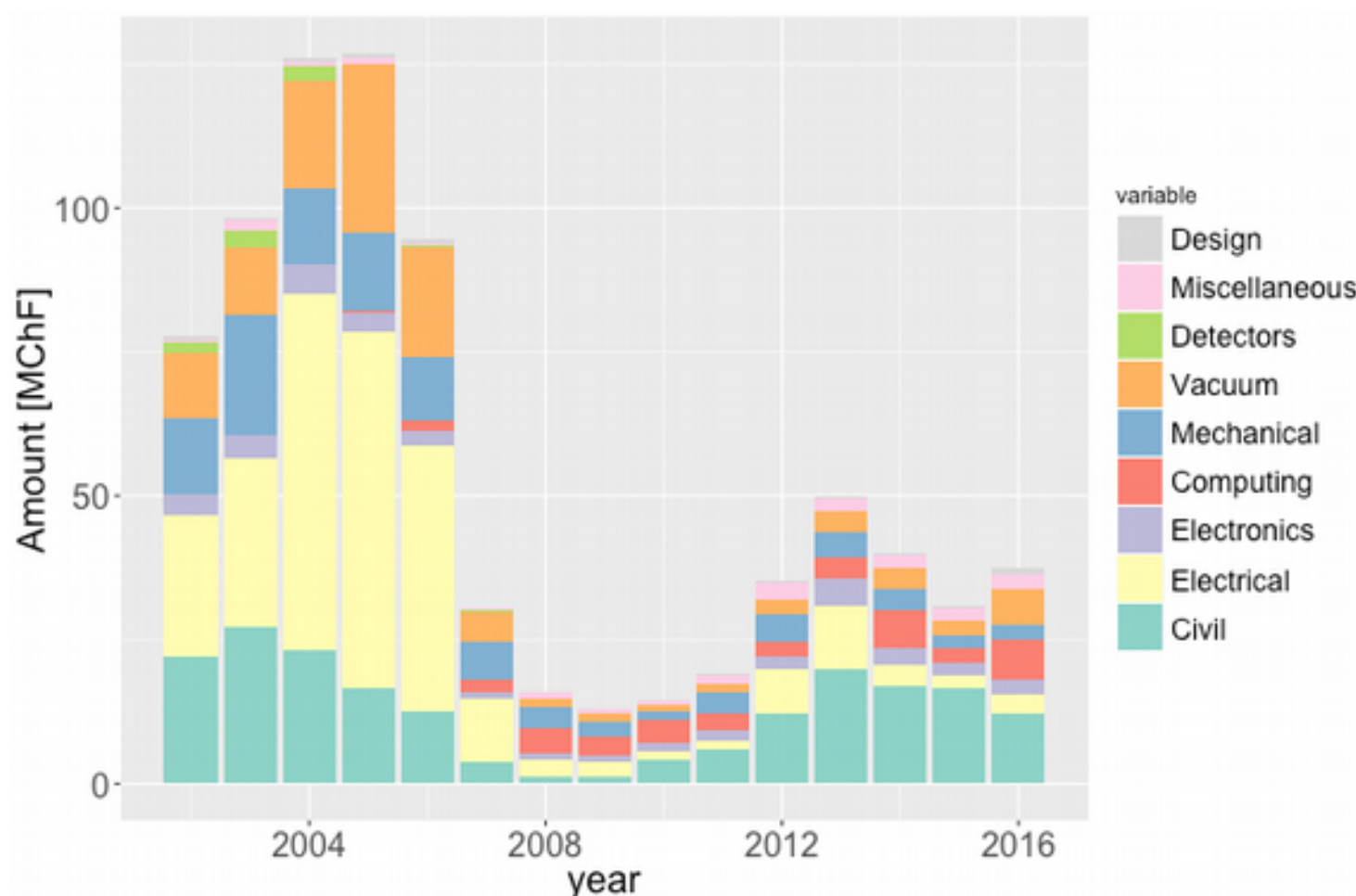
- the annual Italian Industrial Return Coefficient seems to be floating now now just over the threshold
- the running average over the last four years (used to establish the Member State status) will probably decrease slightly next year
- however, it's likely that it will stay about threshold for some time still



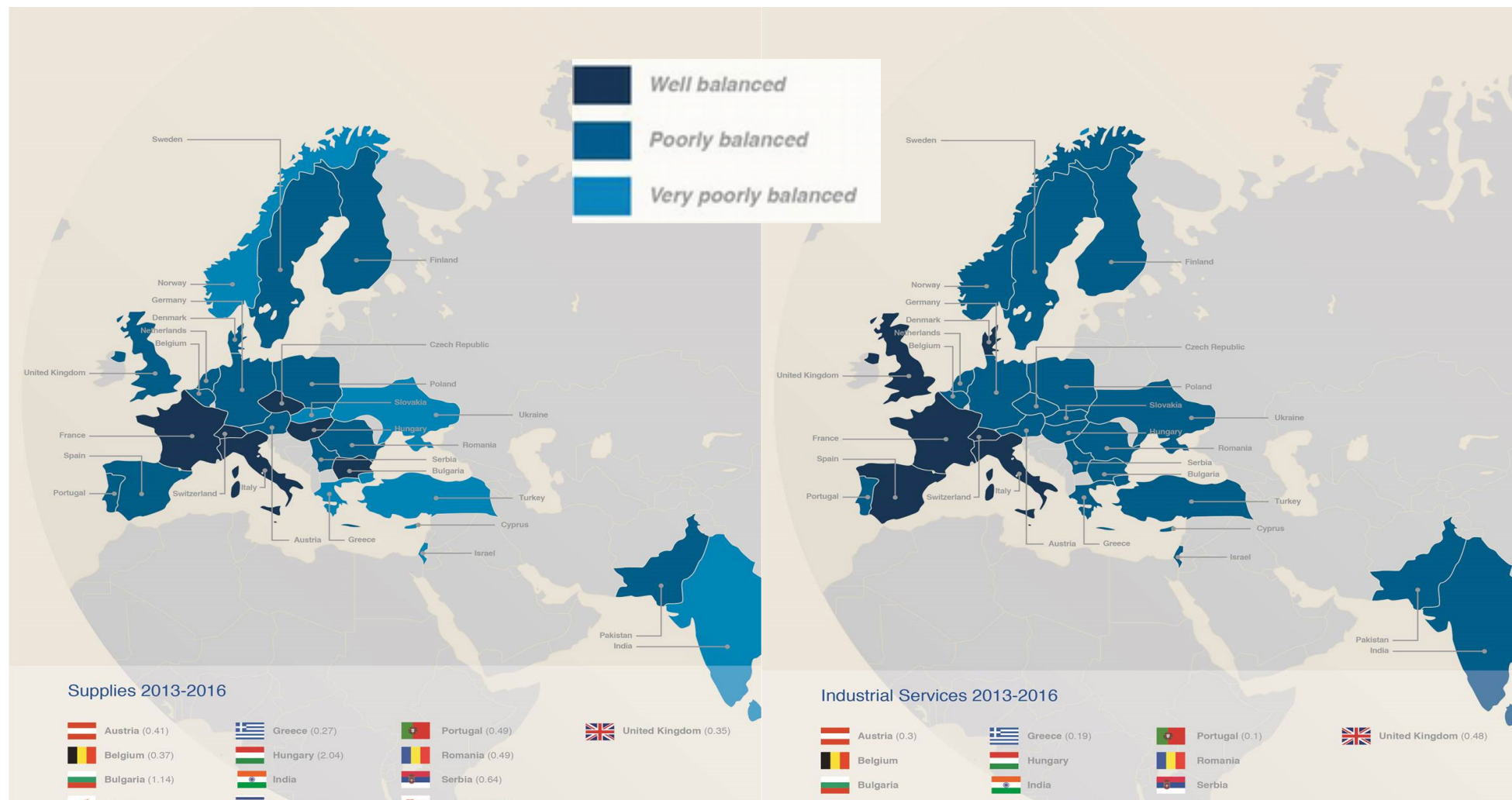
The return per industrial sector



Contributions to the Industrial return



Status of member states (3/17 - 2/18)

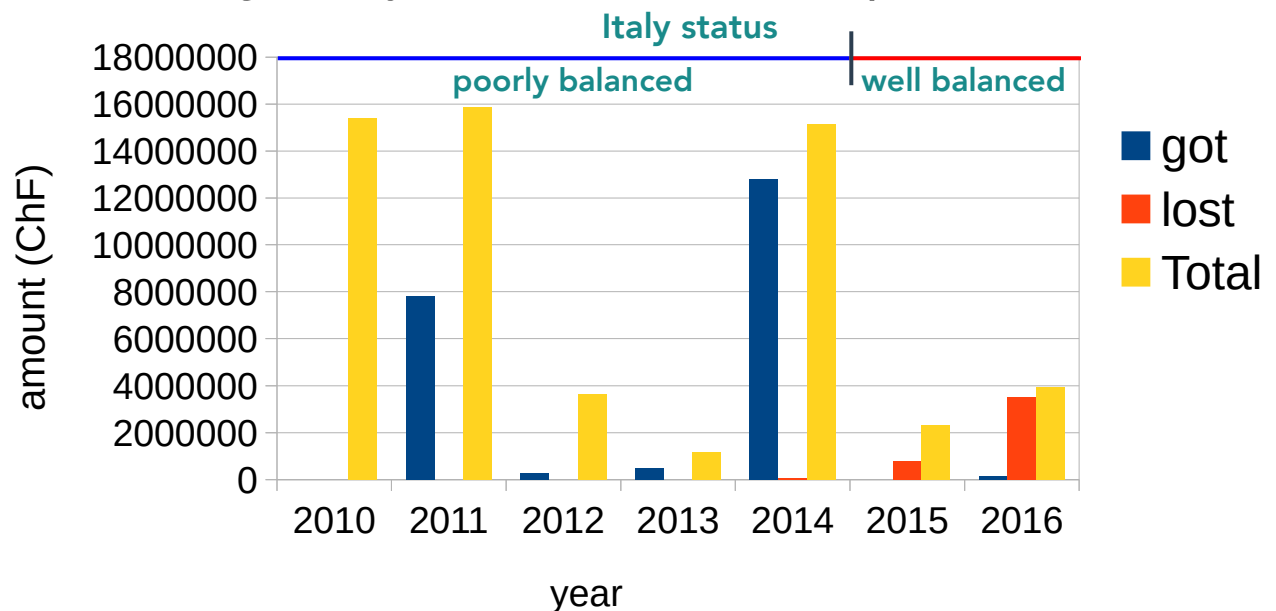


Impact of alignment rule on tenders adjudications

- the plot displays only part of the impact, other effects are less evident:
 - companies may give up participating in tenders
 - chances for companies to be invited to tender in some cases are reduced
 - participation in aggregations with companies of poorly balanced countries, may not be feasible
- this may lead to an effective reduction of competition for CERN tenders

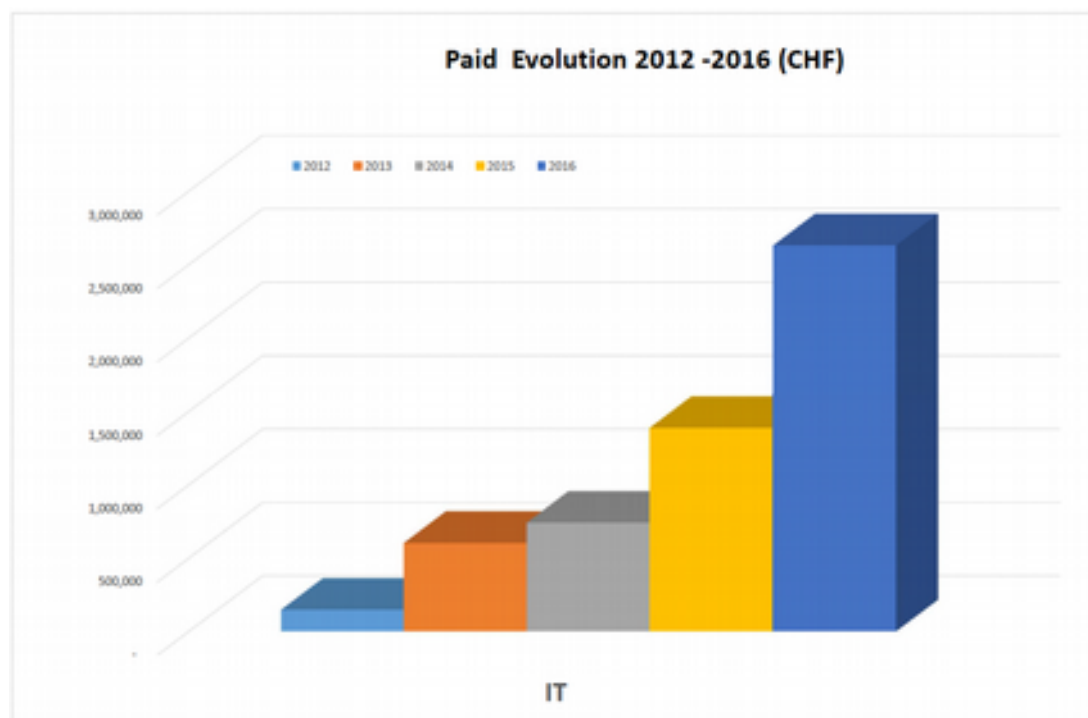
Effect of alignment

globally and for Italian companies



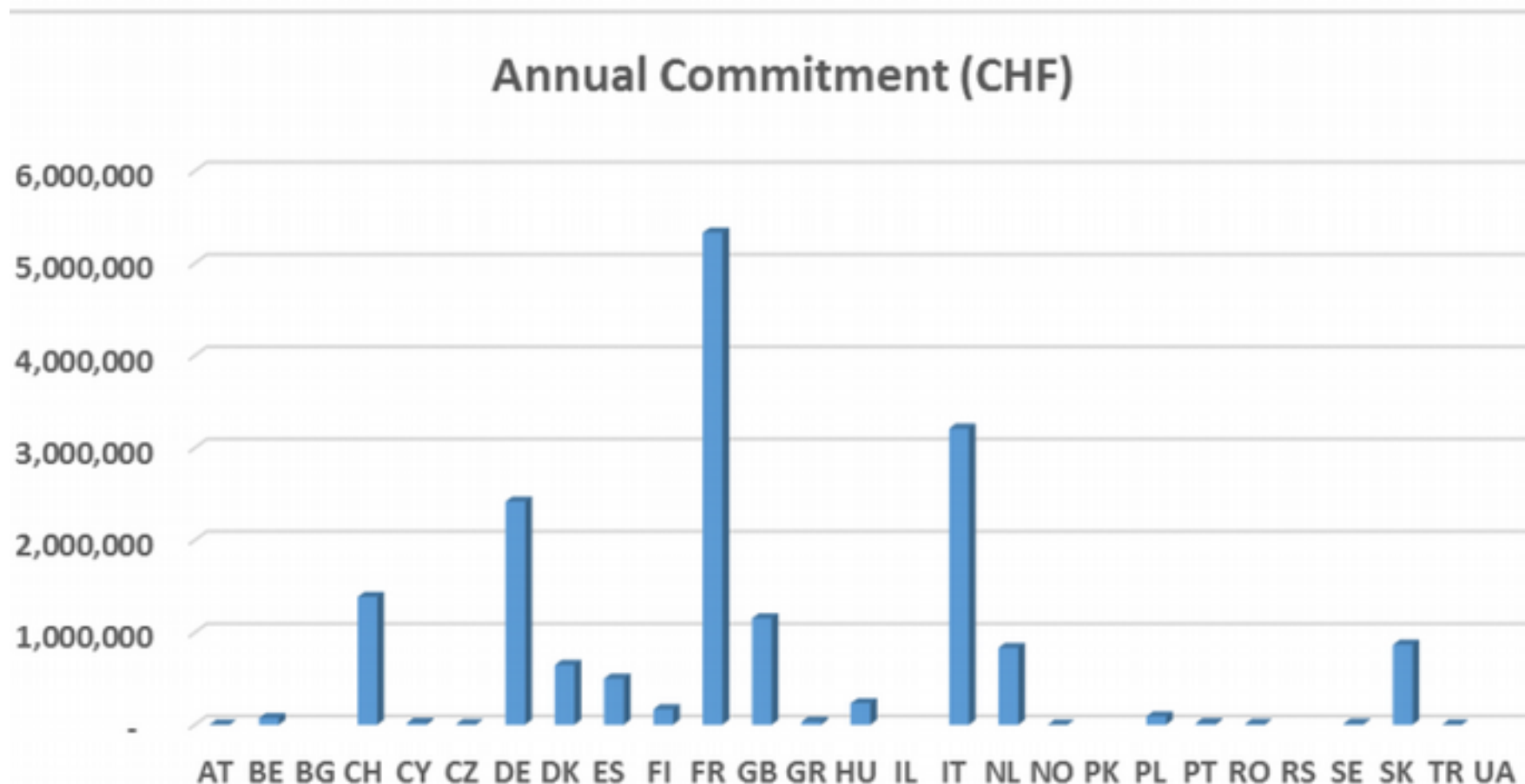
Italian initial involvement in HiLumi LHC

- ~ 60 companies have already received payments related to HiLumi LHC orders
- payments to Italian companies in 2016 amount to 17% of the total payments to companies of CERN Member States
 - Italian HiLumi ind. return coeff. ~ 1.5
- contributions concern some high-tech sectors like:
 - superconducting magnets and conductors, UHV components, high precision mechanics, cryogenic components, etc.
- as well as others that anyway have an impact on total returns:
 - civil engineering design, civil works, electrical and mechanical systems, ...



Italian return in HiLum LHC: so far, so good...

2016 commitment in MS⁺



ILO office activities

Highlights

- procurement procedures follow up
 - ~ **160 DO and MS** followed up in 2016
 - in some cases scouting of Italian companies necessary due to lack of suitable suppliers in our DB
 - information about **HiLumi tenders** is now being produced in advance, so we will get organized to exploited at best
- organization of meetings for **illustrating and exploiting opportunities**
 - mostly for groups of Italian companies
 - in some cases to present individual firms to CERN
- **enhancing the possibilities** to increase the industrial return
 - exploiting possible synergies in the Geneva area
 - enlarging the area of CERN collaborations with INFN for technological development
 - encouraging exploration of new market opportunities
 - supporting technical education and training at CERN
 - improving the tools

Information about industrial opportunities

- **CERN initiatives for HiLumi**

- intern. workshops at CERN (June '15), Lisbon (Sept. '16), Warrington (17 March '17)

- **Italian national meetings**, with emphasis on **HiLumi** in particular:

- in **Bologna** (11 June '15), in collab. with CNR, also on opportunities at ESRF and ESS
- at **CERN** (4 Apr. '17), preceding Italy at CERN

- other **national ad hoc meetings** dedicated to HiLumi Civil Works opportunities

- in **Rome** (28 June '16) hosted by Confindustria
- at **CERN** (11 Jan. '17)

- Italian **meetings at regional level**:

- in **Catania** (6 July '15), hosted by INFN LNS
- in **Bari** (25 July '15), hosted by INFN
- at **CERN** (29-20 Sep. '16), launched by Confindustria Ancona
- in **Torino** (29 Nov. '16), hosted by Confindustria Piemonte

Synergies in the Geneva area

- the experience gained and investments made for carrying out contracts that require significant efforts on site may be more effectively exploited in the presence of multiple potential customers
- the collaboration with the Italian Permanent Mission in Geneva and the Italian Commerce Chamber for Switzerland has stimulated initiatives to present to Italian companies a view of the opportunities that also other Intern. Organ. in Geneva can offer
 - this has already been started in the Civil Works sector
 - could be extended to others fields
- the Italian Mission has considered the possibility to organize an event in Rome, in the second part of the year, to provide to Italian companies a comprehensive picture of common opportunities that are available across the Organizations.

Technical Training

- CERN has launched a successful training program for **young technicians** (TTE) from member states with maximum four year post-diploma experience in all major technical areas:
 - electronics, electrical systems, mechanics, IT, vacuum, cooling and ventilation, safety, radio-protection, survey engineering, ...
- up to two years long **training-on-the-jobs** contracts
 - candidates holding a Bachelor or Master degree are not compatible
 - applications by Italian young people often not accepted due to this constraint
- can be an **interesting opportunity** to build up a valuable personal experience, to learn about the kind of activities that are carried out at CERN and to create contacts with CERN engineers and groups
- next deadline: 19 May 2017

ILO office

- in the last two years, a significant effort has been dedicated to improve the tools at our disposal to provide a better service to the ILO community, i.e.:
 - a **Customer Relationship Management** system was setup and is now in use since last summer, to keep tracks of all contacts, tenders and interactions (ILO DB)
 - the **ILO newsletter** has been periodically distributed to Italian companies, institutional contacts and partners
 - the new **ILO web site** is now operational (*ilo.infn.it*)
 - we aim at transforming it into an **effective showcase** of Italian Industrial excellence collaborating with CERN, to be by Laboratories and Institutions all over the world
- in the coming months companies will be asked to provide:
 - the match of their activities with the **new Procurement Codes**
 - updated **company profile** information
 - **documentation** of past experience and success stories
- this will also help in cleaning up our database that currently contains more than a thousand Italian companies but not all still active

Acknowledgments

Last but not least

- the organization of Italy at CERN 2017, and the ILO office activities in general, **owe a lot** to:
 - the **very helpful and highly professional support** provided at CERN by:
 - the CERN **IPT (Industry, Procurement & Knowledge Transfer) Department** with a special mention to **Dante Gregorio**, who has been for many years our contact person for the of wonderful and very effective collaboration
 - all the CERN **technical contact people** and the **speakers at the workshop**
 - **Karine Robert**, who has provided invaluable help in all aspects of the organization of Italy at CERN
 - the collaboration of the **Permanent Mission** of Italy to the U.N. Office and other intern. organ. in Geneva and the **Italian Commerce Chambers** for Switzerland
 - the continuous support provided by **INFN**
- and, absolutely essential,
 - the great commitment, enthusiasm and patience of **Cristina Miletti** that does most of the work for the ILO office.