

one observatory  
two telescopes  
three continents

# Italian Big Science Industry Day

Doing Business with the SKA Observatory

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Napoli - 9 June 2022



# Agenda

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# Legal Framework & Procurement Policy

The SKA Observatory (SKAO) is an Intergovernmental Organisation (IGO).

As an IGO the SKAO is not a legal entity under national or European law but governed by public international law.

The SKAO benefits from immunity from national jurisdiction and execution. Thus legal disputes between the SKAO and its suppliers and contractors are not submitted to national courts but solved via international arbitration.

Furthermore, **the SKAO is entitled to establish its own internal rules necessary for its proper functioning, including its own policies and procedures covering procurement.**

These internal policies and procedures are drafted to reflect **the highest ethical standards and current best practices** around the sourcing and procurement of goods, services and works internationally.



# Procurement Services - Mission

“Procurement Services sustainably procures goods, services and works meeting the needs of requestors at the best value for money, while considering Member’s fair work-return aspirations.”

All procurement activities will be carried out in compliance with SKAO policies and shall align with the following fundamentals:

- Fair Work Return - procurement opportunities are first provided to suppliers from within Member countries
- Equality - suppliers from Member countries are treated equally
- Transparency - procurement activity is always open and transparent
- Competitive - unless there is a strong justification, procurement is competitive



# Basic Principles

- . Procurement is restricted to legal entities established in the SKAO Member countries & appropriate participating countries.
- . Invitation documents are drafted in a fair way to ensure fair competition.
- . Generally, SKAO's tendering procedure is selective and does not take the form of open invitations to tender or price enquiries.
- . There is strict confidentiality around the opening, evaluation and negotiation of tenders.
- . Contracts are awarded based on value for money rather than on a lowest price basis, i.e., quality and price are weighted.

Price  // Quality 



# Country of Origin



A tricky topic for everyone:

- Supply Contracts – country of last significant transformation
- Service Contracts – country in which the service provider is established

Procurement Services won't normally challenge tenderer's declarations of origin. However, the procurement team '*weren't born yesterday*' and topic generates significant interest at SKAO Tender Sub-committee.



# Types of Agreement (contracts)

- Purchase orders - wherever possible for basic purchases
- **NEC4 Contracts used when purchase orders are not appropriate**
- We buy an eclectic mix of goods, works and services; a 'one contract fits all' in-house contract is inappropriate - the NEC4 suite of contracts meet most of our day-to-day contracting needs:
  - *Professional Services Contract (PSC) and its subcontract and short form*
  - *Engineering and Construction Contract (ECC) and its subcontract and short form*
  - *Term Services Agreement (TSA) and its short form*
  - *Supply Contract (SC) and its short form*
  - *Framework Contract (FC)*
- The NEC4 contract suite was developed by the UK Institution of Civil Engineers to be **collaborative, fair and non-adversarial** – far fewer commercial disputes
- The NEC4 contract suite does not allow the SKAO to leverage an unfair contractual advantage – fundamentally different to most 'in-house' terms and conditions.
- The NEC4 contracts are well **aligned with SKAO culture and values**
- **Plain English (no Latin words)**, easy to understand and not 'country law specific'



# What do we Procure?

- Civil Engineering contracts
- Power and utilities - renewables
- Metallic structures - dishes and antennas
- Low RFI electromechanical equipment
- Shielding and shielded enclosures
- Receivers and digitisers
- Cryogenic equipment
- Computing devices and networks
- Software development
- Shipping, transport and logistics
- Professional services
- Corporate services – travel, audit, banking, insurance



*Most of the products we procure are non-standard.....*



# SKAO Project - Procurement Status

- Most significant SKA construction work packages were conditionally allocated to Members during pre-construction phase.
- Not much international competition. However, seeing solid opportunity to create competitive tension between tenderers nationally.
- 75 plus Tier 1 contracts + Tier 2 opportunities
- 1<sup>st</sup> Market Survey (EOI) started on the 24<sup>th</sup> May 2021, constant activity since then.
- Significant ongoing pre-qualification activity.
- ***40 construction contracts awarded to date, many more currently in process***

The screenshot displays the SKAO website's procurement status page. The header features the SKAO logo and navigation links for 'Procurement' and 'Your supplier pages'. The main content area is titled '[2] SKA-LOW Infra 6 (Construction Camp)'. Below this, there is a 'Market survey notice' section with a sub-header 'Tender notice overview' and a sub-content 'Registration'. The notice states: 'According to this notice the expected publication date of the tender documents (note that this could change) is 6/28/2021'. A sidebar on the right includes a photo of The Hon Christian Porter MP, Minister for Industry, Science and Technology, and a list of ministers: The Hon Christian Porter MP, The Hon Angus Taylor MP, The Hon Keith Pitt MP, The Hon Stuart Robert MP, The Hon Michelle Landry MP, and Senator the Hon Jonathon Duniam. The page also features a search bar and a 'GO' button.

# Italian Allocations & Awards to date

Contract	Tier 1 lead	Tier 2 Participation
LOW Antenna	Italy	UK
LOW Signal Processing System (SPS)	SKAO/Italy/UK	Italy, China*, India*, UK
LOW Station Management & Integration	Australia	Italy**
Software Development	UK & India*	Italy, Portugal, South Africa, Netherlands, Australia, Switzerland, China*
MID Dish Structure	China*	Italy, South Africa, Spain

\* In-kind contributions  
\*\* Contract directly with SKAO

## Italian construction contract awards to date:

- SW development – **Interaction Design Solutions, INAF**
- LOW Antenna (AA0.5 first pre-production batch) – **Sirio**
- LOW SPS iTPM Boards (Design for Manufacture & AA0.5 first batch only) – **Sanitas**
- LOW SPS Front End Module (RF over Fibre) Subrack Design for Manufacture & AA0.5 (first batch only) - **Elemaster**



# Near-term Procurement Opportunities for Italian Industry:

- MID Dish Feed Indexer - AA.5 pre-production batch (4 pieces)
- MID Dish Feed Indexer – AA\* main batch (64 pieces)
- LOW Antenna – AA\* main batch (80,000 pieces)
- Technical Leadership of SPS – Professional Services Contract - need to work closely with India, China and UK
- LOW Telescope SPS Front End Module (FEM) – AA\* main batch (80,000 pieces + spares)
- SPS Sub-racks including Management Board, Kits, TPMs (ADU) but excluding FPGAs – AA\* main batch (1,200 pieces + spares)

***Plus other corporate/industrial/professional services opportunities – please refer to the SKAO Supplier Portal***



# High Value Procurement Process

## Invitation To Tender process:

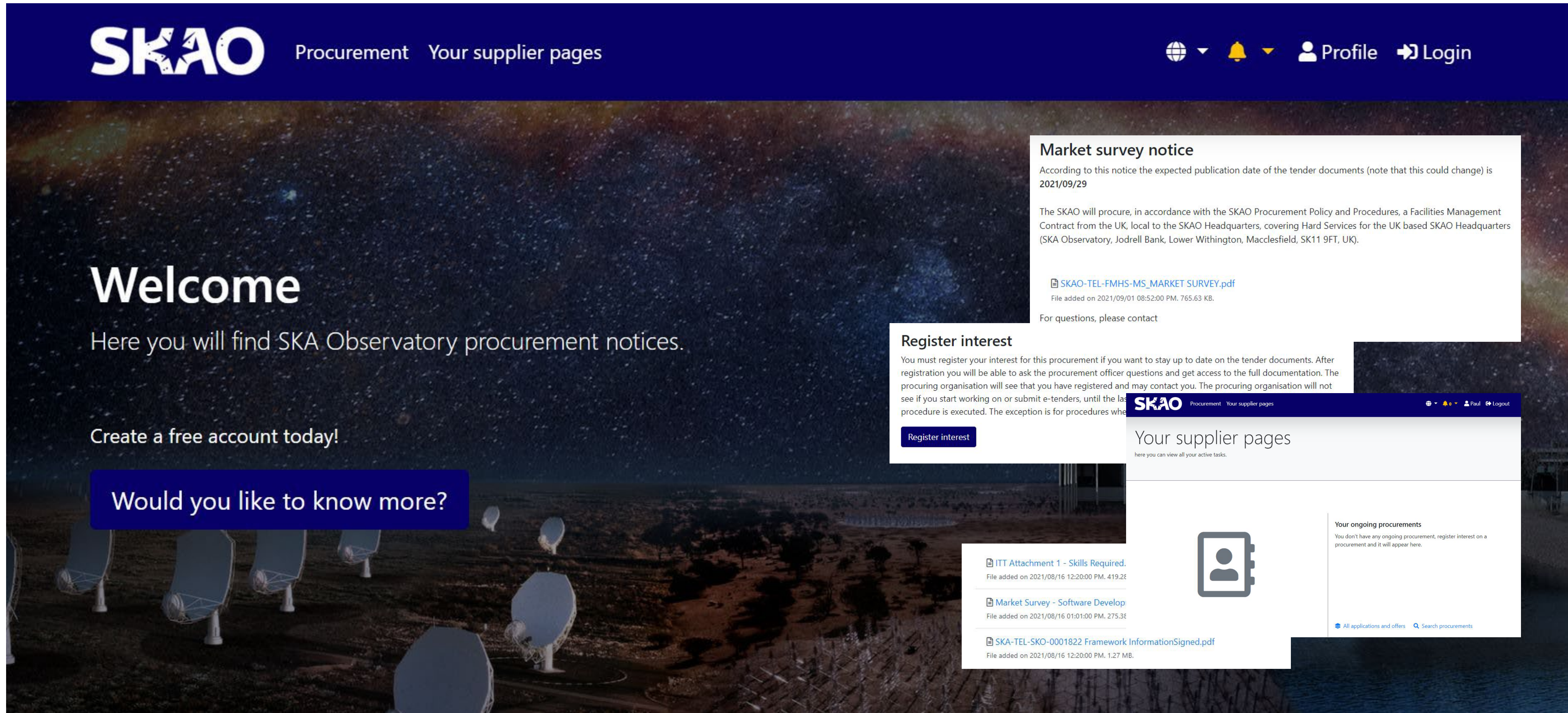
- Led by Procurement Services with independent Technical Evaluation Panel
- SKAO Industrial Liaison Officer Network given 21 days prior notice of procurement opportunities
- Market Survey (EoI) published on the Supplier Portal
- Pre-qualification of potential tenderers
- Shipping costs are excluded from commercial evaluations (all bids assumed FCA, seller's works)
- Two envelope system
- Weighted, value for money award criteria ('most economically advantageous bid')

*Please Note: The SKAO won't normally negotiate on price, always make your best offer your first offer*

Price//Quality



# SKAO Supplier Portal



# Register on the SKAO Supplier Portal

- The SKAO Supplier Portal facilitates communication between the SKAO and suppliers. You can safely view procurement notices, exchange messages, register your interest, submit tenders and much more.
- The SKAO Supplier Portal is a free of charge service to suppliers. As soon as the supplier has created and activated their account, they can access the pages that the SKAO has invited them to see.


The image shows two screenshots of the SKAO Supplier Portal. The top screenshot is the 'Create an account' page, which has a dark blue header with the SKAO logo and navigation links for 'Procurement' and 'Your supplier pages'. It includes a globe icon, a bell icon, a user profile icon, and a 'Login' button. The main content area is light blue and contains the text 'Create an account' and 'Start by supplying your email address and select a password'. Below this is a text input field for 'Email' and a button labeled 'Order new password'.

The bottom screenshot shows the 'Verify email' page, which has a similar dark blue header. The main content area is light blue and contains a text input field for 'Confirm Email', a 'Password' section with a 'Continue' button, and a note: 'At least one uppercase letter, at least one lowercase letter, at least one number, and at least one special character. Begin typing a password to see security level'. To the right of the registration form is a sidebar with the SKAO logo and a list of procurement notices. The first notice is '14 - SKA-LOW Infra 3 (Buildings) Qualification notice', which includes details about the procurement, the deadline (2021/09/07), and a '5 days left' warning. The second notice is '17 - Software Development - Portugal - Competitive Market survey notice', which includes details about the procurement, the deadline (2021/09/20), and a '64 days left' warning. The third notice is '15 - SKA-LOW Infra 7 (Road & Airstrip) Qualification notice', which includes details about the procurement, the deadline (2021/09/09), and a '7 days left' warning.








# Procurement Processes managed through the Supplier Portal

- Prior Notice to ILOs
- Publication of Market surveys (Expression of Interest)
- Pre-qualification
- Invitation to Tender
- Tender Evaluation
- Questions and Answers
- Notifications



Procurement   Your supplier pages

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# [20] Facilities Management: Hard Services

Tender notice overview

Registration

Decline participation

SKAO

Procurement Your supplier pages

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🚪 Logout

SKAO

[5] SKA-LOW Infra 1 (Spatial)

**Tender notice overview**

- Registration
- Decline participation
- Pre Qualification notice
- Entire application form
- Invitation appendices
- Questions and answers

Procurement number	5
Place of execution	
The procurement is carried out with procedure	ITT (Restricted procedure)
Procuring organisation	<a href="#">SKA Observatory</a>

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 Logout

### Notifications

You have no new notifications, view all messages in the message box and all other items in you supplier pages

[message box](#)
[supplier pages](#)



# Thank you & Questions



**SKAO**

The SKA Observatory (SKAO) recognises and acknowledges the indigenous peoples and cultures that have traditionally lived on the lands on which the SKAO facilities are located

[www.skao.int](http://www.skao.int)