

BSCM Call

Big Science Common Market call

Big Science Business Forum 2024

Trieste,

30th January 2024

Host Organizers BSBF Trieste 2024



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BSBF2024 – Call for expressions of interest from companies to participate in the BSBF2024 and present their experiences towards a Big Science Common Market in Europe (BSCM)

The third edition of the Big Science Business Forum 2024 (BSBF2024) will take place in Trieste, Italy, from 1st to 4th October 2024. The BSBF is a business-oriented congress that brings together the main European research infrastructures and European industry to present and discuss the prospects of the Big Science market in terms of future developments, investments, and procurement opportunities.

The European Big Science represents a huge market of several hundred million euros per year, with significant potential impact and benefits for national industries.

Engaging in the Big Science market can provide significant opportunities for companies. These include the creation of innovative products and the development of the customer portfolio by offering such products to other Big Science Organizations (BSOs) or to the wider market. However, access to this market appears to be highly fragmented and uneven across BSOs. Differences may exist in the format and/or language of the offer, the payment procedures and insurance, the tender procedures and codes/product categories, the product/material specifications, the site conditions and installation rules, etc. This places a burden on companies who have to adapt their access to each BSO.

There is thus a need to **standardize and harmonize the access procedures** to the Big Science Market in Europe, so that the BSOs can benefit from a larger portfolio of companies and the companies can be better prepared and more incisive in their participation in this market.

This call aims to collect the experiences of some prominent industrial actors who have been awarded contracts by different BSOs and then formulate a roadmap and suggestions for standardizing access procedures.

This action will benefit both the BSOs and the companies:

- the **BSOs** will have a better understanding of the challenges faced by companies applying for their CFTs and will be able to adopt some common and more effective practices to facilitate access by companies, thus benefiting from a larger portfolio of companies and a more dynamic participation in their CFTs.
- **Companies** benefiting from more standardized access procedures will increase their capacity to participate in CFTs from different BSOs, thus creating a real and effective common market.

BSBF Trieste 2024 then launched this Call for nominations (BSCM Call) to select industries that could present their experiences in the Big Science Market and formulate suggestions in a dedicated session.

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Introduction to Big Science Business Forum 2024

BSBF2024 represents the most important opportunity for European companies and other stakeholders to learn about the future investments and procurements of Europe's Big Science Organizations, worth approximately €37 billion over the period 2020-2024.

Following the success of the previous editions held in Copenhagen and Granada, the Forum will offer companies the chance to:

- Learn about business opportunities in the coming years across a wide range of technology areas.
- Meet representatives from Europe's Big Science Organizations and their key suppliers.
- Showcase their expertise and potential for the Big Science market by participating in the open exhibition area.
- Gain insights into procurement rules, intellectual property rights (IPR), technology transfer proposals, opportunities for SMEs, and how companies can interact with the Big Science market.
- Finally, it is the perfect occasion to determine whether and in relation to which organizations and projects viable innovation and business opportunities can be found that align with the company's strategy.

More than 1,000 participants are expected, the majority from European businesses and Big Science Organizations that want to work together to develop the Big Science common market. Delegates are expected to include CEOs, Heads of R&D and Procurement departments, Business Developers, and officers involved in sales and collaborations between research infrastructures and high-tech industry.

BSBF2024 is hosted by the Autonomous Region of Friuli Venezia Giulia in collaboration with ILO Network Italia (CNR, ENEA, INAF, INFN), Area Science Park, and PromoTurismo FVG, with the support of various institutional stakeholders.

The business forum is organized in partnership with the following European Big Science Organizations (BSOs): European Organization for Nuclear Research (CERN), European Space Agency (ESA), European Southern Observatory (ESO), The European Synchrotron Radiation Facility (ESRF), European Spallation Source (ESS), Facility for Antiproton and Ion Research in Europe (FAIR), European X-Ray Free-Electron Laser (European XFEL), Fusion for Energy (F4E), Institut Laue-Langevin (ILL) and Square Kilometre Array (SKA).

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BSBF2024 will consist of:

- Plenary sessions with presentations from the Big Science Organizations mentioned above and a roundtable discussion on how to do business with them.
- Parallel sessions focusing on Big Science investment in the coming years: opportunities within 10 technology business areas and cross-cutting topics.
- 1:1 meetings (B2B and B2C) to enable Big Science Organizations, prime contractors, and subcontractors to meet each other.
- Exhibition spaces to allow participants to showcase their products and services alongside Europe's largest Big Science infrastructures.
- An SME Track, enabling European small and medium-sized enterprises to be highlighted as key interlocutors for business opportunities with European Big Science organizations in the coming years.
- A Technology Transfer Track, open to research organizations and industry.

For more information, please visit the BSBF2024 website:

<https://www.bsf2024.org/>

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How the Big Science Common Market will be addressed at BSBF2024

A **parallel session (B1 Industrial Experiences towards BSCM – Big Science Common Market)** followed by a **plenary session (Big Science Market)** will be organized during the BSBF2024 on 2nd and 3rd October, aiming to present the current situation of the European Big Science Market from different perspectives, taking into account industrial experiences working for different BSOs, and focusing on a panel discussion on why and how to develop a real Big Science Common Market in Europe.

In parallel session B1, selected companies will present their case and participate in a final roundtable where a summary will be presented to the plenary, summarising the current situation and listing the recommendations.

Company selection and evaluation criteria:

In order to create the discussion, BSBF Trieste 2024 will **select a few relevant companies** through a Call for nominations (BSCM call), open to those who, since 2018 (1st edition of BSBF), have contracts with two or more BSOs for more than 50 k€.

In the application, the company will provide the following information:

- A short presentation of the company.
- A description of the contracts they have been awarded by BSOs.
- A description of the experience of participating in the Big Science Market, pointing out:
 - **Opportunities** (examples of business development, products developed for a BSO and sold to different BSOs or to the wider market)
 - **Challenges** (access to the calls, differences among BSOs in bid preparation/financial aspects/technical specifications, any other entry barrier)
- Proposals or suggestions aimed at harmonizing the BSOs' procurement systems to overcome potential and/or faced challenges and to lay the foundations for a Common Market for Big Science.

The evaluation will be based on the following criteria, according to the information provided in the application:

- number of BSOs as customers.
- number of contracts awarded.
- number of different countries where contracts have been awarded
- technological level of the products or services offered
- variety of the products offered
- relevance of the Big Science Market experience reported and of the proposals presented.

The final selection will aim at achieving an appropriate balance between countries, Big Science technologies, and company size.

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Up to 6 companies will be selected to present their cases in parallel session B1. One speaker for each selected company will have his/her registration fee waived and visibility to the company presentation will be given on the BSBF2024 website.

Expressions of interest:

The Expressions of interest by the BSCM candidate must be drafted in the format shown in Annexe 1. The text should be in Times New Roman font 12 pts, A4 page size. They must be in PDF format and must not exceed the total max size of 15 Mb.

The BSCM Expressions of interest must be sent by email with the subject line "BSCM - Application" to call@bsbf2024.org before June 18th, 2024.

Procedure:

- The BSCM Call for proposals is launched, inviting companies that have obtained contracts with several BSOs to express their interest to be speakers at session B1.
- The BSBF2024 International Organization Committee (IOC) selects the most prominent proposals and defines the layout of the parallel session on Day I.
- Selected companies will explain the technology applied in different BSO projects, their technical and administrative experience, and some suggestions for improving and better harmonizing the Big Science market.
- Following the discussion of the parallel session a list of suggestions on how to harmonize the procedures will be reported to the plenary session taking place on Day II.

Calendar:

1. February: the call is open.
2. June 18th: the call is closed.
3. July 4th: Approval of the final ranking list by the BSBF2024 IOC - International Organizing Committee.
4. July: BSBF Trieste 2024 will communicate the results of the selection to the companies.

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Annex I: BSCM Expressions of Interest template

The Expressions of interest by the BSCM candidate must be drafted in the following format. Text should be in Times New Roman font 12 pts, A4 page size.

NAME OF THE COMPANY:

ADDRESS:

COUNTRY:

WEBSITE:

SIZE: (number of employees, last available turnover)

VAT number:

CONTACT PERSON:

POSITION:

PHONE:

EMAIL:

MARKET SECTOR CLASSIFICATION:

- Electrical, power electronics, electromechanical and RF systems
- High precision and large mechanical components
- Remote handling systems
- Diagnostics and detectors, sensors, optics and instruments
- Cryogenics, vacuum, and leak detection technologies
- Instrumentation, control and CODAC
- Complex building construction and its safety-related systems
- Basic material technologies and advanced manufacturing techniques
- Superconductivity and superconducting magnets
- Information and communication technologies
- Other

COMPANY ACTIVITIES AND SKILLS: (max 500 characters, including spaces)

CONTRACTS AWARDED BY BIG SCIENCE ORGANIZATIONS: (max 1500 characters, including spaces)

Please order the most recent first and use the following format:
[Big Science acronym], [year], [name of contract]: short description

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OPPORTUNITIES OF A COMMON MARKET (max 1000 characters, including spaces)

Development of products for multiple BSOs, evolution from BSOs to the common market, ...

CHALLENGES (max 1000 characters, including spaces)

Access to tenders, differences in bid preparation and technical specifications, financial aspects, ...

PROPOSALS AND SUGGESTIONS FOR THE DEVELOPMENT OF A BIG SCIENCE COMMON MARKET (max 1000 characters, including spaces)

Here, a few questions are proposed to drive the discussion:

- 1_ Would you find useful a standardization of the procurement codes?
- 2_ Would you find desirable the creation of a unique database of companies active in the Big Science Market open to all BSOs?
- 3_ Would you find useful to create a common portal for retrieving the open calls from the different BSOs and related supporting information?
- 4_ Could you propose innovative procurement schemes that foster collaboration between BSOs and companies, or among companies, to collectively create new products?
- 5_ Any further suggestion from the company.

DATE

SIGNATURE

The above signatory is responsible for the veracity of the provided information.

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