



Doing business with ESO / ESO Procurement

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Topics Addressed

- Video <http://www.eso.org/public/videos/eso1440a/>
- Know ESO - Projects/E-ELT
- Information about contract values
- Tendering
- Procurement tools
- Industrial return



Know ESO, Astronomy, E-ELT

- ESO - Astronomical Research
- Builds and operates biggest Telescopes
- E-ELT project (green light by 2014)



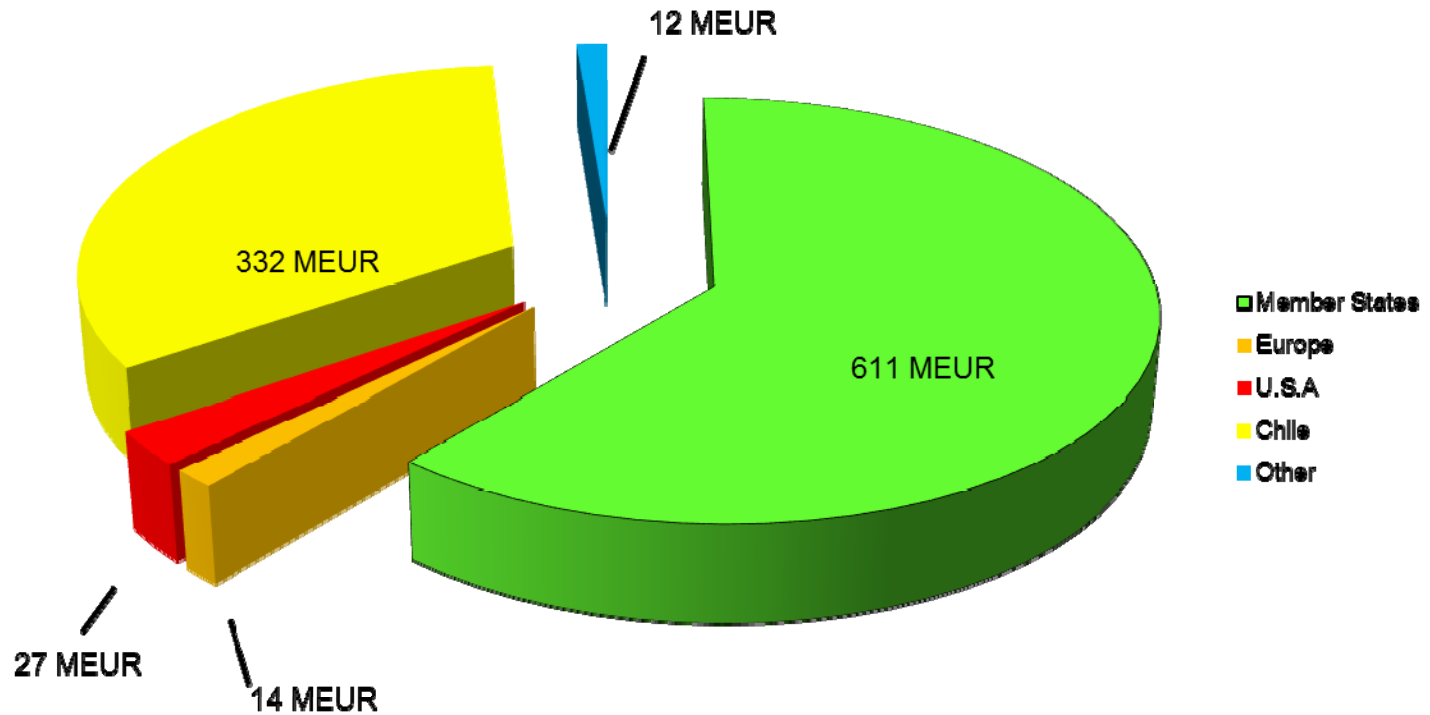


E-ELT

- Total Investment ca 1,1 Billion EUR
- Areas of business activity
 - Dome and Main Structure
 - Mirror Blanks
 - Mirror Polishing
 - Segment Support
 - Position Actuators
 - Mirror Cells
 - Detectors
 - Instrumentation / Institutes
 - Design of Powerstation
 - Control Systems, Software
 - Quality Assurance



Values for ESO Contracts awarded worldwide over the period 2005 - 2014



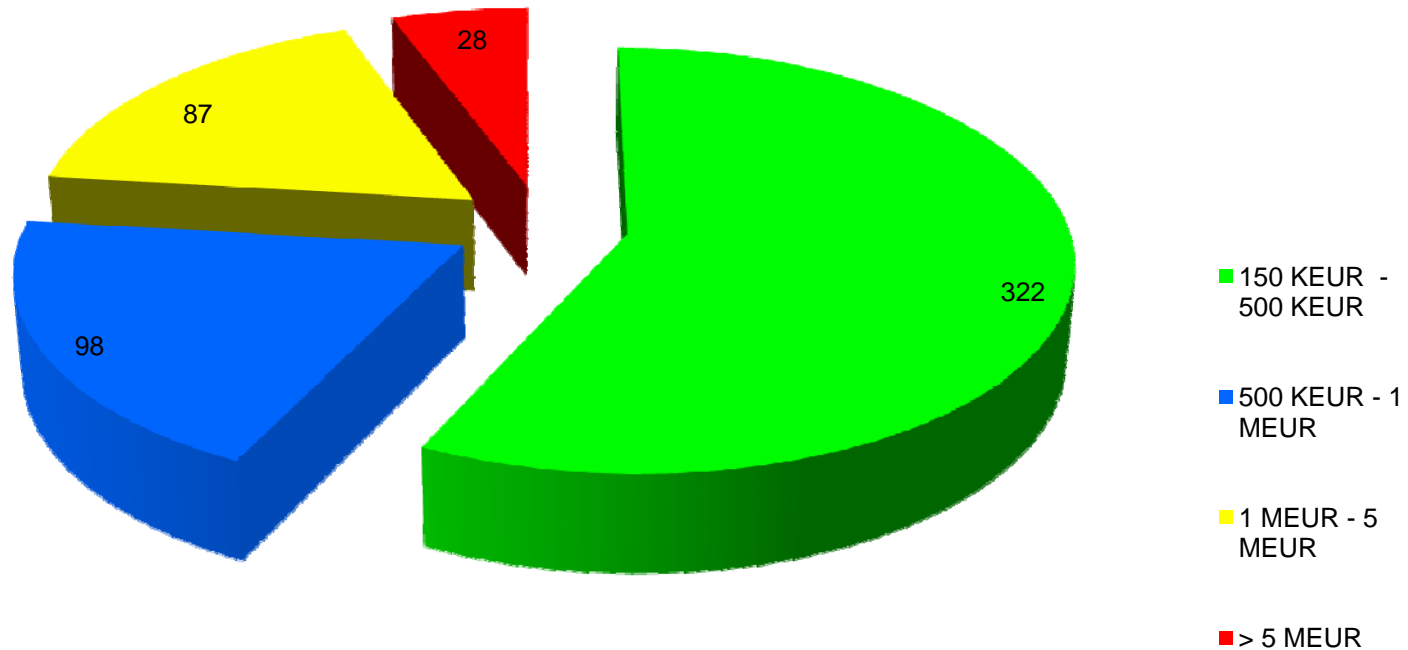
Total Contracts 10 years: 996 Million EUR





Number of ESO contracts awarded over the period 2005 - 2014

Number of contracts, for different price ranges



58,470 contracts below 150 KEUR were placed in this period





Procurement Process

- Selection of bidders:
- Suggestions from ESO Member States (ILO's);
- Database (categories), plus ESO knowledge;
- Interest expressed by companies.



Procurement Policy (1)

- Technical excellence at an affordable cost
- In accordance with key principles for Public Procurement
 - Non-discrimination
 - Transparency
 - Accountability
 - Fairness, economy and efficiency



Procurement Policy (2)

- ESO Financial Rules and Regulations
 - Competitive Tendering;
 - Generally within ESO Member States;
 - Lowest priced technically and managerial compliant tender;
 - Fair distribution of the contracts among the ESO Member States.
- ESO Procurement and Sales procedures



Procurement tools

- Request for Information
- Preliminary Inquiry
- Call for tender
- Price Inquiries





<http://www.eso.org/public/industry/cp.html>

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ESO for the Public > Doing Business with ESO > Procurement at ESO > docs > Advance Information CFT and PI 17 Apr 2015

ADVANCE INFORMATION ON FORTHCOMING CALLS FOR TENDERS/PRELIMINARY INQUIRIES

The page contains advance information on forthcoming Calls for Tenders and Preliminary Inquiries expected to exceed 150.000 EUR. RSS

- [Advance Information on Forthcoming Calls for tender and Preliminary Inquiries](#)
- [Released Calls for tender, Preliminary Inquiries, Price Inquiries](#)

For information or questions, please contact cp@eso.org or cp-chile@eso.org for Chile.

Express Interest for a Forthcoming CFT

Advance Information on Forthcoming Calls for Tender and Preliminary Inquiries

ESO Ref. Document No.		DIVISION	SUBJECT	DETAILS	Scheduled for Issuance
FCFT No	Date				
113	17.03.2015	ALMA/IMG	Service contract(s) for the operation and maintenance of the Sewage Plant and chemical toilets, and the transfer of water at the ALMA Observatory	<p>Call for tender for the operation and maintenance of the Sewage treatment plant and chemical toilets, and the transfer of water (potable and used) within the ALMA Observatory, located at 2900m and 5000m above sea level, near San Pedro de Atacama and Toconao in Chile.</p> <p>The Contract(s) shall start on 01 December 2015 for a period of 3 years with an option to extend it for up to 2 more years.</p> <p>The Call for tender is scheduled to be released in Q2/2015 to potential suppliers in Chile.</p>	2nd Qtr. 2015
112	03.03.2015	DOP/ELT	Request for information for the supply of the E-ELT M3 Mirror Design and Manufacturing	A Request for information (RFI) covering the design and manufacturing of the E-ELT Tertiary Mirror (M3) will be issued in Q2 2015.	2nd Qtr. 2015





Industrial return

- No requirement for *juste retour*...but a strong interest in all ESO Member States of an equitable distribution;
- Measured by Member States' *return coefficient*
- Expenditures recorded by “origin of the supply”



Questions?

