

Presentation at Council Dec 2020

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Head In-Kind an Procurement

The situation and the challenge

- FAIR has a remaining ACC scope of about 240 M€ escalated to be procured
- The list of remaining scope has been made available on the 3rd of June 2020
- A portion of 112,5 M€ escalated is defined as priority procurement and currently allocated to Germany. Shifting of ACC items from this portion to in-kind contributions of other shareholders is possible.
- A window of 6 to 12 months is still open for all shareholders to take over further major ACC components as in-kind contributions
- The current in-kind process for ACC scope allocation is too slow and needs to be changed for the remaining ACC scope of work

Improvement measures

Established measures

- Dedicated steering meetings with BINP since Summer 2020 and dedicated BINP workshops since November 2018
- First dedicated steering meeting with BOSE Institute foreseen in December 2020
- FAIR Membership in Big Science Business Forum (BSBF)

New measures

- Re-activation of FAIR ILOs
- Further dedicated meetings with yourCountry to be established

Activation of ILO (Industrial Liaison Officer)



What can active ILOs do:

- Systematic market intelligence
 - identify key businesses in Country
 - find matches between FAIR's needs and competencies in Shareholder Country
 - enable controlled process of putting forward Eolsand understand own capabilities before requesting assignment and closing contract
 - identify companies who could bid for FAIR tenders
- Disseminate information about FAIR
- Engage industry to become involved in FAIR
- Assist communication between industry and FAIR
- Identify and implement in-kind matches in their country
- Identify and implement the potential for technology transfer in their Country
- Promote the industry of their Country in the scientific world
- Support during execution of in-kind scope of work





Tasks and Actions for FAIR ILOs

- Bi-yearly meeting with all FAIR ILOs –FAIR PMO IOP
 - exchange information about relevant ongoing FAIR activities
 - first meeting in early **March 2021**
- Proposed ILOs training and best practice: **ENRIITC**
 - www.enriitc.eu
 - open to anyone interested in industry liaison
- FAIR ILOs integrate European network of ILOs **PERIIA**
 - www.periia.eu
 - open only to ILOs
- For market intelligence: industry events, especially the Big Science Business Forum (**BSBF**)



Summary and next steps

- FAIR Project needs new Eols and assignments within the next year. In order to achieve this it is important that:
 - Shareholders nominate / confirm ILO (Industrial Liaison Officer) by **February 28 2021**
 - Initial Meeting of FAIR ILOs **March 2021**
 - Please register your ILOs for ENRIITC, PERIA, and possibly BSBF2021
 - Active involvement of the ILOs with FAIR IOP to find best match for remaining In-Kind scope for your Country
 - Bring the Eols to formal decision and close contracts, the input of ILO will speed up this process

The Council encourages all shareholders to take on further in-kind contributions from the list of remaining items (ACB_V8_2_20200331_open_items_to_AFC_IKRB_LiaOff_200603.xlsm, distributed 3 June 2020).