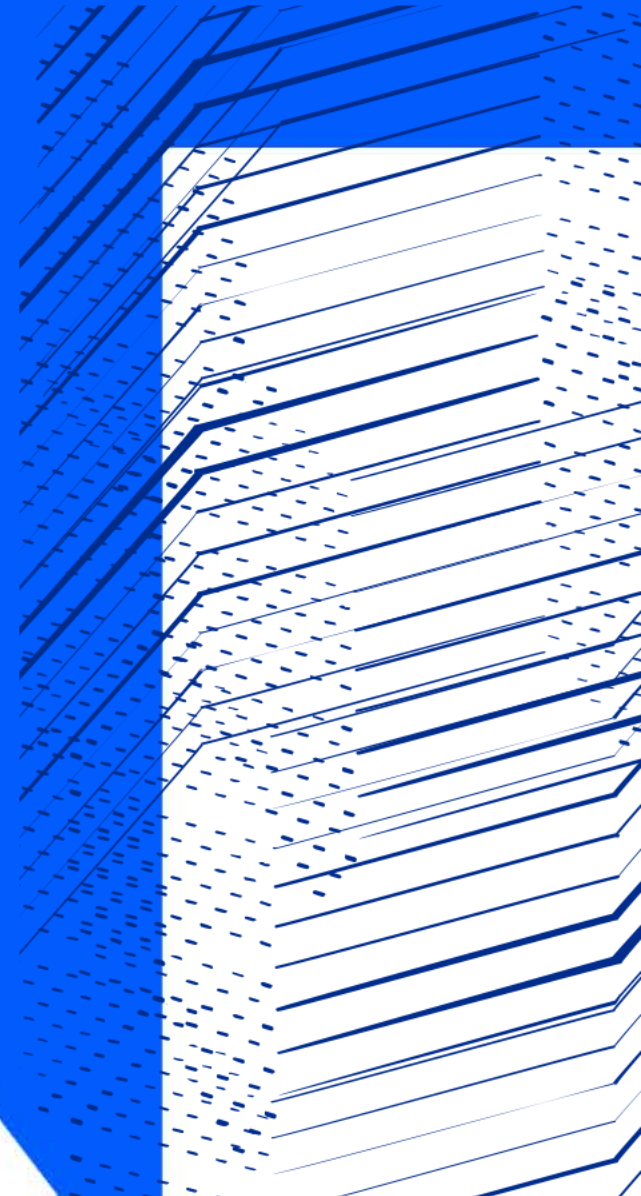




Science and
Technology
Facilities Council

The UK ILO role at International Science Facilities



UKRI STFC Business Opportunities Team

Our role:

- To engage UK industry in the tender opportunities from the international science facilities that STFC funds, on behalf of the UK
- To try and increase the proportion of contracts from the STFC funded international facilities awarded to UK industry, thereby increasing our industrial return

Our team:

- Six staff (some part-time) covering eight ILO roles

Our focus

- Direct tender opportunities from the facilities. Separate team(s) for In Kind activities.



Key activities of a UK ILO

We provide help and advice to UK companies who want to work with facilities

- Advice on the different procurement rules and procedures, connecting with the facilities

We have a database where companies can register to receive notifications about relevant tenders-from the facilities

- Email companies with tenders in their sectors of interest

We run events and site visits to link UK companies with key facilities' staff

- Talks, tours and 1 to 1 meetings

We work with facilities and the ILO Networks to develop their procurement rules to increase fairness and access to contracts for UK companies

Key activities of a UK ILO

Industrial engagement mechanisms:

- Website and case studies of UK wins
- Industry database/Customer Relationship Management system
- Newsletters, Marketing material, Overview of facilities, Tips for bidding
- Events (both within the UK, and at facilities)

Connections:

- Industrial trade bodies/associations
- ILO Networks at facilities, within the UK (ITER ILO at UKAEA), and across Europe (PERIIA, ENRIITC and related Working Groups)
- Work with UK Department for International Trade in host countries
- Big Science Business Forum