



Business Opportunities with ESO, the European Organisation for Astronomical Research in the Southern Hemisphere

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ESO, Projects

ESO is an International Organisation, with 15 Member States, founded in the year 1962

ESO is dedicated to design, construction and operation of powerful ground-based observing facilities for astronomy

Main projects:

- ELT
- ALMA
- La Silla Paranal





Business Opportunities, Contracts

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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.



- [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-garching@eso.org for Europe or cp-chile@eso.org for Chile.

Express Interest for a
Forthcoming Cft

Advance Information on Forthcoming Calls for Tender and Preliminary Inquiries

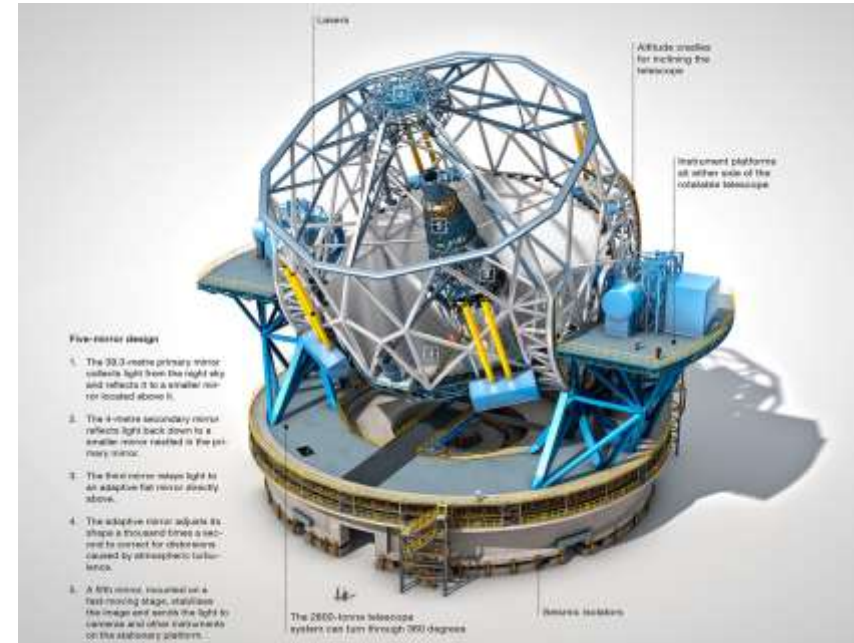
| Cft No | Date | Division | Subject | Details | Scheduled for Issuance |
|--------|----------|----------|---|--|---|
| 214 | 08.05.18 | DOP/PMD | Visible Detectors for the HARMONI Instrument of the ELT | The European Southern Observatory (ESO) is investigating the manufacture, test and delivery of large format (4K x 4K) visible scientific detectors for astronomy, with sensitivity required between 400nm and 800nm. These detectors are required for HARMONI, a first-generation instrument for the Extremely Large Telescope (ELT). | RFI to be released approx. in June 2018 |
| 213 | 23.04.18 | DSC/ePOD | Administration and Operation of ESO's Public Visit Programme and Hosting of Special Visits at ESO La Silla and Paranal Observatories. | <p>The scope of this Call for tender includes:</p> <ul style="list-style-type: none"> - Management of the bookings and arrangements of public visits through the existing ESO system; - Provision of qualified guides to host the public tours, in Spanish and English, at ESO's La Silla and Paranal Observatories; - Provision of qualified guides to host media, VIP or other special visits to La Silla and Paranal Observatories upon ESO's request; - Advertising of the ESO's public visits programme, in coordination with ESO ePOD. <p>The contract shall start on February 1st, 2019.</p> <p>The proposed contract duration is 3 years, with 2 options of yearly extensions.</p> <p>The Call for tender is scheduled to be issued in Q2 2018 to potential suppliers in Chile.</p> | 2 nd Qtr. |
| 212 | 20.04.18 | DOE | Design, Manufacture, and Certification of the ERIS System Handling Tool | <p>The scope of this Price Inquiry is to procure the design, manufacture, assembly, and certification of a handling tool.</p> <p>This tool is intended to support and transport the ERIS Instrumentation System over short distances, and then lift and provide fine positioning during the integration with either the Very Large Telescope (VLT) or a telescope simulator.</p> <p>The handling tool will be used during initial testing in Europe and then inside the VLT enclosure at Paranal in Chile during initial integration and subsequent maintenance activities.</p> <p>The scope of work includes the following tasks:</p> <ul style="list-style-type: none"> - The design the handling tool in accordance with the technical requirements. | 3 rd Qtr. 2018 |



Business Opportunities, Contracts

Current project: the ELT

Areas: Dome & Main Structure, Opto-mechanics, Optical Control, Control-Systems, Civil- and Infrastructure, Instrumentation, Science Data operations.



Contracts placed / to be placed

| Selected Major Milestones (for details on each instrument, see individual fact sheets) | Status |
|---|--------|
| M4 Unit Phase 1 - Preliminary Design | ✓ |
| DMS Consultancy Support | ✓ |
| Platform, Road and Service Trench | ✓ |
| M1 Segment Supports Qualification Units | ✓ |
| Quality Assurance Services | ✓ |
| Independent Software V&V consultancy service | ✓ |
| M4 Unit - Shells | ✓ |
| M4 Unit Final Design and Construction | ✓ |
| MICADO Agreement | ✓ |
| HARMONI + LTAO Agreement | ✓ |
| METIS Agreement | ✓ |
| MAORY Agreement | ✓ |
| DMS Construction | ✓ |
| M1 Segments Polishing | ✓ |
| M2 Blank | ✓ |
| Programme Insurance | ✓ |
| Supply, and installation of ABC Power Substations (23kV + 0.4 kV) | ✓ |
| M1 Edge Sensors | ✓ |
| M2 Mirror | ✓ |
| M2/M3 Cell | ✓ |
| M3 Mirror | ✓ |
| M1 Position Actuators | ✓ |



Contracts placed / to be placed

| | |
|---|---|
| M1 Segment Blanks | ✓ |
| Core Integration Infrastructure Software | ✓ |
| Real Time Computing Infrastructure | |
| PFS A Optomech Sub Unit | ✓ |
| Coating units (M1) | |
| Paranal Technical Buildings (EMF, ETB, Warehouse and SSY) | ✓ |
| M1 Segment Supports Production | ✓ |
| Segment Assembly - Manipulator | |
| M5 Mirror | |
| IR Detectors | |
| M5 Cell | |
| Laser Beam Projection SubUnits | |
| MUSE Type Detectors | |
| Laser Sources | ✓ |
| Segment Assembly - M1 Phasing Gun | |
| M3 Blank | ✓ |
| M1LCS Cabinets Procurement | |
| Transportation Service Contract | |
| Saphira Detectors | |
| CCD220 Detectors for MAORY, MICADO, HARMONI, PFS-A, Telescope Test Unit | |
| M1 Mirror Washing and Stripping Unit | |





Contracts placed / to be placed

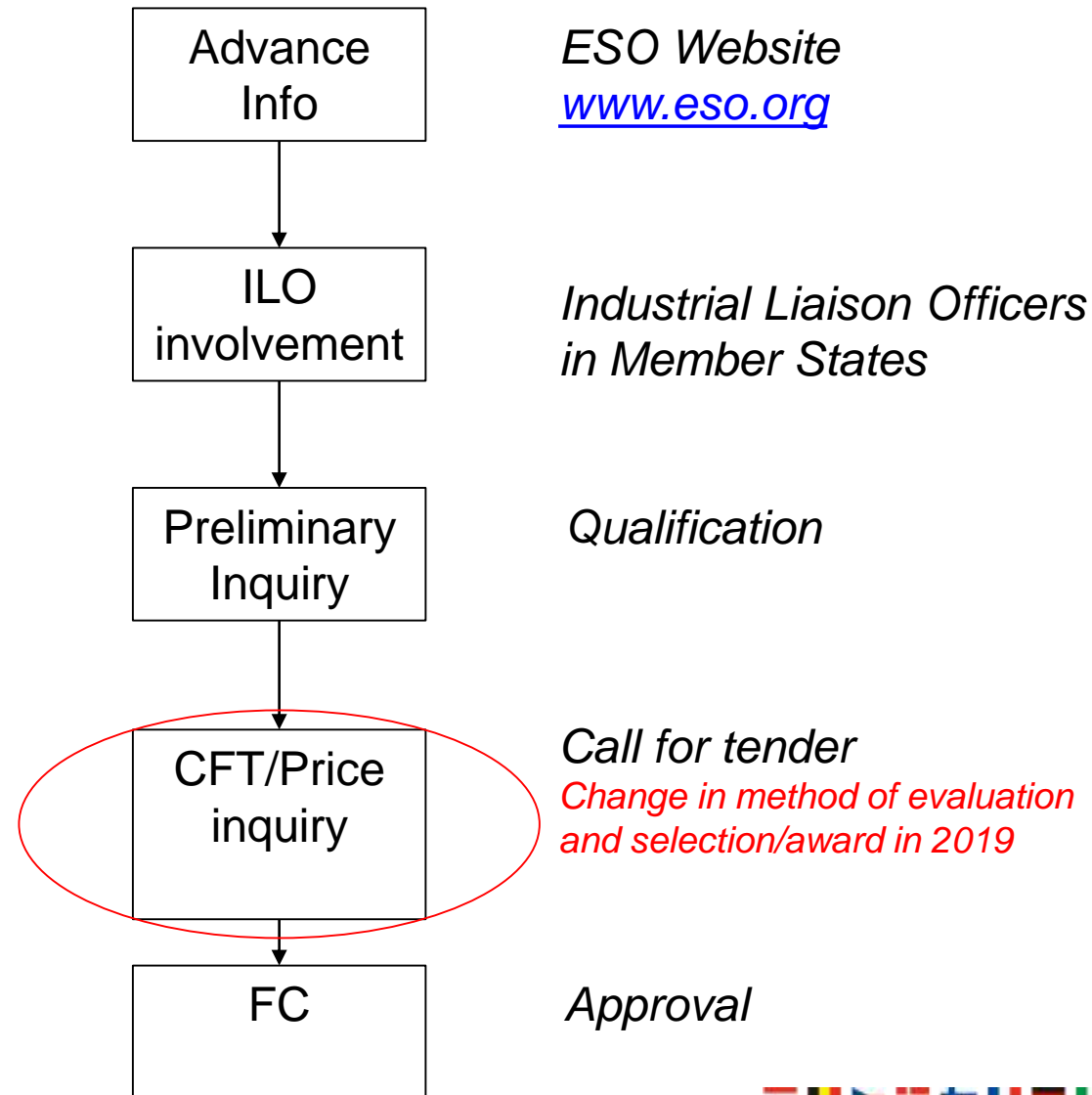
| | |
|---|--|
| OPC Coarse Metrology and Alignment System | |
| M1LCS - Power Distribution and Control | |
| M1LCS - Network infrastructure | |
| Armazones Comms Fibre | |
| Data Flow Development | |
| Cameras for LVSM, CCD220, Saphira Detectors | |
| Network Infrastructure | |
| Siemens/CISCO (Frame Contract) | |
| Mirror Coating Unit (5m) | |
| Telescope Test Unit | |
| LN2 Distribution Infrastructure | |
| AIV – First Light | |
| Hand over to Operation | |

The ELT Telescope on:

<http://www.eso.org/public/teles-instr/elt/>



Procurement process



Best Value for Money

- New: Best valued/scored of compliant tenders
- Previous: Lowest priced of compliant tenders
- Will be applied for Call for tenders
- Will be applied for Price Inquiries
- Will not be applied for COTS products (Commercial Off The Shelf products)

Evaluation Formula

- Technical/Managerial score: 30%
 - Commercial/Contractual score: 10%
 - Price score: 60%
 - Results:
 - Price calculated as relative distance to lowest price
- Example: bidder A: 100 EUR, Bidder B:120 EUR
- Bidder A: 60 points, Bidder B: 48 points (20% less because of 20% higher price)
- Award for the Tender that scores the most points

Example

| EVALUATIONS | Bidder A - scores | Bidder B - scores | Bidder C - scores |
|----------------------------|-------------------|-------------------|-------------------|
| Price | 500,000 EUR | 600,000 EUR | 550,000 EUR |
| Compliance commercial (10) | 5 | 10 | 10 |
| Technical/managerial (30) | 25 | 30 | 28 |

| AWARD (lowest price) | Bidder A | Bidder B | Bidder C |
|-----------------------|-------------|-------------|-------------|
| Price | 500,000 EUR | 600,000 EUR | 550,000 EUR |
| Compliance commercial | 5 | 10 | 10 |
| Technical/managerial | 25 | 30 | 28 |
| Ranking | 1 | 3 | 2 |

| AWARD (Best value) | Bidder A | Bidder B | Bidder C |
|----------------------------|-----------|-----------|-----------|
| Scoring Price (60) | 60 | 48 | 54 |
| Compliance commercial (10) | 5 | 10 | 10 |
| Technical/managerial (30) | 25 | 30 | 28 |
| Total (100) | 90 | 88 | 92 |
| Ranking | 3 | 2 | 1 |

Lowest priced compliant: Award for **Bidder A** which was the lowest priced compliant.
 Best value for money: Award for **Bidder C** which has the best ratio price/quality.



Thank you very much!

Questions?

