

Copenhagen, Denmark
3. July 2018

**Call for bids to become host of
Big Science Business Forum 2020**

26-28 February 2018, the first Big Science Business Forum (BSBF2018) was held in Copenhagen, Denmark. BSBF2018 was the first one-stop-shop for European businesses and other stakeholders to learn about future investments and procurements of EUR 12 billion from Europe's Big Science organisations. In total more than 1000 people participated from over 500 businesses and organisations representing 29 countries. Of these over 200 were involved as exhibitors. BSBF2018 had 120 speakers and presentations and a broad media penetration with 38 journalist and media representatives.

The feedback from the conference has been overwhelmingly positive with 93% of respondents answering that BSBF2018 allowed them to identify potential customers, suppliers or partners, 95% of the respondents in the evaluation being either satisfied or very satisfied with BSBF2018, and 98% of the respondents wanting to participate in a future edition of BSBF.¹

BSBF2018 was hosted in partnership between the Danish Ministry for Education and Science and Bigscience.dk – the Danish appointed Industrial Liaison Officer (ILO) to the Big Science organisations – with support of the Capital region of Copenhagen.

Based on the success of BSBF2018, the Big Science organisations of BSBF (CERN, EMBL, ESA, ESO, ESRF, ESS, European XFEL, F4E and ILL) have now decided to call for bids from interested parties to become the host of Big Science Business Forum 2020 (BSBF2020) to be held in the first half of 2020.

¹ Please see the full evaluation report: <https://bsbf2018.org/bsbf2018-material/>

Big Science Business Forum

Eligibility

Countries, regions or cities; or local, regional or national consortia in Europe are invited to submit bids to become host.

Bid requirements

The bid should include, at a minimum, the following listed elements:

1. Description of programme

The bid must include a description of the following elements that will constitute the cornerstones of BSBF2020, allowing a mix of methods for establishing dialogue B2C (business to organisation) as well as B2B (business to business):

- Industry-tracked parallel sessions where the upcoming procurements, investments and industrial engagement actions are presented by the Big Science organisations;
- Exhibition space, allowing both the Big Science organisations, national ILO's and companies to exhibit;
- 1-1 meetings, which allow for B2C and B2B meetings.

The bid must also to include:

- Proposals for plenary sessions, a social programme and opportunities for satellite meetings/events and site-visits (to relevant Research Infrastructure);
- Proposed scope, duration and exact timing;
- Considerations regarding strategies for promotion to potential participants and potentially a media strategy;
- A list of substantiated success criteria for BSBF2020 that are both realistic and ambitious and against which the performance can be measured against.

In addition, the bidder has the flexibility to propose thematic or national flavours to the event, always taking into account the fact that that BSBF2020 will be a mainly European event with a mainly European-wide audience.

2. Location and venue

The bid must describe the location and demonstrate that the location can accommodate such an event, including:

- Accessibility from all over Europe by air, rail and road
- Hotel facilities in a variety of price ranges
- Proposed conference facilities and venues and their fit to the programme
- Potential link to a big science infrastructure
- Other relevant informed deemed appropriate by the bidder

3. Organisation

The bid must be supported by a strong national or local organisation (e.g. government agency, ILO or region), and must be backed by key national bodies (government, ministry, agency) in the area, if the national body is not the proposed host. The bid must indicate which of these organisations will take the lead. A solid organising capability must be demonstrated in the bid.

The International Organising Committee (IOC), with the future host as chair, will be the main strategic decision making body regarding BSBF2020”.

4. Budget and business plan

The financing and resourcing of BSBF2020 rests on three basic sources (with the host invited to identify further sources):

- The selected host’s contribution both in terms of human resources and financial resources to partially cover conference expenditure;
- The Big Science organisations contribution in terms human resources and coverage of travel and accommodation costs for their own staff;
- Income from BSBF2020 in terms of registration and exhibition fees and sponsorships.

The bid must comprise a budget and a business plan, showing the level of local, regional, national funding sources. The bid must demonstrate that the proposed host allocates the required human resources (in-kind) and cash contribution (incl. outlay).

It is stressed that BSBF2020 must be organised as a non-profit event.

5. Letter of support from relevant authority

The bid must include documentation from the DG/CEO of the relevant authority(ies) wishing to host BSBF2020, including a confirmation that the proposed host will provide the needed outlay for expenses, commit both sufficient human and financial resources and that the host will carry the full economic liability of BSBF2020 for any shortfalls.

Deadline

Bids should be send with the heading “Bid to host BSBF2020” to bsbf2018@ufm.dk no later than **29. August 2018 at 12:00 CET**.

Big Science Business Forum

Evaluation process and criteria

The Big Science organisations will evaluate the expressions of interest on the basis of the following criteria:

1. The quality and content of the proposed programme and its fit to the overall vision and purpose of BSBF2020, including the proposed success criteria;
2. The suitability of the proposed location and venue(s), including a potential connection to a big science infrastructure;
3. The strength and solidity of the proposed host and the local organisation;
4. The soundness of the budget and financial plan, including the resources made available.

Bidders may be asked for additional information to support the bid, and be invited for interviews in Vienna, Austria on 13 September 2018 with a short notice (at their own expense), after which bidders will be informed on the final decision.

The Danish Ministry for Higher Education and Science will serve as the role of secretariat to the Big Science organisations until the next host is identified. Hence, the ministry is not involved in the decision-making process.

Further information

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On request, the Danish host of BSBF2018 will make available

- Detailed information about BSBF2018;
- Observations from the big science organisations and the host on the planning and execution of BSBF2018;
- Financial model for BSBF2018;
- Evaluation and other relevant material can be found at
<https://bsbf2018.org/bsbf2018-material/>
- Other information.

Annex 1: Purpose and background

Big Science organisations rely on industrial suppliers for the construction, maintenance, operation and upgrading of their facilities. This role is typically exercised via public procurements and purchasing, and involves scientific and high-tech technologies and products but also more conventional deliverables. Although Big Science organisations have largely different scientific objectives, it was noted that the characteristics of companies actively engaging with them are very similar. This results in large overlaps between the supply chains of different Big Science organisations.

It is within this framework that Big Science turns into big business and the so-called Big Science market emerges. However, the Big Science market is fragmented by different and often time-consuming procurement procedures, technical standards and quality controls, which creates market entry challenges for businesses and suppliers. The consequence is that especially many small- and medium-sized enterprises (SMEs), who would otherwise be good business partners for multiple Big Science organisations, often find the market too difficult to penetrate.

Thus, the vision behind BSBF is to provide an important stepping stone towards establishing a stronger, more transparent and efficient Big Science market in Europe, minimising entry barriers/costs for industrial suppliers and therefore: maximising the competition to secure cost effectiveness and maximising the positive impact of Big Science spending on European industrial competitiveness. BSBF aspires to be Europe's new one-stop-shop on the Big Science market and an important contribution to the sustainability of Big Science facilities, for the benefit of both Big Science and businesses.

Thus, Big Science Organisations that primarily have an interest in addressing the European industry as end users of the facility are not targeted. The focus of BSBF is industrial supplies to Big Science – not industrial use of Big Science.