CONFERENCE

ITER Procurement Strategy

Mack STANLEY

Head of Procurement, ITER Organization

With 20 years of experience in the Nuclear Procurement Field, Mack has worked on a wide variety of projects across the public and private sectors.

Mack's experience has spanned clients such as the United States Department of Energy at the Hanford Site in Washington State, the Savannah River Site in South Carolina the Y-12 National Security Complex in Tennessee, and the Oak Ridge National Laboratory in Tennessee. He was also involved in the completion of the Watts Bar Unit 2 Reactor for the Tennessee Valley Authority. His international experience includes in-country consulting for the United Kingdom Ministry of Defence in Bristol, England.

Before joining the ITER Organization in 2023, Mack was part of the US Domestic Agency.

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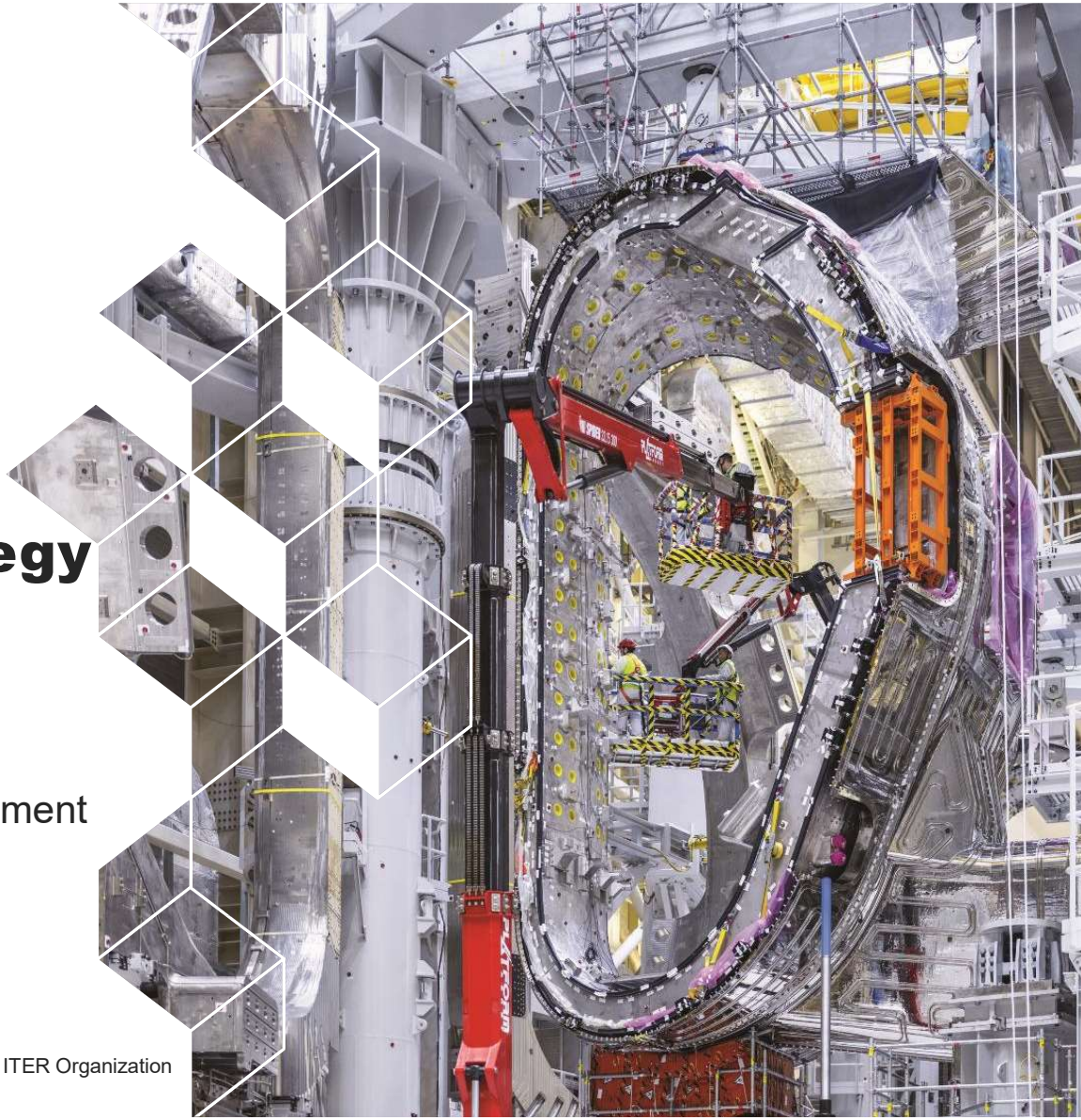
INTERNATIONAL ITER BUSINESS FORUM

The ITER Procurement Strategy Success via Diversity

Mack L. Stanley

ITER Organization - Head of Procurement



THURSDAY APRIL 24th

Agenda

1. What is ITER Procurement?
2. Strategy
3. Procurement Processes
4. Changes for Efficiency

Introduction

Procurement Activity over the years

- Building Structures are largely complete
- Standard systems under contract or delivered
- Liquid Helium Plant - Delivered
- Repair contracts placed and completed

Changes to Procurement based on current status

- Assembly based activity
- Co-Activity challenges
- Custom designed solutions

1. What is ITER Procurement?

By The Numbers

ITER Procurement Team

PRD Head
Mack Stanley

Compliance & Transformation Manager
Daphne Crowther

Operations Manager
William De Cat

PRD Assistant
Valerie Martin

Plant & Machine Assembly (PMA) Section Leader
William De Cat (Acting)

Machine Assembly Program (MAP)
Plant Installation Program (PIP)
Tokamak Program (TKP)

Procurement Project Support (PPS) Section Leader
Takakazu Kimura

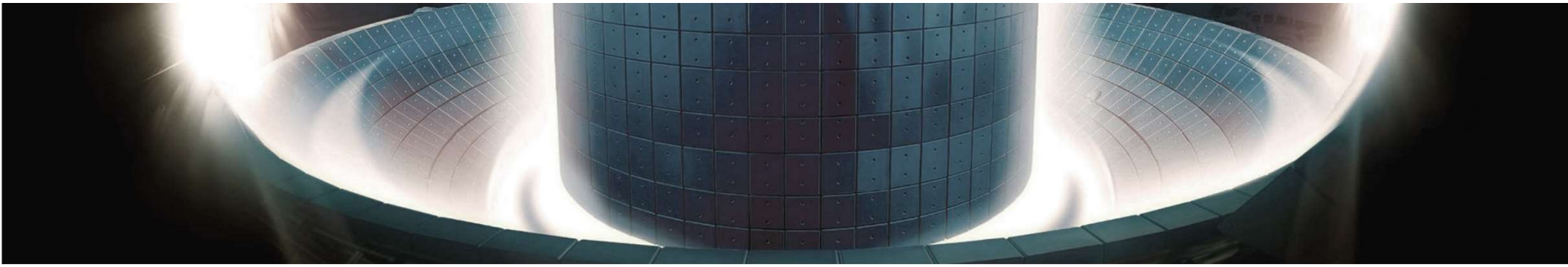
Administration Department (ADM)
Office of Director General (ODG)
Safety & Quality Department (SQD)
Science & Integration Department (SID)
Engineering Services Department (ESD)
Cross Program
Central Integration Division (CID)
Blanket Project (BKT)
Diverter Project (DIV)
Tritium Breeding Blankets Project (TBB)
Remote Handling Project (RHP)
Diagnostics Program (DIAG)
Hot Cell

Procurement Operational Delivery (POD) Section Leader
Andrew Brown

Heating & Current Drive Program (HCD)
Electrical Systems Program (ESP)
Buildings & Site Management Program (BSM)
Plant Systems Program (PSP)

7 Member States

- 45 People
- 15 Nations
- 5 Continents
- 63% Female, 37% Male

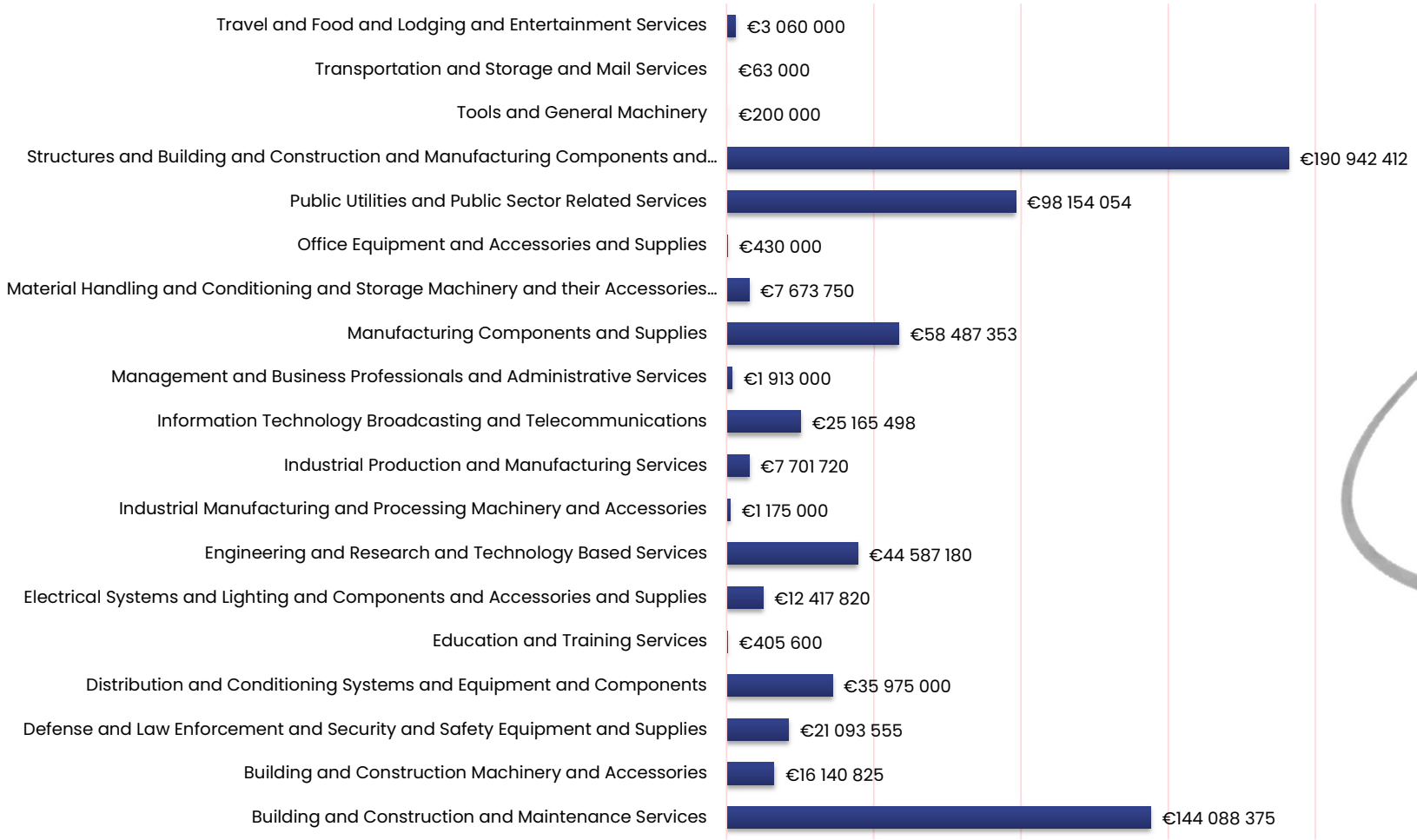


2024 – Spend

- ✓ Actual Commitments totaling 760 M Euro
- ✓ 3,000 total Procurement actions
- ✓ 14 procedures utilized
- ✓ Across all ITER Members

Highest single year commitment to date for ITER

2024 Spend by Commodity



ITER Procurement
By the numbers

2025 Forecast Spend

✓ Forecasted total 1.3 Billion Euro

✓ 3,500 Procurement Actions

From start of the year, 1400 Procurement Actions have been initiated for an Approx. value of 740 M Euro

2. Strategy

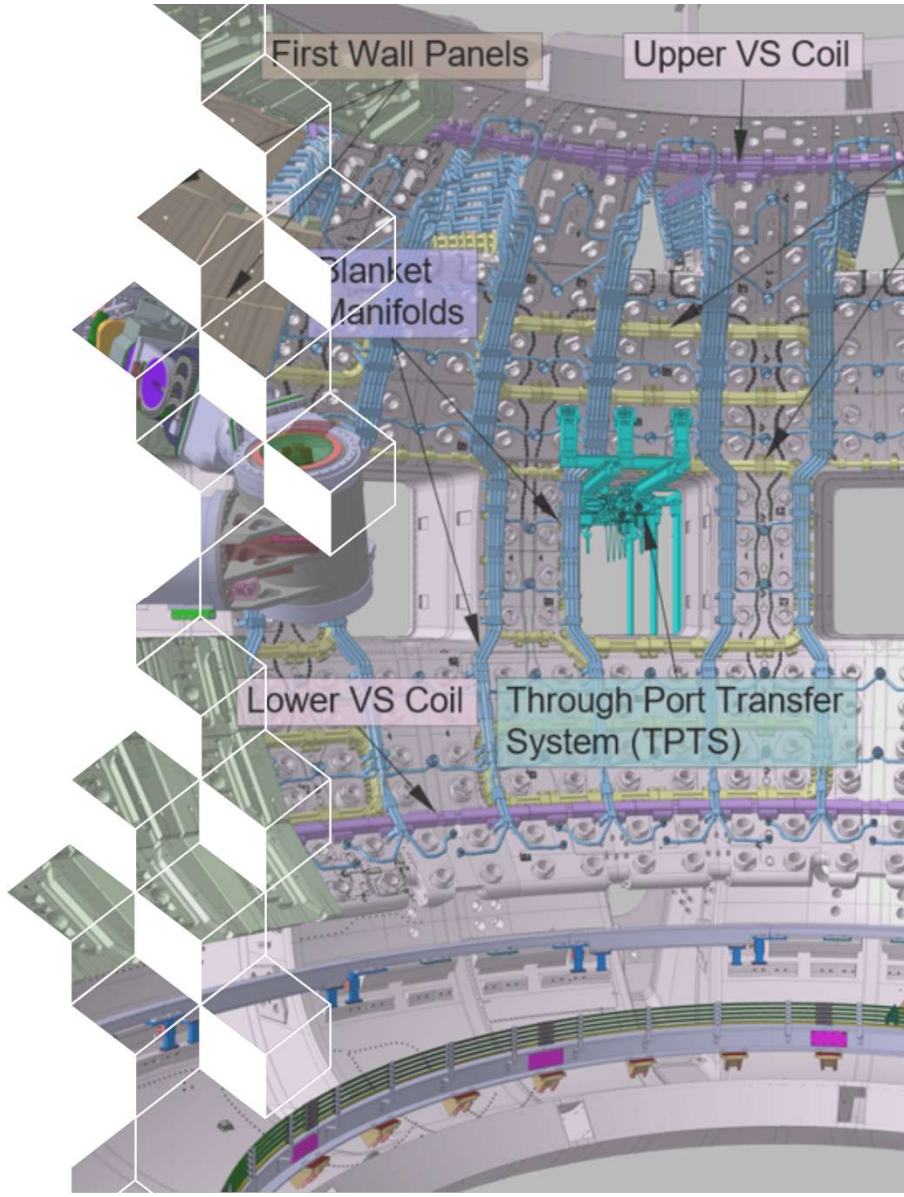
Overarching Principals

Procurement Vision

To empower the future of Fusion energy through a Procurement Division that is swift, fair, and forward thinking.

Accomplished via a Strategy of:

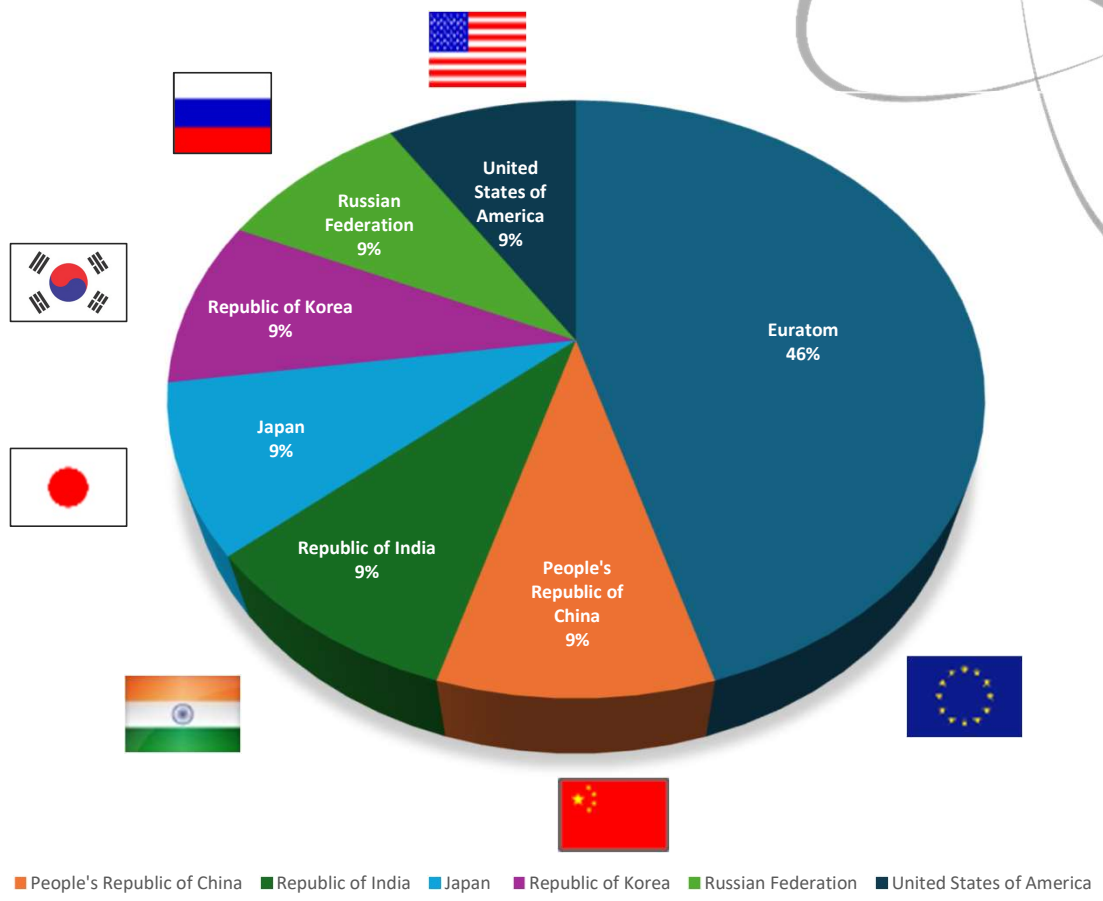
- Flexibility
- Balance
- Continuous Improvement
- Embraced Uniqueness
- Leveraged Diversity
- Transparency



ITER Procurement Strategy

Overarching guidance calls for a Procurement approach that strives for:

- Sound financial management
- Alignment with Member contributions
- Adherence to ITER Agreement



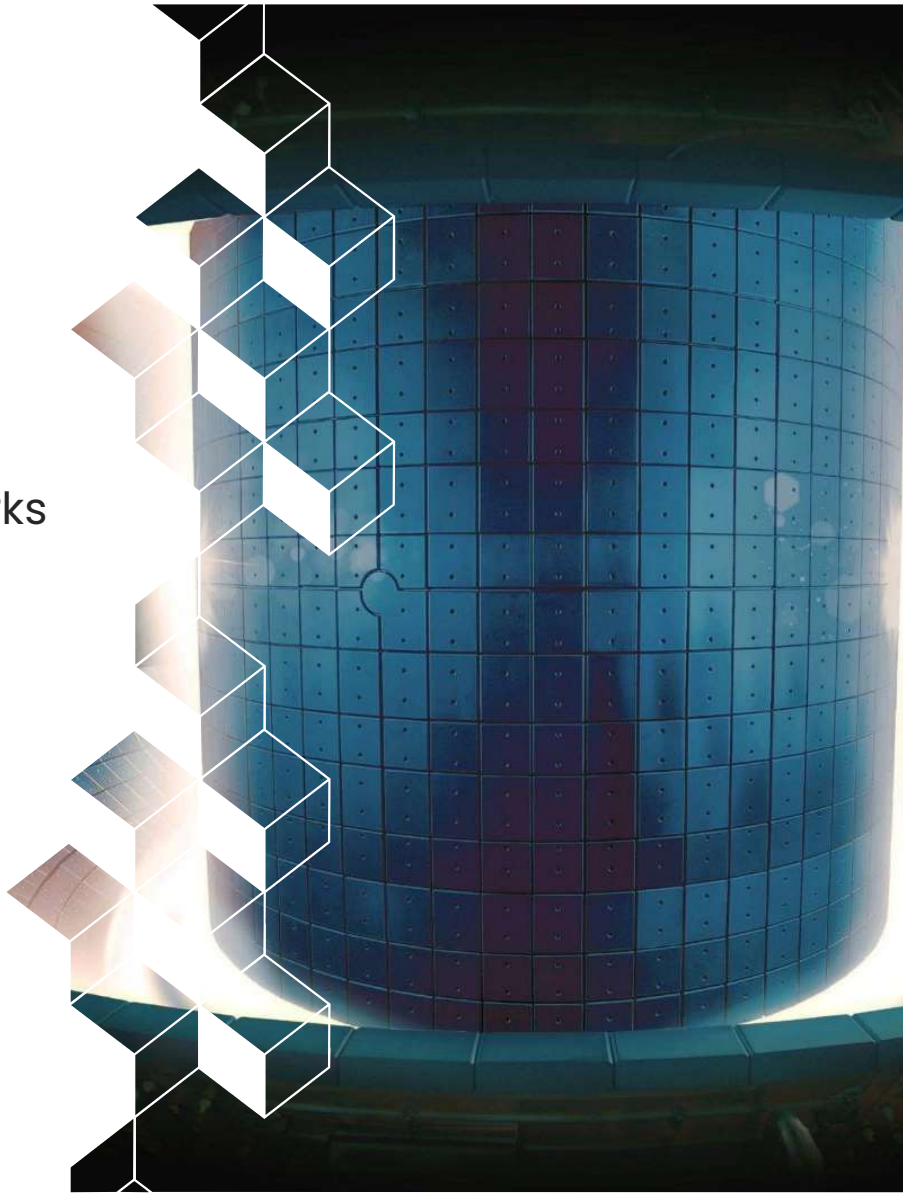
Procurement Strategy
Acquisition Methods

ITER Organization Supply Chain

- Competition, Restricted Competition, Sole Source
- Framework, Supply, Service, and Construction Works Contracts
- Fixed Price, Design to Cost, Design Build

Domestic Agencies

– Procurement Arrangements
- Task Agreements



3. Procurement Process

Success via diversity

Procurement Process Success via Diversity

In Cash Procurement

Procurements for the **direct need of the ITER Organization** in Saint-Paul-lez-Durance, France.

Any procurement shall comply with generally accepted Practices of international public procurement taking due account of the nature of the ITER Project, during the construction phase.

As an International Organization, this process specifically pursues DA participation via various mechanisms.

In Cash Procurement Procedures

Call for Tender

Competition

Candidates identified by the Domestic Agencies may participate

Open Tender

Competition

Candidates from a Member Nation may participate

Competitive Dialogue

Competition

Candidates identified by the Domestic Agencies and by the IO may participate. Solutions proposed in initial tenders will be further discussed and elaborated with the tenderers.

Restricted Tender

Competition

Selected candidates may participate.

Utilised in exceptional circumstances only.

Request for Quotation

Competition

Selected candidates may participate.

A simplified procedure for Commercial Off The Shelf items.

Negotiated Procedure

Competition

Selected candidates may participate and further negotiations will be conducted based on initial proposal. Utilised in exceptional circumstances.

Single Source

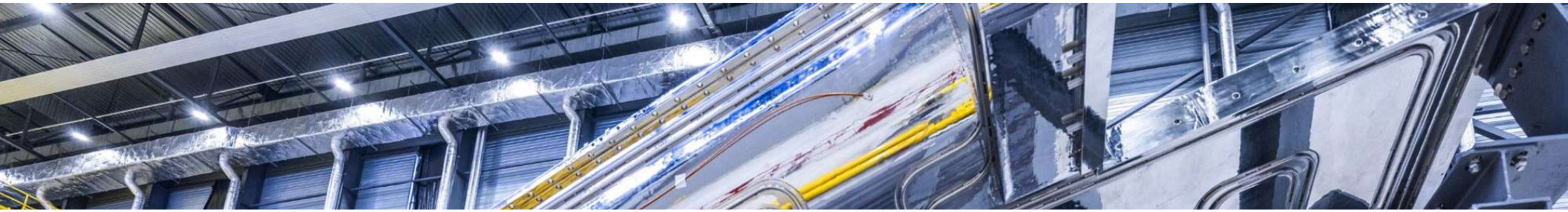
No Competition

Direct agreement with one supplier

Procedures are processed through IPROC

Procurement Process

Call For Tender	Start PR with approved Tech. Summary / Specs Received	→	Call for Nomination and Pre-Qualification issuance	→	Pre-Qualification and Tender Issuance	→	Proposal Submittal	→	Evaluation - Technical & Commercial	→	Award Notification, Negotiation, and Signature	8 Months on Average
Open Tender	Start PR with approved Tech. Specs Received	→	PIN on Website and Tender Issuance	→		→	Proposal Submittal	→	Evaluation - Technical & Commercial	→	Award Notification, Negotiation, and Signature	5 Months on Average
Restricted Tender	Start PR with approved Tech. Specs Received	→		→	Tender Development and Issuance	→	Proposal Submittal	→	Evaluation - Technical & Commercial	→	Award Notification, Negotiation, and Signature	4 Months on Average



Procurement Tools

- **IPROC**
  - ✓ Supplier Registration
  - ✓ Sourcing (request for offers)

- IO web page on procurement
  https://www.iter.org/proc/overview

Call for Tenders | Call for Expertise | Open Tenders | Forthcoming Tenders | Market Survey

CALL FOR TENDERS

New **Sign up to automatically receive our procurements Notifications** | subscribe

38 results found TENDER STEP : COST RANGE : SEARCH :

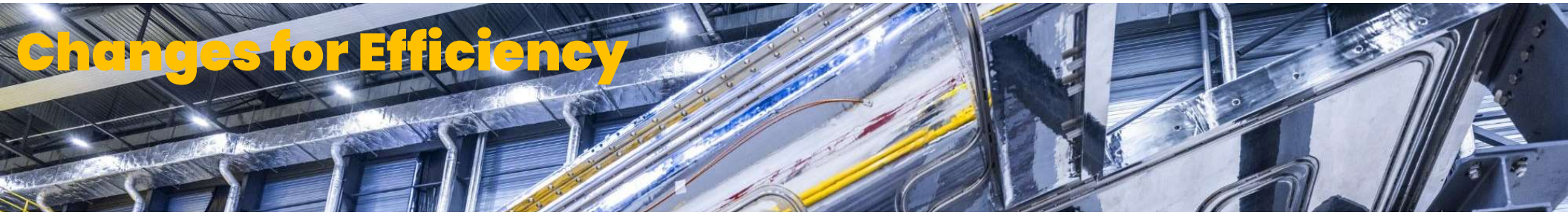
✱ In the column "Cost Range", an indication of the cost range of the tender is given in the form of letters A, B, C and D.

A Item range **300 000 – 2 000 000 EUR**
B Item range **1 500 000 – 5 000 000 EUR**
C Item range **4 000 000 – 12 000 000 EUR**
D Item range above **10 000 000 EUR**

Reference	Title	Tender Process	Current Step	Cost range
O/23/CFT/70000863/JLE	**Design, Prototype, Qualification, Manufacture and Supply of integrated vacuum extensions** NEW		Call for Nomination Status : Ongoing	A
IO/23/CFT/70000938/LLU	**Transversal Engineering Services for the Diagnostic Development**		Call for Nomination Status : Closed	D

4. Changes for Efficiency

What are we doing to help you?

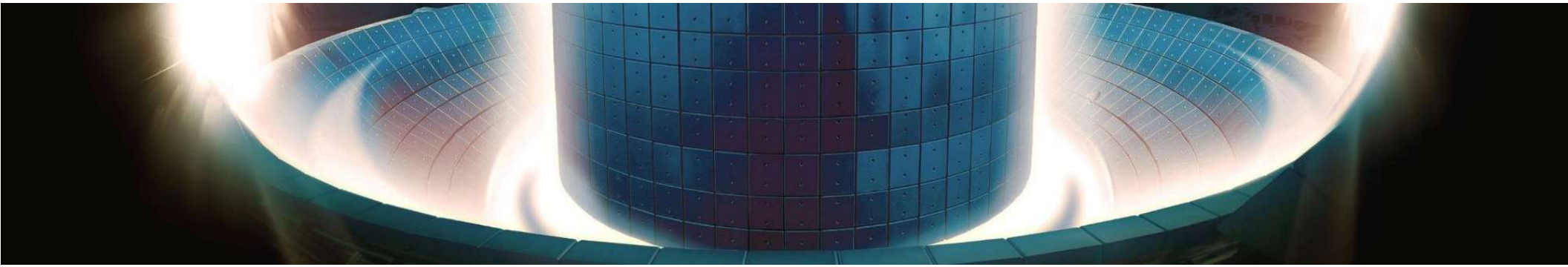


Procurement Process Changes – 2024

With the 2024 Re-baseline, ITER Procurement has undertaken the challenge to further **streamline** our processes with the end goal of **reducing Tender cycle time**.

Burdensome Processes present a significant hurdle for the IO to achieve its obligations.

We realize our tender processes take time, and this extended duration may cause difficulties for the supply chain.



Procurement Process Changes – 2024

- **Terms and Conditions**
  - Reviewed and revised to better balance risks and obligations between the IO and the Supplier
  - Incorporate exceptions commonly requested by supply chain and agreed by the IO
  - Bring clarity and simplification to language

- **Shortend Tender Cycle Times**
  - MAC Thresholds and Increased use of alternative consultation methods (Dec 2024)
  - Improved internal process for Legal Review
  - Reduced internal administrative requirements
  - Allowance to run steps in parallel
  - Creation of new tools and refinement of existing tools
  - Live contract reviews

Procurement Process Changes – 2025

- **Supplier Database**
  - Pre-Qualification / Qualification
  - Ties to Intellectual Property Database
  - All DA Access
  - Suspect / Counterfeit Tracking
- **Construction Contract Template**
- **Modification of Negotiation approach**
- **AI – Exploring potential use in Procurement Procedures**
- **Continued effort to increase DA integration**

Changes for Efficiency

Future Contracting Opportunities

THEMATIC WORKSHOPS

14.30▪16.00

Buildings & site management program ▪ *ITER achievements, challenge & business opportunities*

5 MORGIOU

- Yves Belpomo, ITER Deputy Program Manager
- Romaric Darbour, F4E Deputy Program Manager

Chairperson: *Sergio Orlandi ITER Head of Construction Project*

Controls & integrated commissioning program

System commissioning & Control command system architecture

4 SORMIOU

- David Grillot, ITER Controls & Integrated Commissioning Program Manager

Chairperson: *José Antao Head of Public Innovation Policy Management ILO Portugal*

Diagnostics program & tools

ITER Business opportunities

2a CALLELONGUE P.

- Victor Udintsev, ITER Diagnostics Program Manager
- Glenn Counsell, F4E Program Manager for Diagnostics

Chairperson: *Søren Bang Korsholm Senior Scientist, Technical University of Denmark DTU ILO Denmark*

16.30▪18.00

Buildings & site management program ▪ *Hot Cell Facility & perspectives*

5 MORGIOU

- Alexis Dammann, ITER Hot Cell & Radwaste Project Leader
- Giovanni Di Giuseppe, ITER Auxiliary Systems Project Leader
- Eva Noukou, F4E Deputy Project Leader for Hot Cell

Chairperson: *Delong Luo, ITER Deputy Director-General, Corporate*

Heating & current drive program

4 SORMIOU

- Caroline Darbos, ITER Electron Cyclotron Engineer
- Gonzalo Micó Montava, F4E Heating and Current Drive Project Manager

Chairperson: *Ana Belén del Cerro Gordo, Ministry of Science, Innovation and Universities, ILO Spain*

Machine assembly program

2a CALLELONGUE P.

ITER Core Machine Assembly Progress to date, challenges & solutions

Evolution of contractor, collaboration on Machine Assembly Construction Contracts

- Jens Reich, ITER Machine Assembly Program Manager
- Mary O'Loughlin, ITER Contract & Cost Management Officer

Contractor Perspective on collaboration on Machine Assembly works

- Wang Peng, CNPE
- Arican Pamir, SIMIC

Chairperson: *Kattalai Ramachandran Sriram, ITER Head of Director-General's Office*

THEMATIC WORKSHOPS

9.30▪11.00

AI / Digital transformation

4 SORMIOU

- Jean-Daniel Delaplagne, ITER IT Section Leader
- Anders Wallander, ITER Head of Control System Division
- Simon Pinches, ITER Plasma Modelling & Analysis Section Leader
- María Ortiz de Zúñiga, F4E H Engineering CAD & Data Mana

Chairperson: *Alain Bécoulet, IT Science & Integration Departm*

Plant installation program ▪ *O Installation progress & next opp*

2a CALLELONGUE P.

- Bertrand Roques, ITER Plant Program Manager

Chairperson: *Juan Knaster, EU*

Electrical systems program ▪ *Present Status & Business Opportunities*

2b CALLELONGUE G.

- Jinchao Li, ITER Electrical Systems Program Manager

Chairperson: *Max Collins, Business Developer & Project Manager, ILO Sweden*

THEMATIC WORKSHOPS

9.30▪11.00

AI / Digital transformation

4 SORMIOU

- Jean-Daniel Delaplagne, ITER IT Section Leader
- Anders Wallander, ITER Head of Control System Division
- Simon Pinches, ITER Plasma Modelling & Analysis Section Leader
- María Ortiz de Zúñiga, F4E Head of Project Engineering CAD & Data Management

Chairperson: *Alain Bécoulet, ITER Head of Science & Integration Department*

Plant installation program ▪ *Overview of Plant Installation progress & next opportunities*

2a CALLELONGUE P.

- Bertrand Roques, ITER Plant Installation Program Manager

Chairperson: *Juan Knaster, EUDA Representative*

Electrical systems program ▪ *Present Status & Business Opportunities*

2b CALLELONGUE G.

- Jinchao Li, ITER Electrical Systems Program Manager

Chairperson: *Max Collins, Business Developer & Project Manager, ILO Sweden*

Plant systems program ▪ *Fuel Cycle Systems Status & future business opportunities*

5 MORGIOU

- Christopher Grant-Wilson, ITER Detritiation System Coordinator
- Biswanath Sarkar, ITER Technical Advisor
- Josep Benet, F4E Head of Cryoplant & Fuel Cycle Program

Chairperson: *Olivier Gastaldi, CEA-AIF Head of Tritiated Waste & Dismantling Program*

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THANKS

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