



POCATOM



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The V International Forum of Nuclear Industry Suppliers ATOMEX-2013

2-4 December 2013, Moscow, CEC Expocenter



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"This year we are holding the V Forum of nuclear industry suppliers ATOMEX 2013. For the period of the Forum existence more than 650 Russian and foreign companies of the nuclear industry have become new suppliers for the State Corporation Rosatom enterprises."

Nowadays we can say that Forum ATOMEX is formed as a full-scale site with participation of foreign partners, where key innovations are discussed concerning the procurement process arrangement and provision of delivery of up-to-date and high quality equipment for the nuclear power industry. Meaningful dialog between customers and suppliers of products and services is the major condition of optimization. In the dialog the solutions are determined enabling to reduce delivery periods, to eliminate barriers for the wide range of procurement participants, and as a result to cut down the expenses."

**S. V. Kirienko,
Director General, State Corporation "Rosatom"**



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"...Actually Rosatom works as a government agency which actively implements the Open Government principles – efficiency, transparency, involving partners to active dialog. This is evidenced by invitation of suppliers for making mutual solutions within the Forum framework.

Maintenance of high positions is impossible without exchange of the best operating experience and open social dialog. Rosatom has become one of trendsetters for involvement of the civil society institutes in policy development in the sphere of nuclear power usage, this aim is being successfully implemented by the community board of the State Corporation.

These and some other innovations of Rosatom are the recipe of development of the human potential of our country, its energy security provision, wide-range introduction of innovative technologies and their transfer both in Russian and abroad, attracting investments, including by means of private-public partnership.

Forum ATOMEX 2013 is an opportunity for sharing of knowledge, distribution of best operating experience, discussion of future aims and tasks of the industry..."

**M. A. Abyzov,
Minister of the Russian Federation on Open Government Issues**



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"Forum ATOMEX is the important and significant discussion site where suppliers and representatives of nuclear industry enterprises can discuss any issues including those which are related with the procurement system functioning, provision of high quality and efficient supplies of equipment and services. This is always an open dialog affording ground for implementation of mutual projects and partnership development, and at the exhibition organized within the Forum framework the suppliers can demonstrate some samples of innovative equipment and discuss the prospects of its introduction with eventual customers."

**Ye. I. Yelin,
Deputy Minister of Economic Development of the Russian
Federation**



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Main Purposes of the Forum:

- competitive environment development;
- involvement of the maximum number of suppliers;
- provision of transparency of procurement activities of the State Corporation "Rosatom".



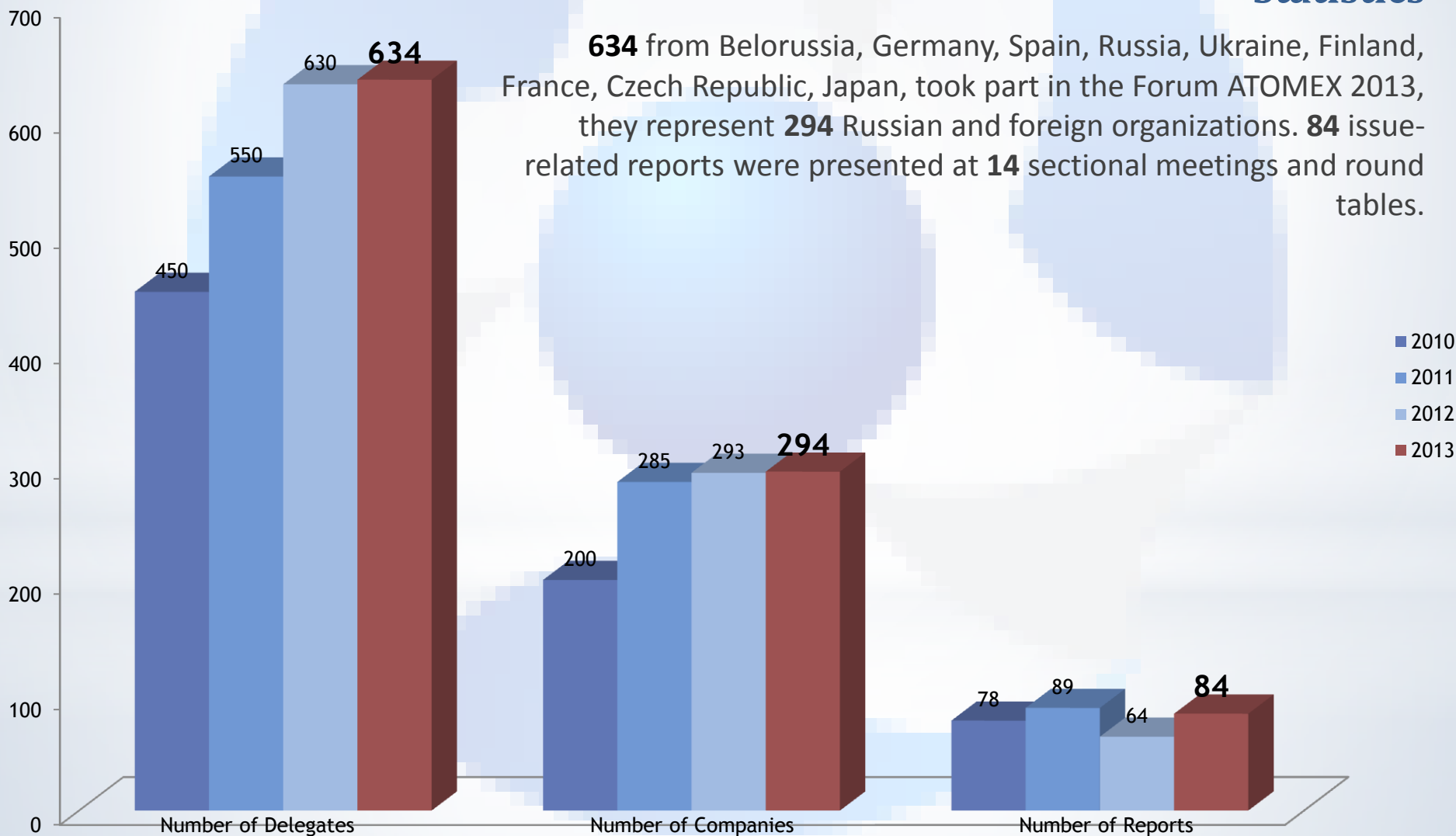


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Statistics

634 from Belorussia, Germany, Spain, Russia, Ukraine, Finland, France, Czech Republic, Japan, took part in the Forum ATOMEX 2013, they represent **294** Russian and foreign organizations. **84** issue-related reports were presented at **14** sectional meetings and round tables.





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"Fair Supplier of Nuclear Industry 2013" Diploma Award

According to the tradition, "Fair Supplier of Nuclear Industry 2013" diplomas were awarded. The main criteria for choosing the suppliers to be awarded with the diploma were the following:

- Fulfillment of treaty obligations: equipment delivery at the stated time, according to the stated cost;
- High quality of supplied products and provided services;
- Maintenance of factory warranty for equipment
- No annual rise in prices per equipment unit;
- Significance of works performed by the supplier for the industry;
- Absence of claims from customers for delivered products.





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List of Companies Awarded with Diploma "Fair Supplier of Nuclear Industry":



LLC "KVANT"

CJSC "BALTIYSKAYA PROMISHLENNAYA KOMPANIYA"

LLC "SOYUZ-STAL"

CJSC "URALSPECMONTAZH"

CJSC "DON"

LLC "POLYPLAST"

JSC "NPP "SAPPHIRE"

JSC "EXITON"

JSC "LITIUM-ELEMENT"

CJSC "ENMASH"

LLC "GLAVSNAB"

PAO "KIEV CENTRAL DESIGN BUREAU OF REINFORCEMENT
ASSEMBLY CONSTRUCTION"

JSC "IRON AND STEEL WORKS "ELECTROSTAL"

LLC TPC "SOYUZ-STAL"

The diplomas were presented by Kirill Komarov, Deputy Director General of the State Corporation Rosatom on development and international business.



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BUSINESS PROGRAM

PLENARY SESSION

Moderator: K. B. Komarov, Deputy Director General, State Corporation "Rosatom"

Speakers:

- **S. V. Kirienco, Director General, State Corporation "Rosatom"**
- **M. A. Abyzov, Minister of the Russian Federation on Open Government Issues**
- **A. Yu. Tsarikovsky, Official Secretary, deputy director of FAS of Russia**
- **D. A. Gotovtsev, Deputy Director of the Department for development of contract system of the Ministry of Economic Development and Trade of Russia**
- **G. S. Sakharov, Director for Capital Investments, State Corporation "Rosatom", "Control of Capital Investments in the State Corporation "Rosatom"**
- **P. A. Tikhomirov, Chairman of CAC, State Corporation Rosatom, "Monitoring of Procurement activity in the nuclear industry"**
- **D. V. Pavlov, Director of Technical Regulation Department, State Corporation Rosatom, "Peculiarities of technical regulation in the field of nuclear energy use"**



ПРОГРАММА КОНФЕРЕНЦИИ АТОМЕКС 2013.pdf



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BUSINESS PROGRAM

- Sectional meeting 1** "Interaction of engineering companies with equipment suppliers and manufacturing plants at the stage of serial project development and construction on the basis of VVER-TOI Project."
- Sectional meeting 2** "NPP Operation, Overhaul, Operating Lifetime Extension and Upgrading. Supplied Equipment Quality Control."
- Sectional meeting 3** "Information Technologies for nuclear power industry"
- Sectional meeting 4** "Engineering surveys, arrangement, designing and construction of nuclear power objects"
- Sectional meeting 5** "Procurement of equipment for nuclear and power engineering industry"
- Sectional meeting 6** "Equipment supply for NPP construction under foreign projects of State Corporation Rosatom"

- Round Table 1** "Arrangement of procurement activities. Opportunities of the nuclear industry suppliers"
- Round table 2** "Conditions of entrance of construction organizations to the market of NPP construction"
- Round table 3** "State procurement and a new legislation on the contract system"
- Round table 4** "Purchasing System in the Nuclear Industry. Relevant development trends"
- Round table 5** "Financial tools for suppliers' support"
- Round table 6** "Peculiarities of procurement arrangement in the field of R&D"

- Presentation session 1** "Equipment for NPP and Nuclear Industry. Instrumentation and automatic control"
- Presentation session 2** "NPP Design and Construction. Engineering Structures and Materials"



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EXHIBITION

The exhibition is arranged in pavilion No. 1 of CEH Expocentre and takes more than **2000 sq.m.** (2012 – **1680 sq.m.**, 2011 – **1100 sq.m.**). Expositions of actual and eventual suppliers and customers are presented at the exhibition. More than **100 companies** took part in the exhibition.



More than **100 companies** presented new developments at their exhibition stands.



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For the First Time At the Forum

It was the first time that **the meetings in "B2B" format** between suppliers and representatives of major companies of the State Corporation Rosatom were organized at the International Forum ATOMEX 2013; the companies are listed below:

OJSC "Direktsiya Yedinogo Zakazchika" (DEZ)

OJSC "Concern Rosenergoatom"

OJSC "Atomenergoproekt"

Rosatom OTsKS

OJSC "NIAEP – ASE"

OJSC "Atomenergoremont"

OJSC "Atomenergomash"

OJSC TVEL





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Presentation Sessions of Suppliers

One of the main events at the International Forum ATOMEX 2013 is presentation sessions of suppliers. Presenting their reports to audience consisting exclusively of experts, each speaker obtains additional opportunities for promoting their products. Representative of the following companies addressed at the presentation sessions:

OJSC "Turboatom"

**PCS of SDB FSUE "Experimental factory
of scientific engineering of Russian academy
of sciences"**

CJSC WIKA MERA

CJSC "Informtehnika I Promsvyaz"

LLC "Tekhnoanalit"

OJSC "VNIIAM"

LLC "Donkarb Grafit"

OJSC "Atomnyi Strakhovoy Broker"

LLC "Berillium"

OJSC OKB GIDROPRESS

LLC "K4"

IWG Isolier Wendt GmbH

LLC "BASF Building Systems"

SRI of construction materials and technologies

LLC "GidroPromStroy"





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Abstracts from speeches at the Forum

"...Taking the opportunity I would like to thank all the suppliers and partners who have worked hard with us for five years to develop the procurement system. As a result the scope of transparent procurements has increased from 20 bln to 500 bln..."

S. V. Kirienko

Director General of the State Corporation Rosatom

"...For us (I mean the government) these mechanisms and regulations proposed by Rosatom at the present are not just the pilot ones, but these are the basis for development of the regulatory and legal framework for other companies with state participation..."

M. A. Abyzov,

Minister of the Russian Federation on Open Government Issues



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Testimonials of PARTICIPANTS

We participate in Atomex exhibition to attract new clients, to give a taste of our quality.

We have taken part in Atomex previously as well. Thanks to the Forum we learnt about many companies working in the nuclear industry, made new acquaintances. We are busy with conformity assessment of supplied products for nuclear power plants, therefore many enterprises presented at the exhibition provide us their products, they come to us to get our expertise and consultancy, and in such a way we try to patch up close relationships.

Nuclear power industry imposes the most severe requirements for supplied products, because it concerns safety and security, the quality problems may result not only in failure of money loss. NPP is a complicated mechanism which needs thorough supervision. For this reasons the companies which do not meet the specified requirements do not work in the nuclear industry.

Artem Mushkaterov

Leading specialist, JSC VPO "ZARUBEZHATOMENERGOSTROY"
<http://www.energy-experts.ru/comments11878.html>

For us the Forum provides an opportunity to find prospective customers in the nuclear industry. Besides, being "information suppliers" we can share the information to all interested consumers. The positive side of the Forum is that it enables to enhance the transparency of Rosatom procurement activities. This is one of the measures for such enhancement.

Moreover, the work on enhancement of procurement activity influences positively the quality of products and services obtained by Rosatom enterprises, and this activity can be characterized as efficient.

Ultimately at the Forum of suppliers for the nuclear industry we do not just make profit and win massive orders, but we work on image positioning of our enterprise. Status promotion affects the work success as well, although this affect is indirect.

*

Liudmila Kharkovskaya

marketing manager, CJSC "Energokabel Plant"
<http://www.energy-experts.ru/comments11792.html>



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Organizers



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We are looking to our next meeting at the VI International Forum of Nuclear Industry Suppliers Atomex 2014!

29-31 October, 2014, Moscow, CEH "Expocentre", pavilion No. 1

Atomex project Directorate

Tel.: (495) 66-33-821

Fax: (495) 66-33-820

E-mail: atomeks@atomexpo.com