

RESULTS

OF THE 10TH INTERNATIONAL FORUM OF NUCLEAR INDUSTRY SUPPLIERS
ATOMEX 2017



atomex
2017

14-16 November 2017 • Moscow • Gostiny Dvor

www.atomeks.ru

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Forum Overview



ATOMEX international forum is a unique business venue that facilitates a direct dialogue between suppliers and clients in the nuclear industry. The main purpose of the forum is to engage new suppliers, refine the quality of equipment and services purchased in the nuclear industry of Russia. "From the end of 2017 and until late 2018, State Atomic Energy Corporation ROSATOM has plans to accomplish more than 40,000 competitive procurements of products and services for its projects, to the total amount of \$17.7 billion", said Roman Zimonas, CPO of ROSATOM.

The breakdown of the amount shall be \$9.7 billion for ROSATOM international projects and \$8.1 billion for facilities in Russia.

The three-day business agenda of the Forum saw 28 events, including plenary discussions, roundtables, supplier sessions, sections for ROSATOM divisions, master classes and business briefings.

Basic Figures



Participants

2 932



2047 sq.m

of exhibition area



Speakers

103



Corporate Participants

1100



Media Representatives

34

4

In 2017, the Forum brought together 2,932 professionals from 12 nations. More than 75% of participants represented 1,100 supplier companies, whose number went 2.5 times up versus the previous Forum.

Over 60% of suppliers belong to the SME.

Exhibition



The showroom of the ATOMEX 2017 Forum featured displays from leading businesses in the Russian nuclear industry, domestic and foreign supplier companies. In 2017, the number of supplier companies went 2.5 times up.

Main exhibition sections:

- Building sophisticated industrial facilities;
- Construction, start-up and commissioning;
- Power engineering;
- Heat engineering;
- Pipelines, fittings, ventilation equipment, pumps;
- Sensors, instruments and devices for non-destructive testing of materials and products;
- Electrical engineering, cable products;
- Lifting and hoisting equipment;
- Security systems, firefighting equipment, facilities and fireproof materials;
- Information technology;
- Insurance, consulting, audit.

Plenary Discussion

Day 1 of the exhibition was dedicated to raising supplier awareness. “Arranging Procurement in Global Hi-Tech Companies. Challenges and Trends” plenary discussion unfolded the Forum’s business agenda. Discussion participants:



Alexey Likhachev,
Director General of
ROSATOM

“We are now in the time of swift changes, transformations, the time of specific tasks and distinct challenges ROSATOM has encountered. It makes us to exercise a more careful and demanding approach both to regulatory framework that governs procurement, and to its arrangements at the State Atomic Energy Corporation.”



Anton Getta,
State Duma deputy,
Coordinator of “For
Fair Procurement”
project run by
All-Russia People’s
Front

“Nowadays, most forward-looking clients put in place procurement internal controls, which often prove to be more stringent than the rules prescribed by Federal Law 44-FZ “On State Procurement”. We need to develop this system since it will help us resolve the revealed problems.”



Alexey Lavrov,
Deputy Minister
of Finance of the
Russian Federation

“We do believe the rules should enable each state corporation, including ROSATOM, to prepare the procurement procedures and rules that match its technology expertise, the profile of its activities in the industry.”



Viktor Stepanov,
Vice President,
OPORA Russia

“We need to set up a common accreditation mechanism for all venues under Federal Law 223-FZ, so that the same supplier could work on any of them after having got accredited. Contract performance is a crucial part of the process. Moscow region has recently digitized contract performance, which enabled to reduce the number of overdue contracts down to 9%.”



Rachik Petrosyan,
Deputy Head
of the Federal
Antimonopoly
Service of the
Russian Federation

“Apart from being the driver of new technology for our country, the nuclear industry has become a leader to help in shaping the advanced, transparent and effective procurement practices which should be proliferated and adopted among other clients operating under Federal Law 223-FZ.”



Alexey Ponomarev,
Director, Centre
for Procurement
Controlling,
Methodology and
Operational Support at
Rostelecom

“Federal Law 223-FZ places little emphasis on supplier misconduct. Therefore, Rostelecom does or would like to apply supplier equipment testing, counterparty performance evaluation, claim settlement, and subcontractor audit for capability of performing contractual obligations.”

Panel Session



“Development Thrust for the State Corporation ROSATOM” panel session represented information on the transfer of technology in industrialised construction, procurement and financing of projects run by State Corporation ROSATOM. As noted, from the end of 2017 and until late 2018, State Atomic Energy Corporation ROSATOM had plans to accomplish competitive procurements of products and services for its projects, to the total amount of RUB 1.1 trillion, with the scope of procurement for international projects to exceed procurement for facilities in Russia and total RUB 604.1 billion.

In this regard Kirill Komarov, First Deputy Director General for Corporate Development and International Business at State Corporation ROSATOM, turned attention to the new responsibility level of suppliers, which, apart from being commercial, is moving to an interstate level. “We shall toughen the requirements for suppliers, with their moving to clearance for preliminary audit, giving quality warranties and performance time,” he said.

Logistics Briefing and Workshop



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The day of raising awareness of nuclear industry suppliers included a business briefing at which top managers the State Corporation ROSATOM and its main divisions replied to 40+ questions from suppliers.

Day 1 of the Forum also saw a workshop dedicated to the system of procurement, logistics and quality management at ROSATOM, where the State Corporation professionals explained the typification of technical requirements to procurement, reliability audits for data of manufacturers, contractors, performing entities, and requirements to NPP equipment conformity assessment and harmonisation.

Key Topics, Moderators



Building Nuclear Power Facilities Abroad. Opportunities for International Cooperation;

- Practice and Results of Procurement Procedures Challenged;
- Automation of Industrial Facilities. New Requirements to Suppliers;
- Advanced Social & Economic Development Territories: New Opportunities for Nuclear Industry Suppliers;
- Financial Instruments to Support Suppliers.

Session moderators:

- Firdus Aliyev, Director of Atom-TOR, the Project Office for Supporting Territorial Projects in the Nuclear Industry;
- Irina Danilova, Head of Treasury, ROSATOM;
- Pavel Tikhomirov, Chairman of Central Arbitration Committee at State Corporation ROSATOM;
- Elena Nikolayeva, President, National Association of Low-Rise and Cottage Construction;
- Alexey Chernyaev, Deputy Technical Director, Director of Engineering Department at RASU.

Supplier Presentation Sessions



At the Forum, suppliers were able to introduce their companies at presentation sessions.

55 supplier presentations were given during two days of the exhibition.

B2B Meetings



ATOMEX 2017 had a dedicated floor for individual B2B negotiations. The Forum saw 211 individual meetings of suppliers with members of ROSATOM divisions and businesses, including Rosenergoatom, TVEL, Atomenergomash, ASE, RASU, OTEK, VetroGK, Rusatom Overseas, ARMZ Uranium Holding Co., AER NPP Maintenance Company, etc.

Master Classes



The Forum saw Becoming a Nuclear Industry Supplier master classes for domestic and foreign companies.

A total of 6 master classes were held, 2 of them for foreign suppliers.

Responsible Supplier Certificates



Kirill Komarov, First Deputy Director General for Corporate Development and International Business at State Corporation ROSATOM, awarded Responsible Supplier of the Nuclear Industry commemorative certificates at the Forum.

Certificate recipients:

- Aspekt SPC;
- Incor SCE;
- Progress Pilot Plant Factory of Protvino (Progress);
- Nuclear Safety Institute of RAS;
- VTB Bank;
- Sberbank;
- Zaneco;
- Electromechanical Plant;
- T.O.R.;
- ELOX-PROM;
- ACCU-VERTRIEB;
- SnabAgroKhim;
- SPP Krasnoznamyonets, St. Petersburg;
- SMU95;
- Pribor-Service, town of Glazov.

Public Inspector Certificates



The Forum summarised results of the Best Public Inspector in Procurement for Needs of the Nuclear Industry contest. TROGIR-S company claimed victory in the contest and was awarded a winner certificate in category Best-Performing Inspector.

Winners of contest categories:

- Fortis — Public Inspection. Maximum Cost Effectiveness;
- KomplektEnergo — Disturbance Prevention. Risk Mitigation;
- SPE Doza — Most Active Inspector.

Cutting-Edge Technology & Equipment Award, Innovative Leader in Nuclear Industry Contest



ATOMEX 2017 Forum saw debut of the nuclear industry innovative projects contest, Cutting-Edge Technology and Equipment.

The main purposes and objectives of the contest:

1. Development of client-supplier communications in atomic energy and nuclear industry;
2. Adoption of new technology, expanded development of innovative equipment in atomic energy and nuclear industry;
3. Making clients familiar with cutting-edge technology, capabilities of providers of works, goods and services;
4. Stimulating better quality of goods, works, services offered by suppliers.



The contest brought together 18 companies, with a winner determined in each category: Instrumentation & Automation of Manufacturing Processes — CTCD, Cutting-Edge Technology & Construction — Employee Training Centre (ETC), Electrical Engineering Equipment & Engineering Products» — Ust-Kamenogorsk Capacitor Plant, Integrated Security — Tomsk Factory of Rubber Footwear.



The contest participants and winners were awarded in the opening area of ATOMEX 2017 exhibition.

Winners of the Innovative Leader in Nuclear Industry contest were awarded on the last day of the Forum. Winners of previous contests awarded the certificates.



Feedback from Participants

ATOMEX is a common floor both for commercial and public entities, which provides a unique opportunity to promote products to the European market. B2B meetings arranged at the Forum gave unrivalled chances for direct networking with potential clients and partners. We are planning to take part in ATOMEX 2018.

Romain Desgeorge (a representative of Rolls-Royce Civil Nuclear SAS)



Rolls-Royce



Our company is arduously seeking for new international partners, so we opted for participation in the ATOMEX forum. B2B meetings proved a very useful business tool, so next year we hope more business meetings come at ATOMEX 2018 next year.

Matti Paljakka (a representative for VTT)

We joined the ATOMEX forum since we are longing to continuously expand our project portfolio. We are interested in NPP construction projects, both in Russia and abroad. ATOMEX 2017 forum reveals a unique opportunity for our company promotion.

Aleksandr Komissarov (a representative for SPE Doza)



The exhibition provides an opportunity both to promote our products and acquire new partners to successfully expand business, and stay tuned to the latest updates in the nuclear industry.

Natalia Arkhipova (a representative of Fizpribor Moscow Plant)

We decided to take part in ATOMEX since the Forum is a major exhibition event in the industry and a wonderful floor for business networking. We memorised traditionally busy and interesting business agenda. I'd like to stress seamless organisation, especially as compared to other events. We will surely join the event next year.

Irina Nikolayeva, Deputy General Director for Corporate Development at Scientific Technical Centre Diaprom



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Atomexpo is a communications company,
an international exhibition operator

Main events in 2018:



NDE expo international forum (25-27 September)

NDE expo international forum is a floor to exchange best practices in hi-tech development.



ATOMEXPO international forum (14-16 May)

Atomexpo international forum is a pivotal event in the global nuclear industry, dedicated to development of international partnership in atomic energy.



ATOMEX international forum of nuclear industry suppliers (13-15 November)

ATOMEX international forum is a business platform for a direct dialogue between suppliers and clients in the nuclear industry.



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**Looking forward to see you at
ATOMEX 2018
international forum of nuclear industry suppliers**

13-15 November 2018 • Moscow • Gostiny Dvor

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