



QVS

**BOOSTING
SCIENTIFIC
KNOWLEDGE**

MIGUEL ANGEL CARRERA

ENRIITC



INDEPENDENT SME

SET-UP IN 2006

HIGHLY QUALIFIED PERSONNEL
(80% MSc, MEngs and PhDs)

TÜV CERTIFICATES
ISO 9001
EN 9100

+10.000 m² FACILITIES

MODELLING DETAILED-DESIGN ANALYSIS PROCUREMENT MANUFACTURING ASSEMBLY INTEGRATION TEST

FROM CONCEPT
TO COMMISSIONING

"OUR SUCCESS
OUR PEOPLE" QVS



01

ASTROPHYSICS

02

ACCELERATORS

03

FUSION

04

SYNCHROTRON

05

NEUTRON

06

LASER

07

SPACE

RESEARCH INFRASTRUCTURES

- **ALL SEGMENTS ARE DIFFERENT**
- **ALL RESEARCH INFRASTRUCTURES ARE DIFFERENT BETWEEN THEM**
- **MULTIPLE DIFFERENT CLIENTS WITHIN R I**
- **MULTIPLE STAKEHOLDERS**
- **DIFFERENT RULES**
- **UNDERSTAND TIMING**



VALUE PROPOSITION

- **LOWEST COMPLIANT OFFER**
- **BEST VALUE FOR MONEY**
- **GEORETURN**

A high-angle, close-up photograph of industrial machinery, likely a press or welding station. The machine is primarily white and metallic. Several large, rectangular copper blocks are visible, some resting on the machine's surface and others being held or moved by mechanical arms. A prominent curved metal handle or lever is in the foreground. The background shows more of the machine and a clean, industrial environment.

COMPETITORS

03

- **KNOW YOUR COMPETITORS**
- **UNDERSTAND COMPETITION VISION**
- **UNDESTAND COMPETITORS'VALUE PROPOSITION**

BROKERAGE EVENTS

- **IT IS ONLY THE FIRST STEP**
- **IT IS A LONG RACE**
- **A LOT OF TRAVELLING TO SPECIFIC EVENTS AND CLIENTS**

PREPARATION



- **RESEARCH AND DEVELOPMENT**
- **PEOPLE**
- **FACILITIES**
- **TECHNOLOGIES**
- **SIZE**

TENDERS

- CALCULATE YOUR ODDS





VISION

- **SHARE VISION WITH CLIENTS**
- **REGULAR UPDATES**
- **VISITING**



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THAT'S ALL FOLKS