The European Commission’s science and knowledge service

Joint Research Centre

Authorised Distributors

Visit Day, 11 July 2018
Headquarters in Brussels and research facilities located in **5 Member States:**

- Belgium (Geel)
- Germany (Karlsruhe)
- Italy (Ispra)
- The Netherlands (Petten)
- Spain (Seville)
Directorate for Health, Consumers and Reference Materials

Our Vision

To create, manage and make sense of scientific knowledge for EU policies ensuring consumer protection and health of citizens and contributing to European growth and competitiveness
(Certified) Reference materials

- Biomarkers for health monitoring
- Genetically modified organisms (GMOs)
- Food additives, contaminants, ingredients, residues
- Environmental pollutants
- Nanomaterials & industrial materials

~ 680 different materials available
Non-exclusive right to handle the marketing and distribution for sale of reference materials from the JRC world-wide
Outline

• Some specifics about our materials
• Certificates: Where to find them; finalisation
• Reporting, discount
• Envisaged time schedule
Our goals

• Have **coverage of our main markets**
  geographically: world-wide
  subject: health, food, environment, industrial

• Ensure **direct customer-support** by distributors

• Encourage **healthy competition** between distributors
Our materials
Our materials

- **Wide variation of forms**, most small vials; but some big ones (room temperature storage)
- Each sample contains *CRM code* and *sample number*
  batchcode = CRM Code
- **No barcodes** on our samples
- **Most materials available for consignment stock**;
  most new materials will be as well
Certificates

We provide **pdf-files**
• either taken each time from our catalogue (= always up to date)
• or stored locally (change management necessary)
To be printed on a **colour laser printer**
Storage required

-20 °C and -40 °C materials can be stored at -70 °C
Finalisation of certificates

**Individual sample** number and **sales date** need to be written on each certificate sent

- Text fields for sample numbers on certificates
- Several numbers can be written on one certificate
Monthly reporting of

- Number of samples sold for each material
- Customer of each sample
- Graphs of the temperature monitoring system for all storage locations
Discount

Guiding principles

• maximise **impact** (= number of samples sold)
• reward **performance**, not general market movements

**Fixed discount**: minimum, part of the award criteria

**Flexible**: ½ of over-performance compared to other distributors over the last year

*Example*: sales numbers: +6 %; all distributors: +3 %: 1.5 %

10 %: sales dispatched from JRC Geel (insufficient stock at distributors; materials only distributed from Geel)
Envisaged time schedule

- **1 October**: Deadline for submitting offers
- **October 2018**: evaluation of tenders; clarifications
- **End of 2018**: Signature of contracts
- **Until October 2019**: implementing necessary technical, administrative and IT requirements by distributors; audits performed by JRC
- **November/December 2019**: establishment of stocks
- **1/1/2020**: Start sales under new contract
Thanks

Questions?

You can find us at JRC-RM-DISTRIBUTION@ec.europa.eu

Our reference materials catalogue at

Stay in touch!

- ec.europa.eu/jrc
- @EU_ScienceHub
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