



Working with ESO

- Introduction to working with ESO – culture and project management
 - *Adrian Russell, Director of Programmes, ESO*
- Company experiences
 - *André Costa, A. Silva Matos, Portugal*
 - *Bernd Oberbeck, Schneider Electric,*
 - *Chris Mayer, Observatory Sciences, UK*





ESO Culture

- Developed over the years to allow us to deliver state of the art one-offs
 - Developed during the building of the VLT and strengthened during ALMA construction
- Strong project management culture with an emphasis on achieving the quality needed to do the best science
- Systems Engineering approach to projects
- We are always looking for a *cost effective* solution that has this emphasis on achieving the performance needed to achieve the *science* requirements



Expectations

- This will manifest itself in an expectation of
 - Professionalism
 - High quality
 - Timely deliveryin our interactions with industry
- Of course at a price that is affordable!





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