



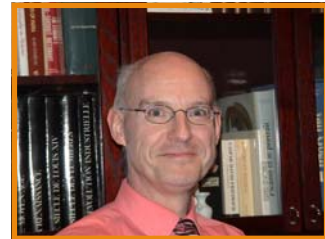
# PROVENCE PROMOTION

## Interview with Pascal Garin, Assistant Manager of the ITER France Agency

### “Let’s all pull together – in the same direction”

ITER acts like a magnet that we admire because it sounds like a child’s dream: capable of harnessing energy from the stars! And at the same time, it satisfies the major challenge of the XXIst century (which is fully adult!). But we cannot succeed in this nuclear dream unless all international players involved in the project combine their energies. Another singular challenge that brings all economic and institutional players in the region together to assure genuine results.

A challenge "seen" from inside by Pascal Garin, Assistant Manager of the ITER France Agency.



Pascal Garin

### > How is the ITER project distributed between all international players?

Pascal Garin : The ITER project was built up by breaking down work packages between 7 international partners (the European Union, Japan, the United States, China, South Korea, Russia and India). Therefore in the future, there is no need to fear International competition because the distribution of work packages has already been fixed.

For Europe, calls for bids for this machine will be issued by a European Agency currently being created in Barcelona. This will centralize and manage all orders with European service providers and companies. The following clients will be responsible for assuring that commitments made by France will be satisfied:

- The Regional Council, that will build an international school in Manosque;
- The Regional Development Directorate, through delegation of the Bouches-du-Rhône General Council for road improvements;
- The ITER France agency, for the site itself and its immediate surroundings.

### > What can regional companies hope for?

Pascal Garin : Obviously, they will be the first to be interested, either for "first rank" calls for bids, or even in partnership with other groups, in working on second or third rank call for bids. Furthermore, although it is obviously impossible to make a decision in advance about how contracts will be assigned, it is known that a number of European and International companies will need local outlets, for example for installation of equipment.

### > Who will define the work packages?

Pascal Garin : Technical aspects of work packages will be defined directly by ITER. In a way, ITER technicians are project composers, and they alone are capable of writing the "technical breakdown" of this unique operation. With this known factor, at the CEA we have attempted to define specific needs of the project in terms of skills and disciplines, to determine which industrial sectors would be concerned and the type of companies that could be called in to help for each work package. The purpose of this first inventory is to determine future needs of the project and to begin work to reconcile ITER’s needs regardless of their source, with the resources present in the region (France and Europe).

### > Who will be the controller?

Pascal Garin : The CRCI (Regional Chamber of Commerce and Industry) will act as the regional coordinator. Its initial role will be to identify companies working in the region corresponding to needs identified by ITER managers.

Its second mission will be to coordinate everyone concerned to mobilise the forces present in the region and thus contribute to the success of the project. Other players will carry on starting from this identification work:

- national bodies present in other countries (AFII – French Agency for Foreign Investments, economic missions) to promote regional companies with foreign groups;
- regional development agencies such as Provence Promotion to attract French or foreign companies who have an activity resonant with the ITER project and for which there is no local equivalent.

Furthermore, if lack of labour is identified in some activities, training will be set up to compensate for weaknesses in the market. Obviously, professional branches will play a determining role in this work.



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### > And what will be the role of development agencies in particular?

Pascal Garin : Firstly, as mentioned above, to attract foreign companies whose activity is essential during the construction phase of ITER. Agencies dedicated to regional promotion such as Provence Promotion, the Pays d'Aix Développement (Aix Development District), the MDER (Regional economic development mission), etc., have this capability of promoting the region and the potential represented by the project itself.

Then a second role in cooperation with the CRCI is equally important: to identify a range of local companies who will act as relays or bridge heads for international partners. The purpose of this action is to facilitate the work done by these partners in all parts of the world (Korea, North America, etc.) that are responsible for supplying specific components. The objective for the final installation is to put them in touch with companies capable of acting as their local outlet.

### > What is the condition for success of the project?

Pascal Garin : Teamwork will be the most important thing! Success will be achieved through complementarity and partnerships between companies. For example, the only companies that were capable of winning the contracts through engineering calls for bids issued by the European Commission at the end of 2004 were skilfully composed groups: a thematic complementarity is necessary by business and also geographically, specifically European. Companies will anticipate this need for coordination by creating partnerships. The CRCI has thus created a site for such companies, at [www.iterentreprises.com](http://www.iterentreprises.com).

In any case and considering the large number of players working on this project (activity sectors, CCI, local development agencies, CEA, ITER assistance mission, universities, etc.), it is easy to understand that global coordination and the search for a good agreement at all levels are the keywords for success!

### Economic outfall from ITER

Four studies have been carried out during the call for candidates phase to evaluate social and economic outfall from the project and also to get an idea about the local impacts of such a project. Two phases need to be distinguished: construction and operation.

#### Construction of ITER:

- Investment: 4.7 billion Euros over 10 years
- Nature of expenses: infrastructure equipment and adaptation to the site, high technology components, engineering studies, buildings and public works
- Contribution of local communities: 467 million Euros
- Amount of expenses over 10 years of construction: 190 million Euros per year in France, including 100 in the PACA (Provence, Alpes, Côte d'Azur) region

#### Jobs:

- Persons employed directly by ITER: 500
- Number of persons on the work site: up to 2 000
- jobs generated in France: 3 000 including 1 400 in the PACA region
- Main economic sectors concerned: Building and public works, mechanics, boiler work, electricity, services, food processing

#### Operation of ITER:

- Amount: 4.8 billion Euros over 20 years
- Amount of expenses over 20 years of operation: 165 million Euros per year in France including 135 in the PACA region
- Nature of expenses: services, technical operating costs, scientific experiments, rejuvenation of installations; some investments
- Main economic sectors concerned: mechanical, services, electronic and electrotechnical, food processing, etc.

#### Jobs:

- Persons employed directly by ITER: about 1 000, including 600 persons for operation and 400 scientists (2/3 of which are foreign)
- Jobs induced in France : 3 250, including 2 400 in the PACA region