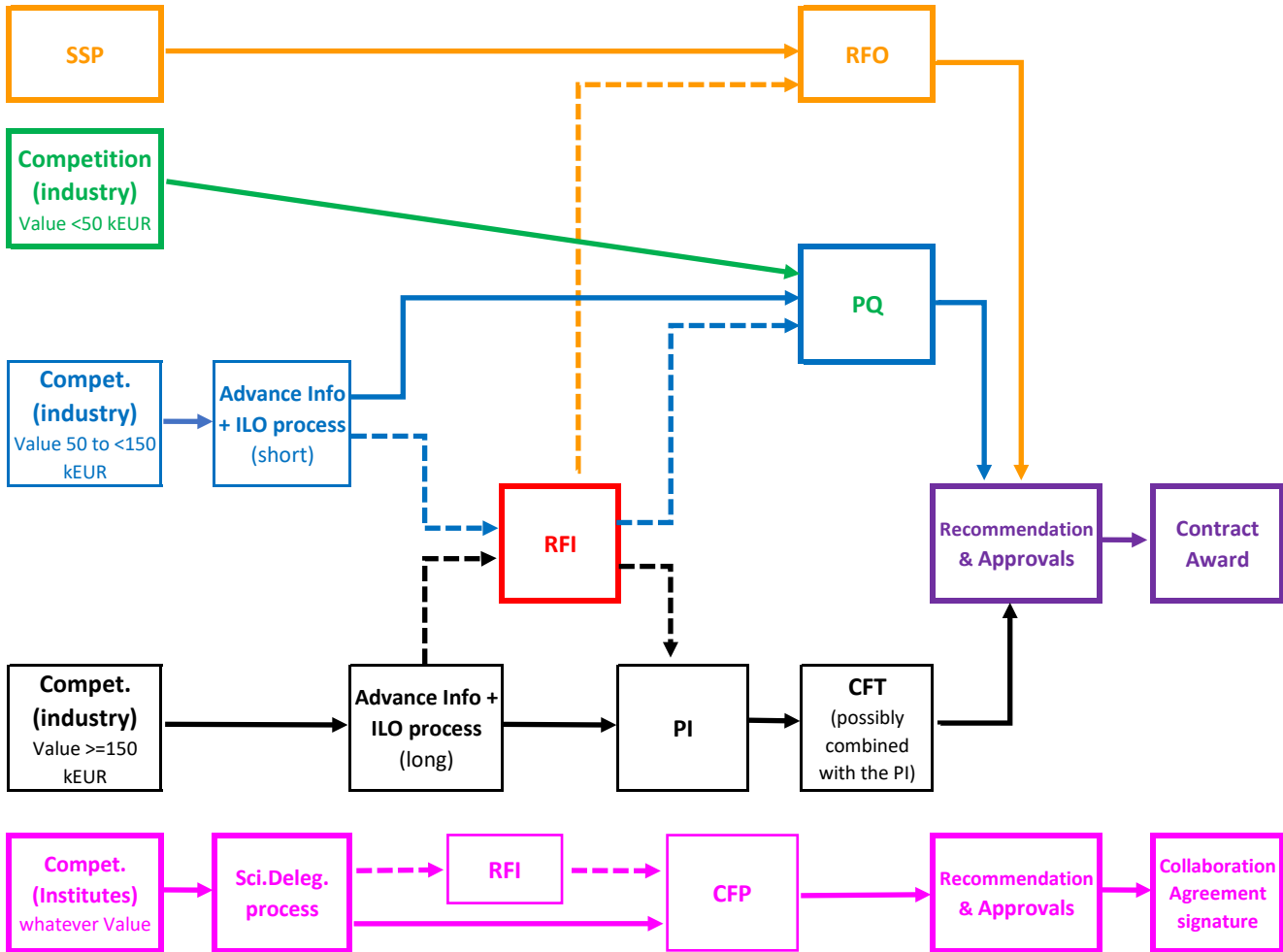


Overview of the ESO Procurement process



CFT: Call For Tender

CFP: Call For Proposal (where only non-profit Institutes are invited)

ILO: Industrial Liaison Officer

RFO: Request for Offer (in case of SSP)

PI: Preliminary Inquiry

PQ: Price Inquiry

Sci.Deleg.: Scientific Delegates to the ESO Council, list which includes a few ILOs

SSP: Single Source Procurement

The arrows in dash points represent possible paths that may be taken