



UNOPS Procurement

Brian Chalk
Innovation & Improvement Team Leader
Procurement Group



UNOPS Overview

2018



UNOPS helps the UN and its partners provide peace and security, humanitarian and development solutions.

Our mission is to help people build better lives and countries achieve peace and sustainable development.

We are focused on **implementation**, committed to **UN values** and **private sector efficiency**. We are the only part of the UN not receiving core funding from taxpayers.

Our partners call on us to **supplement their own capacities**, improve **speed**, **reduce risks**, boost **cost-effectiveness** and **increase quality**.

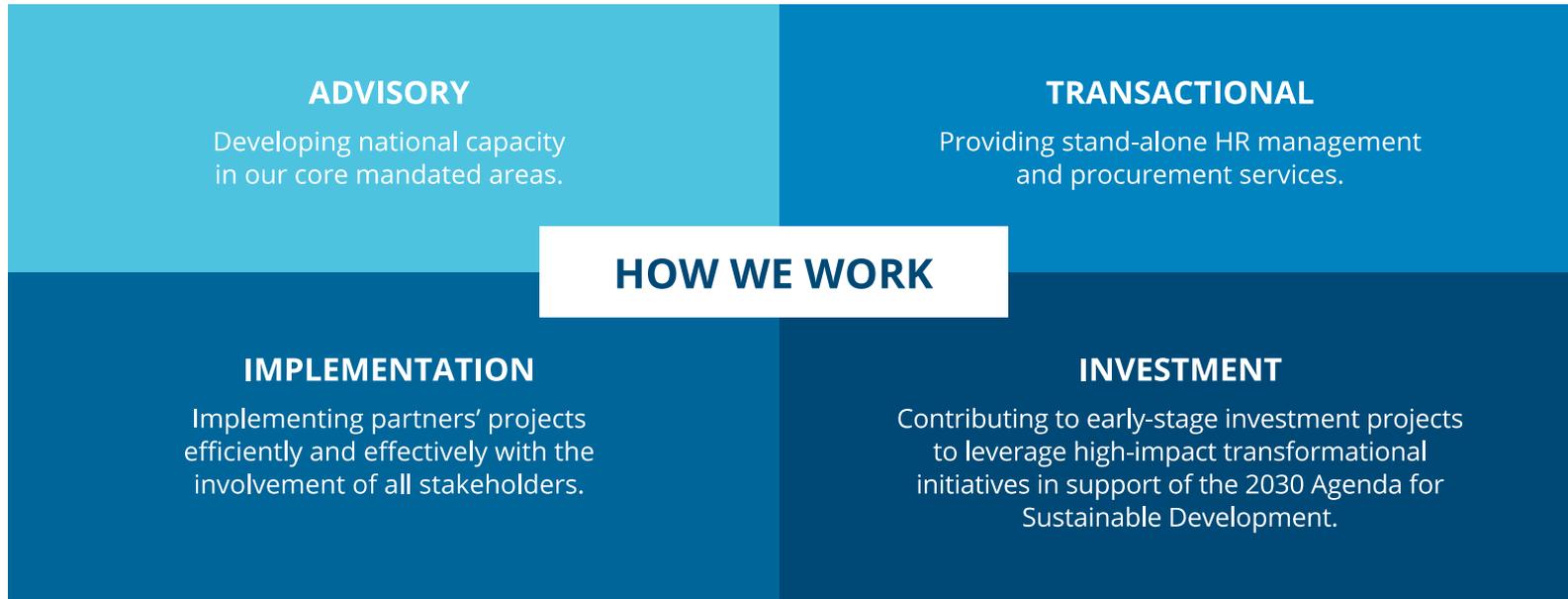
In 2017 - through more than **900 projects** - we delivered more than **\$1.8 billion** worth of support to our partners, mainly in **fragile and conflict affected environments**.

OUR EXPERTISE

In addition to providing tailored services, we offer five core service lines in support of our partners objectives:

INFRASTRUCTURE | **PROCUREMENT** | **PROJECT MANAGEMENT**
FINANCIAL MANAGEMENT | **HUMAN RESOURCES**

All our services can be deployed as self-standing offerings in response to specific demand, or as integrated solutions depending on partner needs.



OUR GLOBAL FOOTPRINT



■ 2017 countries and territories of delivery

- UNOPS HQ, which includes the Africa Regional Office
- Liaison offices
- Regional offices

■ Top 10 countries and territories of delivery

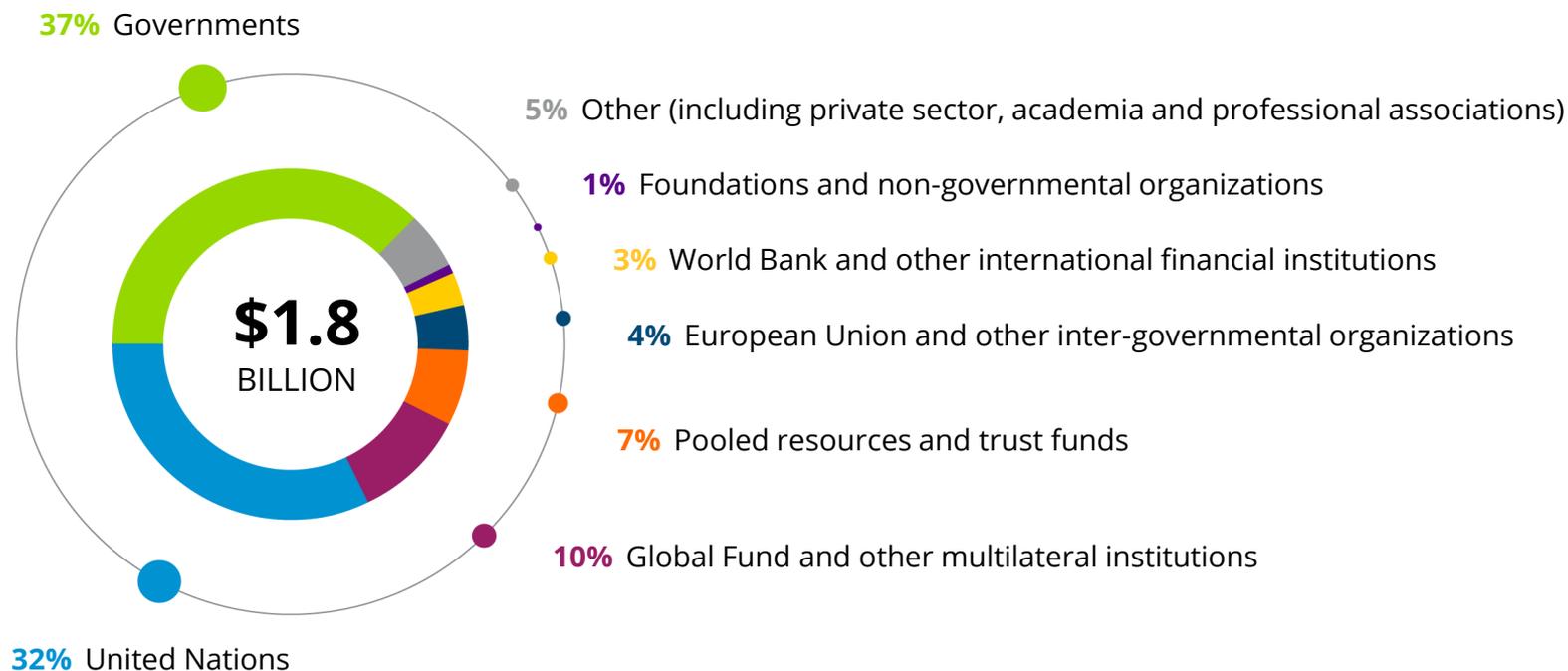
- Myanmar
- Argentina
- Somalia
- South Sudan
- Mali
- Iraq
- Peru
- Bangladesh
- Afghanistan
- Ethiopia

- Modernizing family farming across Paraguay
- Lighting up rural Sierra Leone
- Mobilizing the private sector in Myanmar
- Rebuilding homes in Gaza
- Sustainable development in Serbia

WHO WE WORK WITH

In 2017, UNOPS supported more than 900 projects worth \$1.8 billion for our partners.

- 37% was direct support to governments
- 32% was in support of the UN family



KEY RESULTS ACROSS UNOPS SERVICES - 2017



more than
2.1 million
days of paid work
created for
beneficiaries



more than
370,000
days of paid work
created were
undertaken by women



more than
11,000
people on UNOPS
contracts



almost
40,000 days
of technical assistance
and advice



more than
2,300 km
of roads designed,
constructed or
rehabilitated



35
schools constructed,
designed, or rehabilitated



more than
\$104 million
worth of goods
procured through UN
Web Buy Plus



47
hospitals and 243 health
clinics constructed,
designed, or rehabilitated



more than
\$1 billion
worth of goods and
services for partners



almost
\$540 million
worth of procurement
budgets went to local
suppliers



17
countries & territories
where UNOPS supported
UNMAS and its partners
mine-clearance work



in total, around
\$1.8 billion
delivered in peace and
security, humanitarian and
development projects

PROCUREMENT

Through transparent and effective methods, we specialize in finding new ways to help governments make public procurement more efficient.

We are also experts in rapid and transparent procurement, whatever the size, scale, product or service you need. We advise governments to ensure that public procurement reaps benefits for the whole of society. This includes providing solutions to address fraud and corruption, increasing competitiveness and effectiveness.

Our procurement solutions have supported our partners in activities such as:

- Delivering cost savings of millions of dollars for governments in Honduras, Guatemala and Mexico
- Buying tens of millions of anti-malarial mosquito nets each year in Myanmar
- Providing ambulances to support thousands of refugees in Jordan
- Supplying over three million students and teachers with ICT equipment in Argentina

OUR ROLE



UNOPS provides meaningful technical expertise to countries in the implementation of the Sustainable Development Goals and the Paris Agreement on Climate Change.

UNOPS technical support to UN agencies in specialized areas has expedited the provision of relief services to millions of people in need, and in doing so, contributed to more stable and secure societies.

António Guterres, Secretary-General, UN

EXCELLENCE

UNOPS continuously benchmarks against external bodies, striving for external certifications of processes and adopting internationally recognized best practices and standards.



TRANSPARENCY

UNOPS is actively promoting the transparency agenda by publishing a large amount of accessible information about our ongoing operations.

UNOPS project data:

UNOPS was the **1st UN** body to publish operational data to the IATI registry



UNOPS was the **1st** organization to geocode its IATI data



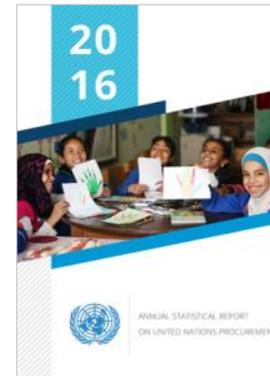
Over **1,000** UNOPS activities around the world have been published



UN procurement data:

The Annual Statistical Report on United Nations Procurement is compiled each year by UNOPS on behalf of the wider UN system.

The report includes data on the total value of goods and services procured by UN organizations and profiles of all countries of supply.





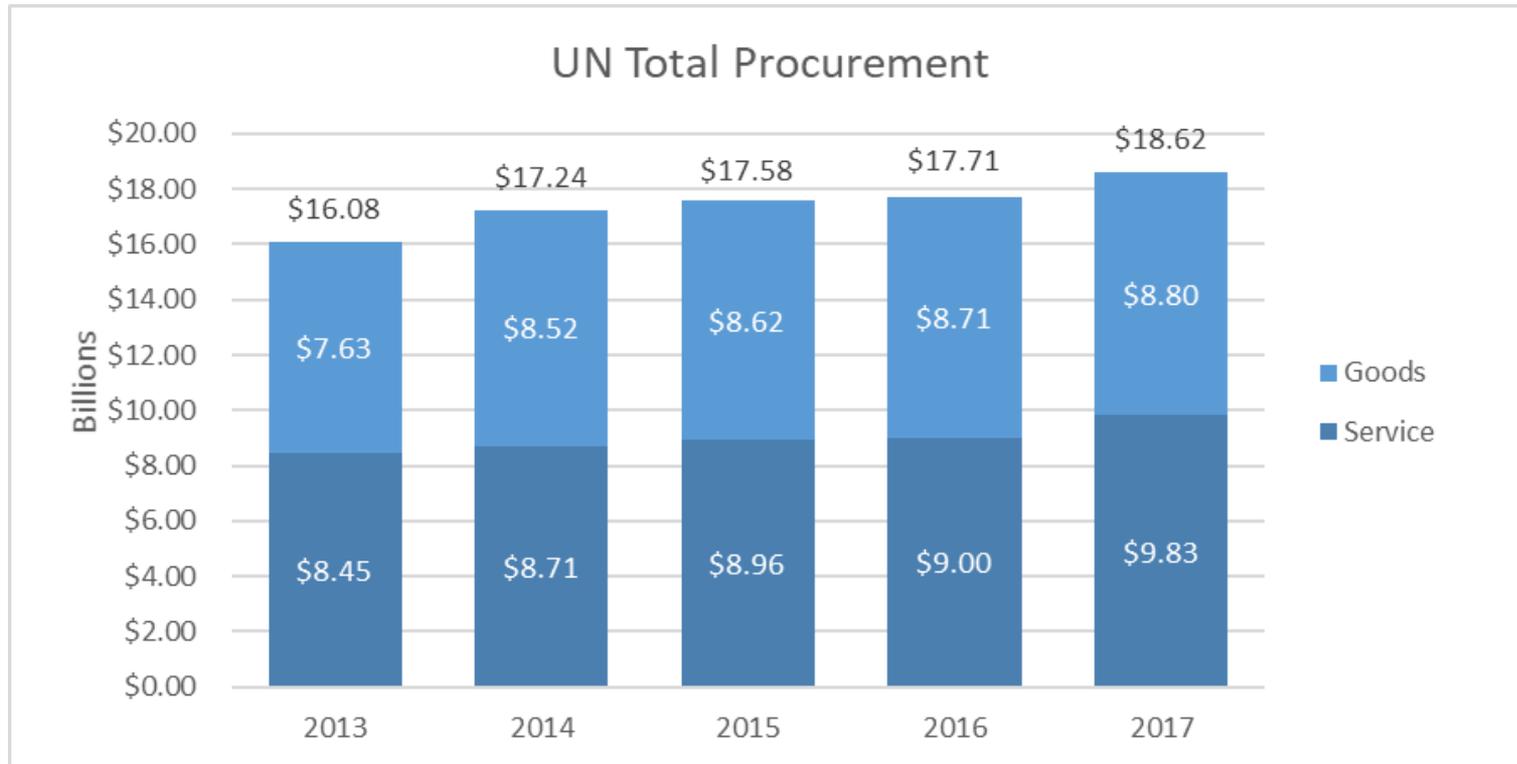
United Nations Procurement 2017



UNITED NATIONS PROCUREMENT 2017

\$18.6 billion procurement across 40 UN organizations in 2017

UN total procurement, 2013-2017

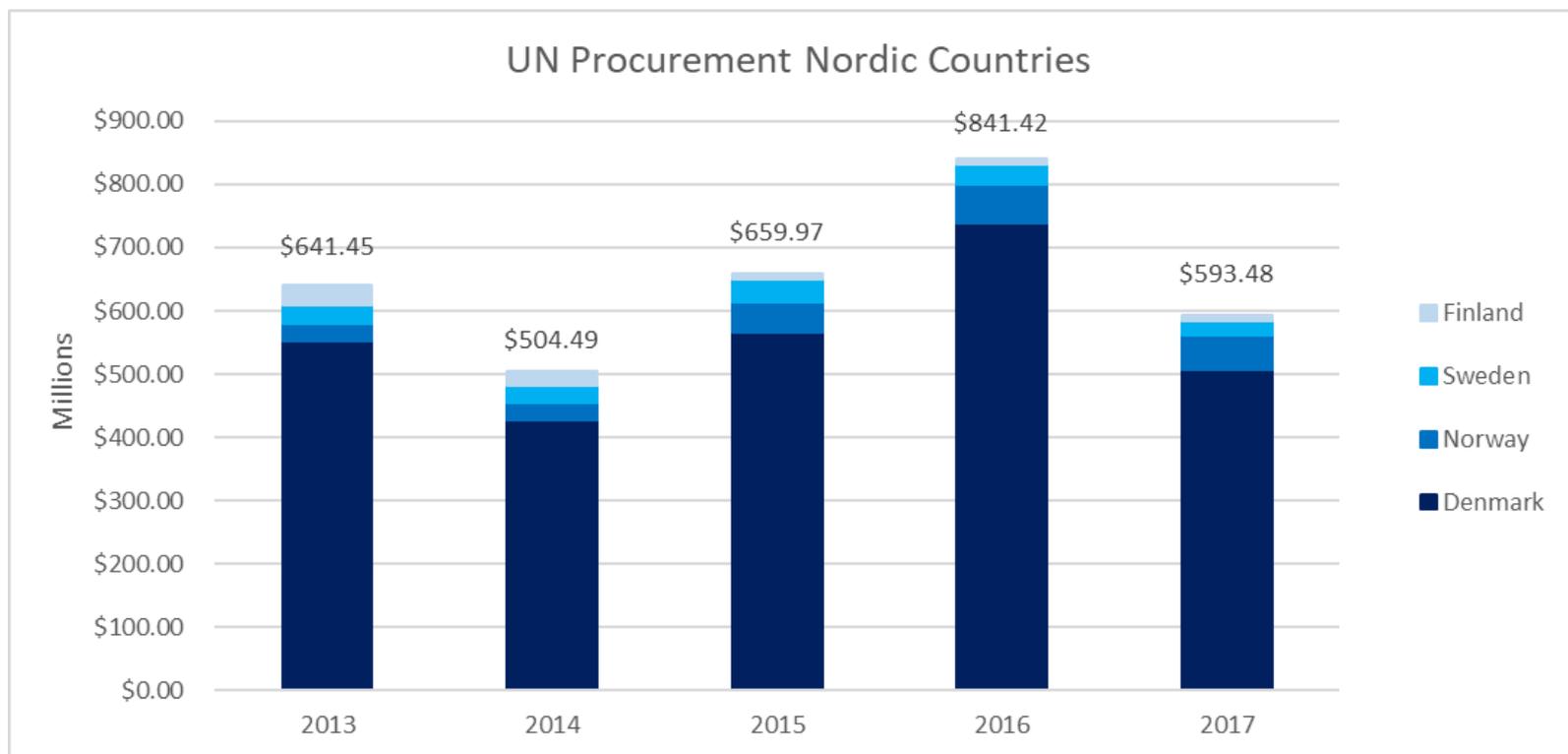


UNITED NATIONS PROCUREMENT from Nordic Suppliers 2017



\$593.5 million procurement across 40 UN organizations in 2017

UN total procurement Nordic Countries, 2013-2017



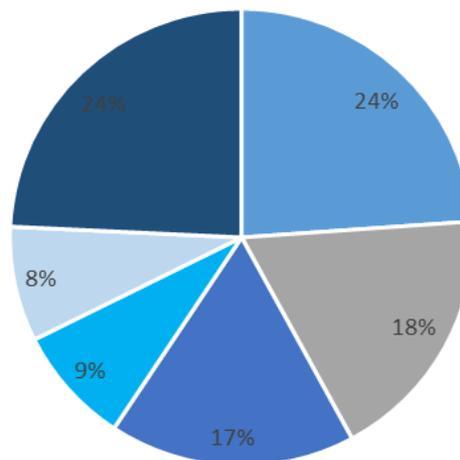
Source: UN Annual Statistical Report, 2016
2017 data will be published mid-2018
www.un.org/public/asr

UNITED NATIONS PROCUREMENT from Nordic Suppliers, 2017

Categories 2017

- \$309.5 million worth of goods procurement

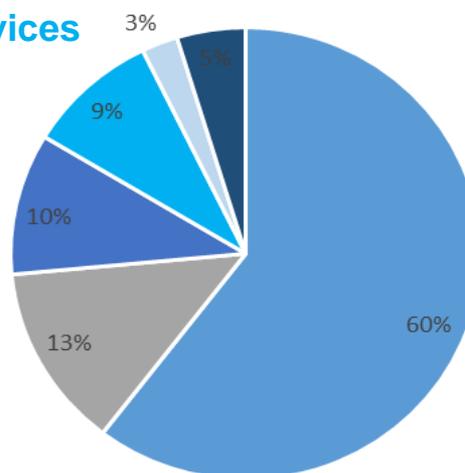
Goods



- IT and Telecommunications
- Pharmaceuticals incl. Contraceptives and Vaccines
- Motor Vehicles, Accessories and Components
- Electrical Systems, Accessories and Supplies
- Medical Equipment, Accessories and Supplies
- Other

- \$284.0 million worth of services procurement

Services



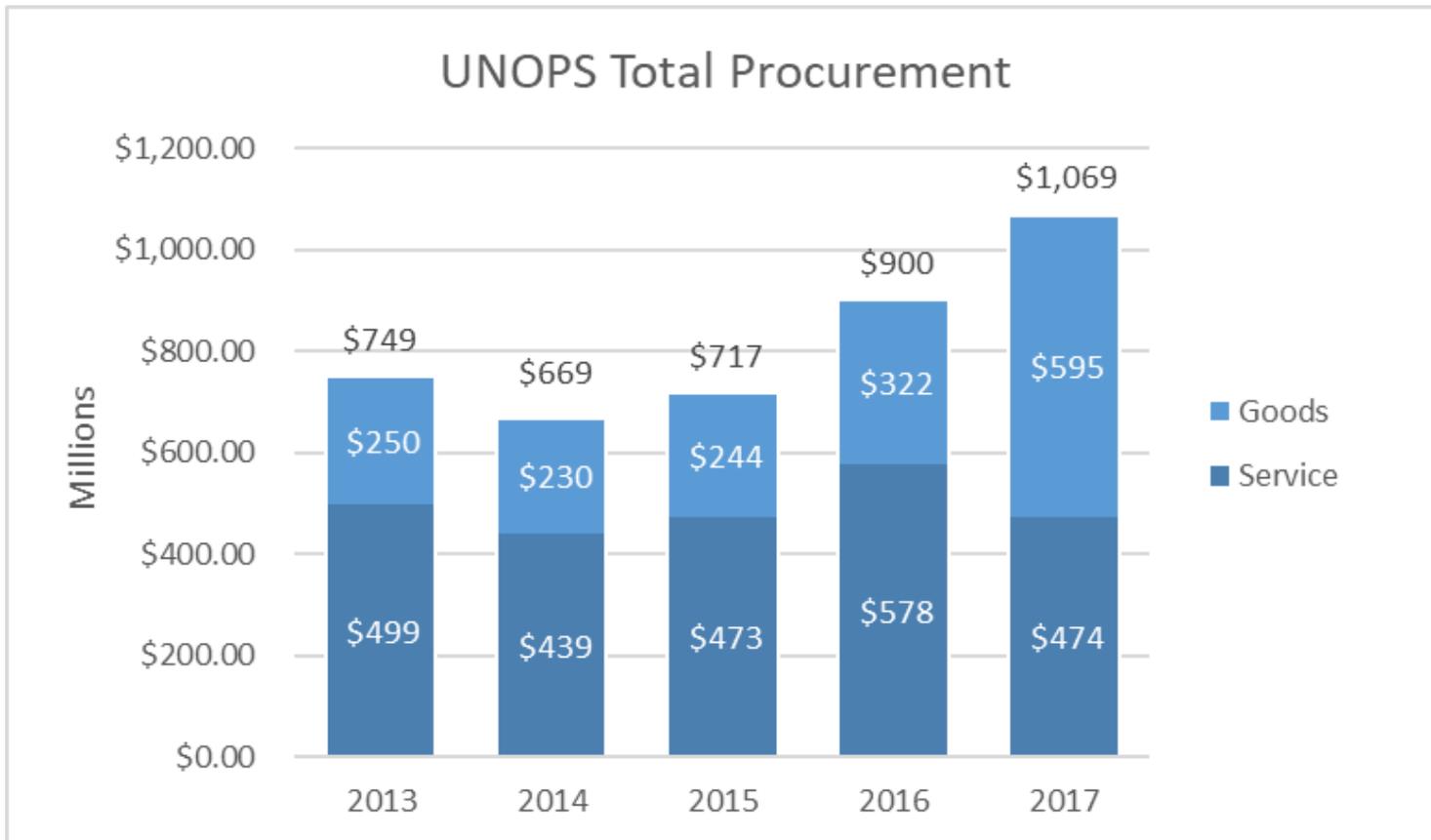
- Transportation, Storage and Mail Services
- Engineering, Research and Technology Services
- Financial and Insurance Services
- Management, Business and Administrative Services
- Land, Buildings and Structures
- Other

Source: UN Annual Statistical Report



UNOPS
Procurement 2017

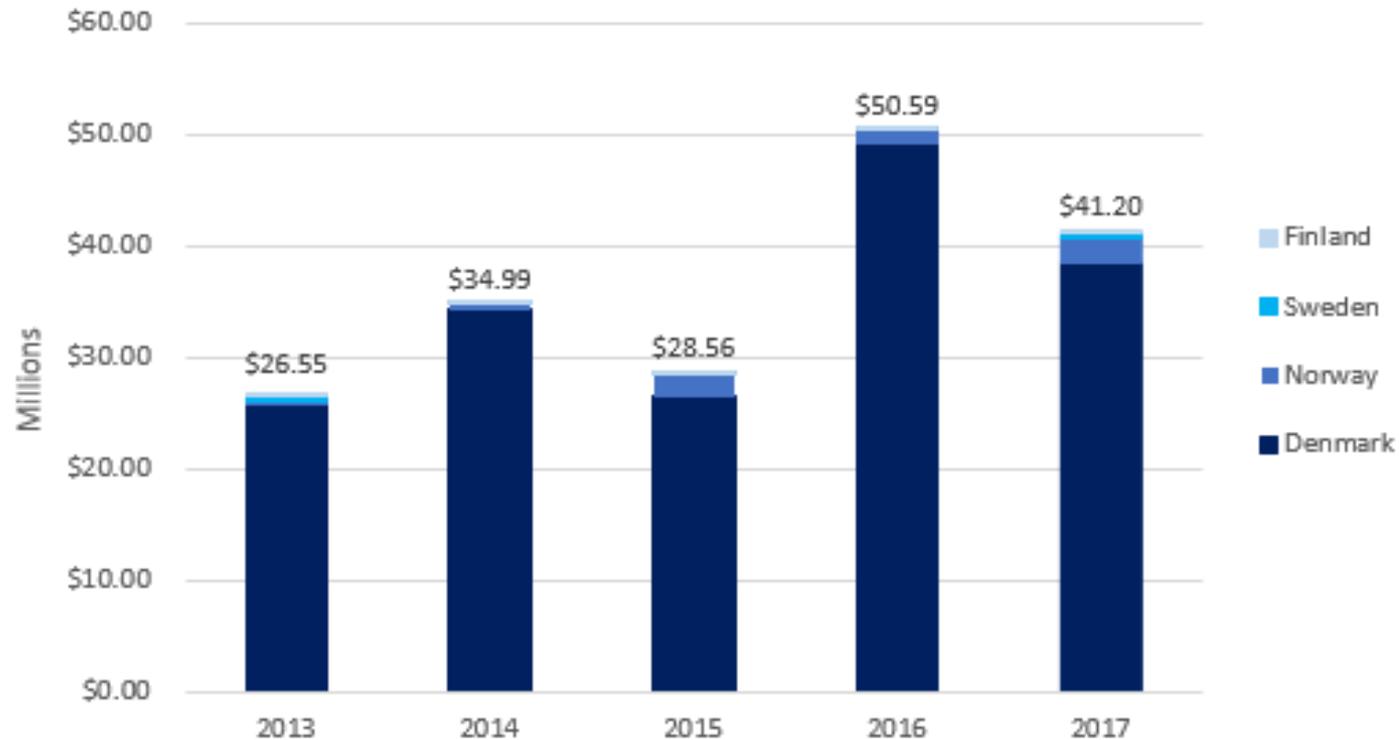
UNOPS Total Procurement, 2013 - 2017



Source: UNOPS Procurement

UNOPS Procurement from Nordic Suppliers

Total procurement of goods and services 2013 - 2017

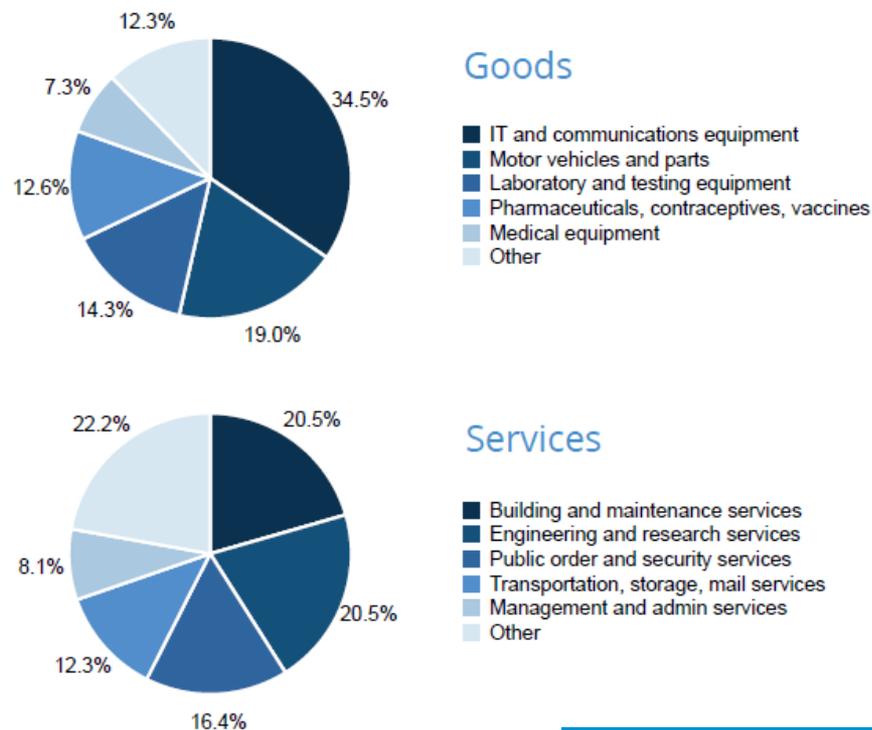


Source: UN Annual Statistical Report

UNOPS Procurement, 2017

\$1.1 billion in 2017, 56% of which was for goods

UNOPS top categories of goods and services, 2017



UNOPS top ten supplier countries, 2017

| Supplier Country | Total 2017 (USD m) |
|--|--------------------|
| Argentina | 247.5 |
| France | 83.3 |
| Japan | 68.6 |
| United Kingdom of Great Britain and Northern Ireland | 46.7 |
| United Arab Emirates | 42.3 |
| Denmark | 38.4 |
| Netherlands | 32.3 |
| Myanmar | 30.8 |
| Honduras | 30.6 |
| United States of America | 30.0 |
| Top 10 total | 650.5 |
| UNOPS total | 1 069 |

51%

of UNOPS goods and services were procured from developing countries or countries with economies in transition in 2017.

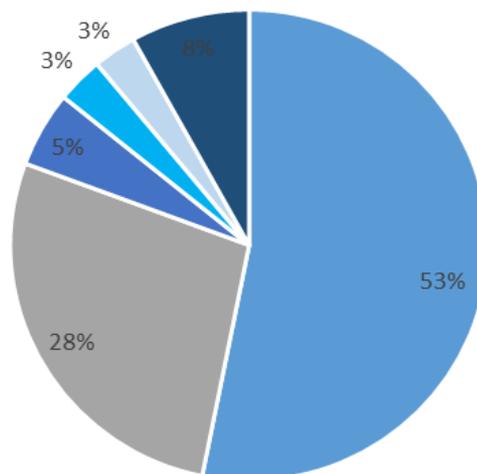
Source: UN Annual Statistical Report

UNOPS Procurement from Nordic Suppliers, 2017

Categories 2017

- \$22.3 million worth of goods procurement

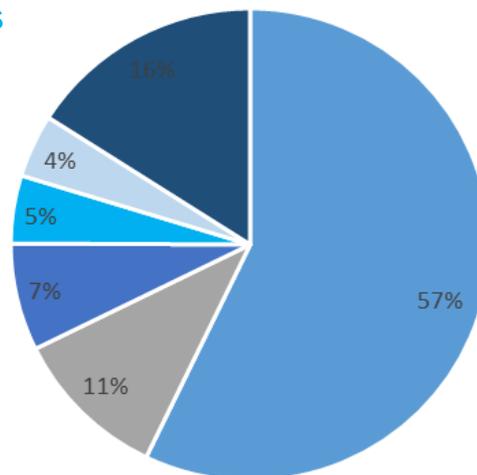
Goods



- Motor Vehicles, Accessories and Components
- IT and Telecommunications
- Pharmaceuticals incl. Contraceptives and Vaccines
- Medical Equipment, Accessories and Supplies
- Building and Construction Machinery and Accessories
- Other

- \$18.9 million worth of services procurement

Services



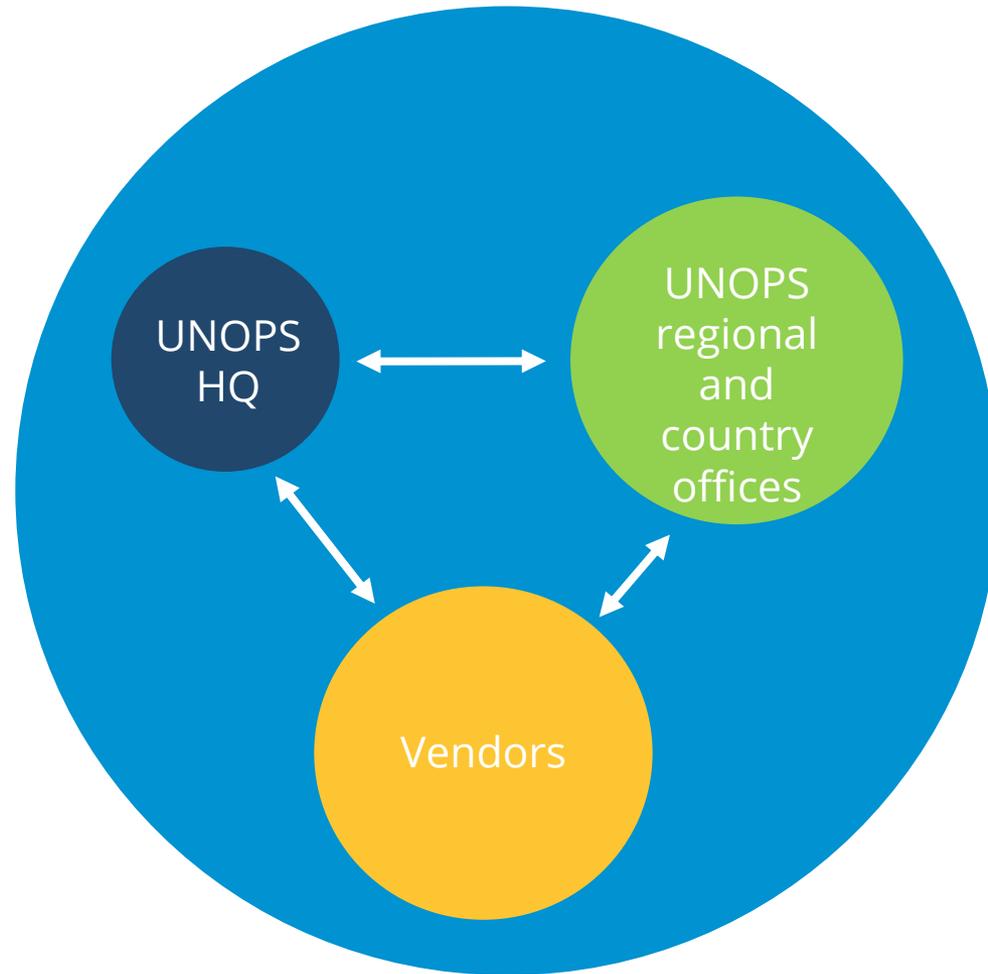
- Transportation, Storage and Mail Services
- Environmental Services
- Management, Business and Administrative Services
- Politics and Civic Affairs Services
- Engineering, Research and Technology Services
- Other

Source: UNOPS Procurement



**How to do
business with
UNOPS**

UNOPS PROCUREMENT DECENTRALIZED SYSTEM



HOW TO DO BUSINESS WITH UNOPS

- All UNOPS solicitations are posted on [UNGM.org](https://ungm.org)
- UNOPS Procurement plans can be found on unops.org in the Business opportunities section
- The [eSourcing system](#) allows our vendors to carry out procurement processes online
- UNOPS has an open data platform, data.unops.org, that presents UNOPS project and expenditure information in an interactive and accessible manner

UN WEB BUY PLUS: UNOPS ECOMMERCE SOLUTION



- Cost-competitive
- Public-sector compliant
- Customer-centric solution

www.unwebbuyplus.org



AVAILABLE CATALOGUES



UNOPS POSSIBILITIES PROGRAMME

- The UNOPS Possibilities Programme is a strategic UNOPS initiative designed to enhance the organization's supplier diversity over the longer term, and ensure that a larger share of its procurement spend can be accessed by local micro, small, medium (MSME), women-owned, youth-owned and other* enterprises.
- Managed by the UNOPS Procurement Group based in Copenhagen, Denmark, and orchestrated in partnership with specific field locations on an annual basis, the programme includes two key elements: the Possibilities Portal and the UP Forums:

Possibilities Portal: A solutions portal that seeks to identify unique and relevant products or services that add value to UNOPS projects.



UP Forums: A supplier engagement event, targeted at local micro, small, medium, women-owned, youth-owned and other* enterprises, which focusses on building their capacity to be successful entrepreneurs.



www.unops.org/possibilities



Questions and Answers



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[/company/unops](https://www.linkedin.com/company/unops)



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