

25-26 JANUARY 2021

# VIRTUAL NORDIC UNITED NATIONS PROCUREMENT SEMINAR



*The most important meeting place for Nordic companies seeking to do business with UN agencies.*



Photo: UN City/Adam Mørk

UNDERSTAND HOW YOUR COMPANY EFFECTIVLY CAN  
DO BUSINESS WITH THE **\$20 BILLION**  
UN PROCUREMENT MARKET

ORGANISED BY:



# PROGRAM

## MONDAY JANUARY 25

09:00-09:15 | Main stage

### WELCOME

- Verner Kristiansen

09:15-09:30 | Main stage

### OPENING REMARKS

- Grete Faremo, Under-Secretary-General and Executive Director of UNOPS

09:30-10:25 | Main stage

### HIGH-LEVEL PANEL

Nordic collaboration through UN Procurement

- Ville Skinnari, Minister of Finland
- Guðlaugur Þór Þórðarson, Minister of Iceland
- Anna Hallberg, Minister of Sweden
- Flemming Møller Mortensen, Minister of Denmark
- Norway (TDB)

10:30-11:30 | Main stage

### TUTORIAL

How to navigate the virtual platform and get the most out of the seminar

11:30-12:15 | Main stage

### PANEL: HOW TO BE SUCCESSFUL IN SELLING TO THE UN

Successful experiences and strategic engagement with the UN's procurement efforts

- Nordic companies (TBC)

12:15-13:30 | BREAK IN PROGRAM

### PARALLEL ACTIVITIES

Open availability | Stage 1

Presentations from 15 UN Agencies on current procurement needs

09:30-16:30 | Private break-out sessions

B2B meetings

09:30-16:30 | Private break-out sessions

One-on-one meetings with UN Procurement Officers

14:30-16:30 | Break-out room 1

UNGM Kiosk – walk-in with advise and support



13:30-14:15 | Main stage

### PANEL: SUSTAINABILITY AND INNOVATION

Procurement as a mechanism to further economic, social and environmental development

- Sara Krüger Falk, Global Compact Denmark
- Kristoffer Gandrup, UNICEF
- Marcus McKay, UNOPS
- Francois Buratto, WFP

14:30-15:15 | Main stage

### WORKSHOP: RENEWABLE ENERGY

UN needs and challenges connected to renewable energy solutions

- Gregory Soneff, UNDP
- Kristof Choinski, UNOPS
- IOM (Speaker TBD)

15:30-16:15 | Main stage

### WORKSHOP: ICT

Digital empowerment: Increasing access to information and knowledge through ICT

- Isaam White, UN DOS
- Victor Margal, UNDP
- Sanjay Colaco, The World Bank Group

# PROGRAM

## TUESDAY JANUARY 26

09:00-09:10 | Main stage

### GOODMORNING

Run through of Day 2 program

- Verner Kristiansen

09:10-9:50 | Main stage

### HIGH-LEVEL PANEL

Sustainable Procurement and the Private Sector

- Thomas Bustrup, COO, The Confederation of Danish Industry
- Pétur Þ. Óskarsson, CEO, Promote Iceland
- CEO, Business Sweden (TBC)
- Innovation Norway (TBD)
- Business Finland (TBD)

10:00-10:45 | Main stage

### PANEL: COVID-19

Procurement challenges and needs in light of the pandemic

- PAHO (Speaker TBD)
- Martine Israel, UNHCR
- Philipp Kalpaxis, UNICEF
- WHO (Speaker TBD)

11:00-11:45 | Main stage

### WORKSHOP: WASH

Needs, challenges and opportunities for water and sanitation solutions in developing countries

- Antonio Torres, IOM
- Geoffrey Morgan, UNOPS
- WFP (Await accept)

12:00-12:45 | Main stage

### WORKSHOP: MEDICAL SERVICES AND SUPPLIES

The Nordic suppliers' strongholds in supplying advanced products and services and how the UN's needs will evolve the coming years following the pandemic

- PAHO (Speaker TBD)
- Peter Bollen, UNICEF
- WHO (Speaker TBD)

12:45-14:00 | BREAK IN PROGRAM

14:00-14:50 | Main stage

### WORKSHOP: TRADING PLACES WITH THE UN

Learn how to navigate and understand the tender process at the UN

- Miguel Alvarez, UN DOS

15:00-15:45 | Main stage

### WORKSHOP: TRANSPORTATION AND LOGISTICS

The needs of the Transportation and Logistics sector and how more collaboration and innovation can play a role in overcoming future challenges

- Joscha Kremers, UN DOS
- Mounir Bouzar, UNICEF
- WFP (Speaker TBD)

16:00-16:45 | Main stage

### WORKSHOP: ENGINEERING AND MANAGEMENT SERVICES

Trends and development in the needs and requirements for engineering and management services across sectors

- Wamidh Shammam, UNICEF
- Geoffrey Morgan, UNOPS
- Rajiv Parankusam, The World Bank Group

17:00-17:15 | Main stage

### CLOSING REMARKS

- Verner Kristiansen

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