



United Nations International Procurement Seminar

11. – 12. June 2024

Copenhagen





Official opening of the UN international procurement seminar

Verner Kristiansen, moderator





UN City security announcement





Official opening of the UN international procurement seminar

Henrik Fredborg Larsen

Director, United Nations Development Programme Nordic Representation Office





Official opening of the UN international procurement seminar

Stephen Farrell

Chief, Purchasing and Transportation Section, United Nations Office in Geneva

&

Chair of the UN's Procurement Network





Christophe Parisot, Ambassador of France

William Mart Laanemäe, Ambassador of Estonia

Katharina Desmet, Economic and Trade Counsellor for Flanders, Flanders
Investment & Trade, Embassy of Belgium





Video on How to do business with the UN





Presentation by:

UNPD

Greg Kuchler

Chief, Managed Service Communications & Technology, Procurement Division, Office of Supply Chain Management, Department of Operational Support, UN Procurement Division



Procurement in the United Nations Secretariat





The United Nations System



PRINCIPAL ORGANS

GENERAL ASSEMBLY

SECURITY COUNCIL

ECONOMIC AND SOCIAL COUNCIL

SECRETARIAT

INTERNATIONAL COURT OF JUSTICE

TRUSTEESHIP COUNCIL⁶

Subsidiary Organs

- Disarmament Commission
- Human Rights Council
- International Law Commission
- Joint Inspection Unit (JIU)
- Main committees
- Standing committees and ad hoc bodies

Funds and Programmes¹

- UNDP** United Nations Development Programme
 - UNCDF** United Nations Capital Development Fund
 - UNV** United Nations Volunteers
- UNEP²** United Nations Environment Programme
- UNFPA** United Nations Population Fund
- UN-HABITAT⁴** United Nations Human Settlements Programme
- UNICEF** United Nations Children's Fund
- WFP** World Food Programme (UN/FAO)

Research and Training

- UNIDIR** United Nations Institute for Disarmament Research
- UNITAR** United Nations Institute for Training and Research
- UNSSC** United Nations System Staff College
- UNU** United Nations University

Other Entities

- ITC** International Trade Centre (UN/WTO)
- UNCTAD^{3,4}** United Nations Conference on Trade and Development
- UNHCR¹** Office of the United Nations High Commissioner for Refugees
- UNOPS¹** United Nations Office for Project Services
- UNRWA¹** United Nations Relief and Works Agency for Palestine Refugees in the Near East
- UN-WOMEN¹** United Nations Entity for Gender Equality and the Empowerment of Women

Related Organizations

- CTBTO** Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization
- IAEA^{1,2}** International Atomic Energy Agency
- ICC** International Criminal Court
- IOM¹** International Organization for Migration
- ISA** International Seabed Authority
- ITLOS** International Tribunal for the Law of the Sea
- OPCW²** Organization for the Prohibition of Chemical Weapons
- WTO^{1,4}** World Trade Organization

Peacebuilding Commission

HLPF
High-level Political Forum on Sustainable Development

Subsidiary Organs

- International Residual Mechanism for Criminal Tribunals
- Counter-Terrorism Committee
- Military Staff Committee
- Peacekeeping operations and political missions
- Sanctions committees (ad hoc)
- Standing committees and ad hoc bodies

Functional Commissions

- Crime Prevention and Criminal Justice
- Narcotic Drugs
- Population and Development
- Science and Technology for Development
- Social Development
- Statistics
- Status of Women
- United Nations Forum on Forests

Regional Commissions⁸

- ECA** Economic Commission for Africa
- ECE** Economic Commission for Europe
- ECLAC** Economic Commission for Latin America and the Caribbean
- ESCAP** Economic and Social Commission for Asia and the Pacific
- ESCWA** Economic and Social Commission for Western Asia

Other Bodies¹⁰

- Committee for Development Policy
- Committee of Experts on Public Administration
- Committee on Non-Governmental Organizations
- Permanent Forum on Indigenous Issues
- UNAIDS** Joint United Nations Programme on HIV/AIDS
- UNGEI** United Nations Group of Experts on Geographical Names
- UNGGIM** Committee of Experts on Global Geospatial Information Management

Specialized Agencies^{1,5}

- FAO** Food and Agriculture Organization of the United Nations
- ICAO** International Civil Aviation Organization
- IFAD** International Fund for Agricultural Development
- ILO** International Labour Organization
- IMF** International Monetary Fund
- IMO** International Maritime Organization
- ITU** International Telecommunication Union
- UNESCO** United Nations Educational, Scientific and Cultural Organization
- UNIDO** United Nations Industrial Development Organization
- UNWTO** World Tourism Organization
- UPU** Universal Postal Union
- WHO** World Health Organization
- WIPO** World Intellectual Property Organization
- WMO** World Meteorological Organization
- WORLD BANK GROUP⁷**
 - IBRD** International Bank for Reconstruction and Development
 - IDA** International Development Association
 - IFC** International Finance Corporation

Departments and Offices⁹

- EOSG** Executive Office of the Secretary-General
- DCO** Development Coordination Office
- DESA** Department of Economic and Social Affairs
- DGACM** Department for General Assembly and Conference Management
- DGC** Department of Global Communications
- DMSPC** Department of Management Strategy, Policy and Compliance
- DOS** Department of Operational Support
- DPO** Department of Peace Operations
- DPPA** Department of Political and Peacebuilding Affairs
- DSS** Department of Safety and Security
- OCHA** Office for the Coordination of Humanitarian Affairs
- OCT** Office of Counter-Terrorism
- ODA** Office for Disarmament Affairs
- OHCHR** Office of the United Nations High Commissioner for Human Rights
- OIOS** Office of Internal Oversight Services
- OLA** Office of Legal Affairs
- OOSA** Office for Outer Space Affairs
- OSAA** Office of the Special Adviser on Africa
- SRSR/CAAC** Office of the Special Representative of the Secretary-General for Children and Armed Conflict
- SRSR/SVC** Office of the Special Representative of the Secretary-General on Sexual Violence in Conflict
- SRSR/VAC** Office of the Special Representative of the Secretary-General on Violence Against Children
- UNDRR** United Nations Office for Disaster Risk Reduction

Research and Training

- UNICRI** United Nations Interregional Crime and Justice Research Institute
- UNRISD** United Nations Research Institute for Social Development
- UNODC¹** United Nations Office on Drugs and Crime
- UNOG** United Nations Office at Geneva
- UN-OHRLS** Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States
- UNON** United Nations Office at Nairobi
- UNOP²** United Nations Office for Partnerships
- UNOV** United Nations Office at Vienna
- UN YOUTH** United Nations Youth Office

Notes:

- Member of the United Nations System Chief Executives Board for Coordination (CEB).
- The United Nations Office for Partnerships is the focal point vis-a-vis the United Nations Foundation, Inc.
- (IAEA and OPCW report to the Security Council and the General Assembly (GA)).
- WTO has no reporting obligation to the GA, but contributes on an ad hoc basis to GA and Economic and Social Council (ECOSOC) work on, inter alia, finance and development issues.
- Specialized agencies are autonomous organizations whose work is coordinated through ECOSOC (intergovernmental level) and CEB (inter-secretariat level).
- The Trusteeship Council suspended operations on 1 November 1994, as Palau, the last United Nations Trust Territory, became independent on 1 October 1994.
- International Centre for Settlement of Investment Disputes (ICSID) and Multilateral Investment Guarantee Agency (MIGA) are not specialized agencies in accordance with Articles 57 and 63 of the Charter, but are part of the World Bank Group.
- The secretariats of these organs are part of the United Nations Secretariat.
- The Secretariat also includes the following offices: the Ethics Office, United Nations Ombudsman and Mediation Services, and the Office of Administration of Justice.
- For a complete list of ECOSOC Subsidiary Bodies see un.org/ecosoc.

This Chart is a reflection of the functional organization of the United Nations System and for informational purposes only. It does not include all offices or entities of the United Nations System.

Areas of Operation

- Headquarters: New York (Procurement Division)
- Offices away from Headquarters: Geneva, Vienna, Nairobi
- Five Regional Commissions:

Economic Commission for Africa (Addis Ababa);

Economic Commission for Europe (Geneva);

Economic and Social Commission for Asia and the Pacific (Bangkok);

Economic Commission for Latin America and the Caribbean (Santiago);

Economic and Social Commission for Western Asia (Beirut)

- International Criminal Tribunals

11 PEACEKEEPING OPERATIONS (PKOs)



SPECIAL POLITICAL MISSIONS
AND OTHER POLITICAL PRESENCES





Transitioning to a Category Management Approach

From:

To:

Manage by commodity

- Planning
- Global contracts
- Performance management

Manage by category

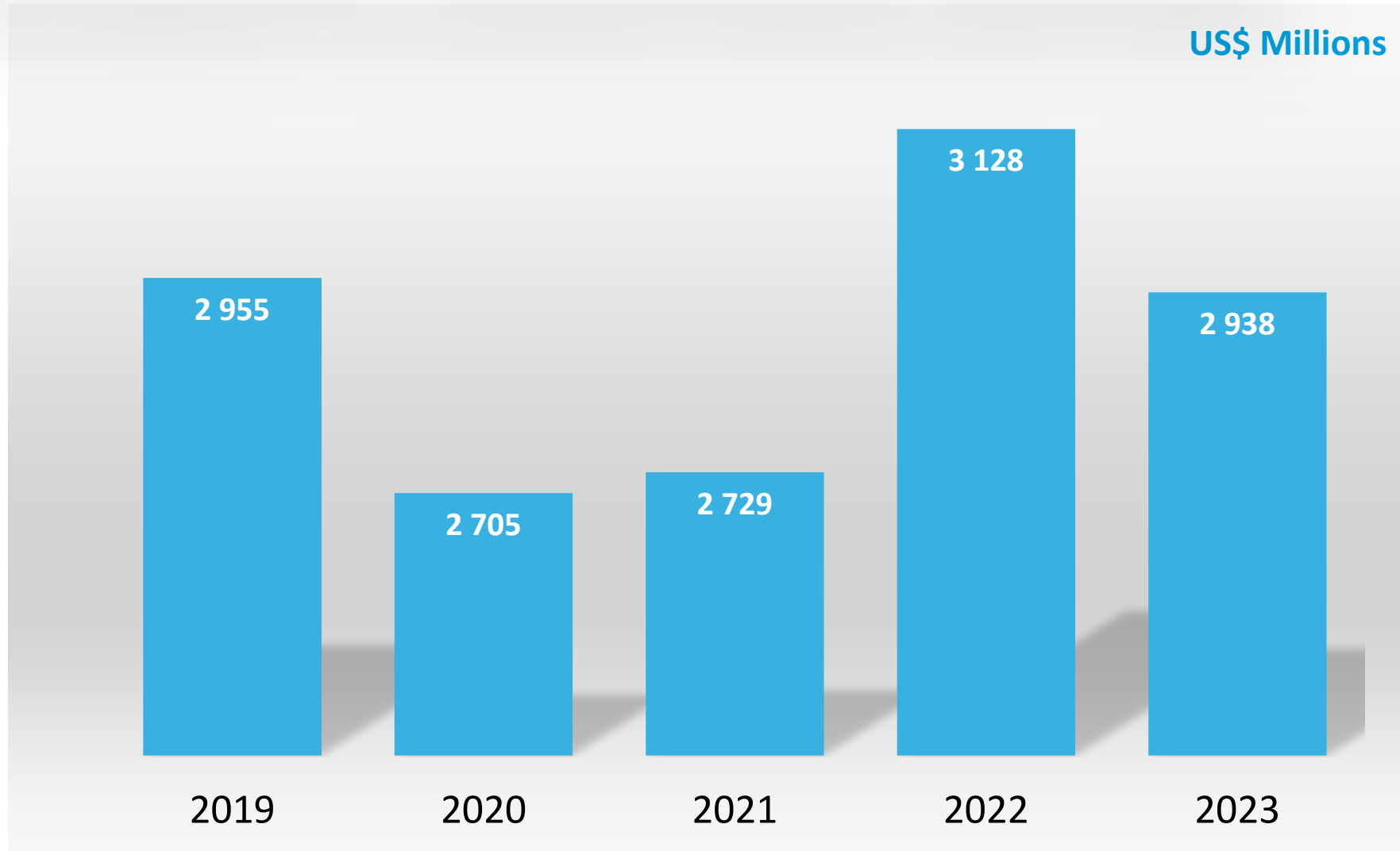
Focus on acquisition process

- Customer engagement
- Cross-functional collaboration

Drive end-to-end CM cycle



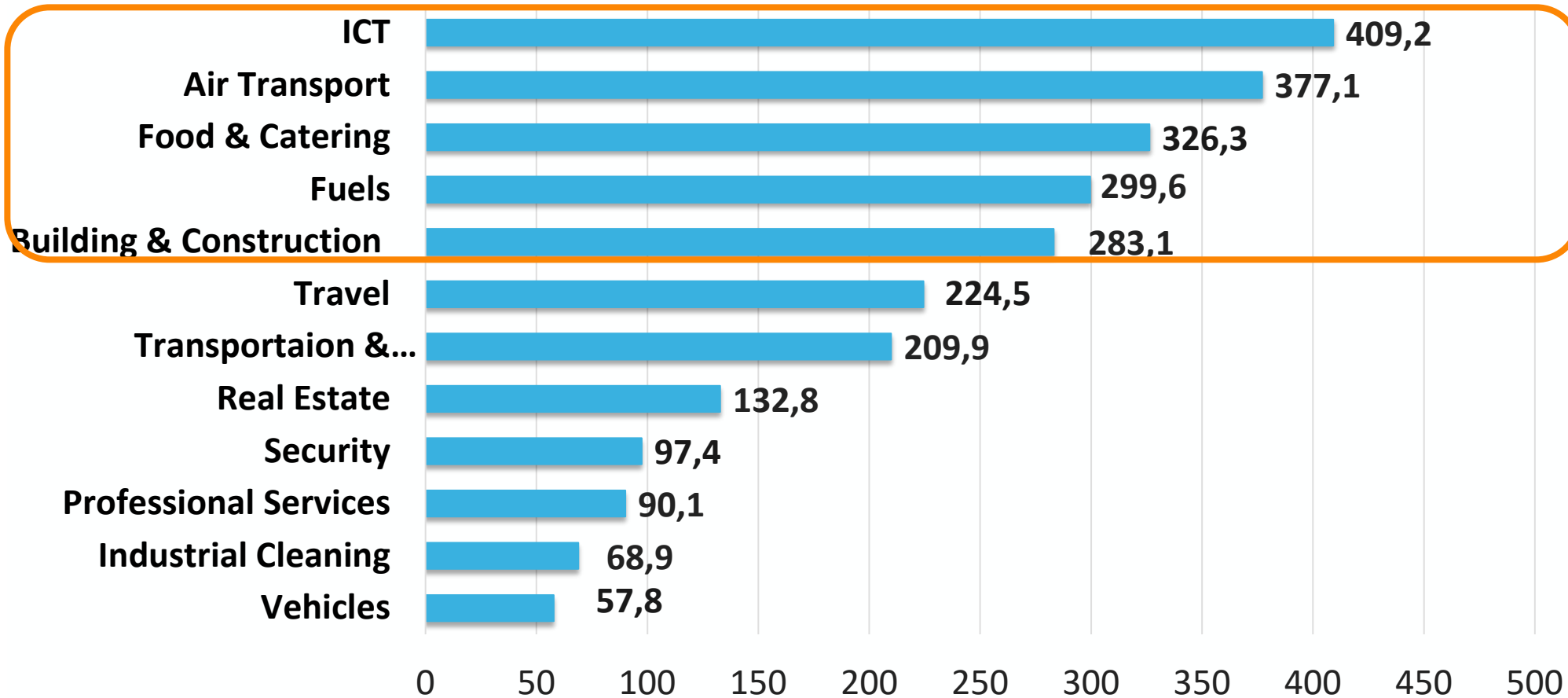
UN Secretariat Procurement Volume (2019-2023)





UN Secretariat Procurement by Major Commodity (2023)

US\$ Millions





UN Procurement Principles

All procurement activities of the UN system, from sourcing to execution are based on the following principles:



The interest of
the UN



Effective
international
competition



Fairness,
integrity &
Transparency

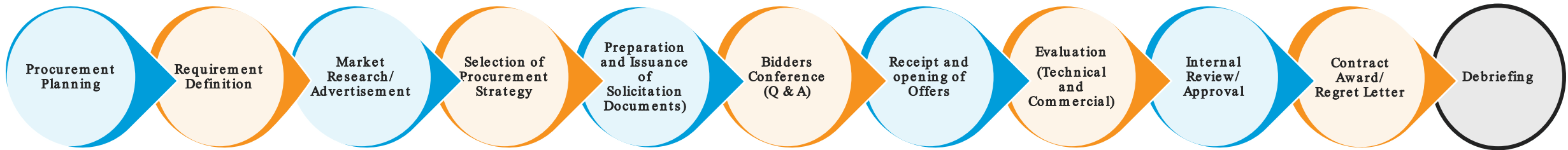


Best value for
money





Typical UN Procurement Workflow





Procurement
Planning

- Procurement Activities
- Timelines for each step of the procurement process
- As early as possible



Requirement
Definition

- Technical Specifications, Statement of Work, Terms of Reference
- May be informed by market research
- Requisitioner's responsibility / Assurances by the Procurement Function





- Market Research:

- information from industry
- External and internal sources

- Advertisement:

- Request for Information (RFI): availability of suppliers/solutions, pricing
- Request for Expression of Interest (REOI): identification of vendors ➔ List of Invitees

Published in UNPD website and UNGM



Selection of
Procurement
Strategy

- Source Selection Plan (SSP):

- Justification for sourcing and procurement decisions
- approval prior to issuance of solicitation
- Must contain certain information, e.g.
 - evaluation criteria
 - contractual instrument to be used
 - rating and scoring system
 - risk factors



Preparation
and Issuance
of
Solicitation
Documents)

- Usually consist of:

- Letter of Invitation
- Acknowledgement Letter
- Technical documents
- Special Instructions and Evaluation Criteria
- Performance Security Form (if applicable)
- Form of Contract and relevant UN General Conditions of Contract

- Standard templates



Bidders
Conference
(Q & A)

- Information in the solicitation document
- Site visits to take place prior to bidders' conference
- Participation costs borne by prospective bidders
- UN may issue a letter to a prospective bidder for obtaining visas from the host country





Receipt and
opening of
Offers



- Tender Opening Committee: virtual opening through Webex
 - Invitation to Bids: read out of bidders' names and total price
 - Request for Proposals: opening of technical proposals





Evaluation
(Technical
and
Commercial)

- Evaluation Methodology:

RFQ
ITB
RFP

Lowest priced, technically acceptable

Lowest priced, substantially conforming bid

Cumulative weighted analysis, award based on the most responsive proposal

$$p = y (\mu/z)$$

p = points for the financial proposal being evaluated
y = maximum number of points for the financial proposal
μ = price of the lowest priced proposal
z = price of the proposal being evaluated




Internal
Review/
Approval

- Review Committees, as appropriate
- Registration level of selected vendor
- Fulfillment of conditions
- Offer Validity






Procurement Division

Search...

HOME ▾
VENDOR REGISTRATION AND OUTREACH ▾
BUSINESS OPPORTUNITIES ▾
AWARDS ▾
STATISTICS ▾
ABOUT US ▾

Contract Awards

On the Contracts Awards web pages, the UN Procurement Division publishes newly awarded Contracts by UN Secretariat entities resulting from formal methods of solicitation with an NTE amount higher than US\$150,000.

Year of Start Date
Month of Start Date
Ref. No.
Country
Vendor Name

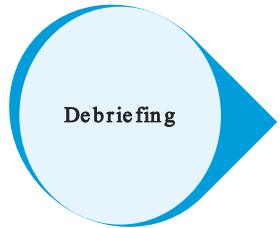
Commodity Group
Items per page

Apply
Reset

Entity	Vendor Name	Country/Territory	Contract No.	Commodity Group	Start Date	Expiry Date	Potential End Date	Value	Ref. No.	Solicitation Type
Procurement Division	HASS PETROLEUM (K) LTD (Kenya)	Kenya	4700026813	Fuel	19 October 2023	19 April 2024	15 September 2023	\$2,896,784	N/A	
Procurement Division	BOLLORE LOGISTICS INDIA PRIVATE LIMITED	India	4700026706	Freight Forwarding and Third-Party Logis	04 October 2023	31 May 2024	15 October 2028	\$511,290	3400011742	ITB

ent





Debriefing

- Awards above USD 200k
- Relates exclusively to bidder's submission
- Procurement challenge ———> Award Review Board



UN Peacekeeping: Procurement Challenges

- Infrastructure
- Resources
- Geographical factors
- Climate
- Natural disasters
- Diseases
- Emergency
- Security risks
- Host Nation restrictions
- Global economic environment



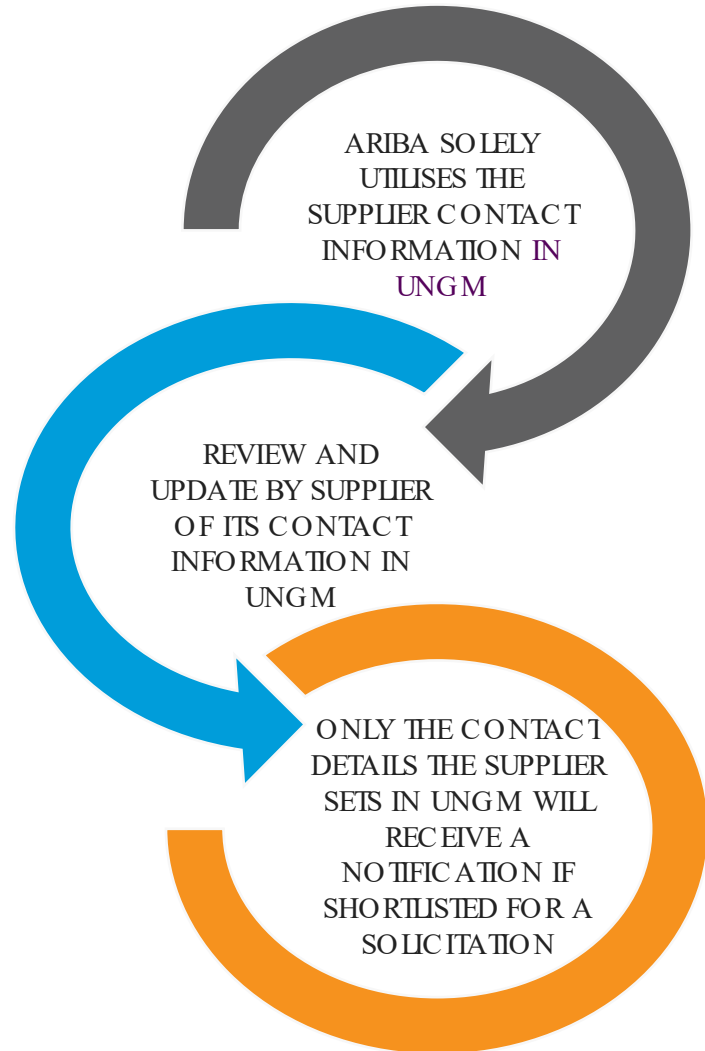
Oum Dreyga, Western Sahara 2010, UN Photo



South Sudan, 2016, UN Photo



SAP ARIBA E-TENDERING PLATFORM



Information on the Ariba Network



ARIBA INTRODUCTION VIDEO



Ariba Guide

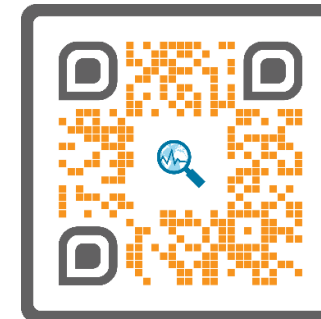


Letter from Director, Procurement Division

UNGM Help Center



How To: Manage Contact Details



How To: Manage Existing Contact



Procurement & SUSTAINABLE DEVELOPMENT GOALS

Focused efforts on outreach and engagement of:

- Women-owned businesses
- Disability Inclusion
- Vendors from developing countries & economies in transition
- Environment





UN Global Compact

4 **Anti-Corruption**

Principle 10: Businesses should work against corruption in all its forms, including extortion and bribery.

1 **Human Rights**

Principle 1: Businesses should support and respect the protection of internationally proclaimed human rights;

Principle 2: make sure that they are not complicit in human rights abuses.

Ten Principles

3 **Environment**

Principle 7: Businesses should support a precautionary approach to environmental challenges;

Principle 8: undertake initiatives to promote greater environmental responsibility;

Principle 9: encourage the development and diffusion of environmentally friendly technologies.

2 **Labour**

Principle 3: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;

Principle 4: the elimination of all forms of forced and compulsory labour;

Principle 5: the effective abolition of child labour;

Principle 6: the elimination of discrimination in respect of employment and occupation.

The United Nations strongly encourages all vendors to actively participate in the Global Compact.



Registration on the United Nations Global Marketplace



- UNGM is the UN global vendor portal.
- Registration is mandatory for all Commercial Vendors.
- One registration form – access to many UN organizations.
- Tender Alert Service – direct notice of business opportunities.



WELCOME TO THE UNITED NATIONS GLOBAL MARKETPLACE (UNGM)

<p>Login and New Registrations</p> <p>Access this area to create a new UNGM account or to log in to an existing account.</p>	<p>Procurement Opportunities</p> <p>Search for procurement opportunities published by UN organizations. These are accessible publicly and free of charge on UNGM.</p>	<p>Tender Alert Service (TAS)</p> <p>This service notifies suppliers of relevant UN procurement opportunities based on their products and services.</p>
<p>UN Staff Members</p> <p>This area is dedicated to UN staff members and provides access to functionalities supporting the UN procurement function.</p>	<p>Contract Awards</p> <p>Search for contract awards published by UN organizations. These are accessible publicly and free of charge on UNGM.</p>	<p>Knowledge Center</p> <p>Find information and resources on UN procurement in this area dedicated to potential suppliers, UN staff members and other entities interested in advancing their knowledge.</p>
<p>UNGM Help Center</p> <p>The Help Center provides users with support as they learn about and use the UNGM portal. Search the library of support articles to find answers and resolve issues.</p>	<p>Procurement Statistics</p> <p>The Annual Statistical Report (ASR) provides an overview of procurement carried out by the UN organizations in support of their operations, projects, and programmes.</p>	<p>Doing Business with the UN Organizations</p> <p>Find information on how to do business with the United Nations, in particular on the UN system, UN market and International Procurement Seminars.</p>



Compliance with UN Supplier Code of Conduct and UN General Conditions of Contract

- ❑ The UN expects ethical behavior of UN suppliers and contractors. Proscribed practices include but are not limited to sexual exploitation and abuse, corruption, conflict of interest, gifts and hospitality, and post-employment restrictions.
- ❑ UN Supplier Code of Conduct:
<https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct>
- ❑ UN General Conditions of Contract:
<https://www.un.org/Depts/ptd/about-us/conditions-contract>
- ❑ UN Procurement Division website:
<https://www.un.org/Depts/ptd/>

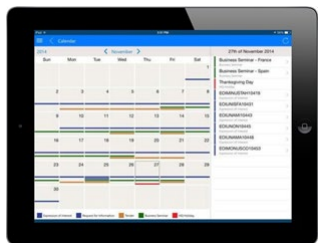


United Nations Procurement Mobile App

The UN Procurement Mobile App offers real-time access to information related to business opportunities, business seminars schedule and contract awards.

- Event calendar including business opportunities, seminars, public tender openings, and official UNHQ holidays.
- Purchase orders and contracts monthly awards data that can be filtered by year, month and commodity group.
- Procurement bulletins providing timely updates on a wide range of topics.
- Comprehensive search functionality.
- Ability to easily share information and add events to your calendar.
- Multi-year statistical data.
- Other procurement resources.

Features of the Mobile App



Thank you for your time!

Your feedback is important to us. Please take a moment and participate in the survey.

To access the Survey, click link below:

<https://forms.office.com/e/MqfJ4hW9zV>

Or scan QR Code:





Presentation by:

UNICEF

Katinka Rosenbom

Chief of Contracting Centre, United Nations Children's Fund



UNICEF Procurement

International Procurement Seminar for
Belgium
Estonia
France

*Sourced with care
Packed with love
Delivered with hope*

unicef  for every child

Katinka Aanjesen Rosenbom
Chief Contracting
Copenhagen, June 2024

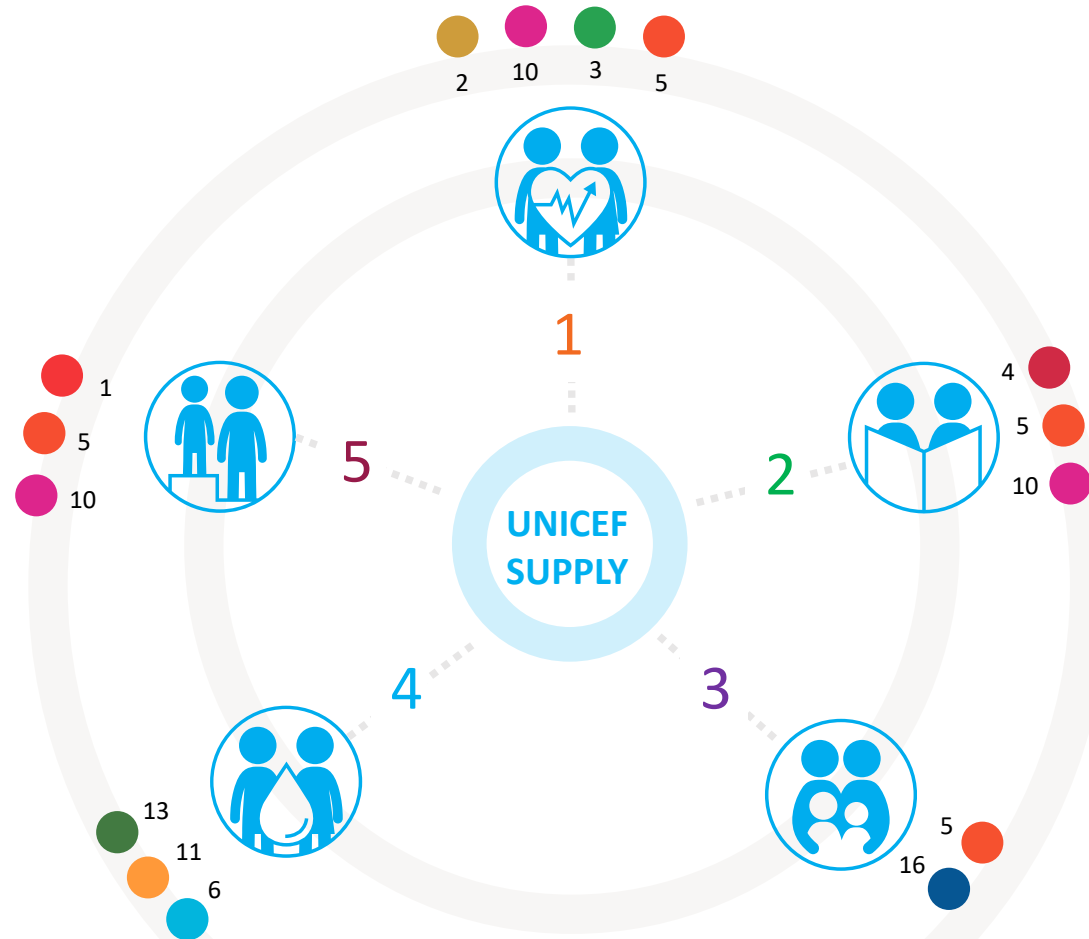
Every child **survives and thrives**

Every child **has a fair chance in life**

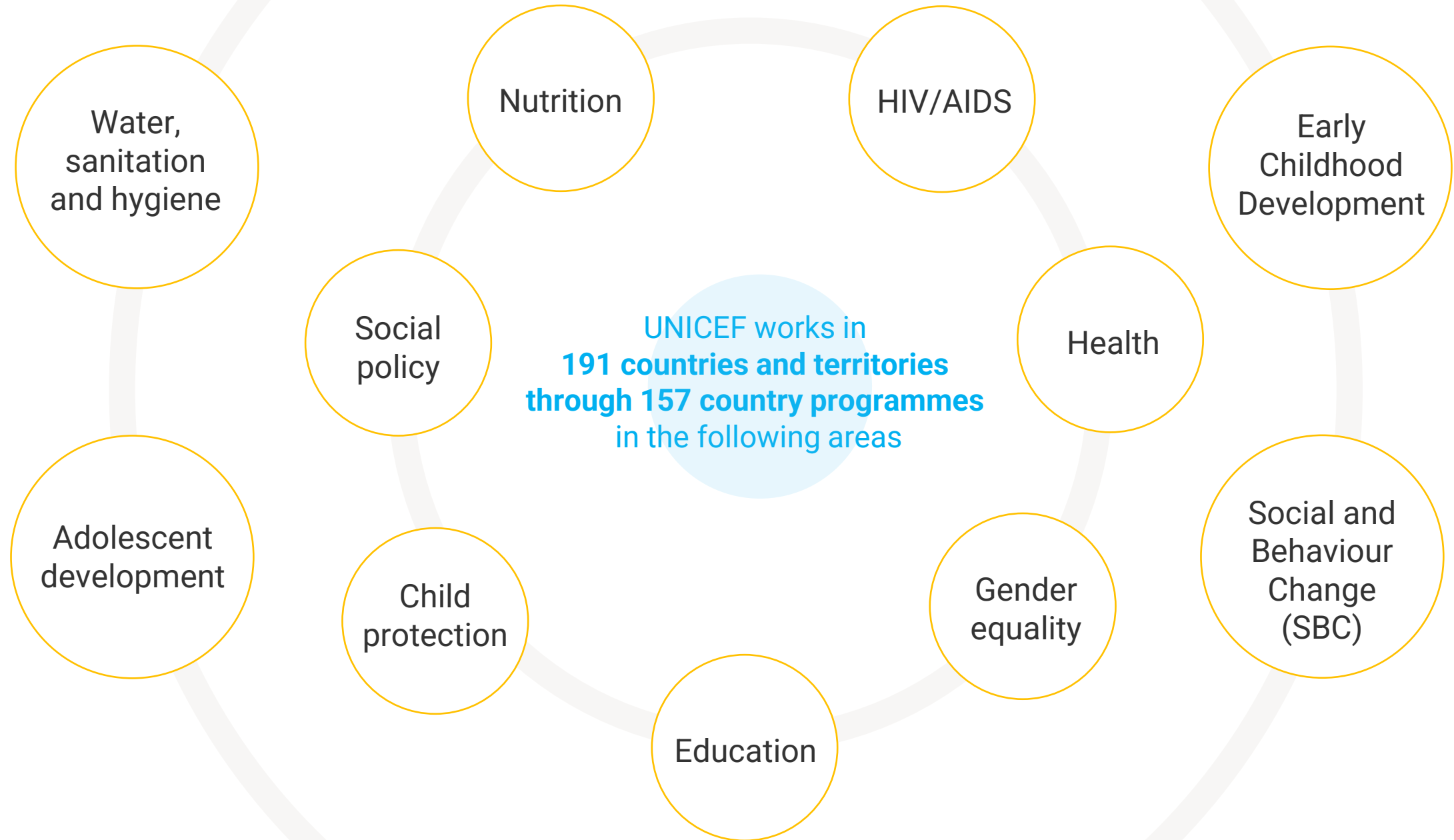
Every child **lives in a safe and clean environment**

Every child **learns**

Every child is **protected from violence and exploitation**



UNICEF PROGRAMMES



GROWTH IN PROCUREMENT 2005 – 2023



UNICEF's total 2023 procurement value represents a **37 per cent increase** compared to pre-pandemic 2019 (in \$ millions)

PROCUREMENT AND DELIVERY

Access to supplies and services is realization of children's rights

In 2023,
UNICEF procured

\$5.244 billion

**GOODS
\$3.500 billion**

**SERVICES
\$1.744 billion**

in 162 countries and areas, in response to the growing needs of children.

SUPPLIES AND SERVICES

UNICEF identifies, sources and procures **essential supplies** for children and their communities

- Nutrition supplies
- WASH supplies
- Medicines
- Shelter and field equipment
- Mosquito nets
- Diagnostics and clinical laboratory supplies
- Education supplies
- Vaccines
- School furniture
- Cold chain equipment
- Assistive technology

UNICEF also procures **services** to provide needed support for programmatic outcomes

- Cash and voucher assistance
- In-country logistics and warehousing services
- International freight services
- Research, surveys, monitoring and evaluation services
- Local technical workforce for programme support
- Contracting for services
- Construction



UNICEF'S SUPPLY FUNCTION



FORECASTING



SUPPLY FINANCING



PROCUREMENT SERVICES



PRODUCT INNOVATION



MARKET SHAPING



WAREHOUSE AND DISTRIBUTION



GLOBAL TRANSPORT



IN-COUNTRY LOGISTICS



CAPACITY DEVELOPMENT

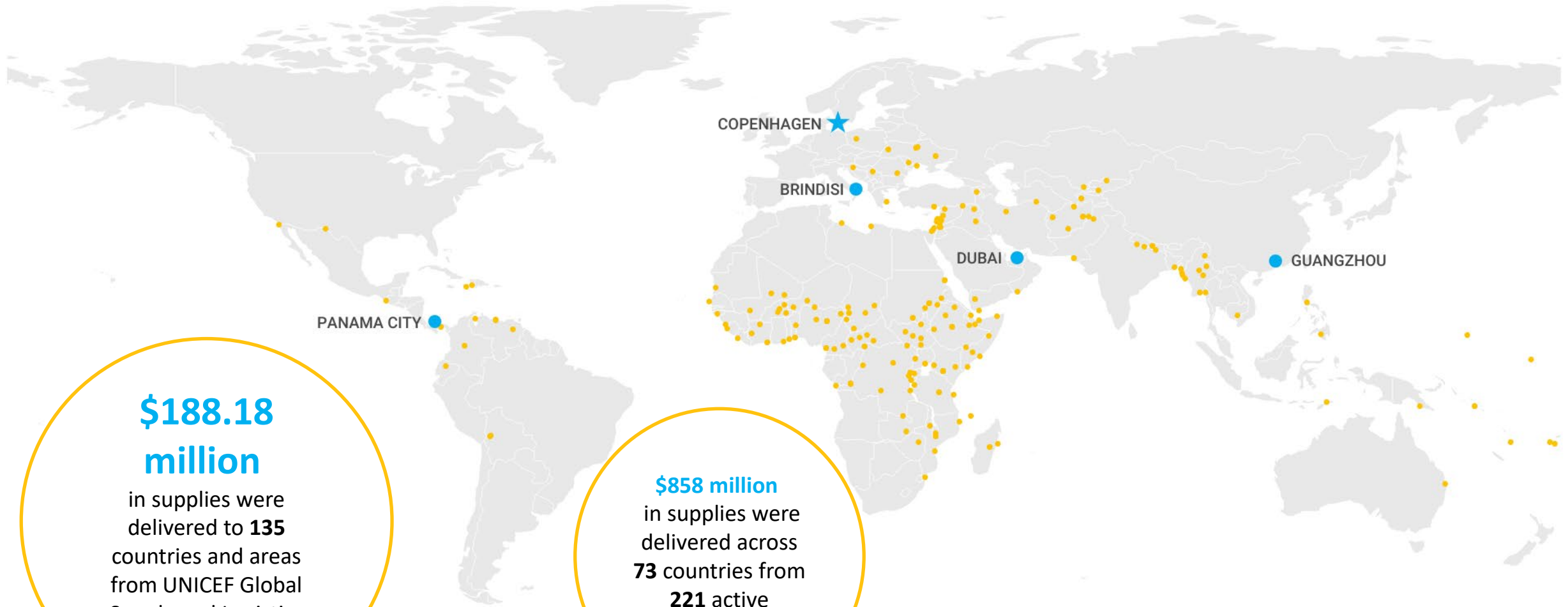


MONITORING



EVIDENCE ANALYSIS AND KNOWLEDGE

UNICEF GLOBAL SUPPLY AND LOGISTICS HUBS



**\$188.18
million**

in supplies were delivered to **135** countries and areas from UNICEF Global Supply and Logistics Hubs

\$858 million

in supplies were delivered across **73** countries from **221** active warehouses

MARKET INFLUENCING, PRODUCT INNOVATION AND PARTNERING WITH BUSINESS

Global and local markets oriented towards need of children, contributing to the achievement of Sustainable Development Goal (SDG) targets.



MARKET INFLUENCING

Influence global and local markets – breaking down market barriers that inhibit children’s access to essential supplies



PRODUCT INNOVATION

Identify, develop and scale new and innovative products that accelerate results for children and young people



PARTNERSHIPS

Build partnerships with business, leveraging their commitment to sustainability so that they deploy their core assets to enhance supply chains for children

SUSTAINABILITY AT UNICEF



UNICEF's challenge: Meeting the needs of children today without compromising the well being of children tomorrow

All children are already affected by climate change or environmental degradation. Climate-driven natural disasters, such as droughts and floods, cut children off from food and safe water. Environmental degradation affects children's health and drives biodiversity loss and will have long-term consequences for their futures.



Every child is already affected by at least one climate or environmental disaster or shock, and **over one billion are at extremely high risk.**



Children bear the brunt of the impacts of climate change. Close to **90 per cent** of the **burden of disease attributable to climate change** is borne by children under 5.



Nearly **a third** of the world's children are affected by **lead poisoning.**



Around 600,000 children under 5 die each year from **respiratory infections** related to indoor and outdoor air pollution.



Over **186 million children** have **no access to electricity** at their primary schools.



Only 20 per cent of global investment in renewable energy is **reaching the least-developed countries.**

Children are uniquely vulnerable and at a significantly higher risk of harm than adults. They eat and drink more and breathe more air per unit of body weight than adults. They are more likely than adults to be affected by malnutrition and succumb to illnesses exacerbated by climate change, such as cholera, malaria and dengue. Children are at greater risk from respiratory, neurological and other diseases caused by air pollution.

Over one billion children are at extremely high risk of climate or environmental disaster or shock

Sustainable Procurement Procedure & Guidance



Planning

Consider opportunities for incorporating sustainability criteria in dialogue with UNICEF programmes, partners, and suppliers that are:

- Grounded in a risk - opportunity analysis
- Complemented by market readiness assessment
- Include resources required for implementation

Requirement definition

Define sustainability requirements that are

- Clear, specific, measurable, and informed by market assessments
- Harmonized with UNICEF's sustainability policies
- Where applicable, linked to the UN SP Indicators and organizational targets for sustainability

Sourcing

- Gather information & assess market readiness for sustainable procurement through, e.g., RFI market surveys, supplier and partner consultations, etc.
- Part of a phased approach to introducing SP concepts into markets

Solicitation

Based on planning / assessments, build sustainability references and criteria into:

- ToR/SoW/specs
- Technical evaluation
- Commercial evaluation
- Link where relevant to the appropriate sustainability targets and indicators.

Contract finalization

Contractual terms for sustainability include:

- As a minimum – adherence to the UN Supplier CoC and UNICEF GTCs, UNICEF supplier policies
- Additional terms carried forward from the solicitation documents relevant KPIs, monitoring and reporting plans, etc.

Contract management

Ensuring that suppliers meet:

- The contractual need
- Their sustainability commitments, and obligations
- Drive continuous improvement.

This is managed through regular vendor performance monitoring and vendor performance evaluation.

To maximize impact we're identifying the greatest risks and opportunities

To prioritize and focus on what matters to our stakeholders and where we can make a difference, we're drawing from the private sector, using hotspot analysis and materiality assessments across our product lines

Illustrative example:

Product Group	Vaccines	Nutrition	Pharmaceuticals	Medical Supplies	Bednets / Insecticides	Cold-chain Equipment	Construction Services	International Freight
Environmental Aspects								
Raw Material Use	6	15	6	12	12	9	11	2
Water Use	8	10	4	4	5	4	10	0
Land Use (Conversion & Land Degradation)	2	6	1	4	5	4	8	0
GHG Emissions (incl Energy Intensity)	17	19	16	12	14	17	11	19
Waste & Pollution	14	15	19	18	16	14	10	11
Hazardous Waste & Toxicity	20	0	15	7	5	11	2	5
Social Aspects								
Human rights (incl. D&I, Rights of indigenous people, and general HR)	1	11	2	3	3	3	4	4
Employment Conditions (Wages, working hours, social security etc.)	1	13	2	3	6	3	8	4
Occupational Health & Safety	4	8	7	4	4	4	7	5
Product Quality, Safety & Durability	2	7	6	8	6	8	9	1
Economic Aspects								
Compliance & corruption	4	7	3	11	4	3	11	11
Local Production & Employment	4	10	4	13	2	0	4	4
Inequality	4	7	0	0	2	0	4	4

Note: Waste and Hazardous Waste will require strong collaborations between SD and PG

Note: Initial hotspots analysis is still a work-in-progress

Environmental and social standards in supply

STRATEGIES

POLICY INSTRUMENTS

UN wide/ Inter-agency

UN Sustainability Management Strategy

Systematically **integrate** sustainability considerations in procurement practices (in both polices and tenders) and **publicly report** on them

Strengthen monitoring/compliance of UN supplier Code of Conduct (supplier's respect of UN's environmental, social and economic principles)

Current

- UNDIS
- Human Rights & Business Principles

- Human Trafficking Forced Labor MPF
- Gender Responsive Procurement MPF

UNICEF Corporate

2023 – 2030 Sustainability and Climate Change Action Plan

Drive sustainability within UNICEF and our global network of partners, governments, and **suppliers**

Current

- AAP
- Policy on Safeguarding

Incoming

- ESS Policy
- ESS Procedure
- CFRM Procedure

UNICEF Supply

SD Strategy OMP 2022-2025

Expand sustainable procurement

Decrease our carbon footprint

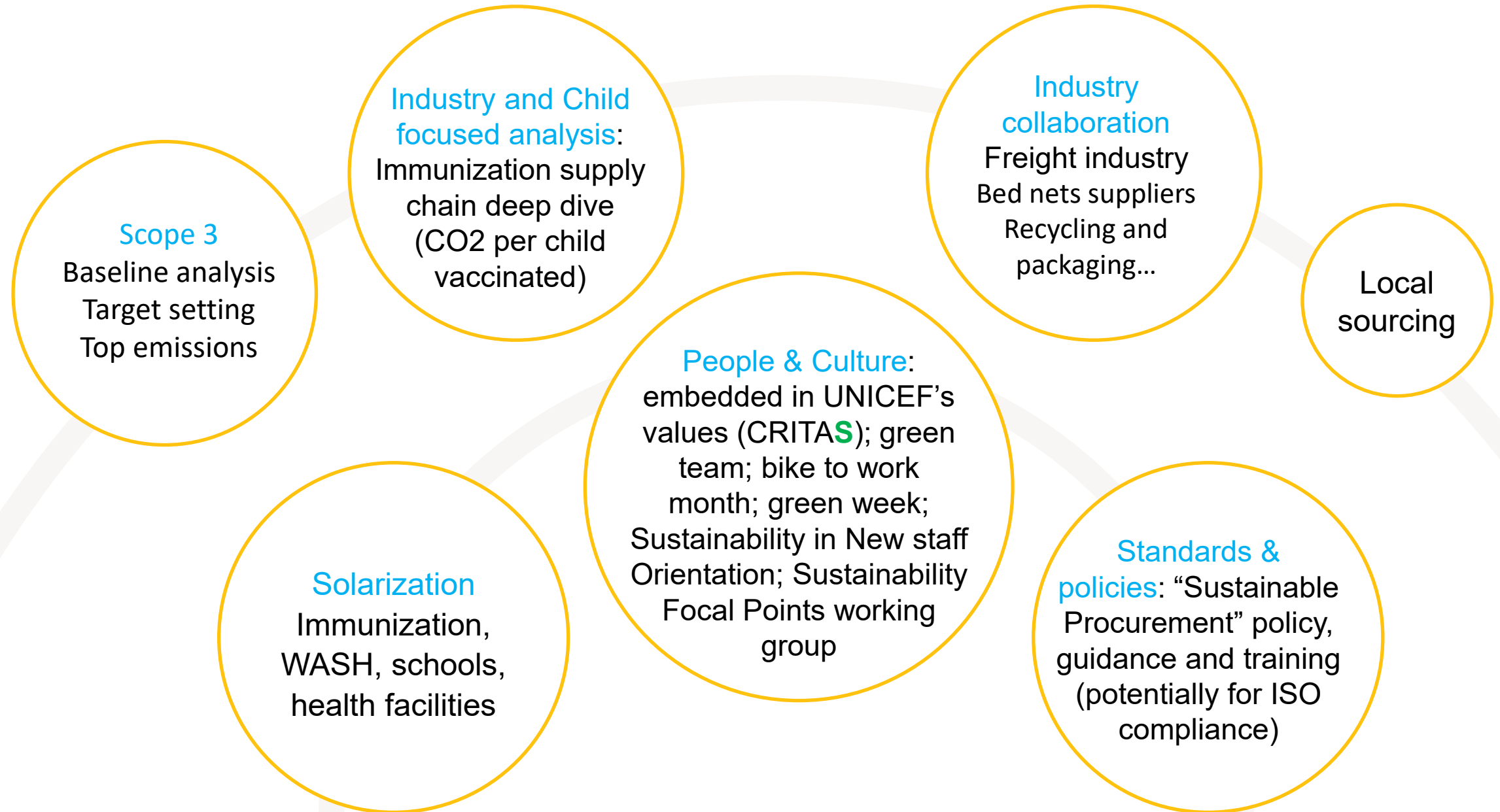
Current

- Policy Prohibiting & Combatting Fraud and Corruption
- Zero Tolerance Policy on Gifts and Hospitality
- Information Disclosure Policy
- Policy on Personal Data Protection
- Sustainable Procurement Procedure
- UNICEF GTCs

Core sustainability issues / minimum standards for UNICEF suppliers:

Organizational Governance
Ethical Conduct
Environment
Human Rights
Labour Practices
Safeguarding
Economy

SUPPLY DIVISION SUSTAINABILITY INITIATIVES IN MOTION



A young boy with a joyful expression, arms raised, stands in a lush green field. He is wearing a dark blue soccer jersey with white stripes on the sleeves. The jersey features the Adidas logo on the left chest and a crest on the right chest that reads "EAST HAMILTON SOCCER CLUB" and "FOUNDED 1978". The background is a dense thicket of green bushes and trees.

For every child,

a liveable planet.

Thank you

A man in a blue UNICEF hoodie is lifting a young boy on his shoulders. The boy is smiling and looking to the side. The background is a bright blue sky with some clouds and utility poles. The entire image has a blue color cast. A white box on the right contains the text 'BECOME A SUPPLIER TO UNICEF'.

**BECOME A SUPPLIER
TO UNICEF**

unicef 

Find out what we do in UNICEF Supply

<https://www.unicef.org/what-we-do>

English Français Español العربية 中文 | High contrast

unicef  for every child

[EXPLORE UNICEF](#) [PRESS CENTRE](#) [DONATE](#)

[WHAT WE DO](#) [RESEARCH AND REPORTS](#) [STORIES](#) [TAKE ACTION](#) 



What we do

Find out how UNICEF drives change for children and young people every day, across the globe.

Available in: English [Français](#) [Español](#) [العربية](#) [中文](#)


UNICEF works in over 190 countries and territories to save children's lives, to defend their rights, and to help them fulfil their potential, from early childhood through adolescence. And we never give up.

<https://www.unicef.org/what-we-do>

INCREASING TRANSPARENCY

UNICEF's COVID-19 Vaccine Market Dashboard

unicef | for every child COVID-19 Vaccine Market Dashboard [Overview](#) [Products](#) [Capacity](#) [Agreements](#) [Price](#) [Delivery](#) [Devices](#)

The COVID-19 Vaccine Market Dashboard showcases the latest information on the global COVID-19 vaccine market, including vaccine shipments through the [COVAX Facility](#). COVAX shipments are based on UNICEF and PAHO logistics data, as well as reported information on shipments to self-procuring participants. All other information is compiled from public sources and validated against manufacturers' responses to [UNICEF's Expression of Interest](#), [UNICEF's and PAHO's joint COVID-19 vaccine tender on behalf of the COVAX Facility](#), as well as complemented with relevant information sourced from [Airfinity's intelligence platform](#). Please refer to the disclaimer via the red button on this page. Assumptions applied to the data can be viewed via the  icon in the respective section of the dashboard.

Access to data: where available, click on the  icon, select 'File' and then 'Save as copy' to download the data from the respective section of the dashboard



Data disclaimer

How to download data?

1. Vaccines approved for use include licensed vaccines and vaccines authorized for emergency/conditional use.

Market notes & Manufacturer specific pricing

<https://www.unicef.org/supply/influencing-markets>

Market notes published on different topics

Price database covering 80 products

Format

- Market analysis & UNICEF Supply
- Product details, issues, challenges
- Strategic information and guidance

Aims to

- Inform businesses on demand
- Inform governments on supply
- Advocate and provide market signals
- Influence decision making

Content

- Programmatic context and background
- Product requirements, standards, specifications
- Market trends (demand, supply, pricing, availability)
- Market and product issues, challenges, deficiencies to be addressed
- Planned UNICEF actions to set market expectations

How to become a supplier to UNICEF and what we procure?

The screenshot shows the UNICEF supplier portal at [unicef.org/supply/suppliers-and-service-providers](https://www.unicef.org/supply/suppliers-and-service-providers). The page features a navigation bar with tabs for 'FOR SUPPLIERS AND SERVICE PROVIDERS', 'FOR GOVERNMENTS AND PARTNERS', 'STORIES', and 'TAKE ACTION'. A dropdown menu is open under the 'FOR SUPPLIERS AND SERVICE PROVIDERS' tab. The main content area has a header image of people in blue uniforms. Below the image is a white box with the text 'For suppliers and service providers' and 'Find everything you need to work with UNICEF as a supplier or service provider'. The main text describes UNICEF's procurement process, including a link to the 'Supply Catalogue'.

unicef.org/supply/suppliers-and-service-providers

FOR SUPPLIERS AND SERVICE PROVIDERS FOR GOVERNMENTS AND PARTNERS STORIES TAKE ACTION

For suppliers and service providers

For suppliers and service providers

Find everything you need to work with UNICEF as a supplier or service provider

UNICEF purchases goods and services to support goals and priorities for children and their families. We commit to the highest levels of integrity, transparency and accountability in our procurement activities, and we work with suppliers that comply with the highest ethical standards of conduct.

Stay connected with updated information and resources for current and potential suppliers.

Becoming a supplier to UNICEF

UNICEF is interested in diversifying its supplier base and finding new suppliers that can provide quality goods at competitive prices. Here is how you can take part in our work to serve children around the world as a new supplier or service provider.

Business opportunities are posted on the [United Nations Global Marketplace \(UNGM\)](#), where tender notices from other UN organizations are also available. To see UNICEF opportunities, click on "Show more criteria" and enter UNICEF as the selected UN Organization.

All applications to become a supplier with UNICEF must be made via UNGM. There is no charge to register as a supplier.

All procurement follows public procurement principles, and products must comply with recognised technical standards.

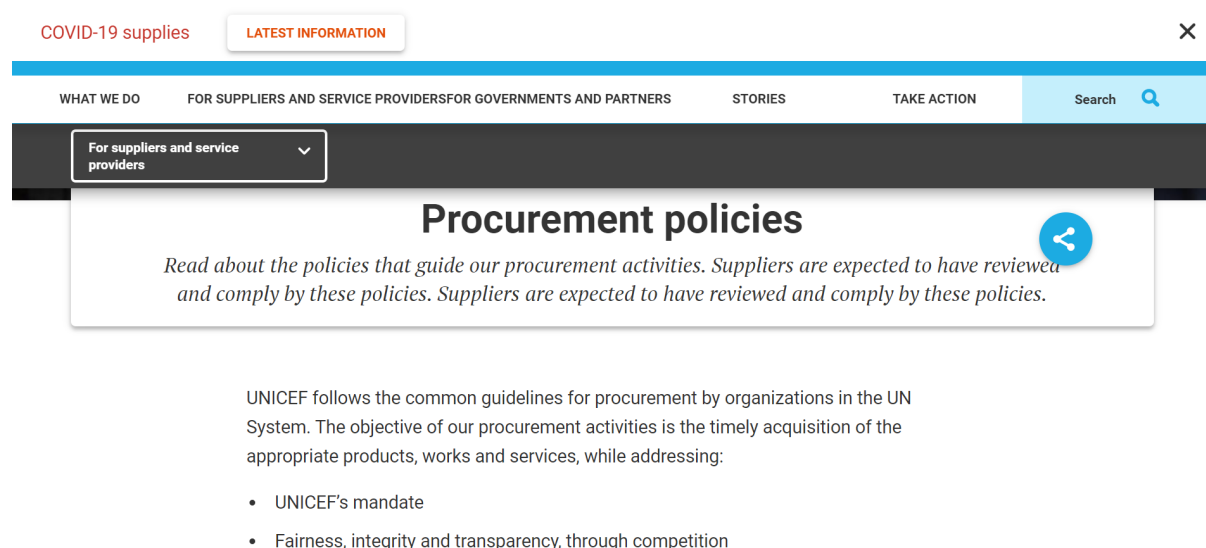
UNICEF reviews supplier applications and determines interest based on the relevance of products and services. For reference to products procured by UNICEF, please view our [Supply Catalogue](#).

Supply Catalogue

<https://www.unicef.org/supply/suppliers-and-service-providers>

UNICEF's Procurement Policies/Standard Contractual Texts Webpage

- **UNICEF Procurement Policies Webpage address:** <https://www.unicef.org/resources/procurement-policies.html>
- Provides information/links to all the key UNICEF (and UN) **policy documents** including the UN Supplier Code of Conduct, the Global Compact, UNICEF's Policy Prohibiting and Combatting Fraud and Corruption, UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children, UNICEF's Information Disclosure Policy and UNICEF Procedure on Sustainable Procurement.
- **UNICEF Standard Contractual Texts Webpage address:** <https://www.unicef.org/supply/unicef-standard-contractual-texts.html>
- Makes publicly available UNICEF's **General Terms and Conditions**, Long Term Arrangements, standard contractual provisions and solicitation documents.



COVID-19 supplies LATEST INFORMATION

WHAT WE DO FOR SUPPLIERS AND SERVICE PROVIDERS FOR GOVERNMENTS AND PARTNERS STORIES TAKE ACTION Search

For suppliers and service providers

Procurement policies

Read about the policies that guide our procurement activities. Suppliers are expected to have reviewed and comply by these policies. Suppliers are expected to have reviewed and comply by these policies.

UNICEF follows the common guidelines for procurement by organizations in the UN System. The objective of our procurement activities is the timely acquisition of the appropriate products, works and services, while addressing:

- UNICEF's mandate
- Fairness, integrity and transparency, through competition

TOP SUPPLIES IN 2023



\$2.211 billion

Vaccines/ biologicals



\$262.8 million

Nutrition supplies



\$158.1 million

Medical supplies
and equipment



\$152.5 million

Water and sanitation
supplies



\$148.6 million

Pharmaceuticals



\$105.9 million

Cold chain equipment



\$101 million

Education supplies



\$47.2 million

Shelter/field equipment



\$29.9 million

Clothing and footwear



\$27.8 million

Long-lasting
insecticidal nets

LARGEST SERVICE CATEGORIES



\$297.6 million

construction services



\$195.9 million

Contracted personnel



\$183.9 million

cash and voucher assistance



\$182.7 million

international freight



\$140.2 million

in-country logistics and warehousing services



\$87.7 million

research, surveys, monitoring and evaluation services

EMERGENCY SUPPLY RESPONSE OVERVIEW 2023

What were the top supplies in emergencies?



\$249.36 million

Vaccines and biologicals



\$181.84 million

Nutrition



\$89.37 million

Medical supplies and equipment



\$86.05 million

Education supplies



\$85.55 million

Water and sanitation

UNICEF delivered **\$893.07 million** in emergency supplies to **81** countries

SUPPLIER COUNTRIES

United States
\$713.43

Belgium
\$625.3

India
\$482.1

Denmark
\$270.4

Yemen
\$201.3

United Kingdom
\$200.8

France
\$190.8

11,666 suppliers in 176 countries

Countries from which UNICEF procurement of supplies and services exceeded \$10 million, based on country of invoice (in \$ millions).

\$60 million – \$80 million

Nigeria \$79.0
Afghanistan \$72.5
Türkiye \$68.2
Ethiopia \$66.3
Democratic Republic of the Congo (the) \$61.9
Russian Federation (the) \$60.9
Kenya \$60.7

\$20 million – \$40 million

Sudan (the) \$32.3
Mozambique \$32.2
Somalia \$29.9
Chad \$28.8
South Africa \$28.0
Malawi \$26.3
Madagascar \$21.7
Iraq \$21.2
Cyprus \$20.3

\$40 million – \$60 million

Luxembourg \$54.3
Germany \$51.6
Bangladesh \$51.1
Switzerland \$44.5
Netherlands (the) \$43.4
South Sudan \$42.0
Jordan \$40.4

\$15 million – \$20 million

Niger (the) \$19.5
Haiti \$19.3
Italy \$19.2
Côte d'Ivoire \$19.1
Brazil \$17.9
Venezuela (Bolivarian Republic of) \$17.6
Burkina Faso \$17.5

\$10 million – \$15 million

Uganda \$14.2
State of Palestine \$12.7
Colombia \$11.9
Myanmar \$11.8
Austria \$11.1
Spain \$10.9
Egypt \$10.9
Chile \$10.4
Canada \$10.1
Norway \$10.1

Programme countries

Donor countries

\$100 million – \$150 million

China \$136.2
Singapore \$135.2
Republic of Korea (the) \$126.3
Ukraine \$111.1
Lebanon \$109.1
Pakistan \$107.1
Indonesia \$105.2
United Arab Emirates (the) \$104.9

PROCUREMENT VALUE

48%

from suppliers in donor countries and areas

52%

from suppliers in programme countries and areas



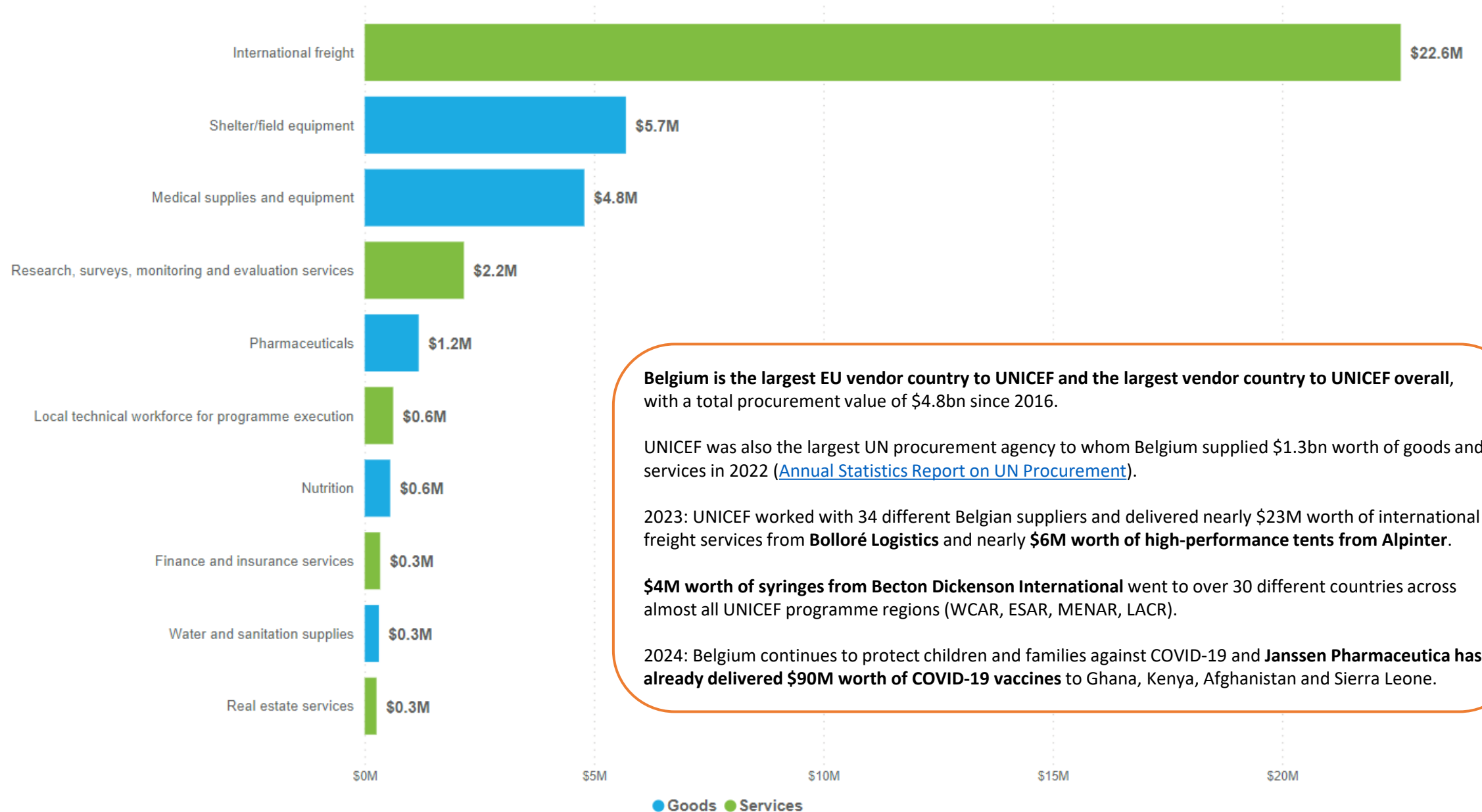


unicef 
for every child

Procurement from Belgium, Estonia & France

Since 2016 UNICEF procured nearly \$5bn worth of goods and services from Belgium

Vaccines are the largest commodity group for Belgium and are excluded from the 2023 data below



Belgium is the largest EU vendor country to UNICEF and the largest vendor country to UNICEF overall, with a total procurement value of \$4.8bn since 2016.

UNICEF was also the largest UN procurement agency to whom Belgium supplied \$1.3bn worth of goods and services in 2022 ([Annual Statistics Report on UN Procurement](#)).

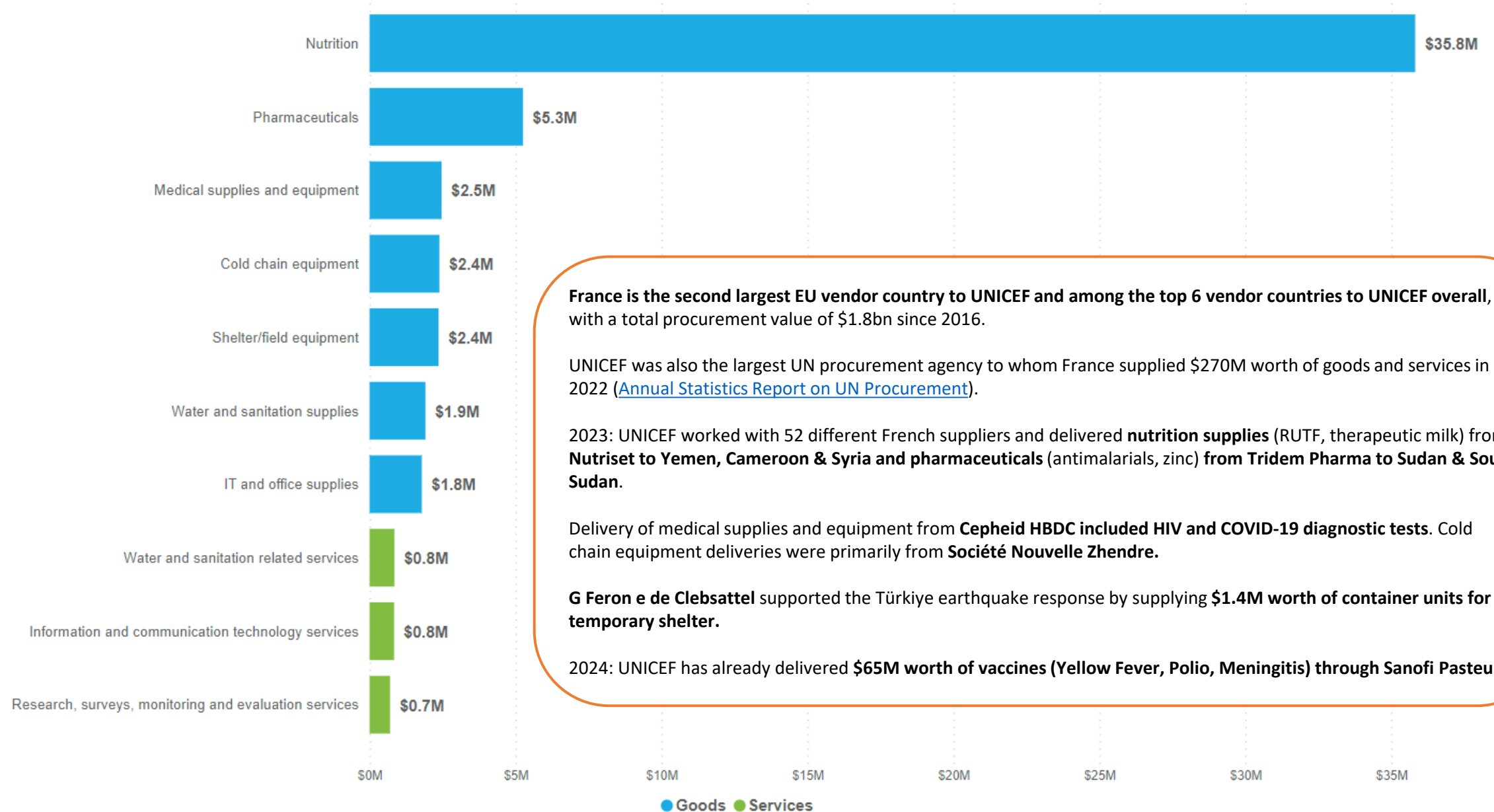
2023: UNICEF worked with 34 different Belgian suppliers and delivered nearly \$23M worth of international freight services from **Bolloré Logistics** and nearly **\$6M worth of high-performance tents from Alpinter**.

\$4M worth of syringes from Becton Dickinson International went to over 30 different countries across almost all UNICEF programme regions (WCAR, ESAR, MENAR, LACR).

2024: Belgium continues to protect children and families against COVID-19 and **Janssen Pharmaceutica has already delivered \$90M worth of COVID-19 vaccines** to Ghana, Kenya, Afghanistan and Sierra Leone.

Since 2016 UNICEF procured nearly \$2bn worth of goods and services from France

Vaccines are the largest commodity group for France and are excluded from the 2023 data below



France is the second largest EU vendor country to UNICEF and among the top 6 vendor countries to UNICEF overall, with a total procurement value of \$1.8bn since 2016.

UNICEF was also the largest UN procurement agency to whom France supplied \$270M worth of goods and services in 2022 ([Annual Statistics Report on UN Procurement](#)).

2023: UNICEF worked with 52 different French suppliers and delivered **nutrition supplies** (RUTF, therapeutic milk) from **Nutriset to Yemen, Cameroon & Syria** and **pharmaceuticals** (antimalarials, zinc) from **Tridem Pharma to Sudan & South Sudan**.

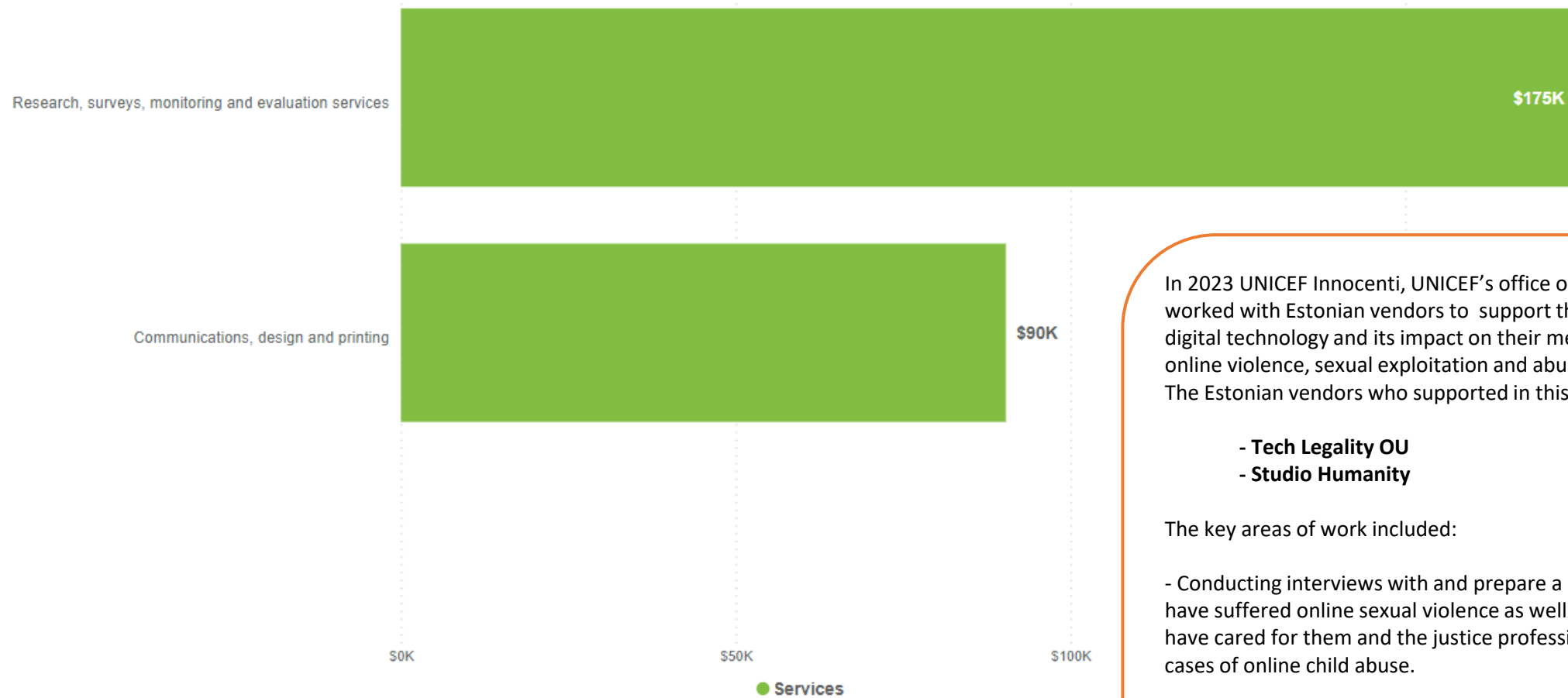
Delivery of medical supplies and equipment from **Cepheid HBDC** included **HIV and COVID-19 diagnostic tests**. Cold chain equipment deliveries were primarily from **Société Nouvelle Zhendre**.

G Feron e de Clebsattel supported the Türkiye earthquake response by supplying **\$1.4M worth of container units for temporary shelter**.

2024: UNICEF has already delivered **\$65M worth of vaccines (Yellow Fever, Polio, Meningitis)** through **Sanofi Pasteur**.

Since 2016 UNICEF procured \$1M worth of goods and services from Estonia

Below is a graph showing the 2023 data by commodity group for Estonia



In 2023 UNICEF Innocenti, UNICEF's office of global research and foresight worked with Estonian vendors to support their study of children's use of digital technology and its impact on their mental health, with specific focus in online violence, sexual exploitation and abuse and digital skills development. The Estonian vendors who supported in this work are:

- **Tech Legality OU**
- **Studio Humanity**

The key areas of work included:

- Conducting interviews with and prepare a report on young people who have suffered online sexual violence as well as the front-line workers who have cared for them and the justice professionals who have worked with cases of online child abuse.
- Conceptualizing and developing an online communications publication featuring case studies and human-interest stories.



unicef 
for every child

Thank you



Presentation by:

UNOPS

Anne-Claire Howard

Procurement Director, United Nations Office for Project Services



UNOPS & Procurement

Building a better world through effective public spending

UN Procurement Seminar
Belgium, France & Estonia
In Copenhagen, UN City
June 11 -12, 2024

To support the achievement of the **Sustainable Development Goals**, we respond to our partners' needs and help increase the effectiveness of peace and security, humanitarian and development projects around the world.



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

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

Supplying over three million students and teachers with ICT equipment in Argentina

Buying tens of millions of anti-malarial mosquito nets each year in Myanmar

Providing ambulances to support thousands of refugees in Jordan

Delivering cost savings of millions of dollars for governments in Guatemala, Honduras & Mexico

\$1.6 billion

UNOPS procurement in 2023

871 106

projects in countries

5597 165

suppliers from countries

41%

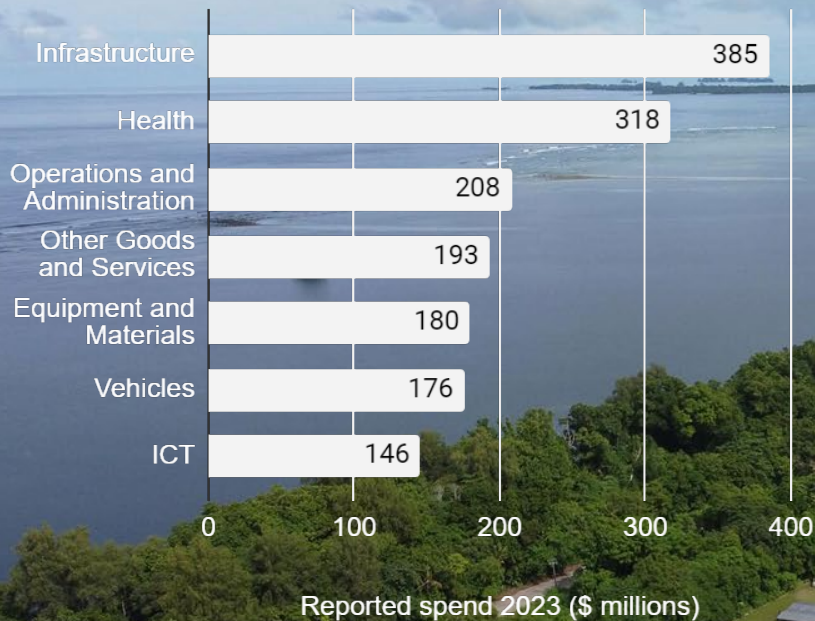
local procurement

2,500+

tenders launched per year



By category



\$306m
engineering works

\$201m
medical and lab equipment

\$84m
pharmaceuticals

\$106m
fuel and oil

\$129m
ICT equipment

Procurement from suppliers from Belgium, Estonia and France

\$230m

2021 - 2023

\$203m

Health: 2021 - 2023

\$10m

Operations and Administration:
2021-2023

Equipment and Materials Health ICT Infrastructure
Operations and Administration Other Goods and Services



2023 procurement based
on country of supplier

\$6.1m

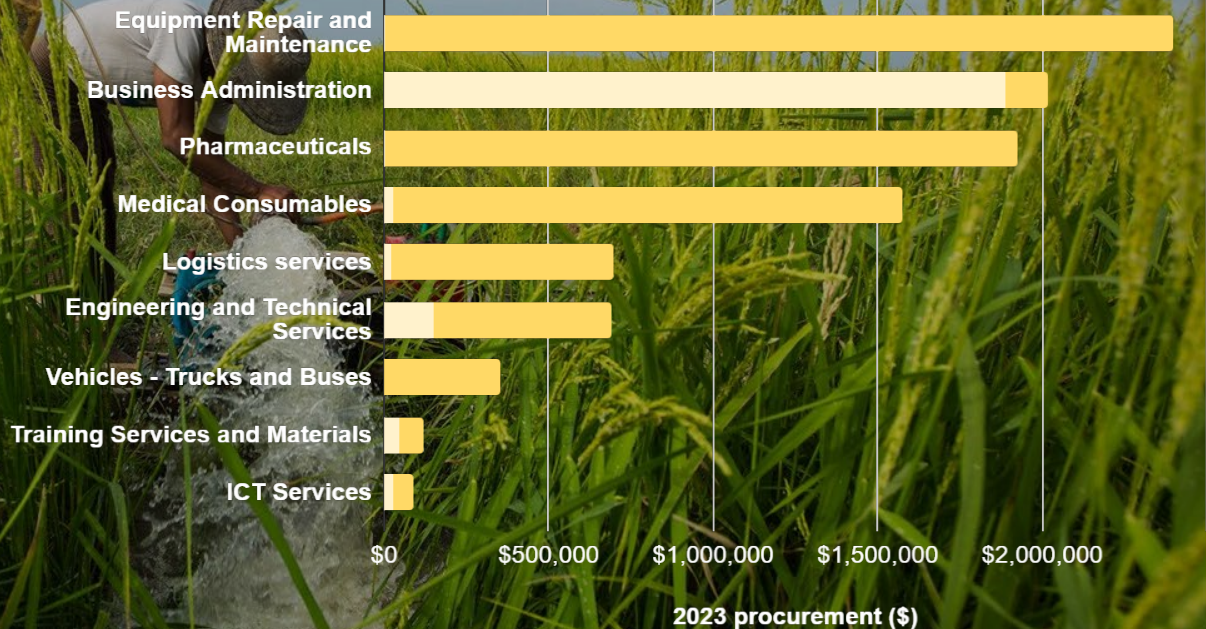
Belgium

\$7.1m

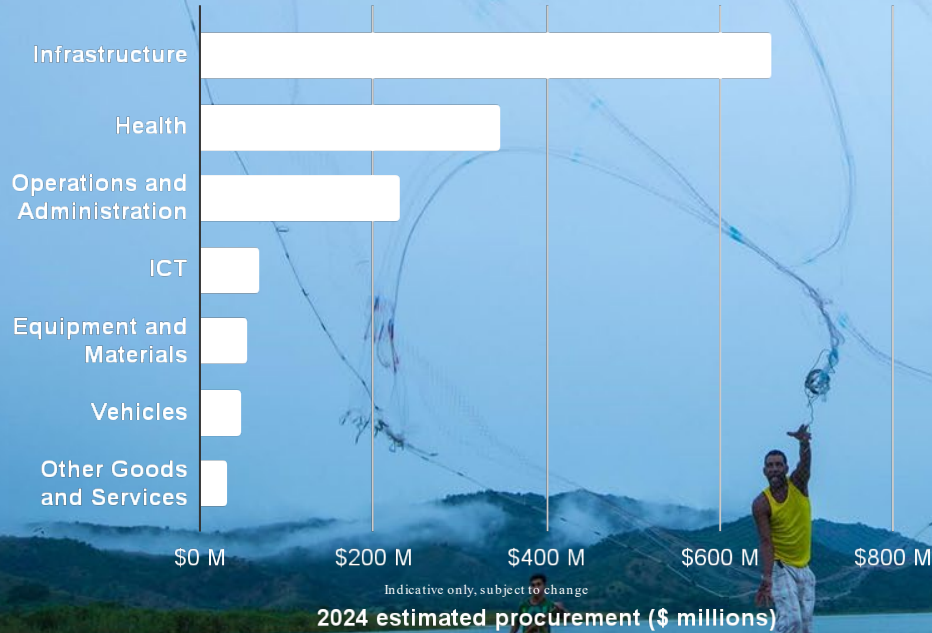
Estonia

\$70.4m

France



Planned procurement 2024



UNOPS posts all current procurement business opportunities on the United Nations Global Marketplace (UNGM). Potential suppliers are encouraged to check UNGM for a list of all current UNOPS tender notices.

A majority of UNOPS procurement processes are carried out through the UNOPS eSourcing system, which is integrated with UNGM. Visit UNOPS eSourcing for more.

Projected potential requirements of goods, services and works for UNOPS projects can be found in our procurement plans. UNOPS ensures procurement plans are available to the public in order to foster effective competition and increase transparency.

UNOPS PROCUREMENT PLANS

Explore our potential goods, services and works requirements for UNOPS projects:

- [Interactive dashboard](#)
- [Download Excel document](#)



UNOPS priorities

Serve People better



Strengthening essential public services for citizens

UNOPS is providing health services with equipment in GMS

Achieve goals



Ensuring every development activity has the resources it needs

UNOPS procured \$1.8bn in 2022 for SDGs in 80 countries

Protect the environment



Supporting green supply chains that are better for people and the planet

UNOPS set emission criteria for vehicle purchases in Serbia

Build trust



Bolstering confidence of citizens and businesses through transparency

UNOPS tackled corruption in procurement in Peru



Drive equality



Empowering businesses led by or providing opportunities for women

UNOPS had successful women workforce tender criteria in Yemen

Ensure human rights



Safeguarding against child labour and SEA and protecting labour

UNOPS screened suppliers SEA safeguarding for the PSC

Do more with less



Making savings to free up funds for more development activity

UNOPS helped save \$270m in health spend in Guatemala

Boost economic growth



Backing local businesses, ensuring decent work and driving innovation

UNOPS supported local businesses with 53% of spend



Realizing potential through sustainable procurement



Limited Competition (Market capacity & response to tenders)



Global Supply chain disruption (delays to project delivery)



Corruption and Fraud



Funding Constraints



Leverages pre-established supplier contracts to enable efficient call off orders to meet partner needs.

1,160+ product categories available on UN Web Buy +

500+ (Long Term Agreements) LTAs with suppliers



Runs tailored procurement processes from market analysis and tenders to supplier selection and management.

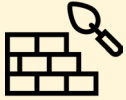


Value
\$200m+ annually
Partners
Governments, UN agencies, IFIs, INGOs, NGOs.
Focus area
Health, energy, vehicles, procurement

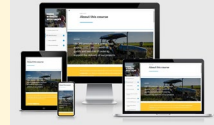


DRiVE (Delivering Responsibility in Vendor Engagement) UNOPS **supplier sustainability** assessment, inspection and corrective action-planning programme

UNOPS solutions & opportunities



- Realizing potential through **sustainable procurement**
- More **effective public spending** to empower institutions
- **Supporting local economies**
- Doing more with less
- **Procurement Strategy** development supported by efficient planning and market research



Vendor capacity development initiatives:

- Vendor training at local level and international
- Conducting UNOPS Possibilities Forums, with **focus on MSMEs and Women Owned Businesses**
- Online training for vendors “**Doing Business with UNOPS**”
- Online course UNOPS-UN Women on **gender mainstreaming in procurement**

Additional resources on UNOPS procurement

All UNOPS open competition **procurement opportunities** are posted in the form of Tender Notices on the United Nations Global Marketplace (UNGM)

<https://www.ungm.org/Public/Notice>

For guidance on how to submit offers to UNOPS eSourcing tenders, please consult the user guide, videos, helpdesk and other support materials available at

<https://esourcing.unops.org/#/Help/Guides>

Contract awards

<https://www.ungm.org/Public/ContractAward>
<https://unopsprocurement.page.link/UNOPS-data-web>

Online Course: “Doing business with UNOPS” free of charge and available in English, French and Spanish.

<https://www.unops.org/popups/doing-business-with-unops>



Supplier Resource Centre

UNOPS.org > Business Opportunities > [Supplier Resource Center](#)



From information for suppliers to current business opportunities, the resources centre is the one-stop shop for all suppliers who want to do business with UNOPS.

The Supplier Resource Centre is a capacity-building initiative under the UNOPS Possibilities programme, which aims to

QUICKLINKS

[Current business opportunities](#)

[UN Global Compact](#)

[Bid protest](#)



Accessible through UNOPS webpage



One-stop shop for all potential suppliers including MSMEs



A guide for doing business with UNOPS



Resources for every stage of the procurement process



Access to all learning opportunities such as events and online courses



 UNOPS

Purchase for Impact

2022 UNOPS Procurement Report

> www.unops.org/procurement

Our role



Today's world requires new approaches and partnerships that harness the potential of technological change. UNOPS, with a mandate in infrastructure, is a vital part of this future.

By demonstrating how solutions can be delivered on the ground, UNOPS makes a meaningful contribution, bringing innovation to bear as we strive to build a better future for all.”


.....

António Guterres, Secretary-General, UN

 /unops.org

 /company/unops

 /unops_official

 /unops
/unops_es
/unops_fr



Panel I moderated by **Verner Kristiansen**

Sustainability in business and procurement

UNPD

UNICEF

UNOPS





COFFEE BREAK

Please be back at 11.30





Presentation by:

UNIDO

Atsushi Isoyama

Chief, Procurement Services, United Nations Industrial Development Organization





UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



DOING BUSINESS WITH UNIDO

**International Procurement Seminar
for companies from Belgium, Estonia
and France**

@ UN City in Copenhagen

June 2024



- Business sector
- ITPOs
- Civil society
- Procurement
- Careers

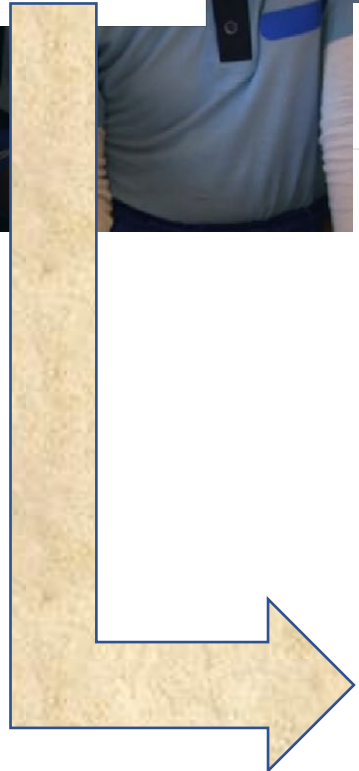
Progress by innovation



www.unido.org

Procurement

- Procurement Methods
- Registration in UNIDO's Database
- General Procurement Conditions
- Notices
- Contract Awards
- UN Global Compact
- UNIDO Procurement

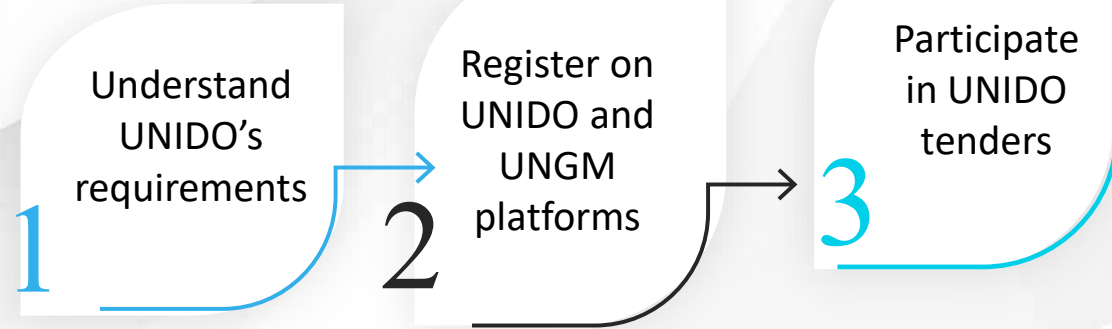


UNIDO Procurement



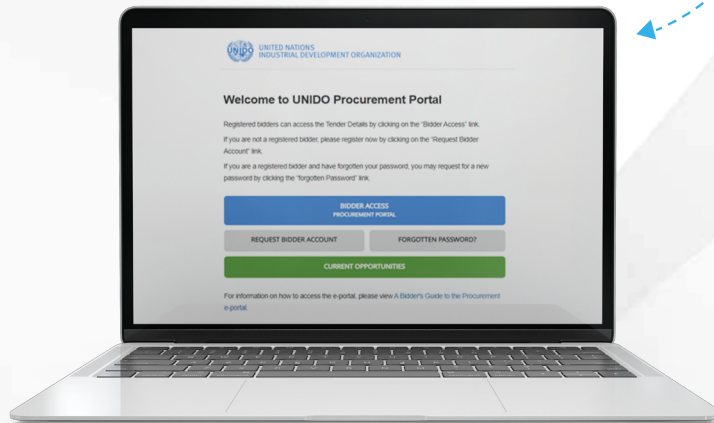


HOW TO REGISTER AS A VENDOR WITH UNIDO



UNIDO Procurement Portal

www.procurement.unido.org



United Nations Global Market

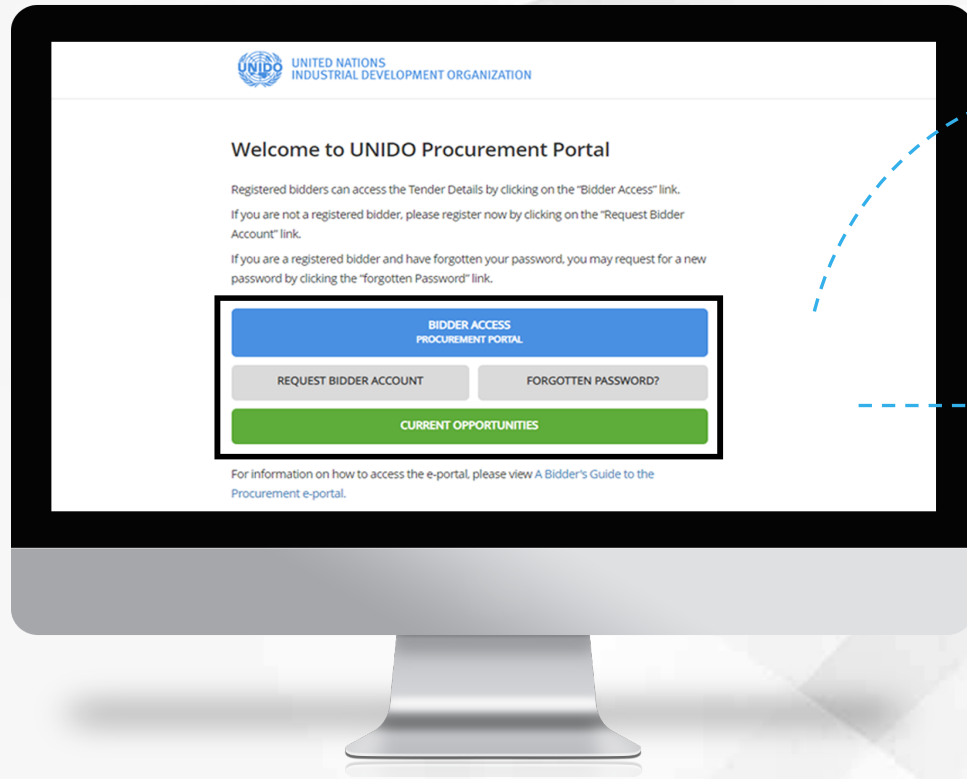
www.ungm.org





UNIDO EPROCUREMENT PORTAL

www.procurement.unido.org



Welcome to UNIDO Procurement Portal

Thank you for your interest in UNIDO's current procurement opportunities!

Please fill in all fields marked with an asterisk (*). They are mandatory for us to be able to process your request for an account.

Please allow up to one (1) business day to review your request and respond to you with your account details and further instructions on how to download our tender documents and submit your proposal, should you choose to do so.

For any questions regarding this form or anything related to our procurement portal, please contact us via procurement@unido.org or call us at +43 1 26026 ext. 4608 during our call-in times: Monday to Friday, between 9:30 – 11:30 and 14:30 – 16:30 Central European Time.

* Fields marked with an asterisk are mandatory.

General Company Information

* Company Name:
Language:

Address

* Country:
Region:
* Postal Code / City:
Street/House Number:
Building/Floor/Room:

PO Box Address

PO Box: Without Number.
Country:
Postal Code / City:

Communication

* Phone Number:
Fax Number:
* E-Mail Address:

Contact Person Information

* First Name:
* Last Name:
* Form of Address:
Academic Title:
Department:

Copy Company Data

* Phone Number:
Fax Number:
* E-Mail Address:
Language:
* Country:

Current Opportunities

Title	Beneficiary Country	Deadline	Type	Event Number	Registration
THE PROVISION OF SERVICES TO ENHANCE THE REGULATORY FRAMEWORK OF THE BIO-BASED FERTILIZER INDUSTRY IN EGYPT.	Egypt	01.10.2023 18:00:00 CET	Request f. Quotation	7000006480	Click here for more information
Demande d'un générateur diesel.	Dem. Rep. Congo	02.10.2023 17:00:00 CET	Request f. Quotation	7000006494	Click here for more information
Provisions of services related to editing and design of a publication.	Global	02.10.2023 17:00:00 CET	Request f. Quotation	7000006477	Click here for more information



UNIDO: WHAT WE DO?

Agri- business



Environment



Trade,
technology &
innovation

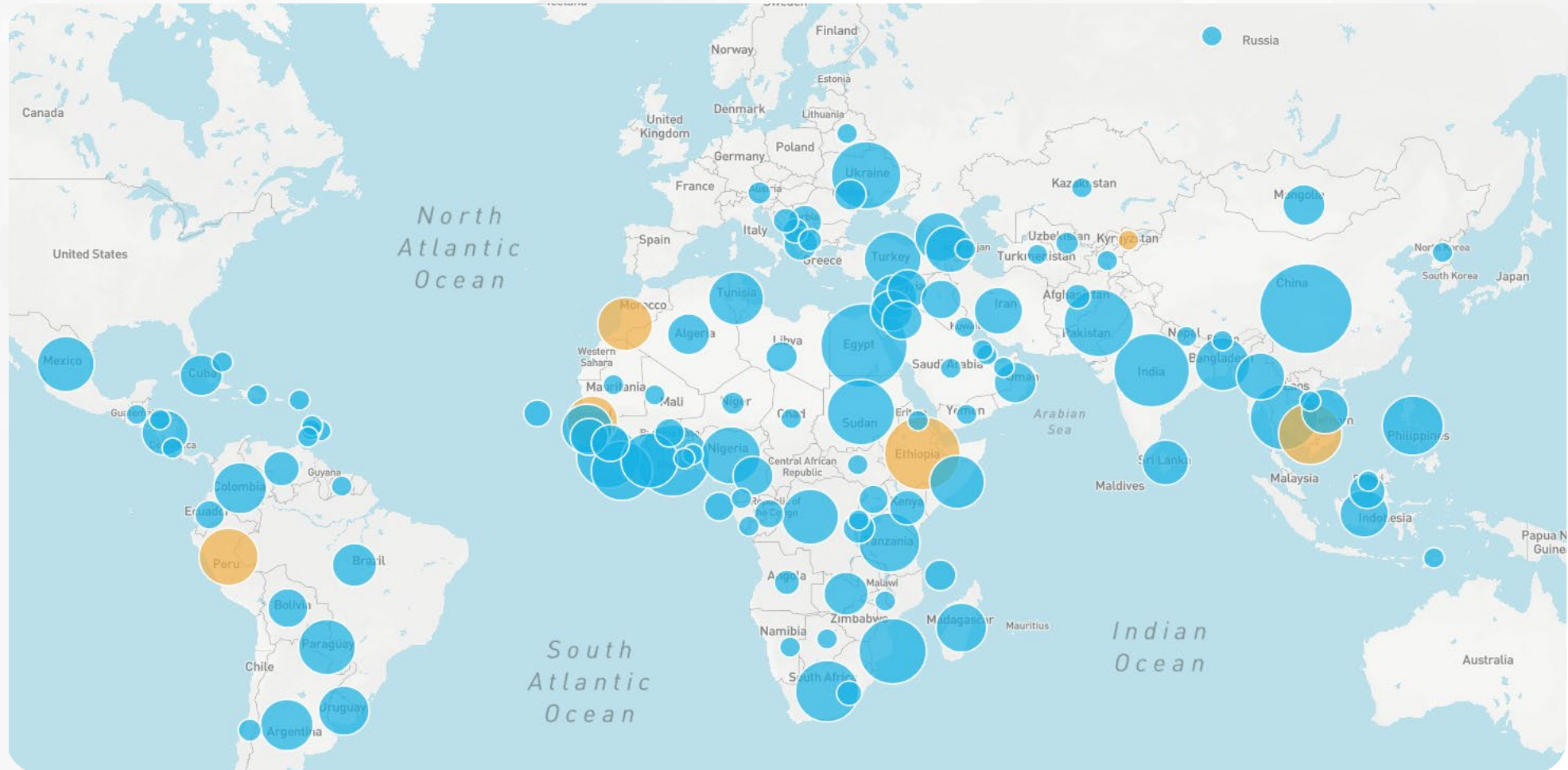


Energy





WHERE WE DO BUSINESS



UNIDO TC Projects Globally



WITH WHOM WE DO BUSINESS



Our suppliers really span the globe with over 3,000 suppliers internationally



WHO ARE OUR MAJOR DONORS



Funded by European Union



Bilateral
Funds





WHAT WE BUY: EQUIPMENT



**Solar
photovoltaic
panels**



**Photovoltaic
equip & test
kits**



**Electrical
cables & parts**



**Fabricated
Metals and
Structures**



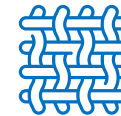
**Construction
Vehicles/Automotive**



**Laboratory &
Chemicals**



**Construction
materials**



Textiles



IT equipment



**Food Processing
Machinery**



**Woodworking
machines**



Furniture



WHAT WE BUY: SERVICES



Design Services



Study Tours



Training/Curricula



Workshops



Conferences



Reports

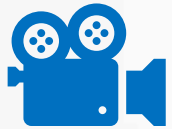


Photo & Video



Lab Testing



Virtual Reality



Artificial Intelligence



Apps



Credit facilities



WHAT WE BUY: WORKS



Architecture/
Engineering Design

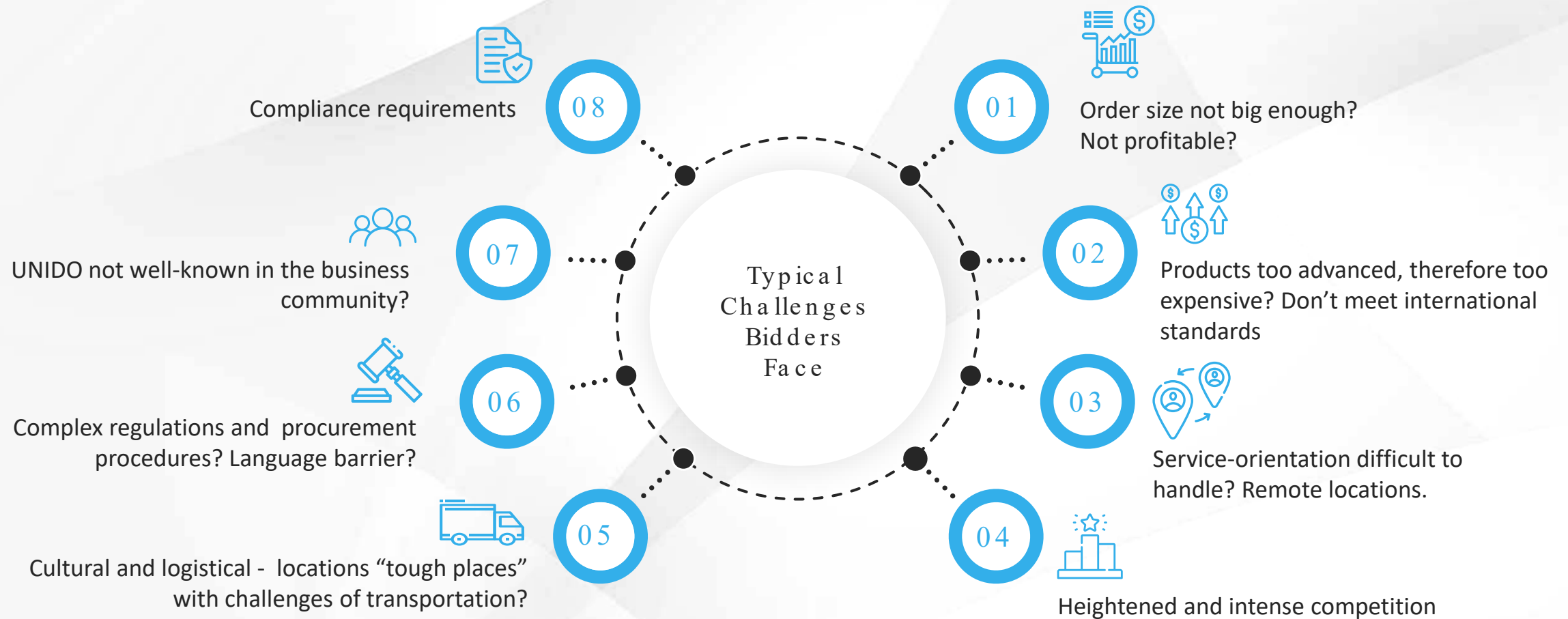


Renovation Works



Construction
Works

POTENTIAL CHALLENGES FOR BIDDERS



SUMMARY



- ✔ Industrial development is a strength of both UNIDO and businesses, industries and academia from the region
- ✔ Requirements of UNIDO's technical cooperation can well match with manufactured products and services from the region
- ✔ UNIDO is an opportunity for Industry, Businesses and Academia



DETAILED PROCUREMENT PROCESS CYCLE

Project Formulation

*(helps to include PRS in earliest discussion to ensure best procurement strategy is considered) * Consider market survey with PRS for goods /services not previously purchase (EOI or RFI)



Requisitioning

is the initial step in the procurement process, where the need for goods, services, or works is formally identified and requested.



Bidding (1-8 weeks)

- ☑ Review Requisition and supporting documents;
- ☑ Define Procurement Method
- ☑ Conduct Market search
- ☑ Issue RFP & post on websites
- ☑ Receipt of offers



Evaluation (1-4 weeks)

- ☑ Open bids
- ☑ Conduct Technical and Commercial Evaluation



Selection & Approval (2 weeks)

- ☑ Recommendation of award
- ☑ Submission for review & recommendation by Procurement Committee and approval by MD/PSM



Contract Management

- ☑ Invoicing and Payment
- ☑ Amendments
- ☑ Disputes



Contract Award (2 weeks)

- ☑ Negotiate with selected bidder
- ☑ Finalize draft Contract /Purchase Order



Obligation & Certification of funds (1 week)

- ☑ Obligate funds

Performed by Allotment Holder*
Performed by Procurement officer
Performed jointly by Procurement officer & Allotment Holder



Contract/Purchase Order Administration

- ☑ Ascertain readiness of site
- ☑ Confirm delivery schedules to all parties
- ☑ Monitor contractor's performance





UNIDO PROCUREMENT

About UNIDO Procurement

Procurement is administered by Procurement Services, which is responsible for:

- ✓ All centralized procurement cases
- ✓ Tendering, solicitation of offers and evaluation
- ✓ Awarding and management of contracts and purchase orders i.e. payments and amendments etc.





PROCUREMENT PRINCIPALS



Best Value
for Money

Open Competition



Best
interest of
UNIDO

Meeting UNIDO's
organizational goals
and objectives



Fairness,
Integrity and
Transparency

Clear rules and
processes

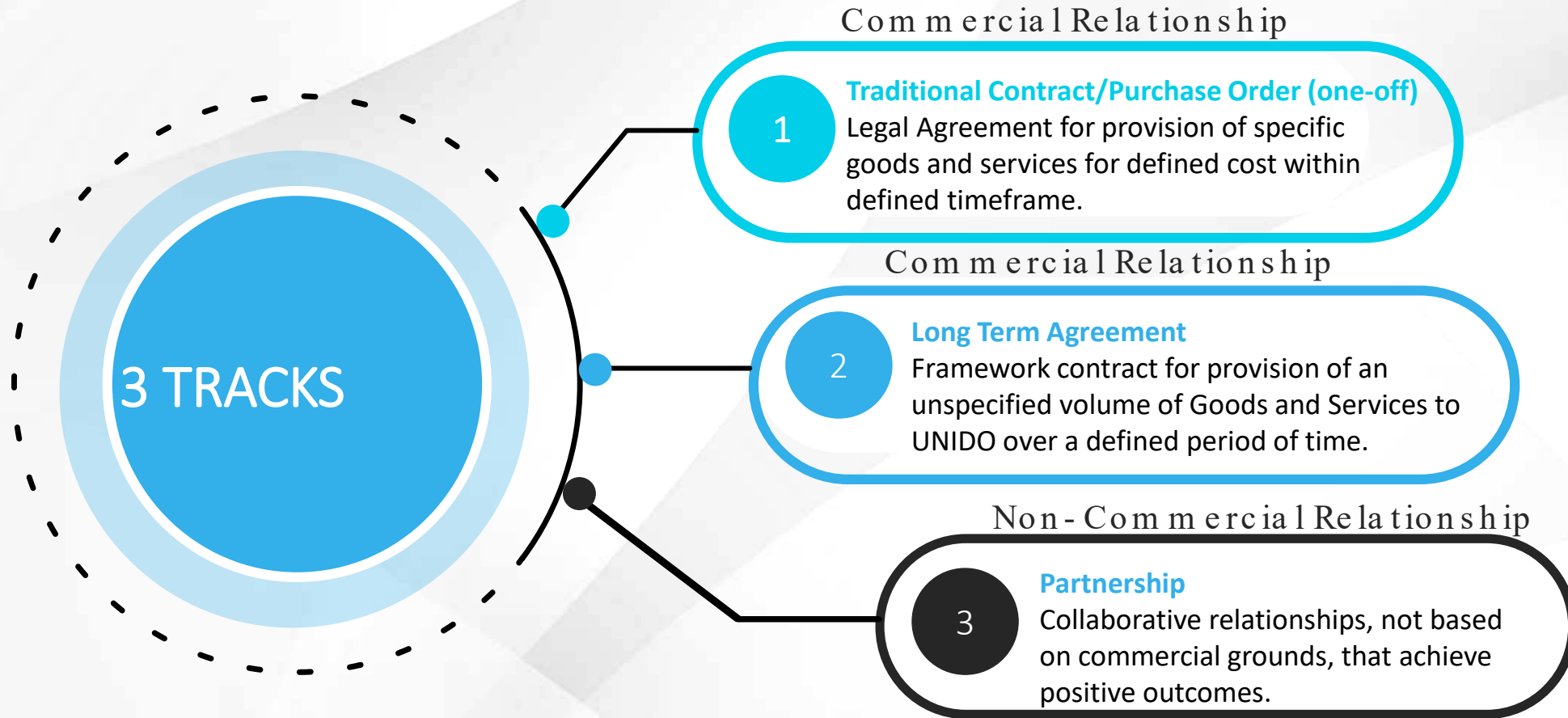


Effective
Competition

Equal opportunities
for bidders to
participate

“Technically Acceptable, Most Competitive”

HOW TO WORK WITH UNIDO



PROCUREMENT PROCESS

1



Solicitation of Bids



2



Evaluation and Award



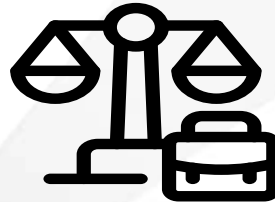
3



Contract Management



4



Ethical Standards and
Anti-Corruption Measures

PROCUREMENT DOCUMENTS FOR BIDDING



Instructions to Bidders



Technical Specifications or Terms of Reference



UNIDO General Conditions of Contract



Financial Statement & Certification



Statement of Confirmation



Bank Information Form



VENDOR REQUIREMENTS: GOODS AND SERVICES



Typical minimum qualification criteria

- ✔ Supply goods and/or services of UNIDO interest, in line with the specifications/demand;
- ✔ Legal capacity to enter into a contract i.e. Certificate of Incorporation/Business License; we only do business with legal entities (not individuals)
- ✔ 3-year experience as established business;
- ✔ Sound financial capacity (provide financial statements for the past 3 years)- Minimum turnover.
- ✔ Previous relevant experience

EXAMPLES OF POSSIBLE MATCHES WITH **INDUSTRY** SECTORS AND UNIDO ACTIVITIES

AGRICULTURAL SECTOR

E.g. Tractors, plastic and agro machinery, waste, training services



AUTOMOTIVE

E.g. automotive industry, auto parts, training,



ENERGY SECTOR

E.g. Renewable Energy i.e. wind, solar, hydro etc.



ELECTRONICS & IT SECTOR

E.g. Information security, software development, technology innovation, training services, virtual reality



Matches
for UNIDO



BUSINESS OPPORTUNITIES WITH UNIDO

Around \$200+ million worth of Technical Cooperation procurement annually

Noticed the presence of manufacturers, trading firms being active internationally. So far, low participation in our tenders



UNIDO procuring a variety of goods and services from a wide range of sectors

Opportunities for manufacturers, companies and academia, etc.

PROCUREMENT TIPS

Some key factors to consider:

- ✔ Register UNIDO eProcurement portal
- ✔ Bidding period: 2-5 weeks
- ✔ Good planning for bidding preparation and submission **(do not submit your bid last minute)**
- ✔ For system problems/issues
- ✔ Procurement Help Desk: procurement@unido.org
- ✔ Do not hesitate to ask clarification questions via. system
- ✔ Currency: project currency (€ or US\$)
- ✔ Delivery: standard INCOTERMS 2020 (DAP, DDP, ExWorks)
- ✔ Offer validity: 90 -120 days required
- ✔ Tax exemptions: some exceptions possible
- ✔ Payment schedule: to be determined at contract stage
- ✔ Respond to solicitation requests, when invited





POTENTIAL BENEFITS WORKING WITH UNIDO



Global Market Access



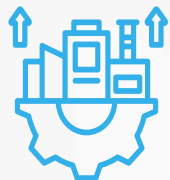
Stable and Long-Term Contracts



**Enhanced Prestige and
Credibility**



Networking Opportunities



Global Development
Contribution



Capacity Enhancement



Exposure to Best Practices



Financial Security



ABOUT UNIDO



- ✔ UNIDO stands for the **U**nited **N**ations **I**ndustrial **D**evelopment **O**rganization.
- ✔ UNIDO is a specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization, and environmental sustainability.
- ✔ UNIDO's mission is to promote and accelerate inclusive and sustainable industrial development in developing countries and economies in transition.
- ✔ UNIDO provides technical assistance, policy advice, and capacity-building support to help countries strengthen their industrial sectors and improve their competitiveness in the global market.



Presentation by:

UNDP

Torben Soll

Deputy Director for Operations, Chief of Global Procurement Services Division,
Office of Procurement, United Nations Development Programme



IPS Copenhagen

Torben Soll, Deputy Director

Office of Procurement

United Nations Development
Programme (UNDP)



Agenda



- **UNDP at a glance**
 - UNDP Strategic Plan 2022-2025
 - Key priorities, enablers, and directions of change
- **What do we buy?**
- **How is procurement organized?**
- **Procurement priorities and opportunities, including sustainable procurement**
- **Key success factors**
- **Information and resources**

Strategic Plan 2022–2025



6



Signature Solutions

Poverty and inequality, governance, resilience, environment, energy, gender equality

3



Enablers

Strategic innovation, digitalisation, development financing

3



Directions of Change

Structural transformation, leaving no-one behind, building resilience

UNDP for the world

With our support, millions of people improved their lives in 2022.



71 million people
in 36 countries
gained access to essential
services (2018–2022)



43 countries
supported to address
gender-based violence



82 countries
adopted over 580 digital
solutions for e-commerce,
e-governance and more



With Climate Promise support,
92 of 120 countries
submitted revised national
climate action plans



2.4 million rural households
in 33 countries benefited from clean,
affordable and sustainable energy



UNDP's Accelerator Labs
Network reached
115 countries
through 91 locations



**Nearly
1 million jobs**
protected by
labour-market measures



**Nearly
1 million jobs**
protected by
labour-market measures



26 countries
supported to implement
national action plans to
address radicalization



**38 million
new voters**
registered in 30
countries, 80% being
women (2018–2022)



US\$3.8 billion
mobilized in innovative
SDG bonds



81 countries
implemented policies based on
COVID-19 socio-economic
impact assessments
(with UNDS)



US\$1.6 billion
raised by UNDP to help
countries respond to and
recover from COVID-19



3 million people
benefited from jobs and
improved livelihoods
in crisis or post-crisis
settings in 29 countries,
47% being women



750,000 women
in 15 countries gained
access to recovery
programmes

ONE WORLD

Headquarters

- New York headquarters

Latin America and the Caribbean

- **Panama Regional Hub**
- Argentina
- Barbados and the Eastern Caribbean (covering Anguilla, Antigua and Barbuda, Barbados, the British Virgin Islands, Dominica, Grenada, Montserrat, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines)
- Bolivia
- Brazil
- Chile
- Colombia
- Costa Rica
- Cuba
- Dominican Republic
- Ecuador
- El Salvador
- Guatemala
- Guyana
- Haiti
- Honduras
- Jamaica (covering the Bahamas, Belize, Bermuda, Cayman Islands, Jamaica, Turks and Caicos Islands)
- Mexico
- Panama
- Paraguay
- Peru
- Suriname
- Trinidad and Tobago (covering Aruba, Curaçao, Sint Maarten, Trinidad and Tobago)
- Uruguay
- Venezuela

Asia and the Pacific

- **Bangkok Regional Hub**
- Afghanistan
- Bangladesh
- Bhutan
- Cambodia
- China
- Democratic People's Republic of Korea
- India
- Indonesia
- Iran, Islamic Republic of
- Lao People's Democratic Republic
- Malaysia (covering Brunei Darussalam, Malaysia, Singapore)
- Maldives
- Mongolia
- Myanmar
- Nepal
- Pacific Office in Fiji (covering Federated States of Micronesia, Fiji, Kiribati, the Marshall Islands, Nauru, Palau, Solomon Islands, Tonga, Tuvalu, Vanuatu)
- Pakistan
- Papua New Guinea
- Philippines
- Samoa (covering Cook Islands, Niue, Samoa, Tokelau)
- Sri Lanka
- Thailand
- Timor-Leste
- Viet Nam

Policy and Programme Centres

- Doha (Partnership and Technical Advice Office)
- Istanbul International Centre for Private Sector in Development
- Oslo Governance Centre
- Rome Centre for Sustainable Development
- Seoul Policy Centre for Knowledge Exchange through SDG Partnerships
- Singapore Global Centre for Technology, Innovation and Sustainable Development

Representation Offices

- Brussels Representation Office (covering European Union)
- Geneva Representation Office
- Germany Representation Office
- Nordic Representation Office (covering Denmark, Finland, Norway, Sweden)
- Tokyo Representation Office
- Washington Representation Office

Europe and Central Asia

- **Istanbul Regional Hub**
- Albania
- Armenia
- Azerbaijan
- Belarus
- Bosnia and Herzegovina
- Cyprus
- Georgia
- Kazakhstan
- Kosovo (as per UN Security Council Resolution 1244 [1999])
- Kyrgyzstan
- Moldova
- Montenegro
- North Macedonia
- Serbia
- Tajikistan
- Türkiye
- Turkmenistan
- Ukraine
- Uzbekistan

Africa

- **Addis Ababa Regional Service Centre**
- Angola
- Benin
- Botswana
- Burkina Faso
- Burundi
- Cameroon
- Cape Verde
- Central African Republic
- Chad
- Comoros
- Côte d'Ivoire
- Democratic Republic of the Congo
- Equatorial Guinea
- Eritrea
- Eswatini
- Ethiopia
- Gabon
- The Gambia
- Ghana
- Guinea
- Guinea-Bissau
- Kenya
- Lesotho
- Liberia
- Madagascar
- Malawi
- Mali
- Mauritania
- Mauritius and Seychelles
- Mozambique
- Namibia
- Niger
- Nigeria
- Republic of the Congo
- Rwanda
- São Tomé and Príncipe
- Senegal
- Sierra Leone
- South Africa
- South Sudan
- Togo
- Uganda
- United Republic of Tanzania
- Zambia
- Zimbabwe

Arab States

- **Amman Regional Hub**
- Algeria
- Bahrain
- Djibouti
- Egypt
- Iraq
- Jordan
- Kuwait
- Lebanon
- Libya
- Morocco
- Programme of Assistance to the Palestinian People
- Saudi Arabia
- Somalia
- Sudan
- Syrian Arab Republic
- Tunisia
- Yemen

What do we buy?

UNDP - 2022

ungm.org/ASR

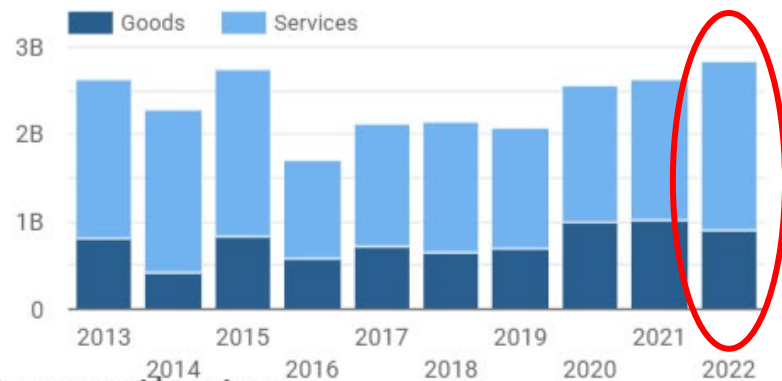
Procurement value for the year (USD)
\$2.83B

Number of countries the organization procured from
211

Percentage of total UN procurement by the agency
9.57%

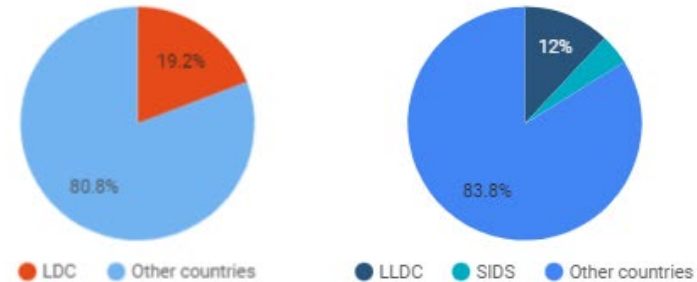
Ranking of organization by procurement value
4th

Goods and services distribution (USD)



Supplier country development status

Share of total procurement based on supplier country development status



Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Management and Admin Services	526.2M
Engineering and Research Services	489.6M
Medical Equipment and Supplies	203.3M
Building and Maintenance Services	165.9M
Pharmaceuticals, Contraceptives,	157M

Procurement by region

Region	Procurement amount (USD)
Asia	850.1M
Europe	822.9M
Africa	637.3M
Latin America and the Caribbean	307.3M
Northern America	162.1M

What do we buy?

2022 Top 20 UNSPSC Segments by Procurement Value	
Top 20 UNSPSC segments by Spend	Spend (USD)
Management and Admin Services	549.4M
Engineering and Research Services	416.2M
Pharmaceuticals, Contraceptives, Vaccines	222.2M
IT and Communications Equipment	210.6M
Medical Equipment and Supplies	184M
Education and Training Services	84.3M
Transportation, Storage, Mail Services	82.6M
Motor Vehicles and Parts	74M
Travel, Food and Lodging	65.6M
Building and Maintenance Services	64.2M
Politics and Civic Affairs Services	61.8M
Public Sector Related Services	59.9M
Environmental Services	47.6M
Laboratory and Testing Equipment	46.9M
Editorial, Design, Graphic Services	46.1M
Financial and Insurance Services	45.5M
Structures, Construction Components	40.3M
Sports and Recreational Equipment	33.6M
Healthcare Services	28.8M
Public Order and Security Services	27.1M



2022 Top 20 UNSPSC Family by Procurement Value	
Top 20 UNSPSC segments by Spend	Spend (USD)
Business administration services	399.9M
Professional engineering services	301.1M
Computer Equipment and Accessories	184.9M
Amebicides and trichomonacides and antiprotozoals	142.3M
Real estate services	109.8M
Vocational training	82.7M
Hormones and hormone antagonists	79.4M
Computer services	77.5M
Motor vehicles	63.1M
Patient care and treatment products and supplies	56.8M
Medical facility products	54.1M
Hotels and lodging and meeting facilities	50M
Laboratory and scientific equipment	44.8M
Environmental management	42.3M
Building and facility maintenance and repair services	42M
Transport services	39M
No data	37.9M
Mobile medical services products	33.2M
Camping and outdoor equipment and accessories	31.2M
Community and social services	30.7M

Procurement from Estonia – 2022



Estonia - 2022

ungm.org/ASR

Procurement value for the year (USD)

\$2.30M

UN organizations procuring from the country

1

Ranking of supplier country by UN procurement value

159th

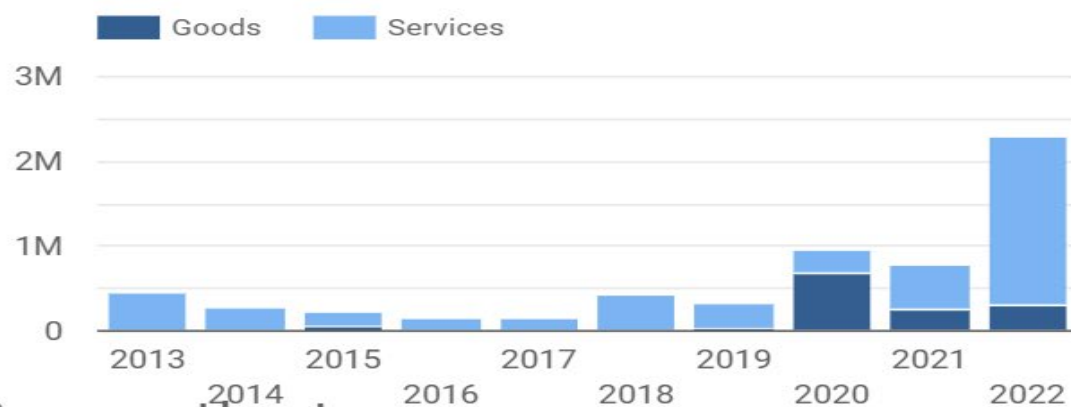
Percentage of total UN procurement from the country

<0.1%

Number of suppliers registered in UNGM

230

Goods and services distribution (USD)



Supplier distribution

Share of total procurement based on suppliers' aggregate volume



Total number of suppliers: 12

Number of suppliers with volume ≥ 1M USD: 1

Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Industrial Manufacturing Services	1.3M
Management and Admin Services	371.4K
Power Generation Machinery	126K
Engineering and Research Services	101.3K
Material Handling Machinery	94.2K

Procurement by organization

Organization	Procurement amount (USD)
UNDP	2.3M

Procurement from Belgium - 2022



Belgium - 2022

ungm.org/ASR

Procurement value for the year (USD)

\$14.06M

UN organizations procuring from the country

1

Ranking of supplier country by UN procurement value

2nd

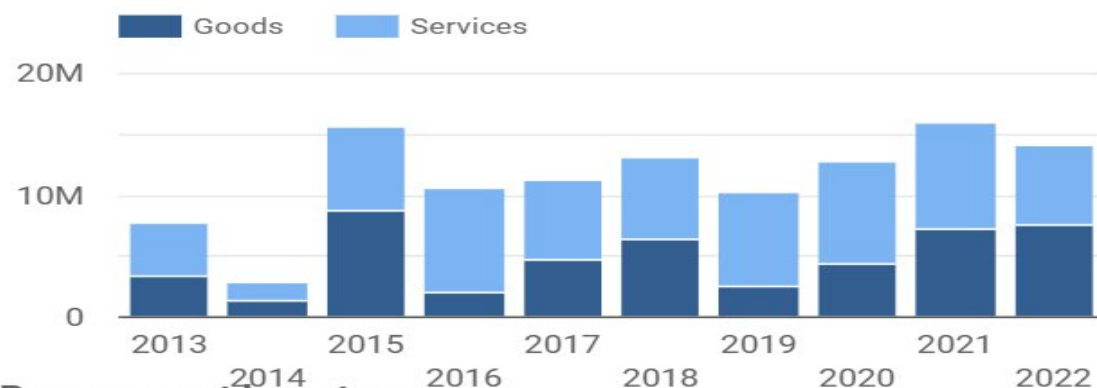
Percentage of total UN procurement from the country

5.91%

Number of suppliers registered in UNGM

1,500

Goods and services distribution (USD)



Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Management and Admin Services	3.2M
Medical Equipment and Supplies	3M
Pharmaceuticals, Contraceptives, V...	2.7M
Financial and Insurance Services	1.1M
Motor Vehicles and Parts	1M

Supplier distribution

Share of total procurement based on suppliers' aggregate volume



Total number of suppliers:

105

Number of suppliers with volume ≥ 1M USD:

8

Procurement by organization

Organization	Procurement amount (USD)
UNDP	14.1M

Procurement from France - 2022



France - 2022

ungm.org/ASR

Procurement value for the year (USD)

\$39.60M

UN organizations procuring from the country

1

Ranking of supplier country by UN procurement value

9th

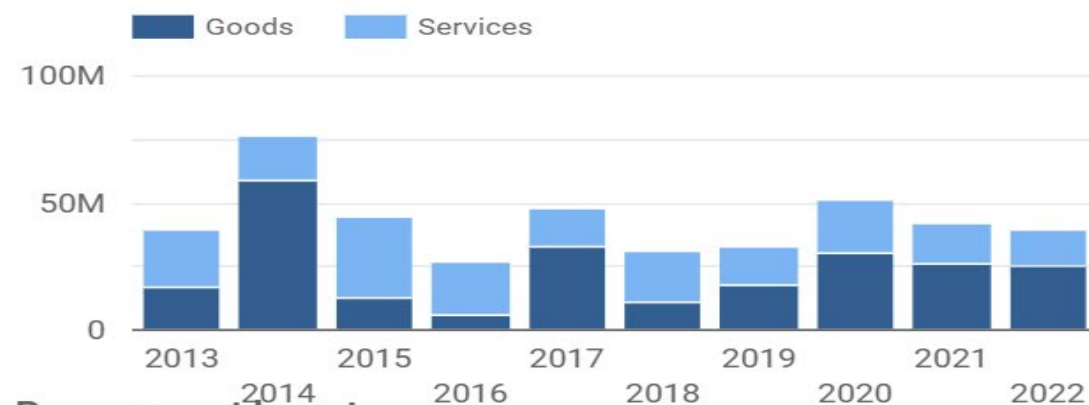
Percentage of total UN procurement from the country

2.84%

Number of suppliers registered in UNGM

4,471

Goods and services distribution (USD)



Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Medical Equipment and Supplies	11.3M
Management and Admin Services	7.1M
Laboratory and Testing Equipment	6.6M
Power Generation Machinery	1.7M
Motor Vehicles and Parts	1.7M

Supplier distribution

Share of total procurement based on suppliers' aggregate volume



Total number of suppliers: 129

Number of suppliers with volume ≥ 1M USD: 8

Procurement by organization

Organization	Procurement amount (USD)
UNDP	39.6M

How is procurement organized in UNDP?



Procurement responsibility is largely decentralized to our Country Offices

- 70% of total spend with top 30 country offices
- Every country office is a potential business partner for you
- Understanding the unique needs of Country Offices is key to success

Specialised HQ procurement centres supporting mainly:

- Energy, Environment & Climate
- Governance, ICT, Digital Solutions
- Health (Global Fund Partnership, COVID response, Government support)
- Crisis (Preparedness & Response)
- Information & Communication Technologies
- Infrastructure and Construction Works

UNDP Procurement Portal - www.undp.org/procurement

A screenshot of the UNDP Procurement Portal website. The page is titled 'Procurement Strategy' and features a navigation menu on the left with items like 'Joining business with UNDP', 'How we buy', 'Qualifications and eligibility', 'Procurement protest and vendor sanctions', 'Annual Statistical Report (UNDP)', 'Resources for bidders', and 'Frequently asked questions'. The main content area on the right includes sections for 'Best Value for Money', 'Fairness, Integrity and Transparency', 'Effective International Competition', and 'In the best interest of UNDP'. It also lists links for 'UNDP Procurement Notices', 'UNDP Contract Awards', 'UN Global Marketplace', and 'UNDP Policies and Procedures', along with a link to the 'Annual Report 2017'.

UNDP Procurement for Sustainable Development Strategy 2022-25



TABLE OF CONTENTS

- PROCUREMENT AS AN ENABLER OF UNDP'S STRATEGIC PLAN6**
 - VISION6
 - PRINCIPLES6
 - OBJECTIVES7
 - OUTCOMES8
- 1. PROVIDING FIT-FOR-PURPOSE PROCUREMENT SOLUTIONS9**
 - OBJECTIVE10
 - BACKGROUND, CHALLENGES AND OPPORTUNITIES10
 - APPROACH11
 - ACTIVITIES11
 - SAMPLE INDICATORS12
- 2. ENHANCING PROCUREMENT CAPACITY DEVELOPMENT13**
 - OBJECTIVE14
 - BACKGROUND, CHALLENGES AND OPPORTUNITIES14
 - APPROACH15
 - ACTIVITIES16
 - SAMPLE INDICATORS16
- 3. MAINSTREAMING SUSTAINABLE PROCUREMENT17**
 - OBJECTIVE18
 - BACKGROUND, CHALLENGES, AND OPPORTUNITIES18
 - APPROACH19
 - ACTIVITIES20
 - SAMPLE INDICATORS20
- 4. OPTIMIZING PROCUREMENT SERVICES ACROSS STRATEGIC PROGRAMMATIC SECTORS21**
 - OBJECTIVE22
 - BACKGROUND, CHALLENGES AND OPPORTUNITIES22
 - APPROACH23
 - ACTIVITIES24
 - SAMPLE INDICATORS24
- 5. LEVERAGING DIGITALIZATION FOR MORE EFFICIENT PROCUREMENT PROCESSES25**
 - OBJECTIVE26
 - BACKGROUND, CHALLENGES AND OPPORTUNITIES26
 - APPROACH27
 - ACTIVITIES28
 - SAMPLE INDICATORS28
- OPERATIONAL ENABLERS29**
- IMPLEMENTATION30**

<https://www.undp.org/procurement/strategy>

Procurement Strategy: Objectives

The 5 Objectives of UNDP Procurement Strategy for Sustainable Development:



1. PROVIDING FIT-FOR-PURPOSE PROCUREMENT SOLUTIONS

2. ENHANCING PROCUREMENT CAPACITY DEVELOPMENT

3. MAINSTREAMING SUSTAINABLE PROCUREMENT

4. OPTIMIZING PROCUREMENT SERVICES ACROSS STRATEGIC PROGRAMMATIC SECTORS

5. LEVERAGING DIGITALIZATION FOR MORE EFFICIENT PROCUREMENT PROCESSES

<https://www.undp.org/procurement/strategy>

Key success factors – for bidders

1. Understand your client(s) – consider a targeted approach focused on countries or projects that are most relevant to your offering

- United Nations Global Marketplace – www.ungm.org
- UNDP Procurement Portal - www.undp.org/procurement

2. Be Responsive, Complete and Compliant in your offers

- Read documentation carefully - if in doubt, request clarifications. Pay attention to details
- Invest resources in understanding the requirements of tenders – too many tender responses fail to meet minimum requirements
- Ensure to provide documented proof of your qualifications -expertise and capacities, as well as accurate and documented technical responses

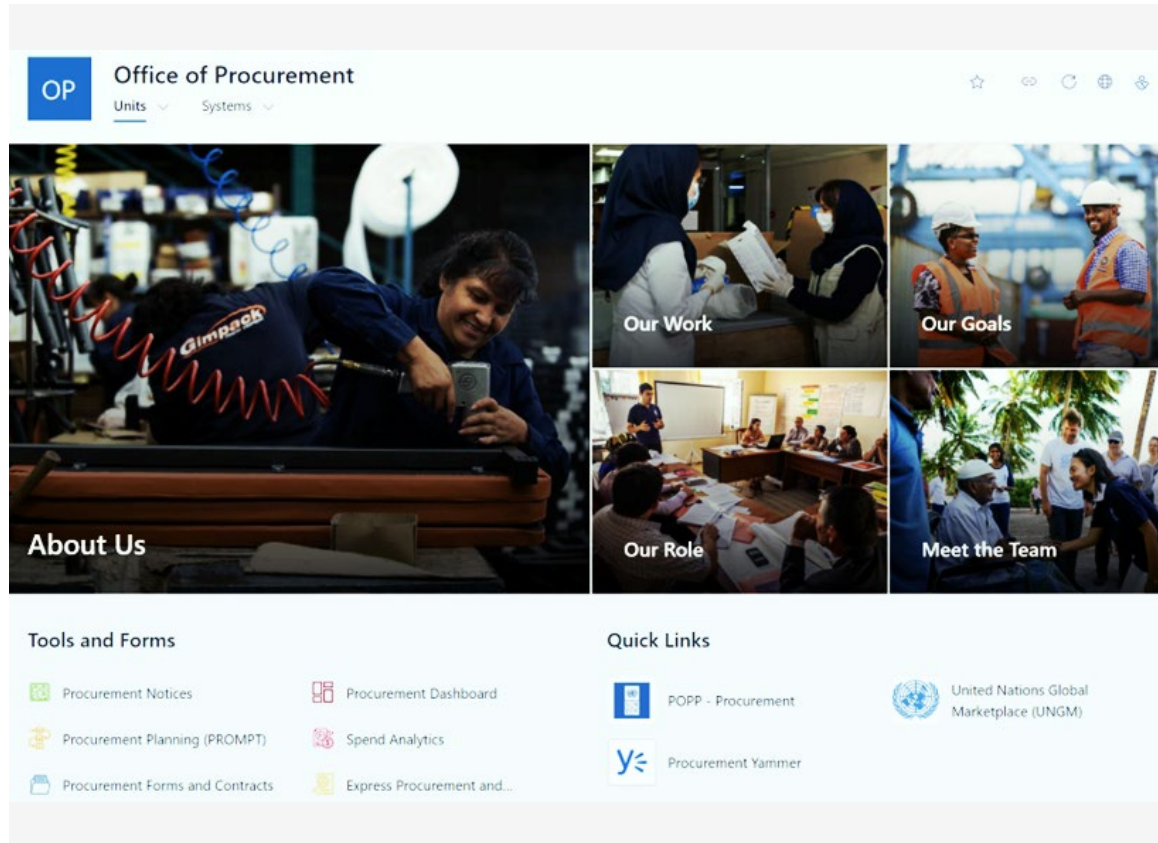
3. Performance is key - problems may arise, how you respond to them will distinguish your company from others

Make your self-assessment – for bidders

- **UNDP procurement principles apply** – UNDP principles of fairness, transparency, effective competition and value for money govern all commercial engagements. UNDP can't 'promote' specific products/brands
- **Demand and supply** – is there a clear demand for the product and does your product address this? Do you have relevant experience? Local network?
- **Commercial vs. Non-commercial arrangements** – There are specific avenues for non-commercial collaboration such as partnerships, donations and innovation facilities – still governed by UN principles – separate from procurement



Office of Procurement



Office of Procurement

Units Systems

Our Work

Our Goals

Our Role

Meet the Team

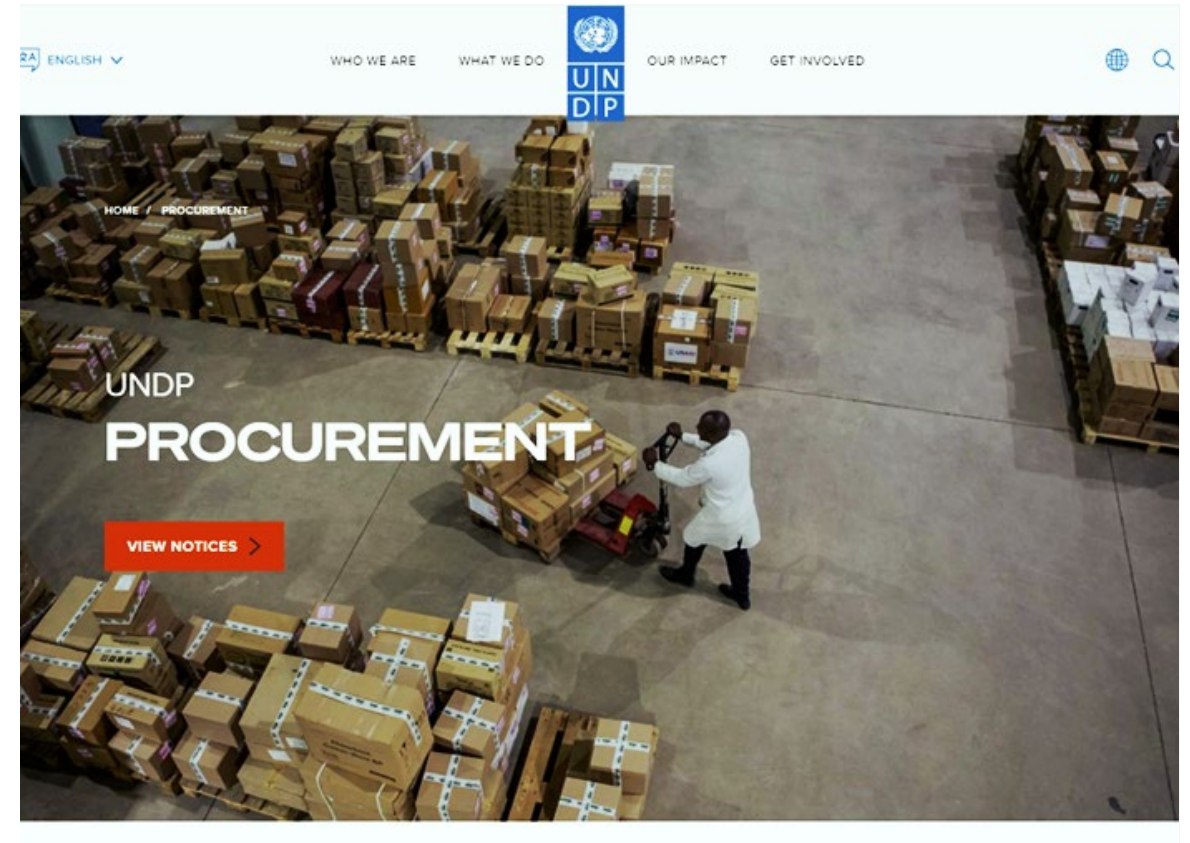
About Us

Tools and Forms

- Procurement Notices
- Procurement Dashboard
- Procurement Planning (PROMPT)
- Spend Analytics
- Procurement Forms and Contracts
- Express Procurement and...

Quick Links

- POPP - Procurement
- United Nations Global Marketplace (UNGM)
- Procurement Yammer



ENGLISH

WHO WE ARE WHAT WE DO OUR IMPACT GET INVOLVED

UNDP

HOME / PROCUREMENT

UNDP
PROCUREMENT

VIEW NOTICES >

Office of Procurement External Website
<https://www.undp.org/procurement>

Useful resources & links



- Supplier portal UN Global Marketplace (UNGM)

Requires registration and personal profile

<https://www.ungm.org>

- Advertising procurement notices

Where procurement opportunities are advertised

<https://procurement-notices.undp.org>

- Procurement statistics for UN system

Annual Statistical Report in UNGM

https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_organization

- UNDP Transparency Portal

Explore how UNDP is making a difference around the globe:

<https://open.undp.org>



The United Nations Global Marketplace (UNGM) is the official procurement portal of the UN system

UNITED NATIONS
GLOBAL MARKETPLACE

English Help Center

Log in [Register](#)

WELCOME TO THE UNITED NATIONS GLOBAL MARKETPLACE (UNGM)

Login and New Registrations
Access this area to create a new UNGM account or to log in to an existing account.

Procurement Opportunities
Search for procurement opportunities published by UN organizations. These are accessible publicly and free of charge on UNGM.

Tender Alert Service (TAS)
This service notifies suppliers of relevant UN procurement opportunities based on their products and services.

UN Staff Members
This area is dedicated to UN staff members and provides access to functionalities supporting the UN procurement function.

Contract Awards
Search for contract awards published by UN organizations. These are accessible publicly and free of charge on UNGM.

Knowledge Center
Find information and resources on UN procurement in this area dedicated to potential suppliers, UN staff members and other entities interested in advancing their knowledge.

UNGM Help Center
The Help Center provides users with

Procurement Statistics
The Annual Statistical Report (ASR)

Doing Business with the UN Organizations





Presentation by:

WFP

Iulon Tsilosani

Supplier Relationship Management, United Nations World Food Programme



DOING BUSINESS WITH WFP

March 2024



WFP is the world's largest humanitarian organization working towards zero hunger by 2030.

WFP delivers food, cash and other assistance in emergencies. At the same time, we focus on sustainable development, promoting long-term change by working in partnership with national governments and communities.

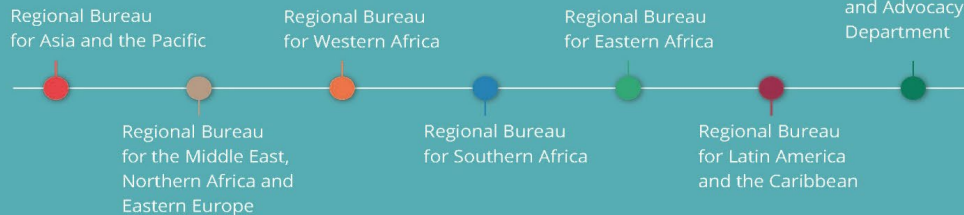
WFP is funded entirely by donations from governments, companies and private individuals.





Global Presence Map

- Country Office
- Multi-country Office
- Regional Bureau
- ★ Rome Headquarters
- Global Office
- Centre of Excellence
- Humanitarian Response Depot
- Innovation Accelerator
- COVID-19 Humanitarian Response Hubs



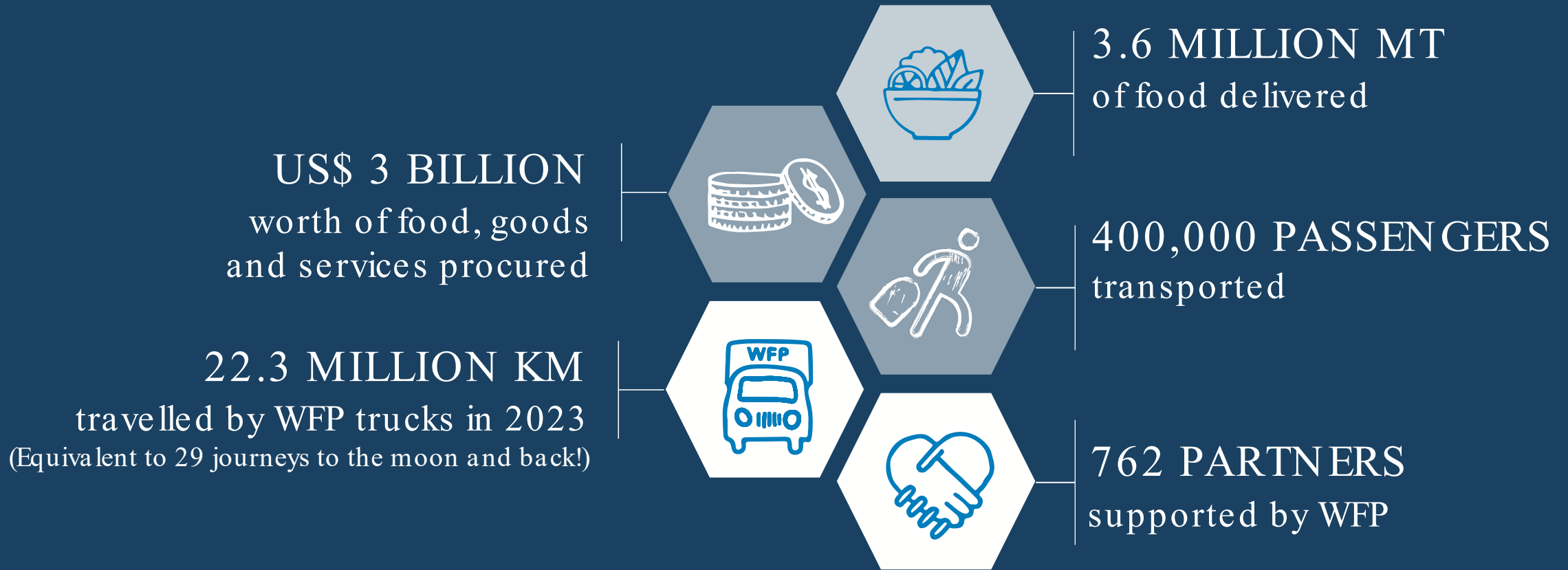
Overseen by
Partnerships
and Advocacy
Department

April 2022

© World Food Programme 2022

The designations employed and the presentation of material in this map does not imply the expression of any opinion whatsoever on the part of WFP concerning the legal or constitutional status of any country, territory or the areas concerning the delimitation of frontiers.
 * A dispute exists between the Governments of Argentina and the United Kingdom of Great Britain and Northern Ireland concerning sovereignty over the Falkland Islands (Malvinas).
 ** Dotted line represents approximately the Line of Control in Jammu and Kashmir, agreed upon by India and Pakistan. The final status of Jammu and Kashmir has not yet been agreed upon by the parties.
 *** Great Britain recognizes the Republic of South Sudan and the Republic of South Sudan has not yet been internationally recognized.
 — International Boundary - - - - - Armistice or International Administrative Line - - - - - Other Line of Separation - - - - - Special boundary line

SUPPLY CHAIN: 2023 IN NUMBERS

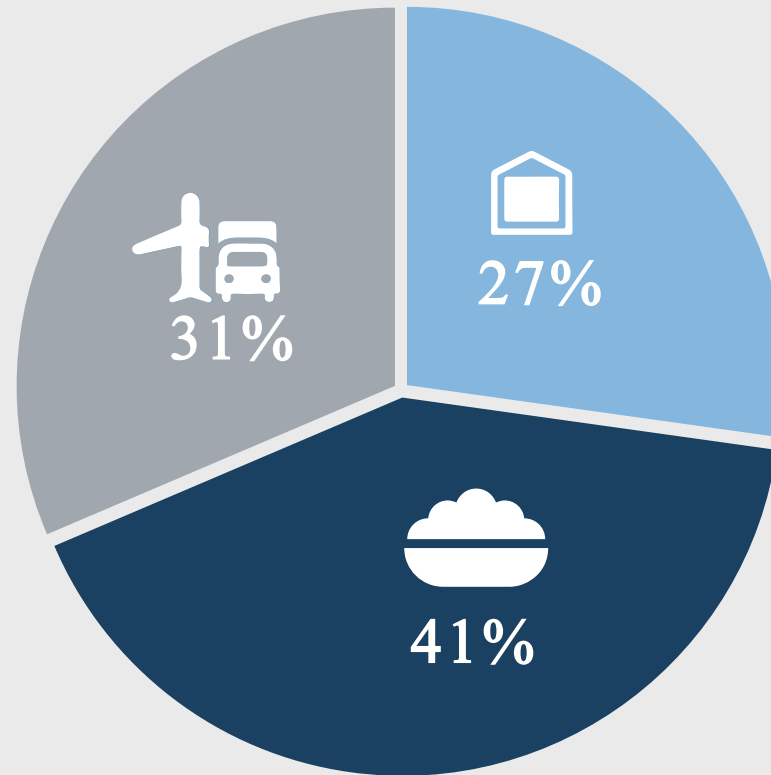


WFP PROCUREMENT DISTRIBUTION – 2023

Logistics

USD 1.42 billion

Shipping	Aviation
Fleet	Logistics Operations



Other Goods and Services

USD 1.23 billion

Food

USD 1.87 billion

WHAT WE BUY: FOOD

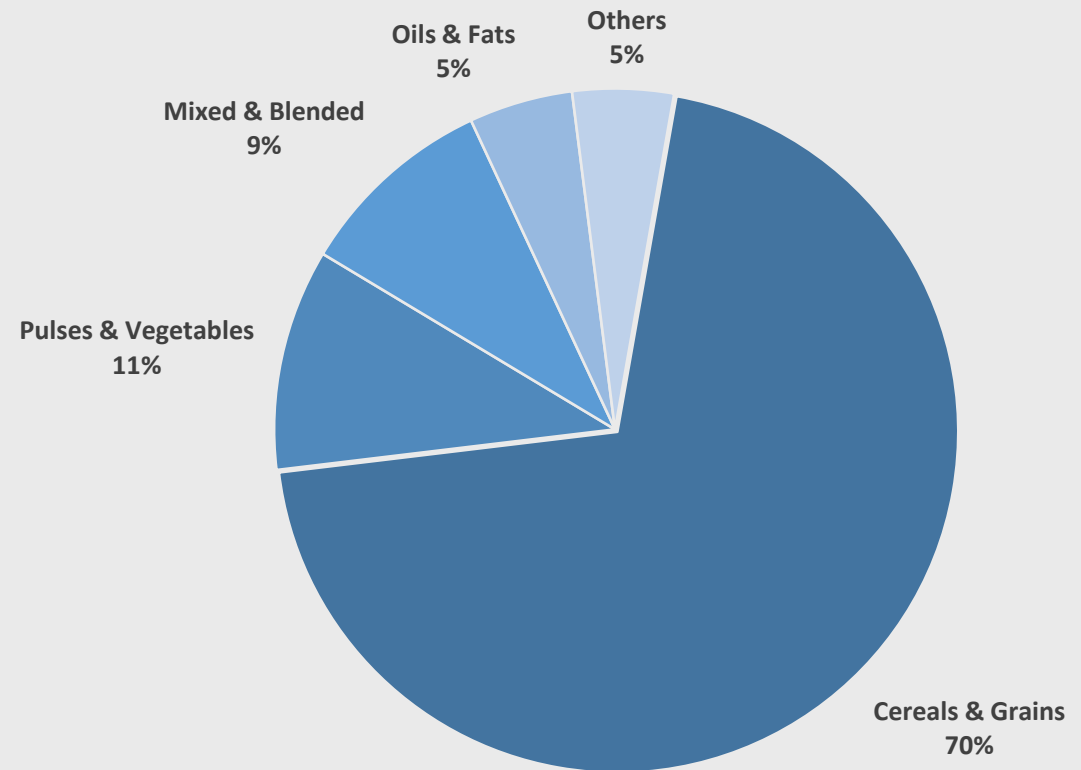
80+

Different food commodities

Key commodities we buy:

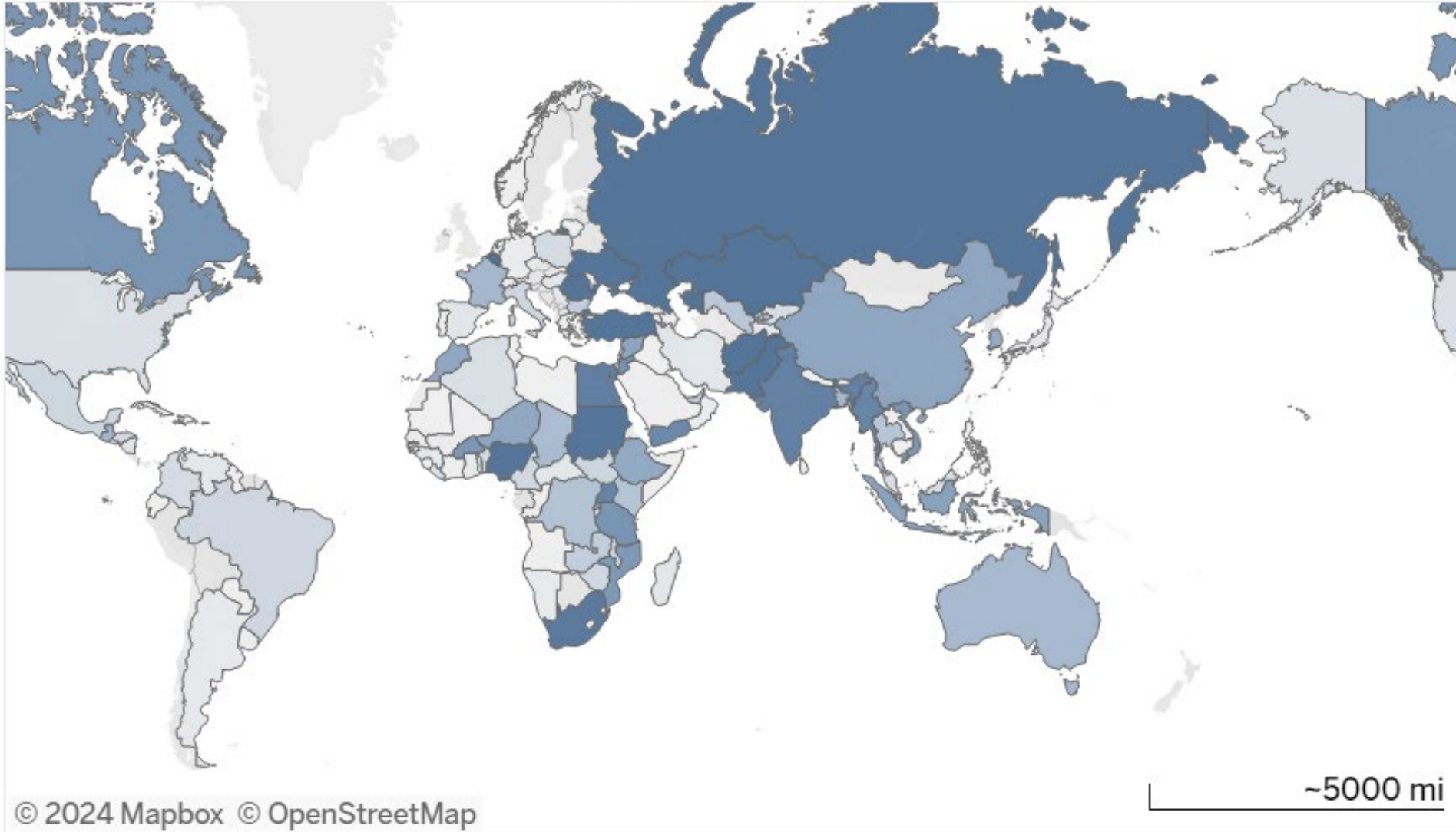
- Wheat (grain and flour)
- Rice
- Lentils and split peas
- Sugar
- Vegetable and Sunflower Oil
- Specialized nutritious foods

Food Procured in 2023 by Category



WHERE WE BUY: FOOD 2019 – 2023

Origin Country by MT



Top 5 supplier countries
(by value):

- Republic of Türkiye
- Ukraine
- Pakistan
- Belgium
- France

WHAT WE BUY: GOODS AND SERVICES



61

Different categories of goods, services



10,500

Suppliers



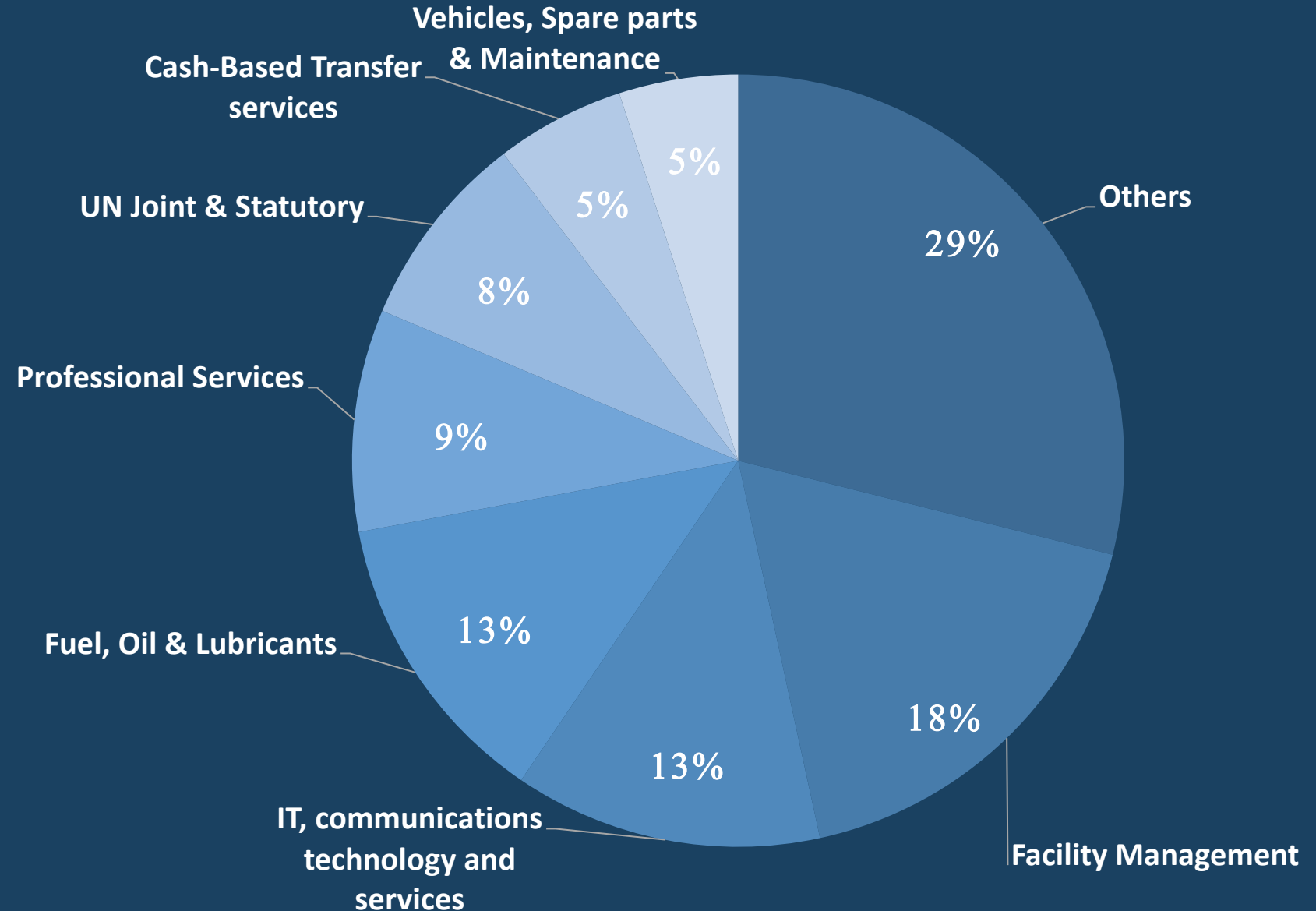
123

Number of countries we purchased from

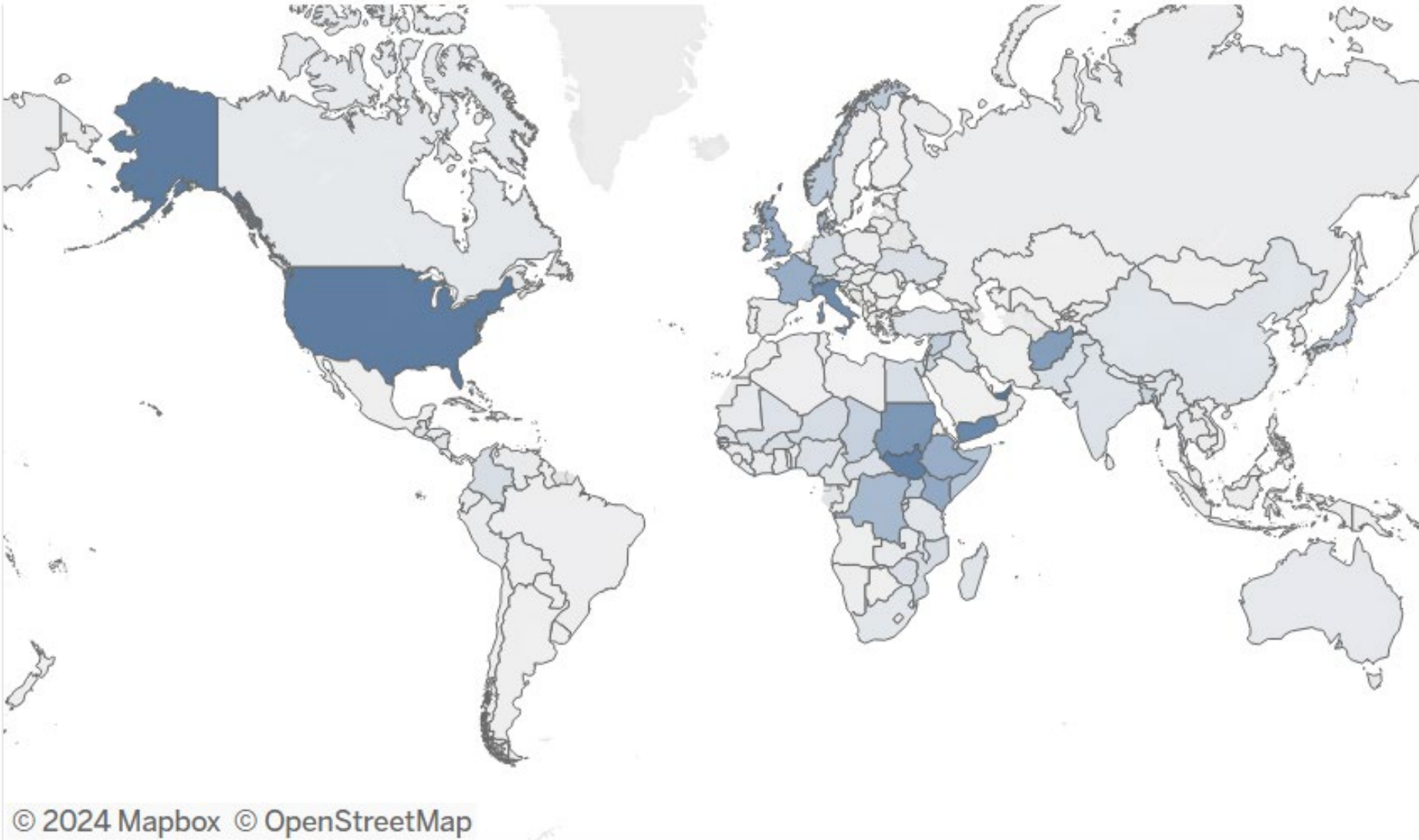


USD 1.2 billion

Total value spent in 2023



WHERE WE BUY: GOODS AND SERVICES 2019 – 2023



Top 5 supplier countries:

- United Arab Emirates
- United States of America
- South Sudan
- Yemen
- Italy

WFP PROCUREMENT STRUCTURE

WFP Procurement is organized in a decentralized way. Food Purchases are undertaken by Headquarters, Regional Bureaux and Country Offices.

Preference is given to procuring from developing countries, if it is considered the best value and in the interests of WFP.

International Procurement*

Mainly administered by HQ Food Procurement, but Regional Bureaux can be requested to undertake international procurement which is carried out on the global market.

Regional Procurement*

A purchase within the WFP geographical region and administered by Regional Bureaux and Country Offices.

Local Procurement*

Mainly administered by a Country Office when food is available on the local market and required for in-country consumption.

*The definitions International/Regional/Local Procurement refer to the geographical area where the purchase takes place and not the WFP Office undertaking the procurement.

HOW TO REGISTER AS A VENDOR WITH WFP



Vendors must do the following to register with WFP:

1. Understand WFP's food and goods & services requirements (following slides).
2. Send a presentation of your products to WFP at: wfpupplier.srm@wfp.org.
3. Read & acknowledge the UN Supplier Code of Conduct.
4. Complete UNGM Level 2 Registration: <https://www.ungm.org/>
5. When requested, register on WFP e-tendering platform In-tend
6. Respond to solicitation requests, when invited

VENDOR REQUIREMENTS: FOOD

FOOD PROCUREMENT

Minimum criteria:

- a. Provide food commodities relevant to WFP programme requirements
(<https://foodsafetyqualitypublic.manuals.wfp.org/docs/specifications-index>)
- b. Legal capacity to enter into a contract i.e., certificate of incorporation or an equivalent;
- c. Audited financial statements for last 3 fiscal years, min USD 5 million annual turnover;
- d. 3 letters of recommendation;
- e. 3 years of experience in trading/manufacturing of commodity for which applying/license;
- f. Vendor must not appear on the UN Security Councils Sanctions List
- g. Not previously sanctioned for fraudulent, unethical or illicit acts
- h. Completion of Initial Paper assessment (IPA).

For more details contact: wfp-suppliers.srm@wfp.org

VENDOR REQUIREMENTS: GOODS AND SERVICES

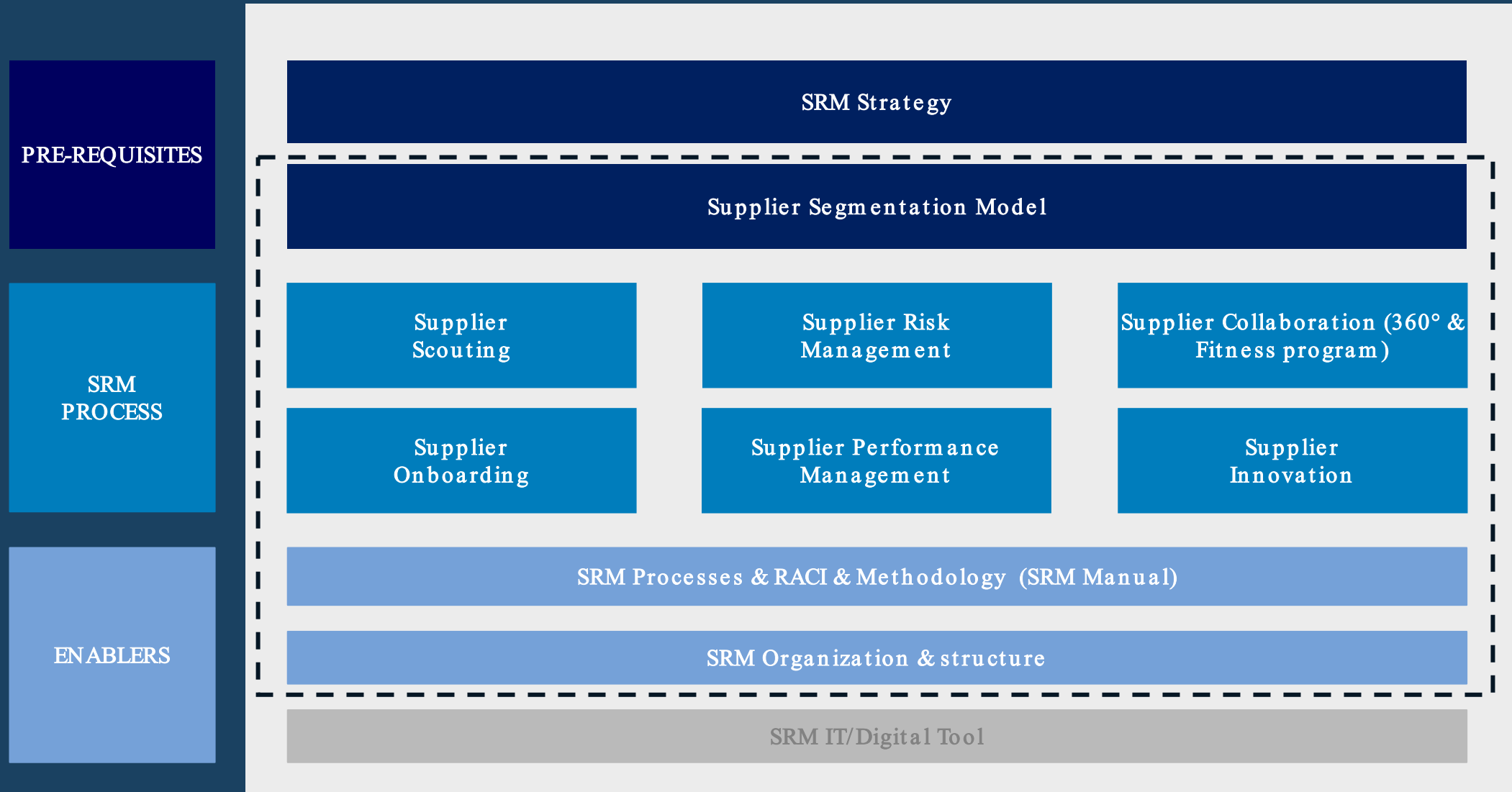
GOODS AND SERVICES

Minimum criteria:

- a. Supply goods and/or services of WFP interest;
- b. Legal capacity to enter into a contract;
- c. 3-year experience as established business;
- d. Sound financial capacity (provide financial statements for the past 2 years).

For more information: <https://www.wfp.org/do-business-with-wfp>

The WFP Supply Chain Supplier Relationship Management Model





QUESTIONS



Panel II moderated by **Verner Kristiansen**

Innovation in procurement and technology solutions

UNIDO

UNDP

WFP





LUNCH

Pacific Ocean lounge and Atlantic Ocean lounge

Please be back at 14.30





Presentation by:

WHO

Yulia Kurbatova

Procurement officer, Procurement and Supply Services, Global Service Centre, World Health Organisation



WHO UN International Procurement Seminar

11-12 June 2024

Copenhagen, Denmark



World Health
Organization



Introduction to WHO

- The World Health Organization (WHO) was **established in 1948** as a specialized agency of the United Nations (**75th Anniversary**)
- WHO connects nations, partners and people to **promote health**, keep the world safe and serve the vulnerable – so **everyone, everywhere can attain the highest level of health**
- WHO's current 5-year strategy (Thirteenth General Programme of Work) focuses on **Triple Billion** targets:
 - One billion more people benefit from **universal health coverage**
 - One billion more people are better protected from **health emergencies**
 - One billion more people enjoy **better health and well-being**
- WHO is **headquartered in Geneva**, has strong presence through **6 Regional Offices**, and **+152 Country Offices**, and works closely with **194 Member States**
- More information on WHO: www.who.int



Procurement at WHO

\$1.5B

Total purchase volume
in 2023



Categories

Medical equipment
Laboratory
Research services
Pharmaceuticals



>18,000

Suppliers
from 188 countries



Principles

1. BVM
2. Fairness
3. Integrity & Transparency
4. Effective competition
5. Sustainability

UNGM

Main system used (In-Tend)



ERP

New one coming



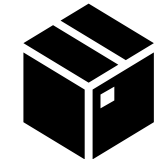
Decentralized

5 Regional Offices
194 Member States
152 country office



Goods / Services

Goods – Catalogue/LTA or ad-hoc
tenders (open or limited competition)
Services – Led by Technical Units



Three-tier operating model

Country offices

▪ Africa	47
▪ Eastern Mediterranean	21
▪ Europe	33
▪ South-East Asia	11
▪ Western Pacific	15
▪ Americas*	27

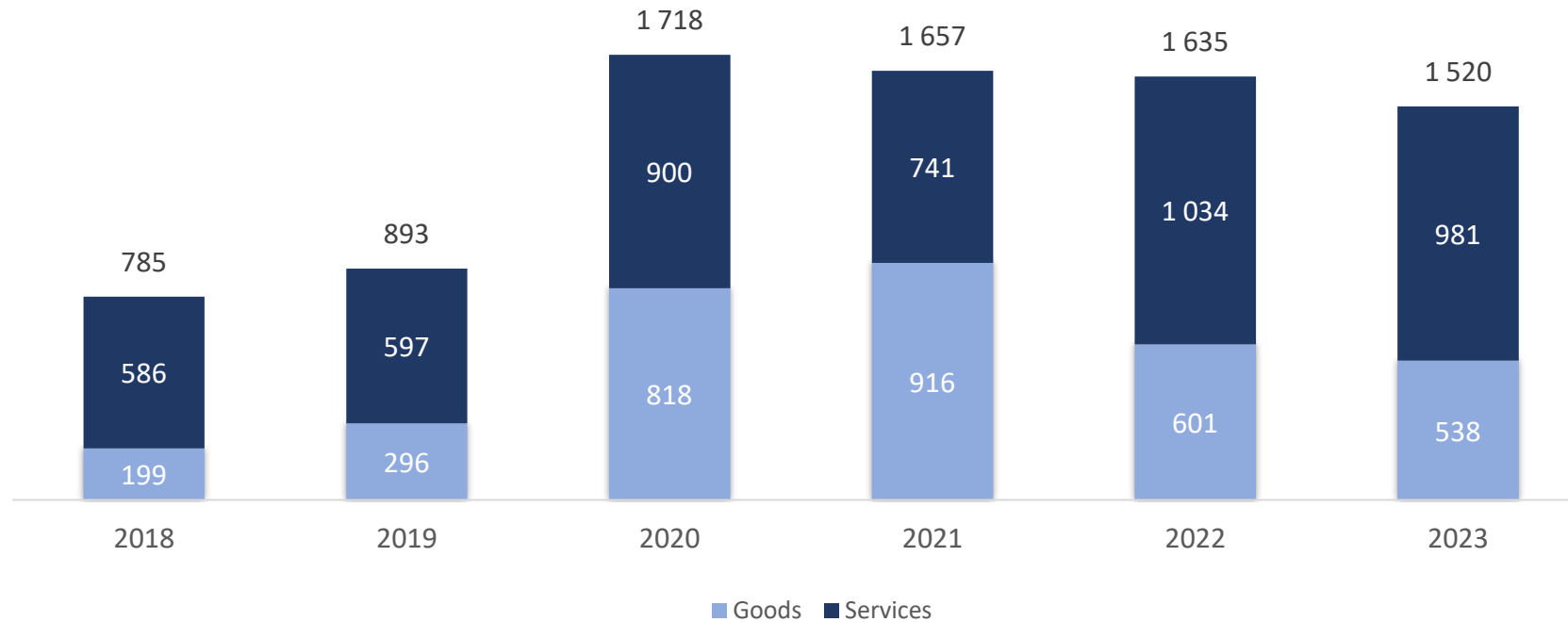
Regional offices

- **AFRO**/Brazzaville
- **EMRO**/Cairo
- **EURO**/Copenhagen
- **SEARO**/New-Delhi
- **WPRO**/Manila
- **PAHO**/Washington*

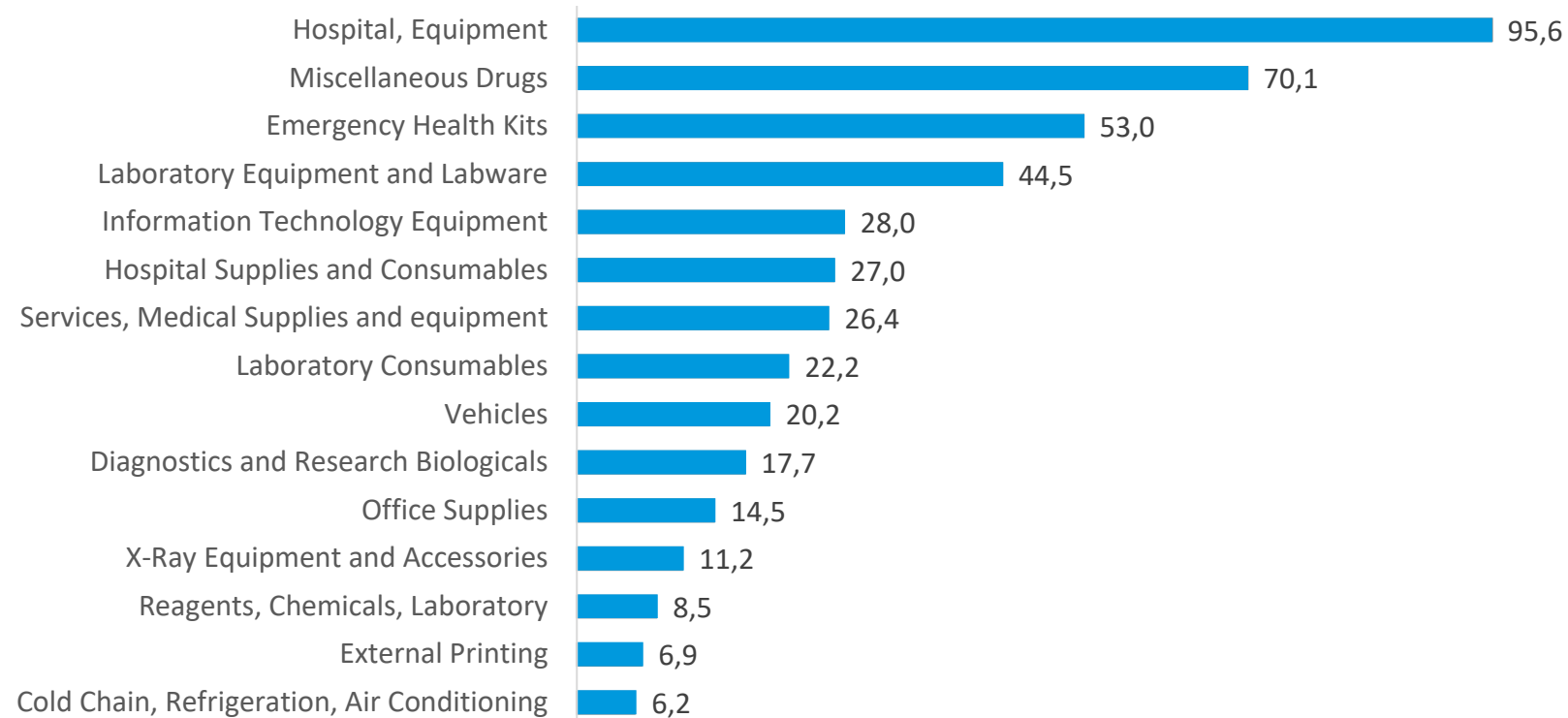
Global

- **Budapest:**
 - Leadership, policy, strategy
 - Long Term Agreements
 - Catalogue management / maintenance
- **Geneva:**
 - QA of health products
 - Procurement for HQ and users training
- **Kuala-Lumpur (Global Service Centre)**
 - Non-catalogue procurement (through ad-hoc tenders)
 - Catalogue procurement
 - Global Shipping
 - Processing and issuance of all Purchase Orders

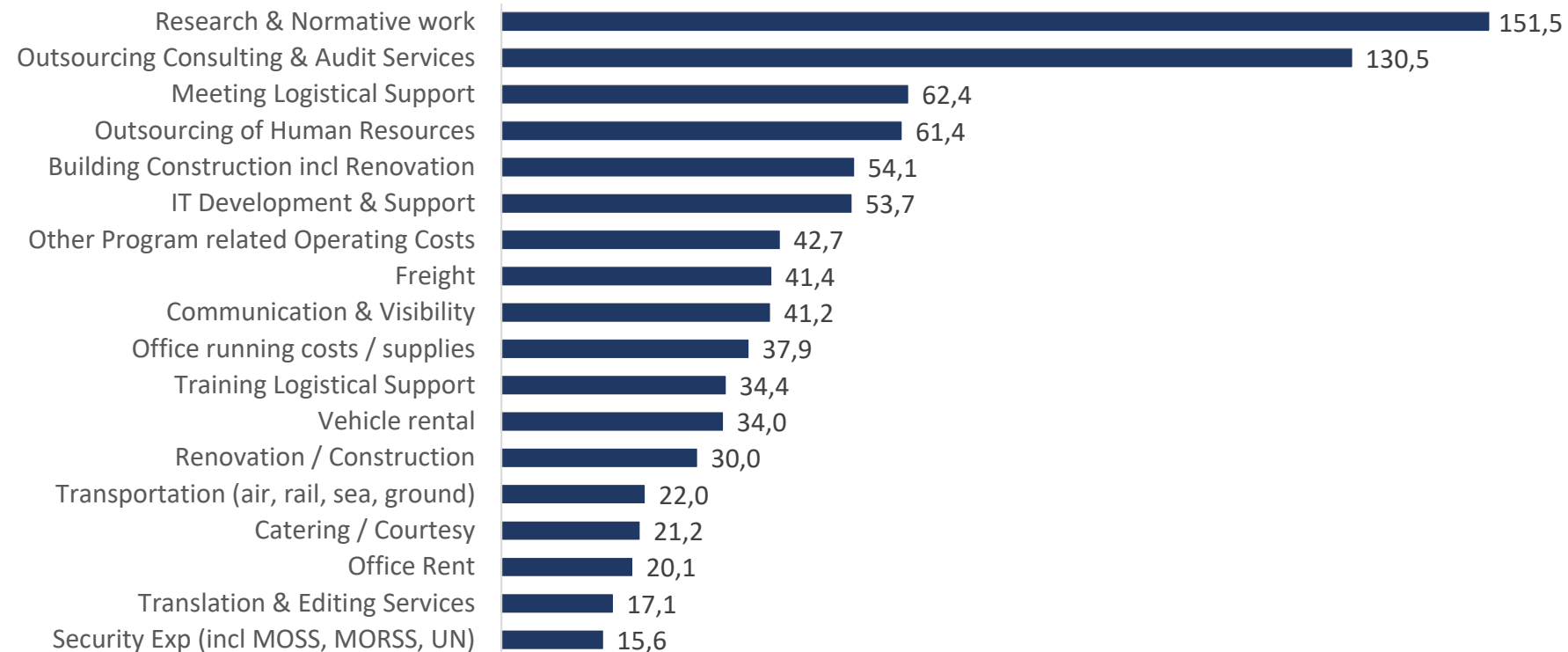
WHO procurement spend 2018-2023, mill USD



Largest procurement categories (goods) 2023, mill USD



Largest procurement categories (services) 2023, mill USD



Our emergency kits 2023

\$21.26m

Interagency Emergency Health Kit



\$13.99m

Trauma & Emergency Surgery, incl. surgical instruments



\$7.11m

Pediatric and severe malnutrition kit



\$7.42m

Non communicable diseases kit



\$6.46m

Cholera kit



\$1.51m

Pneumonia kit



\$1.26m

Mental Health Kit

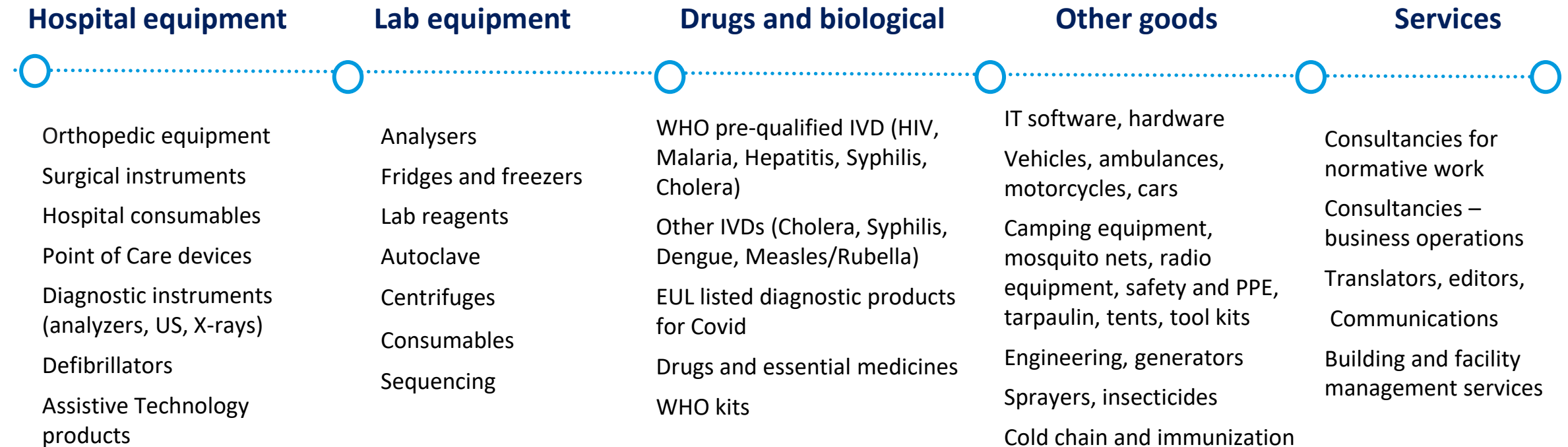


\$1.05m

Measles kit



Ongoing procurement needs



Upcoming tender opportunities (Global LTAs)

- Laboratory products for WHO emergency catalogue (laboratory and medical products)
- WHO Kits - fresh tender to replace the existing kits with revised kits composition such as kits – SHW, VFAK, Rehabilitation, Diagnostic kits
- Joint tender for in vitro diagnostics test kits (IVDs) and antimalaria medicines
- Tender to establish secondary bidding LTAs for the procurement of laboratory and medical equipment (non-catalogue)

General recommendations for suppliers

- 1 Investigate the WHO market to understand where/if your goods/services are being demanded. You can do this by checking current business opportunities and contract awards on UNGM, WHO Procurement Report (<https://www.who.int/publications/i/item/9789240094963>).
- 2 Register as a WHO vendor in UNGM. If already registered, check that your information is up-to-date
- 3 Regularly check UNGM for WHO business opportunities (tenders and requests for expression of interest)
- 4 Carefully review tender details, especially the submission deadline, and submit complete offers that include all documentation requirements. If you have questions, raise clarifications on the tender
- 5 If you are awarded a contract, please deliver according to the contract requirements. Your performance could have an impact on your future opportunities.
- 6 If you are not awarded a contract, you are welcome to request feedback from WHO to help you improve in future opportunities

Useful websites and prequalification information

- WHO Procurement website: <https://www.who.int/about/accountability/procurement>
- Become a supplier to WHO: <https://www.who.int/about/accountability/procurement/become-a-supplier#>
- WHO Procurement Report 2023: <https://www.who.int/publications/i/item/9789240094963>
- WHO Contract Awards: <https://www.who.int/about/accountability/procurement/contract-awards>
- WHO quality assurance policy for procurement of essential medicines and other health product: <https://www.who.int/publications/i/item/9789240023789>
- Purchase order general terms and conditions: <https://www.who.int/publications/m/item/purchase-order-general-terms-and-conditions>
- General contractual terms and conditions for works: https://cdn.who.int/media/docs/default-source/procurement/general-and-contractual-conditions.pdf?sfvrsn=5d4d80d7_5&download=true
- WHO emergency health kits: <https://www.who.int/emergencies/emergency-health-kits>
- Prequalification of pharmaceuticals: <http://apps.who.int/prequal>
- Prequalification performance, quality and safety of devices for Cold Chain: http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/

Thank you

For more information, please contact:

WHO Headquarters Procurement

Email: HQprocurement@who.int

LTAprcurement@who.int



**World Health
Organization**



Presentation by:

UNFPA

Yana Dovga

Contracting Analyst, Supply Chain Management Unit, United Nations Population

Fund



UNFPA Supply Chain Management Unit (SCMU)

June 2024

Yana Dovga



UNFPA Supply Chain Management Unit

The UNFPA Supply Chain Management Unit (SCMU) provides the organization with a responsive and resilient supply chain system **across development and humanitarian settings.**

The SCMU delivers coordination and oversight of all UNFPA supply chain related activities to reach women and adolescents and expand equitable **access to affordable, quality assured SRH products and services.**



Responsive

Resilient

Ready



Supply Chain Management Unit

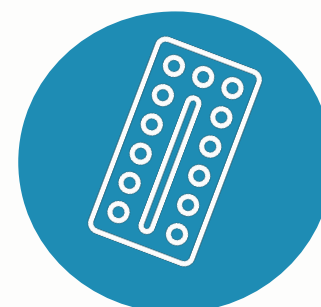
UNFPA

Ensuring rights and choices for all

UNFPA is the United Nations sexual and reproductive health agency. **Our mission** is to deliver a world where every pregnancy is wanted, every childbirth is safe and every young person's potential is fulfilled.

Our goal is to attain universal access to sexual and reproductive health and rights for all by achieving three transformative results.

OUR 3 TRANSFORMATIVE RESULTS



Ending unmet need for family planning

Zero unmet need for family planning. We are the world's single-largest provider of donated contraceptives to developing countries, and our programmes increase the availability of contraceptives and dismantle barriers to services.



Ending preventable maternal death

Zero preventable maternal deaths. We help strengthen health systems, train and educate health workers and midwives, and improve access to a full range of reproductive health services. Our support for women's maternal health is especially significant in 32 countries with the highest rates of maternal mortality and morbidity.



Ending gender-based violence and harmful practices

Zero gender-based violence and harmful practices. We work with policymakers, justice systems and health systems and engage men and boys to advance gender equality. We protect survivors of gender-based violence by providing a combination of essential services, including in humanitarian crises.

Strategic goal

Achieved universal access to sexual and reproductive health, realized reproductive rights and accelerated progress on the implementation of the Programme of Action of the International Conference on Population and Development.

Programmes need products



Programmes & products need supply chain management



Outcomes

- 1 By 2025, the reduction in the **unmet need for family planning has accelerated**
- 2 By 2025, the reduction of **preventable maternal deaths has accelerated**
- 3 By 2025, the **reduction in gender-based violence and harmful practices has accelerated**

Everyone counts - Census supplies

Contraceptives - Oral, injectables, implants, IUDs (hormonal, non-hormonal), Vasectomy, BTL kits, condoms

Maternal health (Pharmaceuticals) – Oxycontin, carbetocin, magnesium sulphate, calcium gluconate, misoprostol, combipack, antibiotics

Maternal health (Medical equipment) – Midwifery supplies, ambulances, mobile clinics, medical furniture, device and sundries

SRH kits – Inter-agency Reproductive Health kits, Dignity kits, Fistula repair kits, Menstrual hygiene kits

Systems strengthening

Demand & Supply Planning

Product & quality assurance

Strategic sourcing

Procurement

Logistics

Prepositioning

Last Mile Assurance

Inventory accounting

Governance, risk and compliance

What do we procure?



UNFPA product categories

78
contra-
ceptives

25
reproductive
health kits

480+
medical
equipment items

170+
pharma-
ceutical
products

3
dignity &
menstrual
hygiene kits

4
midwifery
& fistula
repair kits

13
menstrual
health
products



56+
pre-negotiated
blanket purchase
agreements for
hundreds of
reproductive
health products



UNFPA Supply Chain Management Unit

SRH procurement (2022)

\$166.4 million
contraceptives

\$20.1 million
medical equipment

\$9.2 million
pharmaceuticals

\$55.4 million
IARH/medical/dignity kits

Delivered to 134 countries

UNFPA humanitarian action

UNFPA and its partners delivered humanitarian aid to millions of women and young people in more than **50 countries in 2022**.



525,000

dignity kits distributed in 50 countries.



18,000

IARH kits, worth \$15 million, dispatched to 50 countries.



22 million

women & adolescents reached with SRH services & supplies in 50 countries.



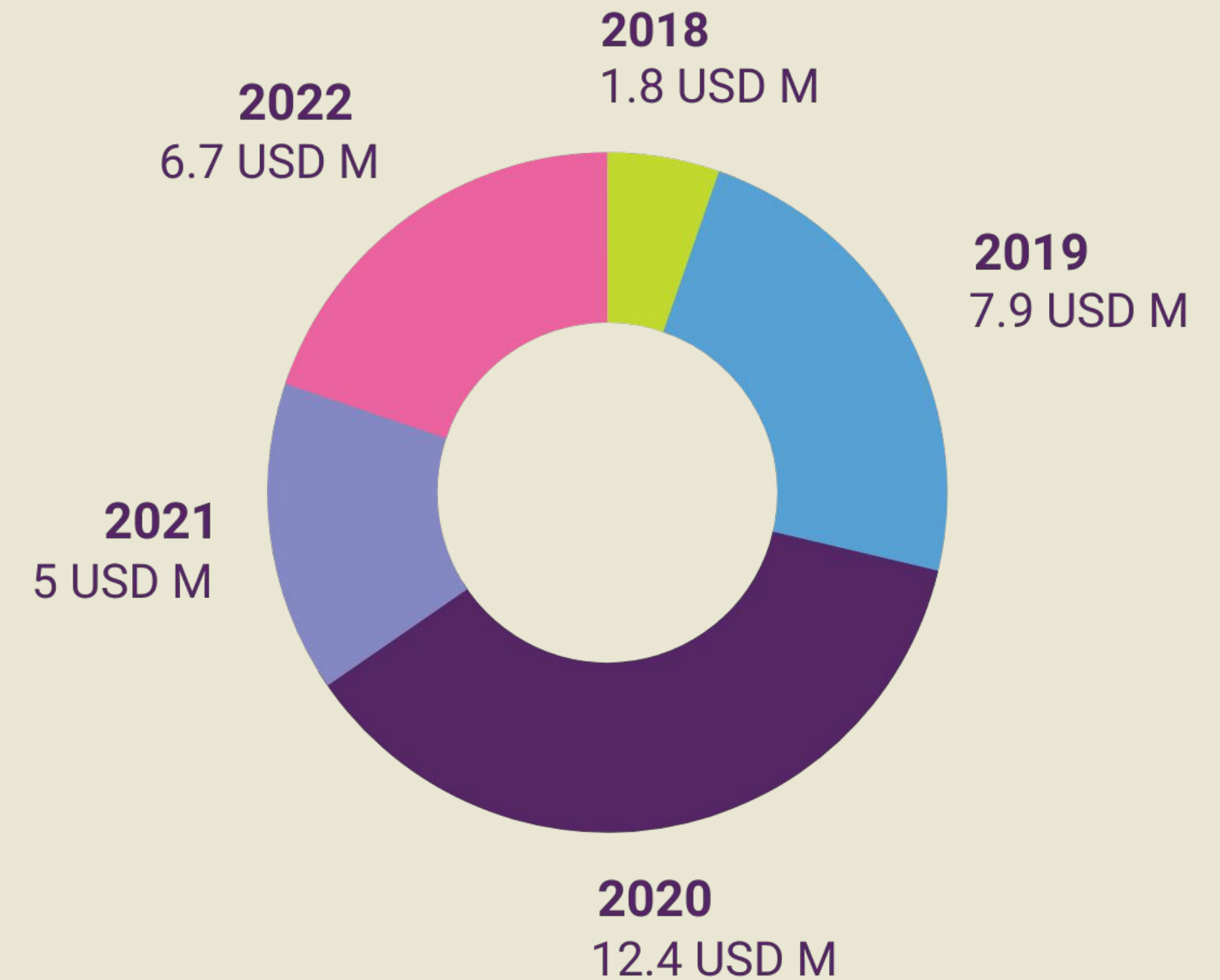
Procurement savings (2018-2022)

33.6 USD M
total savings 2018-2022

Potential for additional

9.7 million

women to access combined
oral contraceptives for one full
year





Existing and future Products (Contraceptives)

- ✓ Male and Female Condoms and Lubricants
- ✓ Injectable Contraceptives
- ✓ Implantable Contraceptives
- ✓ Non hormonal IUDs
- ✓ Hormonal IUDs
- ✓ Standard Day Methods
- ✓ Oral Contraceptives
- ✓ Vaginal Rings
- ✓ Ligation tubes (2025)
- ✓ Vasectomy Kits (2025)





Existing and future Products (Medical)

✓ 25 Interagency Reproductive Health Kits: *Community-level/health post kits; primary health-care facility level (BEmONC) kits; referral hospital level (CEmONC) kits. Revision for composition is planned for Q4 2024*

✓ Dignity and Menstrual Health Management Kits

✓ 4 Midwifery and Fistula Kits

✓ 480+ Medical Devices, Equipment

✓ 110+ Pharmaceuticals

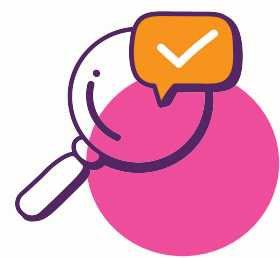
✓ 69+ In-Vitro Diagnostic Tests

✓ 39 Anatomical Models

✓ 30+ New medical devices and pharmaceuticals

✓ Basic Emergency Obstetric and Neonatal Care (BEmONC) and Long-Acting Reversible Contraceptives (LARC) Training Kit (2025)





Census/Humanitarian/Services

- ✓ Census equipment & materials
- ✓ Sources of energy, security and safety equipment, containers, tents, telecommunications equipment, office equipment
- ✓ Vehicles, ambulances
- ✓ Other products (IT, consultancy, printing, translations, Telecommunications)



How do we procure?



Blanket Purchase Agreements (BPAs)

BPA's are written agreements between UNFPA and a supplier that **covers all the commercial terms applicable to potential orders for repeated purchase of predefined goods or services.**

Includes relevant details of products, pricing, discounts, payment, packing, delivery, applicable general terms and conditions.

Established for a specified period of time - normally 3 years with possibility for 2 years extension.

Raised with a one or with several suppliers - it may contain one or many products or services.



Benefits of using BPAs



Cost savings

Reducing costs by streamlining the procurement process and by adding volumes getting best pricing.



Time savings

Saving time by eliminating the need to solicit bids for each purchase.



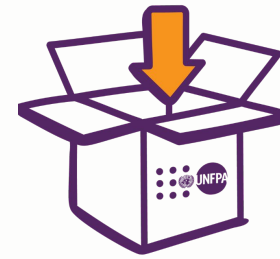
Quality assurance

Ensuring quality by providing pre-approved vendors.

Other benefits

- ✓ All products have gone through competitive bidding process
- ✓ Pooled volume > better unit price > cost savings
- ✓ Stable supply costs
- ✓ Avoid duplication of procurement processes
- ✓ Direct ordering

Items held in stock



Standard male condoms

Female condoms

Water-based lubricants

Inter-agency reproductive health kits

Fistula repair kits

Basic dignity kits





SUPPLY CHAIN
MANAGEMENT UNIT



THANK YOU.
Questions?



Panel III moderated by **Verner Kristiansen**

Healthcare, Pharmaceuticals, Hygiene and sanitation

WHO

UNFPA





COFFEE BREAK

Please be back at 16.00





Presentation by:

FAO

Shoko Kawabata

Procurement officer, Procurement Service, Food and Agriculture Organization of
the United Nations



Food and Agriculture Organization of the United Nations (FAO)

Procurement Service (CSLP)

- Working for Zero Hunger -



01 ABOUT FAO

02 WHAT WE BUY

03 HOW WE BUY

04 DOING BUSINESS WITH
FAO

05 DOS

06 DON'TS

01

ABOUT FAO





The Food and Agriculture Organization (FAO) is a specialized agency of the United Nations that leads international efforts to defeat hunger.



WHO WE
ARE

VISION

Our goal is to achieve food security for all and make sure that people have regular access to enough high-quality food to lead active, healthy lives.



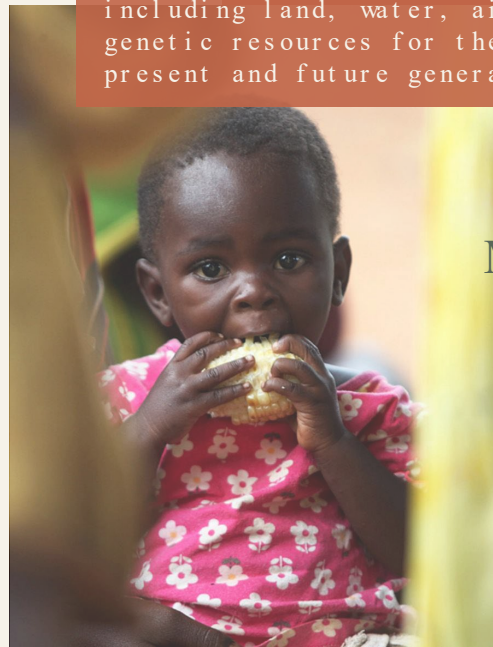
Our three main goals are:

the eradication of hunger, food insecurity and malnutrition;

the elimination of poverty and the driving forward of economic and social progress for all; and,

the sustainable management and utilization of natural resources, including land, water, air, climate and genetic resources for the benefit of present and future generations.

MISSION



WHAT WE DO

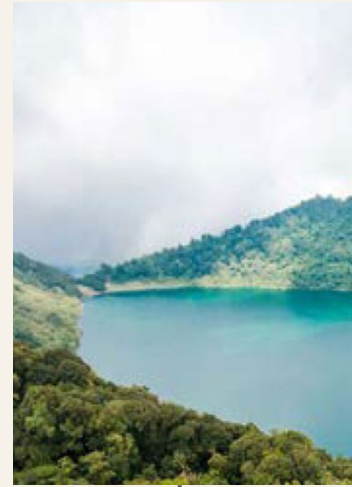
Agriculture



Fishery



Forestry



OUR GOAL

Achieve a food-secure world by raising levels of nutrition, improving agricultural productivity, bettering the lives of rural populations, and contributing to the growth of the world economy.



Food and agriculture are key to achieving the entire set of the 17 Sustainable Development Goals (SDGs)

- A focus on rural development and investment in agriculture - crops, livestock, forestry, fishery and aquaculture – are powerful tools to end poverty and hunger and bring about sustainable development. Agriculture has a major role to play in combating climate change.

Leading agency fighting against Climate Change

02

WHAT WE BUY



\$ 451 million
Goods

\$ 269 million
Services

\$ 720 million
Total

Organization	Total 2022 (\$ millions)	Total change 2021-2022 (%)	Share of procurement from least developed countries 2022 (%)	Share of procurement from LDCs/LLDCs/SIDS 2022 (%)
UNICEF	7,383.4	2.8%	12.9%	14.8%
WFP	6,023.4	22.5%	29.3%	36.6%
UN Secretariat	3,128.6	14.6%	11.6%	12.6%
UNDP	2,830.6	7.8%	19.2%	27.8%
UNOPS	1,753.0	-54.3%	17.2%	19.6%
WHO	1,634.6	-1.4%	16.8%	21.9%
UNHCR	1,431.4	6.9%	18.3%	19.7%
PAHO	1,348.6	-18.6%	0.9%	3.5%
IOM	1,191.9	19.6%	27.0%	29.4%
FAO	719.9	60.5%	51.0%	58.5%
UNFPA	456.1	23.4%	13.4%	17.1%
UNRWA	305.8	10.1%	0.2%	0.2%
ILO	266.3	-34.9%	18.1%	24.5%
UNESCO	176.1	-9.3%	17.5%	20.7%
UN Women	172.9	9.7%	18.3%	27.2%
IAEA	169.5	-18.2%	0.2%	1.4%
UNIDO	157.9	4.1%	8.4%	10.9%
WIPO	129.0	-3.8%	0.3%	0.9%
ICAO	61.5	74.7%	0.2%	0.3%
IFAD	55.9	-5.4%	10.6%	10.9%
UNAIDS	40.6	5.3%	14.5%	21.2%
ITU	30.1	19.5%	1.3%	2.0%
OPCW	23.6	-40.4%	0.8%	1.0%
WTO	23.2	-15.8%	0.0%	0.0%
UNFCCC	17.4	-24.2%	0.0%	0.3%
WMO	13.1	-11.0%	0.4%	0.9%
IMO	12.6	-14.4%	0.0%	2.8%
UPU	11.2	-10.6%	1.1%	4.6%
UNV	7.8	-20.0%	0.5%	0.9%
UNU	6.9	-31.6%	0.7%	0.9%
UNWTO	4.0	68.3%	0.0%	1.2%
UN Total	29,586.8	-0.03%	18.1%	22.1%

\$ 451 million
Goods

\$ 269 million
Services

\$ 720 million
Total

	Category (UNSPSC Segment)	Procurement value (USD)
1	Live Plant and Animal Material	285,869,571.46
2	Farming, Fishing Equipment	27,977,764.58
3	Material Handling Machinery	25,943,779.20
4	Motor Vehicles and Parts	22,163,763.83
5	Tools and General Machinery	18,475,285.45
6	IT and Communications Equipment	14,930,066.92
7	Pharmaceuticals, Contraceptives, Vaccines	11,785,331.04
8	Structures, Construction Components	6,272,938.60
9	Laboratory and Testing Equipment	6,170,775.21
10	Medical Equipment and Supplies	4,847,566.75

	Category (UNSPSC Segment)	Procurement value (USD)
1	Transportation, Storage, Mail Services	68,496,593.62
2	Management and Admin Services	34,134,749.02
3	Building and Maintenance Services	31,985,380.20
4	Engineering and Research Services	31,645,898.10
5	Farming, Fishing, Forestry Services	30,622,902.71
6	Travel, Food and Lodging	21,631,450.81
7	Education and Training Services	9,313,485.77
8	Public Order and Security Services	8,192,946.13
9	Editorial, Design, Graphic Services	8,062,352.79
10	Financial and Insurance Services	7,430,394.48

Wide range of Goods and Services (over 10,000 items)

03



HOW WE
BUY

LOCATIONS

- Headquarters
- Regional Offices
- Decentralized Offices with IPO
- DOs with Procurement Specialist



- Barbados/Panama
- Mali
- Burkina Faso
- Nigeria
- Central Africa
- Chad
- Haiti
- Guinea Bissau
- Sudan
- DR Congo
- PNG
- Iraq
- Mozambique
- Kenya
- Liberia
- Somalia
- Yemen
- South Sudan
- Ethiopia
- Malawi
- Afghanistan
- Pakistan
- Bangladesh



Global Procurement
Above \$1 million
Strategic items



Regional Procurement
Up to \$1 million



Local Procurement
Up to \$ 200K
(or 350/ 500K)

PROCUREMENT PRINCIPLES



Fairness



Transparency



Best Value for
Money

© IWM / Faezeh Shams

PROCUREMENT MODALITY



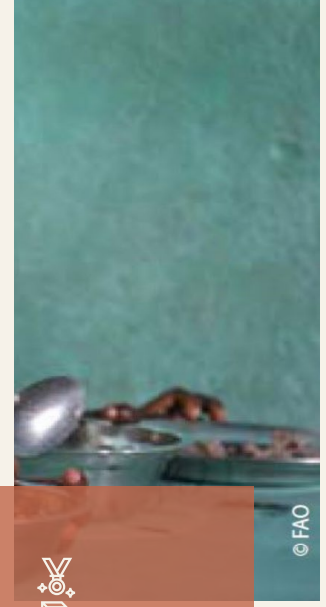
PUBLIC
TENDER
Default
Modality
UNGM



RESTRICTED
TENDER
Exception



DIRECT
PROCUREMENT
Exception



LTA
Long Term
Agreement
(including Other
agencies')

TYPE OF TENDER



DOING
BUSINESS
WITH FAO



04

Challenges:

Language, cumbersome procedures,
detailed conditions, geographical

Motivation:

Visibility of business at
global level, CSR,
reputational merit etc.

Benefits:

Profitability, reliable customer,
UN-wide reach



Decentralization:

HQ Procurement 13%
Non-HQ Procurement 87%

Different Approaches:

Already-fixed needs, or
New product / solution

For Goods Procurement:

Inspection
Pre-qualification
LTAs

For Services Procurement:

- Mandatory Requirements – Pass or Fail
Technical, Administrative,
Commercial
- Technical Evaluation Criteria
- Financial Evaluation Criteria

05

DOS



TIPS

might be missing
an opportunity as
we speak

UNGM
REGISTRATION

MAKE IT
EASY

accept specs & conditions
delivery time & terms
partial QTY is ok

be careful in
choosing item codes

SELECT
SMART

FOLLOW
REQUIRED TERMS

Goods procurement on
DAP basis including
delivery

monitor frequently
or subscribe TAS

MONITORING

UNDERSTAND
TRUE NEEDS

Be solution-oriented
(e.g. emergency)

no need to
hesitate, just try
and familiarize
yourself

GIVE IT A
TRY

AFFILIATION

Consider partnership to
complement each other





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06

DON'TS

TIPS

Normally it takes several attempts to win the first business

DON'T GET DISCOURAGED

DON'T BE SCARED

Terms & conditions are standard, and not difficult once you get used to

Our rules don't have too much flexibility

DON'T PUSH OWN TERMS

DON'T MIX UP TWO ENVELOPS

Indicating price in Technical Proposal would disqualify your offer

We're expected to spend donors' money wisely

DON'T OFFER LUXURY

DON'T ASSUME

You can feel free to ask for clarification via tender correspondence function

We need "fair and healthy" competition

DON'T BE TOO UNIQUE

DON'T BE ON SAFE SIDE

Not to miss the chance by being too careful (e.g. overspecs)



Shoko Kawabata
Procurement Officer FAO
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A close-up photograph of a young child with dark hair and bangs, wearing a yellow dress with a floral pattern. The child is holding a large metal spoon filled with white rice to their mouth and is in the process of eating. The background is a plain, light-colored wall.

THANK YOU!

11 January 2011, Danao, Philippines - A child eating rice for breakfast. Her father works as a Forest Patrol Ranger for the Assisted Natural Reforestation (ANR) project established to prevent illegal logging. The ANR project provides increased resources and opportunities to local residents.

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Presentation by:

UNHCR

Levon Hovsepyan

Head of Sourcing and Global Markets Unit, Office of the High Commissioner for Refugees





How to bid for UN tenders even better

International Procurement Seminar
Copenhagen, June 2024

UNHCR Highlights

UNHCR Highlights

- For over 70 years, UNHCR has helped millions of people to restart their lives.
- UNHCR procured for USD 1,19 bln. in 2023.
- 32% Goods, 68% Services.
- 260 warehouses in 84 countries.
- Major categories: Core Relief Items, Fuel, Vehicles (incl. for UN Fleet), Construction, Corporate Consultancy, Solar Equipment, Security Services, Rental of Premises.

Sustainability Targets by 2025

- Reduce by 20% the aggregate average greenhouse gas emissions from the production and delivery of core relief items (CRIs).
- Increase by 20% the biodegradable or recycled content of CRIs & packaging.
- Reduce by 10% the CO₂ emissions from international freight.
- Reduce by 25% the average duration of stock on hand.
- Ensure supply waste management services in 70 countries.

The aim of this presentation

The aim of this presentation



Increase your chances
for contract award



Improve the quality of
your offers



Make the bidding
process more consistent

Quality offers lead to quality procurement

Quality offers lead to quality procurement

Quality procurement improves the quality of life

**If allowed, send more than
one offer**

If allowed, send more than one offer

The more options you propose, the greater the chances that one of the options will meet the target. If your Offer A is not the lowest-priced technically compliant offer, there is a good possibility that your Offer B could be the one selected.

**Always follow up on tender
results**

Always follow up on tender results

If you have not received the contract or a regret letter, always inquire about the status of your offer.

Ask for specific reasons why you were not selected.

Inquire about the price of the winning offer. If the price of the winning offer is confidential, ask at which price level your offer ranked, such as second lowest, third lowest, and so on.

**Do not wait to be asked for a
discount**

Do not wait to be asked for a discount

When calculating prices, consider discounts before you are asked for one.

This increases your chance for award and does not make you compete again for Best and Final Offer (BAFO), where you can lose.

**Additional information - only
when the required
information is provided**

Additional information - only when the required information is provided

Do not jump into marketing tricks to sell your company or product, unless you have fully provided all the information expected to be in the offer. Tender documents are, in essence, questionnaires. You can apply your sales magic only after you have answered all questions.

P.S. Procurement people are immune to marketing. They look for answers and specific information.

**You have 85% of the
products/services required,
subcontract for the remaining**

You have 85% of the products/services required, subcontract for the remaining

Do not lose opportunities if you miss only a few items from the list. Subcontract another company for not to lose the bigger portion.

Keep the profit moderate or zero (0) on subcontracted products/services to increase your chances.

**Automatically extend the
validity of your offer**

Automatically extend the validity of your offer

Do not let your offer expire if you can maintain the price longer. Your offer can include a statement such as: *“Upon the expiration of the initially requested XXX-day validity period, the validity period will automatically extend for an additional XX days, unless otherwise communicated by us.”*

**Carefully read the conditions
of contract before drafting
your offer**

Carefully read the conditions of contract before drafting your offer

Conditions of future contract influence your offer and your price. Read them first, as you might not be given a chance to object later.

Any change to the conditions initiated after the bidding process leads to delays, penalties (withdrawal of bid security/bank guarantee) or cancellation of the process.

**Ask for extension of deadline, if
you need it**

Ask for extension of deadline, if you need it

Your offer will not be accepted after the deadline, but you do not have to miss out on the opportunity.

You lose nothing by asking for extension of the deadline.

In your request, describe the benefits your offer can bring and ask for a reasonable extension.

Answer questions quickly

Answer questions quickly

If you receive a request for clarification of your offer, try to answer it within 1-2 business days.

Have a focal point in your team dedicated to each specific tender.

UNHCR main website (unhcr.org)



How to become a supplier



Supplier Code of Conduct



Merci

Aitäh

Bedankt

Thank you



Panel IV moderated by **Verner Kristiansen**

Supply chain, logistics and emergency procurement

FAO

UNHCR





Closing remarks

NETWORKING RECEPTION

in

Atlantic Ocean lounge

