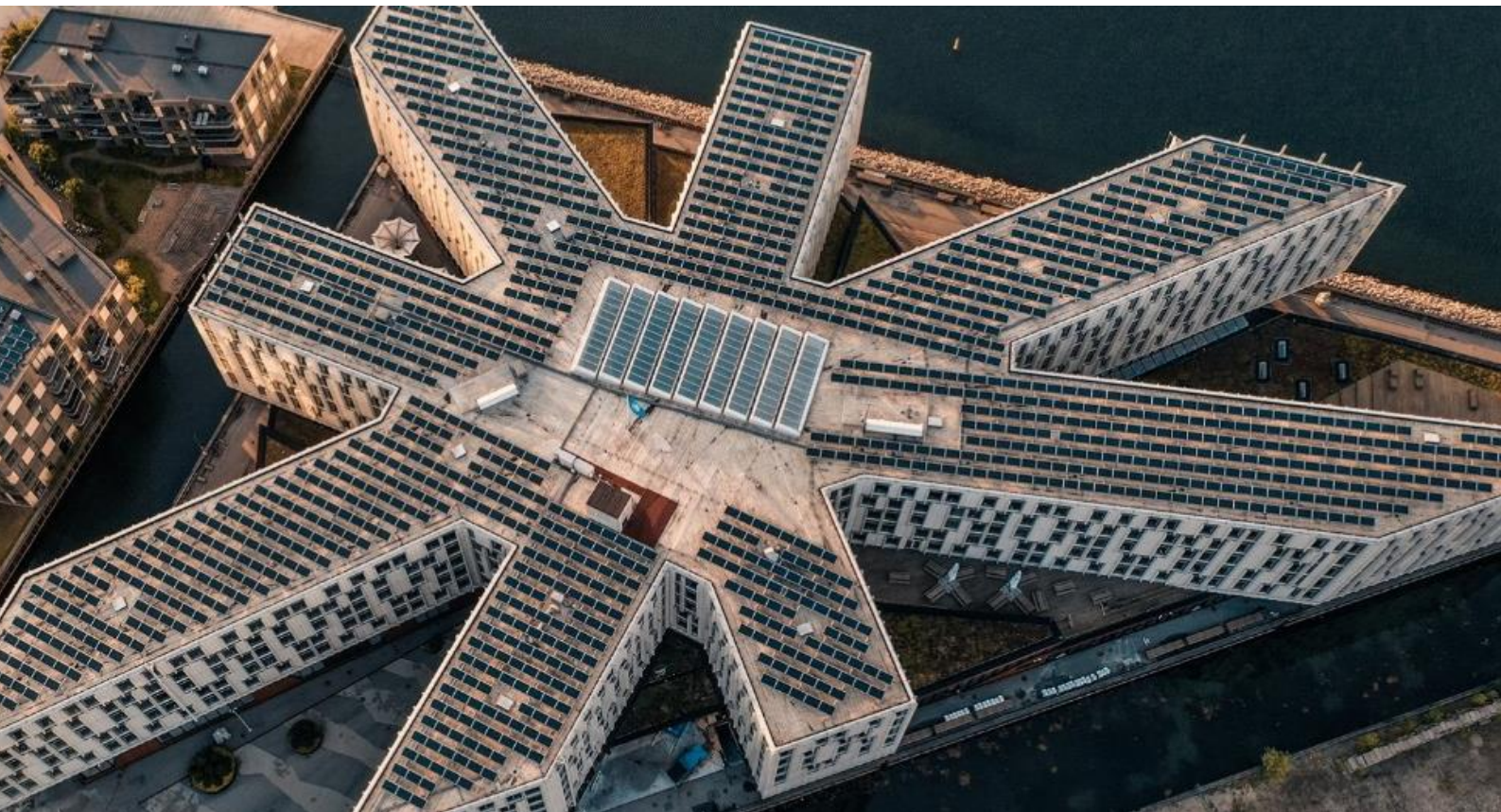


NORDIC UN PROCUREMENT SEMINAR 2023

NORDICUNPS.COM

NOVEMBER 14-15, COPENHAGEN



FOREWORD

At the Nordic UN Procurement Seminar 2023 (Nordic UNPS), UN representatives, Nordic government officials, and companies had the opportunity to discuss how to do business with the UN, learn about procurement processes, and explore new innovative ways to partner on UN projects. The seminar was conducted through panel discussions, workshops, and networking opportunities.

We are honored to have hosted this seminar and for the opportunities offered to Nordic companies, both established and newcomers, to understand and interrogate the UN procurement processes. This was a fruitful learning experience and a stepping stone for future engagement with the UN.

*Consulate General of Denmark, New York
on behalf of the Nordic Consortia and partners*



**MINISTRY OF
FOREIGN AFFAIRS
OF DENMARK**
The Trade Council



SUMMARY

The Nordic UN Procurement Seminar 2023 took place at the UN City in Copenhagen, Denmark. It was hosted by the Nordic Consortia, composed of: Denmark, Norway, Sweden, Iceland, and Finland, along with Danish Industry, Innovation Norway, Business Sweden, Business Iceland, and Business Finland, in partnership with UN Global Compact, and Danish Export Association.

This seminar, one of the largest UN procurement events in the Nordic region, provided valuable insights into UN procurement mechanisms. In total, 168 company representatives from 138 companies participated as well as the following UN agencies: UNICEF, UN Secretariat, UNESCO, IFAD, UNOPS, IAEA, ILO, IOM, UNDP, UNFPA, UNIDO, WHO, UN Women, PAHO, FAO, and WFP.

Participants had the opportunity to engage with representatives from UN agencies and learn from successful companies already delivering products and solutions to the UN. The two-day program covered various topics, including energy solutions, waste and water management, and life sciences.

The seminar first and foremost aimed to ensure, that Nordic countries continue to deliver innovative and sustainable solutions to the UN while enhancing the understanding of the needs and challenges. Second, to facilitate collaboration across the public and private sector. Third, to create platforms for UN representatives and companies to present solutions, needs, and challenges to foster knowledge sharing.

Furthermore, the seminar was a testimony to the close collaboration among Nordic countries and the UN, highlighting the importance of working together to deliver innovative and sustainable products and services.

SEMINAR PROGRAM

DAY 1

The first day opened with three keynotes to set the tone and introduce the seminar.

The keynotes highlighted the synergies in the Nordic region in supplying goods and services to the UN. They emphasized the need for collaboration, coordination, and aspiration for long-term agreements with the UN as a sustainability index for Nordic companies.



LINA GANDLØSE HANSEN,

*State Secretary for Trade & Global Sustainability,
Ministry of Foreign Affairs of Denmark*

The State Secretary emphasized the significant role of the Nordic countries, contributing over 5% to the UN's \$30 billion procurement volume. Furthermore, the importance of sustainability in UN procurement, aligning with the Nordic countries' commitment to global sustainable development. Here the UN was highlighted as a natural leader, exemplified by its 10-year Climate Action Plan. The State Secretary pledged to support companies engaging in global procurement.



JORGE DA SILVA,

Executive Director, UN Office of Project Services

The Executive Director sought the willingness of Nordic companies to work with the UN by participating in the many opportunities for supply of goods and services. In seeking this engagement, the Executive Director emphasized the humanitarian component of UN work and asked companies to consider humanity and foster adherence to ethical business practices while working with the UN.

ANGELA KASTNER,

Director, Procurement and Supply Services, WHO and Chair of UN Procurement Network

The Director pointed out that the UN is not one agency, but rather a union of individual agencies, each with their respective mandates and procurement needs. The procurement process might vary based on the requestor, sponsor and existing products and services. The Director emphasized the need for companies to collaborate among themselves and with governments to help partake in the many opportunities available through the UN.

UN PRESENTATIONS

The UN was well-represented by agencies across sectors, offering many opportunities for the Nordic companies. From clean energy to water and waste management, the emphasis was on sustainable solutions to global challenges. Nordic companies got the opportunity to listen in on presentations by each UN agency, gaining insights into their history, budget, and focus areas. This occurred with the background of a substantial increase in Nordic countries' engagements with the UN in recent years. Additionally, the UN Global Marketplace (UNGM) was introduced to companies, providing practical insights into conducting business with the UN.

BEST PRACTICE PANEL

The first panel of the day discussed methods to become a successful vendor to the UN from a company point of view. Five already established suppliers to the UN talked about their journey from first tenders to long-term suppliers. They encouraged Nordic companies to work towards long term agreements in order to improve the sustainability in projects. Furthermore, they encouraged partnerships to improve efficiency in the delivery of goods and services.



THEMATIC PANELS

Three thematic panels provided valuable insights into critical areas: energy, life science and healthcare, and water and waste management. These sessions highlighted the substantial needs of the UN, emphasizing the essential role of procurement, research, and innovation in addressing the challenges.

The first panel focused on the pivotal role of energy in the climate crisis, emphasizing its potential as a solution. It examined challenges in energy procurement, especially in developing countries, and highlighted future demands, such as integrating new technologies and enhancing efficiency. Following this, the second panel on health and life sciences, the UN's largest procurement sector, delved into challenges like high costs and supply chain inefficiencies. The panel explored innovative solutions, including supply chain management practices, ethical considerations, and digital tools. Finally, the third panel addressed the global issue of water scarcity and waste management, emphasizing the UN's role in promoting sustainable practices. All panels underlined the fact that collaborative efforts among Nordic companies and government agencies is crucial. These partnerships need to take social and cultural factors, such as gender, youth, disability, religious beliefs, and the dynamic nature of emergencies triggered by climatic change into consideration.

CLOSING REMARKS

The day culminated with insightful speeches from Ambassador Eija Rotinen, Ambassador for Developing Markets at the Ministry for Foreign Affairs of Finland, Ambassador Charlotte Wrangberg from the Swedish Embassy in Denmark, and Deputy Head of Mission Kjell Kristian Egge from the Norwegian Embassy in Denmark. Each speaker spoke to the pivotal role of partnerships, networking, and collaboration as indispensable elements in realizing successful business goals for the Nordic companies.



DAY 2

The second day of the seminar included the new feature of workshops for all participating companies and UN agencies. They covered topics such as energy solutions in the UN, products within the water segment, and UN procurement in general. The various workshops were facilitated by the partners, providing companies the opportunity to ask questions directly to UN representatives, engage in a dialogue about the UN's challenges and needs, and offer insights on how to address them.

THE WORKSHOPS

1. PHARMACEUTICALS AND MEDICAL SUPPLIES

This workshop offered insights into how companies within the industry can help ensure sufficient supplies on a global scale as UN suppliers. The discussion focused on the global supply issues that have marked the past year(s). How do we ensure this does not affect UN operations - and by extension, patients? What are we doing - on all sides – to prevent these supply issues?

2. HEALTH SERVICES AND CONSULTING

This workshop explored how UN agencies work with healthcare providers and consulting firms with the aim of strengthening national healthcare systems and supporting health policy development. The shift away from treating acute (oftentimes communicable) conditions to treating chronic, non-communicable diseases puts strain on healthcare systems. The discussion addressed whether national healthcare systems are adequately equipped to handle this shift. What is needed from different stakeholders (including patients themselves), and how the UN and its suppliers can support this?

3. SUPPLYING ENERGY SOLUTIONS TO THE UN

In this workshop, experts from the UN presented current needs and challenges to achieve SDG7. The discussion included points on the development of new technology, what solutions UN organizations are procuring, and the diversification of business models for energy access - when does the UN choose to procure energy solutions and when is a power purchase agreement better? What are the opportunities within carbon credits and how are the UN organizations leveraging this? What does blended finance mean for energy access and how can private companies adapt to new business realities?

4. IMPLEMENTING ENERGY EFFICIENCY

This workshop focused on promoting energy efficiency within the UN's procurement, programs, and policies. Recognizing that the most sustainable energy is the energy saved, the workshop emphasizes the importance of choosing energy-efficient solutions that are cost-effective and environmentally friendly. The workshop addressed key areas such as policies and practices for energy efficiency within UN agencies, early-stage investments in energy-efficient solutions, and experiences with low-carbon, energy-efficient technologies in low-income environments. The aim was to encourage energy efficiency as a priority in UN operations, promoting sustainable practices and inspiring similar efforts globally for a less resource-intensive development path.

5. TECHNOLOGY SOLUTIONS FOR WASTE AND WATER MANAGEMENT

The workshop gave an overview on how Nordic water technology is placed on the global market. Topics included among other things how Nordic technology contributes to handling climate change in all parts of the world and how the demand for water technology is going to increase. While looking forward the workshop also provided an insight to the conditions that have made Nordic water technology the stronghold that it is today. Lastly, it provided in-depth knowledge on why high quality water investments are crucial for sustainable water management and why total cost of ownership (TCO) should be on top of the agenda when investing in water technology.

7. SUSTAINABLE INFRASTRUCTURE DEVELOPMENT

This workshop aimed to explore the pivotal role of infrastructure development in the global development and climate agenda. It delves into how strategic infrastructure investments can unlock development potential, facilitating the flow of goods, services, capital, and knowledge to broader areas and populations. The focus was on integrating green energy and clean resources into infrastructure to fuel sustainable growth, reduce energy, and resource intensity, and address climate concerns. The workshop features speeches and discussions by both professionals and UN agencies, shedding light on policies, practices, and initiatives promoting sustainable infrastructure development, emphasizing green energy, climate, and ESG considerations.

8. UN GLOBAL COMPACT

At this workshop, local UN Global Compact Network (UNGC) in Denmark, Finland, Norway and Sweden gave an introduction to the UNGC and the programs, platforms and learning opportunities that the networks offer companies at all levels. The workshop included member companies sharing how UNGC tools can be used in procuring to the UN.

9. DIGITAL REHABILITATION AND ASSISTIVE TECHNOLOGY

This workshop focused on the integration of digital rehabilitation and assistive technologies in various sectors to improve the lives of individuals with disabilities. The workshop featured key insights into these technologies and inclusive practices, speeches by experts, a product showcase of accessible and affordable technological solutions, and an open discussion for interactive engagement. The workshop underscored the critical role of digital rehabilitation and assistive technologies in promoting inclusivity and equity, aligning with the UN's Sustainable Development Goals and the Convention on the Rights of Persons with Disabilities. It emphasized how these technologies empower individuals to manage their health, perform daily tasks independently, access tailored education, and contribute meaningfully to society, fostering a more inclusive and dignified life for all.

10. UN PROCUREMENT IN GENERAL

This workshop was a fundamental exploration of UN procurement processes and highlight the significance of sustainability within this framework. Through introductory speeches by professionals, participants will gain insights into the functioning of UN procurement, its alignment with sustainability goals, and practical experiences of companies engaging in UN procurement. This session aimed to equip participants with enhanced knowledge of UN procurement, practical insights, and networking opportunities within the context of sustainable practices.

DAY 2 SUMMARY

The group discussions yielded a comprehensive insight into the UN's needs and challenges as well as what Nordic companies can offer. Key takeaways from the workshops include:

- Capacity for procurement is vital because the UN often tenders for a bid of high volume and companies must be ready to deliver.
- There are numerous platforms and linkages for companies as a first step towards engaging with the UN.
- Procurement comes in cycles and each agency has its own tendering calendar to allow for smooth delivery of UN goods and services. The cycles also come with timelines to

which companies have to adhere for consideration and acceptance in the tendering process. The cycles may also influence the volumes of goods and duration of services.

- UN agencies procure for goods and services based on demand by clients, which could be countries or organizations with direct request for humanitarian assistance. During the tendering process, one agency may procure or may also rely on another UN agency to procure the goods and services on its behalf. This is usually to promote consistency, efficiency, and cost effectiveness across UN agencies.
- Some products and services are procured to be delivered or provided on location and companies must factor that aspect into the bidding processes. Where infrastructure may be lacking, companies must contemplate the most efficient way of delivering on the request.
- In all opportunities, the UN has a focus on solutions that adhere to the Sustainable Development Goals and the 2030 agenda.

CLOSING CEREMONY

The Nordic UN Procurement Seminar 2023 was officially closed by Iceland’s Ambassador to Denmark, Ambassador Arni Þór Sigurdsson. The Ambassador strongly underlined the value of innovation in the Nordic countries contribution to the global sustainability agenda. The main message was an encouragement for networking and partnerships to strengthen Nordic corporation in global business.



DISPLAYS IN AUDITORIUM

The participating companies had the opportunity to showcase their solutions in the auditorium. This created organic networking with both other Nordic companies and the UN agencies. The following companies were showcased:



Block solutions Oy

Assembly Voting

Baron Danmark

4Life Solutions

Blue Water Shipping

Limbo Works

BRIGHT Products

Hallgruppen

ASAP Norway

Celemi

APPRECIATION

Thank you to all partners and Nordic colleagues who made the seminar a success.



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