

The International Atomic Energy Agency (IAEA) as a Business Partner

May 2016

Presented by
Leendert Colijn, Senior Procurement
Officer (Team Leader)
Office of Procurement Services



IAEA

International Atomic Energy Agency

A noble mission – “Atoms for Peace”

- An independent intergovernmental, science and technology based organization
- Seeks to ensure the peaceful use of nuclear energy
- The Medium Term Strategy (2012-17) pursues six objectives
 - Facilitating access to nuclear power;
 - Strengthening promotion of nuclear science, technology, and applications ;
 - Improving nuclear safety and security
 - Providing effective technical cooperation;
 - Strengthening the effectiveness and improving the efficiency of the Agency’s safeguards and other verification activities;
 - Providing efficient, innovative management and strategic planning

Within the Agency there are five technical departments and one operational management department

IAEA Departments

Nuclear Applications



The Department of Nuclear Sciences and Applications helps countries use nuclear and isotopic techniques to promote sustainable development objectives in agriculture, human health, water resource management, marine environment and industrial applications.

Nuclear Energy



The Department of Nuclear Energy fosters the efficient and safe use of nuclear power by supporting nuclear programmes around the world, catalyzing innovation and building capability in energy planning, analysis, and nuclear information and knowledge.

Safety & Security



The Department of Nuclear Safety and Security works to provide a strong, sustainable and visible global nuclear safety and security framework, protecting people and the environment from the harmful effects of ionizing radiation.

Safeguards



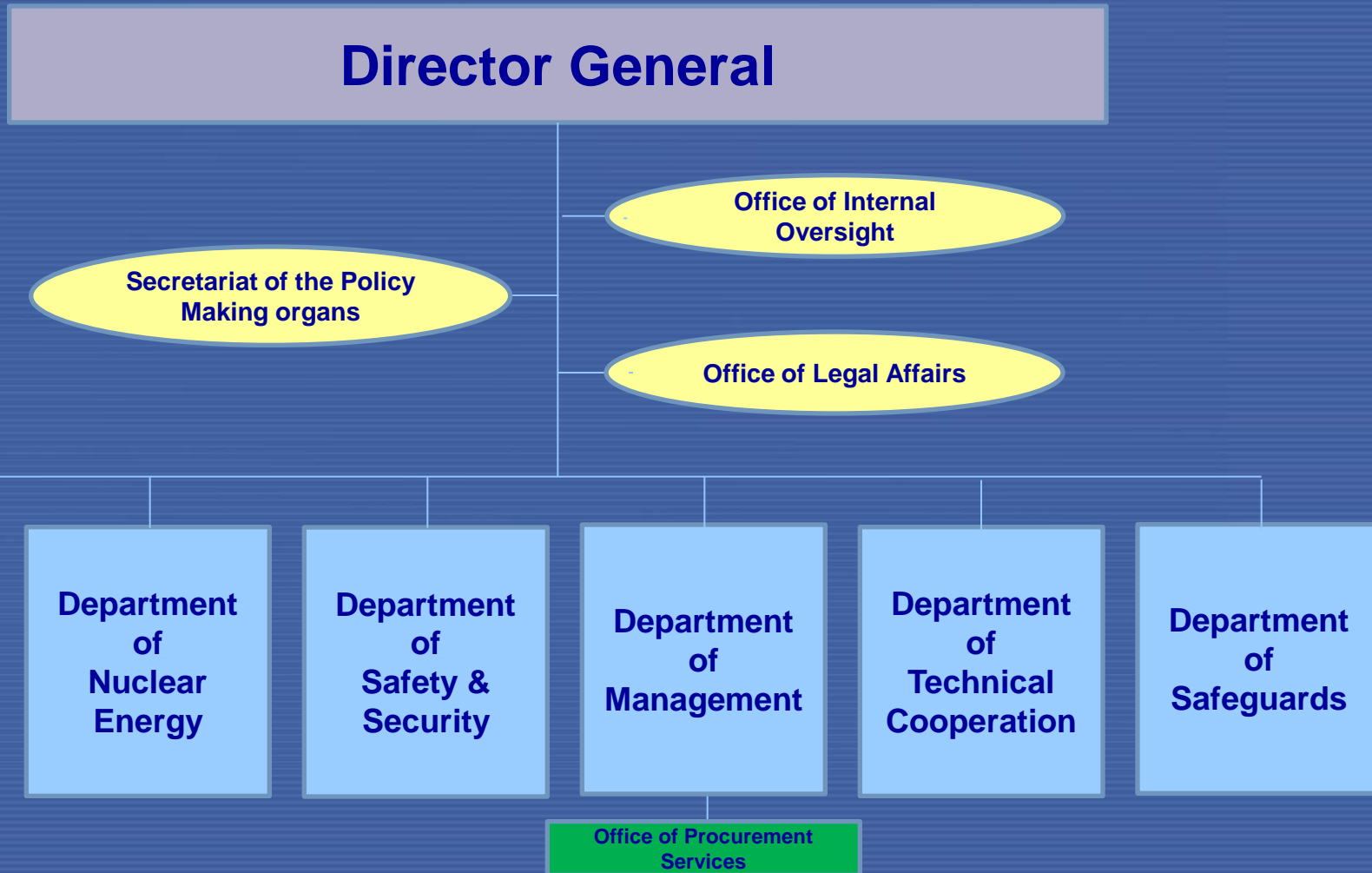
The Department of Safeguards carries out the duties and responsibilities of the IAEA as the world's nuclear inspectorate, performing an indispensable role in global efforts to stop the spread of nuclear weapons.

Technical Cooperation

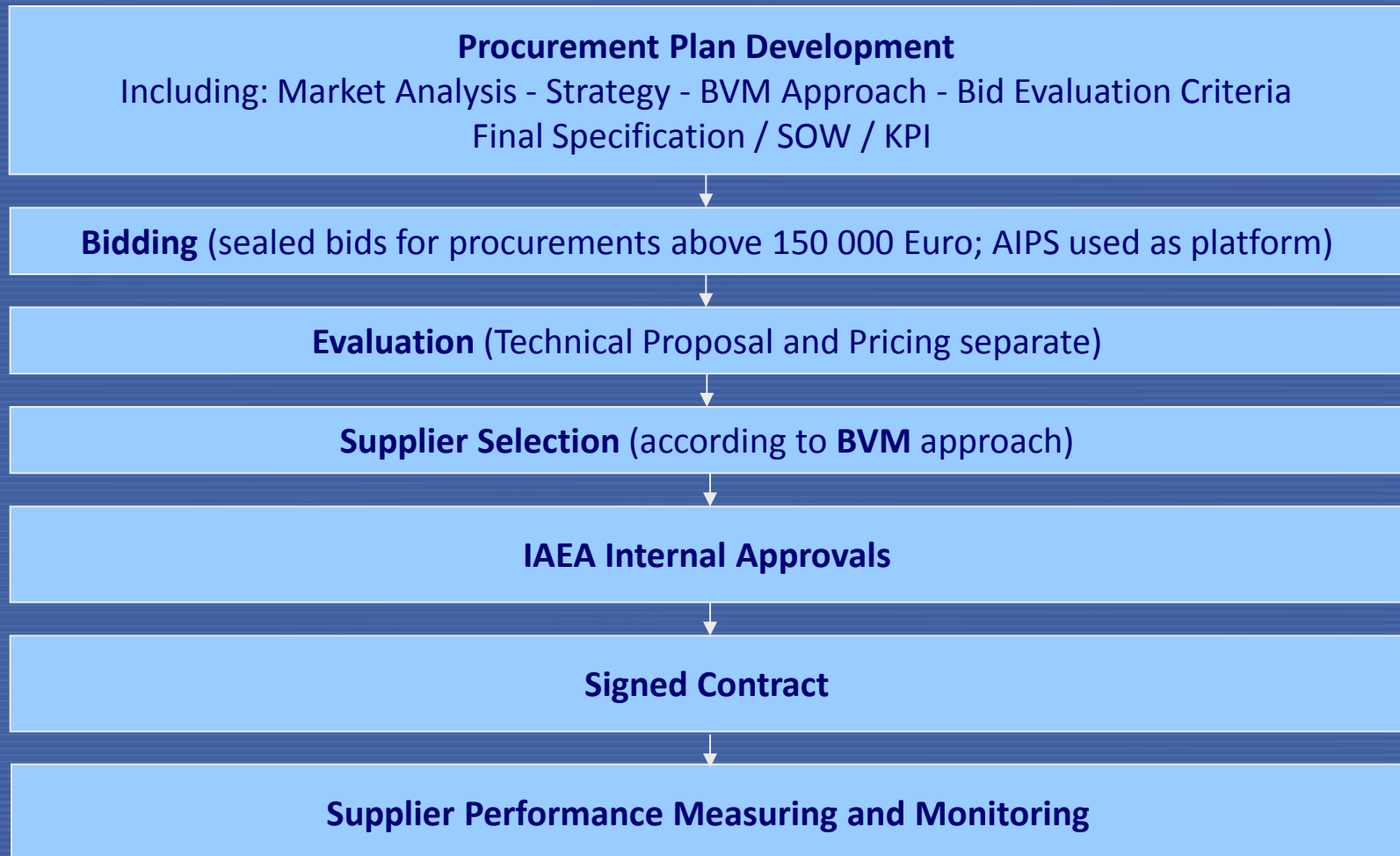


The Department of Technical Cooperation helps countries to improve their scientific and technological capabilities in the peaceful applications of nuclear technology, thus contributing to sustainable development.

The office of Procurement Services (MTPS) sits within the Department of Management

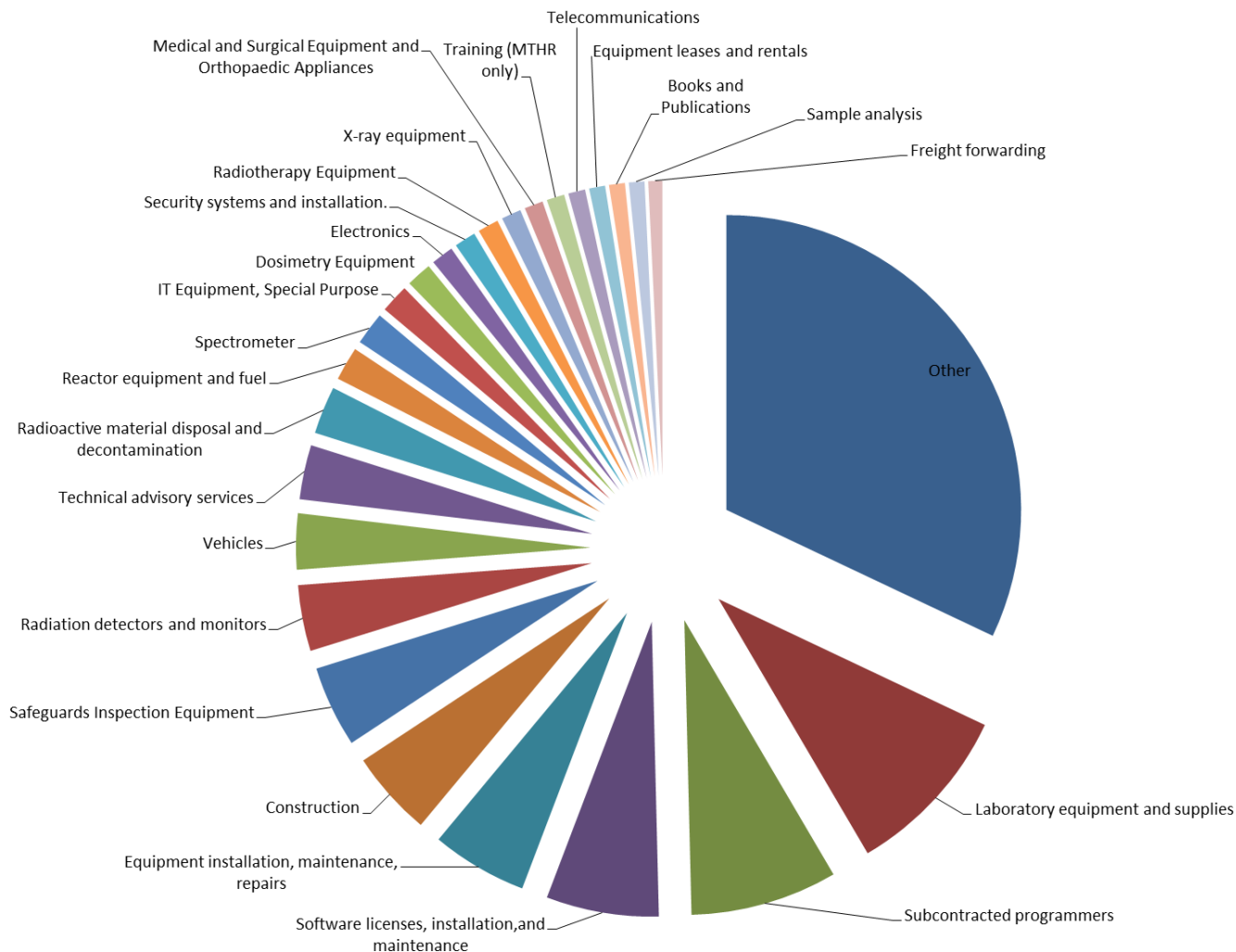


The aim of procurement is to achieve the Agency's programmatic goals and objectives and best value for money through fair, transparent and effective competition



In 2015, 5100 orders, total value approximately 136 million Euro, average value of Euro 23K, 126 orders above Euro 150K

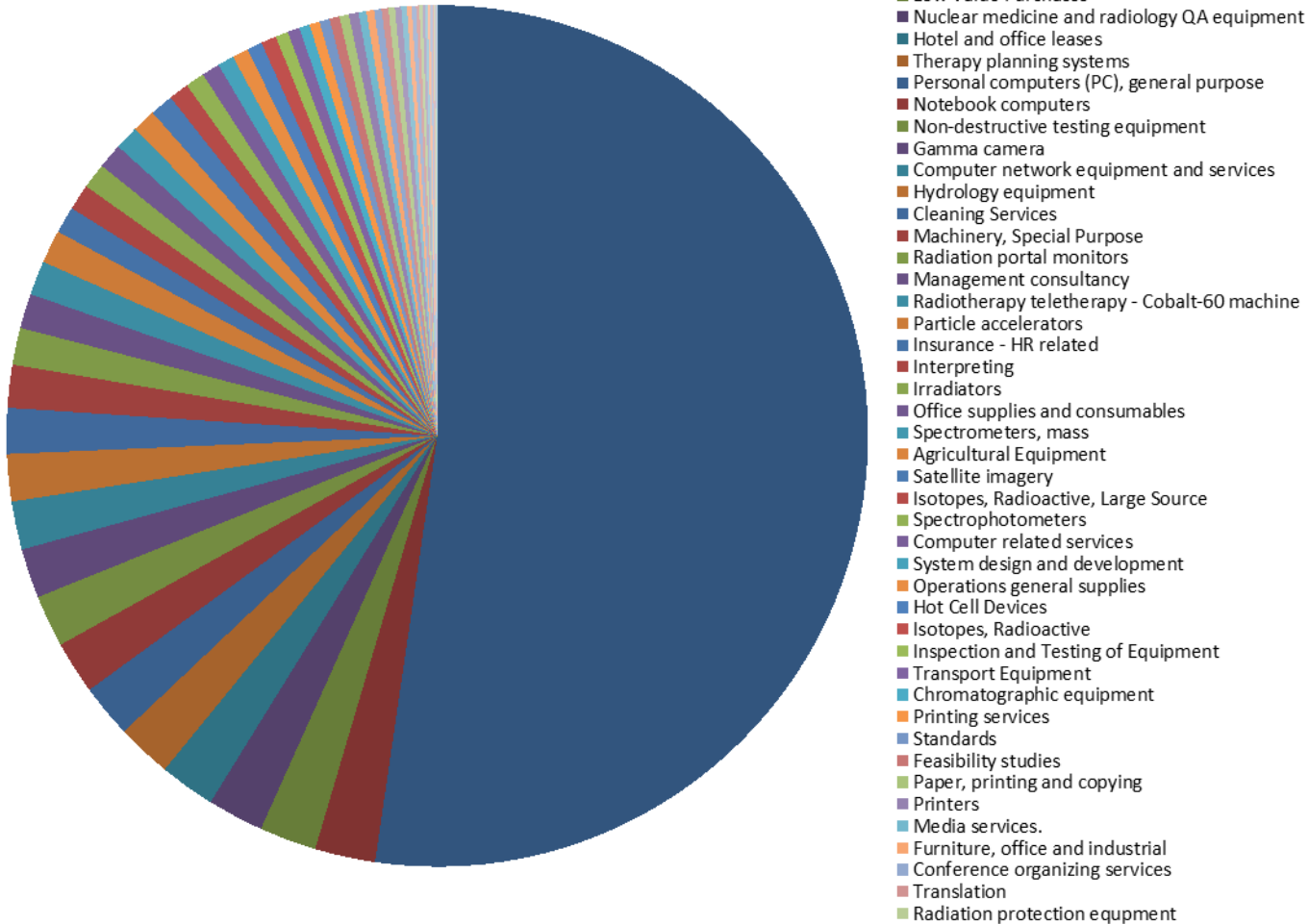
2015 Procurement by Category of Equipment or Services



The Agency procures a diverse array of goods, equipment and services: scientific, information technology, technical consultants, medical, agricultural, geological, hydrological



The Agency procures a diverse array of goods, equipment and services: categories included in “Other” category



...

The Agency buys a diverse range of goods, equipment and services on an ongoing basis

- Agency Freight Forwarder
- Field Project Consolidator BPA's
- Cleaning Services IAEA HQ
- Spent fuel repatriation
- Satellite Imagery Data
- Research Reactor Spent Fuel Removal
- Safeguards system upgrades in reactors
- Travel services
- Safeguards Next-Generation Surveillance Systems
- Ion Mass Spectrometers
- IT Consultant Services
- Gamma Irradiators
- Medical Linear Accelerators
- Networked photocopying, digital printing and scanning equipment and related services
- Office furniture
- Software licenses, maintenance, support
- Laser Ablation Systems
- Pan-African Cancer Control Education and Training Harmonization Framework
- Mass spectrometers (TOF-SIMS, IM, NG,)
- Radiation Portal Monitors
- Radioactive sources - procurement, removal and conditioning
- Internet connectivity
- Security upgrade of nuclear facilities in member states
- Electron microscopes
- X-ray machines
- Graphics design consultancies
- Shipping, courier, mail services
- Radiopharmaceutical production - cyclotrons, hot cells, in-cell equipment



Nuclear security and safety are an agency priority and improving members states facilities is key

Typical projects are:

- Radiation detectors
- the upgrading of security at nuclear facilities (by provision of physical protection material – alarms, armoured doors, vehicle blocks, intrusion sensors, portal monitors etc.) or creation of modernization of training centres of security
- some level of construction involving a certain amount of local civil works (concrete base, walls, laying pipes & cables)
- purchase of security vehicles

Strengthening the safeguards verification process is a priority

Typical purchases are:

- installation of infrastructure in a nuclear power plant to support Safeguards monitoring devices
- some level of construction involving a certain amount of local civil works (concrete base, walls, laying pipes & cables)
 - Schedule is constrained and work has to be accomplished at a specific window during the time a reactor is shutdown for overhaul
- Radiation detectors and related equipment
- Special purpose surveillance cameras
- Sealing equipment
- Satellite Imagery Data

The Nuclear Applications Laboratory at Seibersdorf will be upgraded – ReNuAL

- Renovation of the IAEA Nuclear Applications Laboratories
 - Complex project (two phases)
 - Diverse needs (construction & equipment)
 - Construction completed in 2017
 - Additional office, training and laboratory space (New Insect Pest Control Laboratory, Flexible Modular Laboratory and Bunker)
 - Second phase covers replacement of equipment & instruments
 - New medical and analytical instruments to create a cancer diagnosis and treatment training facility



The Agency will make purchases associated with the implementation of hardware and software systems

- Modernization of Safeguards Information Technology (MOSAIC)
Improving Safeguards data collection, archiving, retrieval, management
 - Software development
 - Staff Augmentation: Programmers and management consultants
- Agency-wide Information System for Programme Support (AIPS) – Oracle. Rolled out in four stages (currently rolling out last stage)
 - Software licensing and maintenance
 - System hosting
 - System integration consultancy services

The IAEA publishes solicitations with an estimated value of >150k Euro at the UNITED NATIONS GLOBAL MARKETPLACE

- Log on to UNGM: www.UNGM.org
 - Register as a supplier
 - Log in, complete and submit the online registration form by following UNGM instructions
- Search for tender notices on www.UNGM.org
 - Search with advanced criteria and select IAEA as the UN Organization
 - EOIs, RFIs, RFQs, RFPs will be listed
 - Note that in cases where an EOI was published to compile a bidders list, the related RFQ/RFP may not be published especially when issued shortly after the EOI
- As result of solicitations published on www.UNGM.org
 - IAEA posts supplier name

The IAEA publishes solicitations with an estimated value of >150k Euro with the UNITED NATIONS GLOBAL MARKETPLACE

- Some practical guidelines for UNGM
 - Once registered with UNGM suppliers can search for tender notices based on various criteria (e.g. UN Organization, commodity type, beneficiary country, tender type etc.)
 - Suppliers can sign up for tender notice alerts. This service requires payment of a minimal yearly fee to be paid to UNGM.
 - To participate in IAEA tenders, suppliers only have to register to the Basic Level.
 - Supplier registrations are deactivated by UNGM when a supplier does not access their account for a period of longer than 6 months. To reactivate your account and maintain your registration status with UN organizations, please log into your account regularly.

Suppliers interested in doing business should be aware of the Agency's General Terms and Conditions

- Be familiar with the Agency's General Terms and Conditions (GCCs)
 - <http://www.iaea.org/About/Business/>
 - Three types of GCCs: Goods and Services, Goods, Services
 - General Instructions to Bidders
 - Individual Tenders may include Special Instructions for Bidders as part of the tender package

Some practical guidelines for suppliers interested in doing business with the IAEA

- Always respond when invited to submit an offer, even if you should not be in a position to participate, in order to keep your organization on the active list.
- Study tender documents carefully, ask for clarifications in a timely manner if there is any uncertainty.
- Ensure that your offer meets ALL requirements, including quality certificates, financial statements, catalogues, submission forms etc., in the requested format and language to ensure your offer is eligible.
- Meet the submission deadline.
- The IAEA Supplier Registration Form shall be completed by all new suppliers and should be used by existing suppliers to update contact/banking info if changed.
- Payments and Response Currency:
 - The IAEA does not accept pre-payment. Standard Terms are Net 30 days
 - The IAEA's preferred currency is EURO.

Questions ?



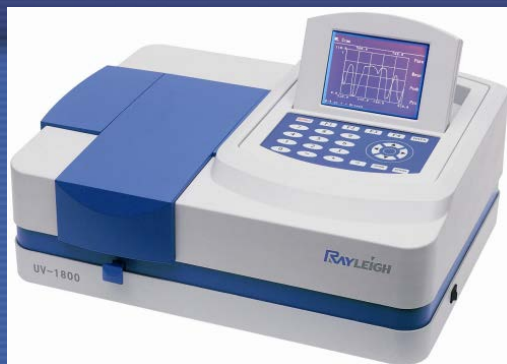
Thank you

Appendix

The IAEA buys many different types of spectrometers



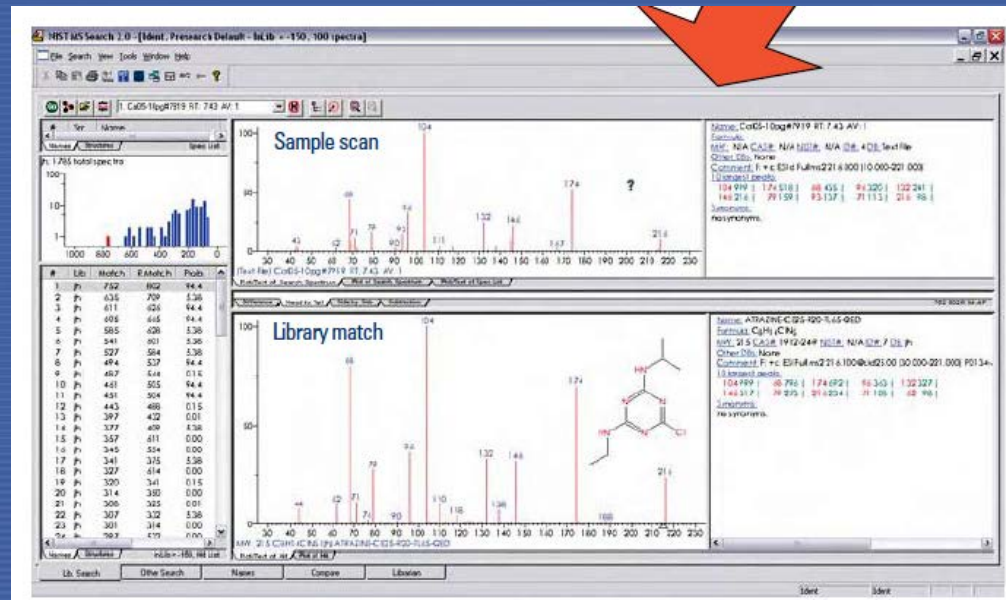
Handheld Gamma Spectrometer



UV-VIS Spectrophotometer



High Precision cooled HpGe Gamma Spectrometer



Gas Chromatography Combustion Isotope Ratio Mass Spectrometer₁₉

The IAEA buys a number of different types of radiation detectors

Equipment	Types
Radiation Portal Monitor (RPM)	Pedestrian, Vehicle, Train



Internal beam HDR Brachytherapy

Two varieties:

- Using ^{192}Ir source (half life: 73.8 days) requires source replacement every four months
- Using ^{60}Co source (half life 5.27 Years) – recommended where frequent source replacement is difficult



There is a variety of safeguards surveillance equipment needed



FIG 33(b). Single NGSS camera.

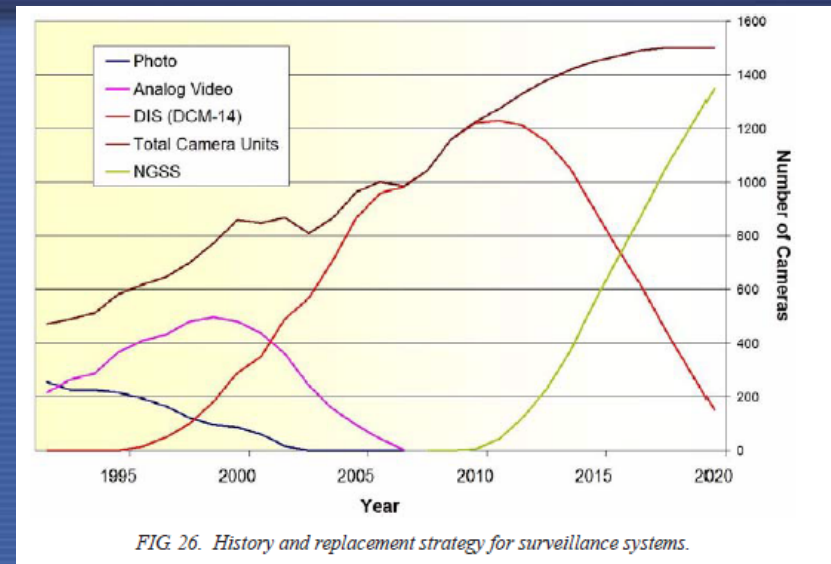


FIG 26. History and replacement strategy for surveillance systems.



SPECT (Single-photon emission computer tomography)



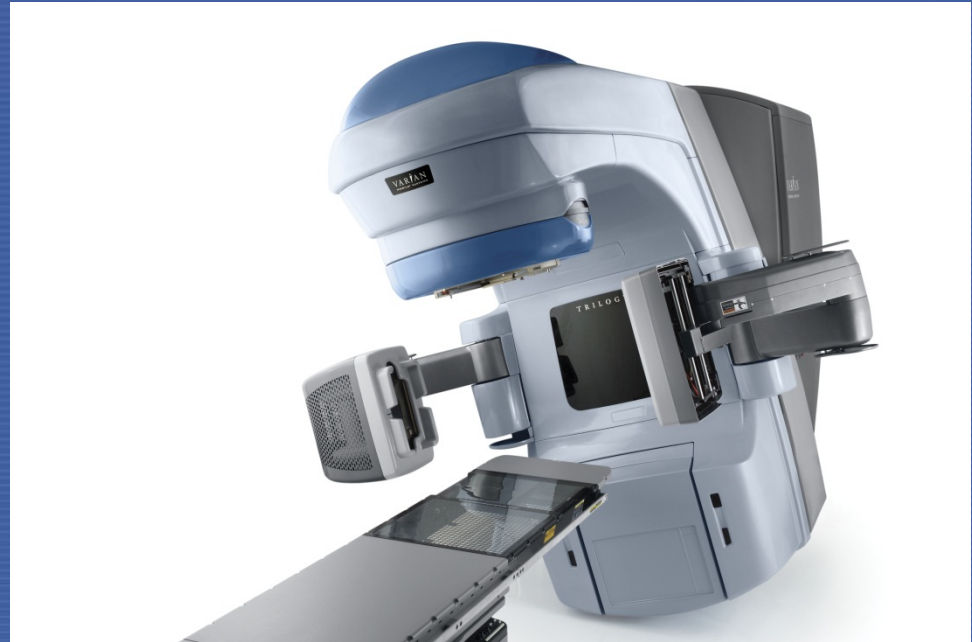
Camera works by imaging gamma radiation from with Tc99m injected into patient



Cancer therapy: types of equipment for treating Cancer

Equipment	Types
Teletherapy Unit	Cobalt-60 teletherapy Linear accelerator
Brachytherapy Unit	Cobalt-60 HDR brachytherapy ^{192}Ir HDR brachytherapy
X-ray Orthovoltage Unit	For surface treatment
Simulator	X-ray fluoroscopic
Treatment Planning System	(required for all therapy unit – diverse)
Immobilization system	For patients
Therapeutic Radionuclide generator	$^{188}\text{W}/^{188}\text{Re}$ generator $^{90}\text{Sr}/^{90}\text{Y}$ generator(both Beta)

Cont/d....Cancer therapy: External-beam teletherapy: Linear accelerator (LINAC) and Cobalt-60 unit (look similar)



The difference is the beam: gamma-ray for ^{60}Co and X-ray (+ electron) beam for LINAC