

# BUSINESS OPPORTUNITIES AT THE UNITED NATIONS

15th - 16th November 2016

# I P S International Procurement Seminar

## AGENDA

WORLD CONFERENCE CENTER BONN

Platz der Vereinten Nationen 2

53113 BONN

Room Wien

ORGANIZED AND COORDINATED BY:



Deutsch-Italienische  
Handelskammer  
Camera di Commercio  
Italo-Germanica



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern



Dansk-Tysk  
Handelskammer  
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on the basis of a decision  
by the German Bundestag

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Agenda



**Bonn: 15-16 November 2016**

## DAY 1

**MODERATOR:** **Mr. Luigi Ferrara**, *Purchasing Officer, Procurement Service, CSAP, FAO*

### PLENARY

- 08.00 - 09.00** Registration & Welcome Coffee
- 09.00 - 09.15** Welcome by **Mr. Joachim Steffens**, *Head of Unit VD1, Development Policy, United Nations, UNCTAD, Federal Ministry for Economic Affairs and Energy* & short presentation of:
- IPS Coordinator: German-Italian Chamber of Commerce
  - German Chamber Network
  - European Governmental Representatives Network
- 09.15 - 09.30** Welcome by **Mr. Jörg Buck**, *CEO, German-Italian Chamber of Commerce*
- 09.30 - 10.10** “DOING BUSINESS WITH THE UN”  
Session by **Ms. Kerry Kassow**, *HLCM Procurement Network Secretariat, Procurement Services Unit, UNDP*
- 10.10 - 10.50** **Session by UNGM:**  
The United Nations Global Marketplace portal  
The UNGM Virtual Business Area  
How to register in UNGM  
Tender notices and e-procurement  
Evolution of UNGM: Portal for Chambers of Commerce and Trade Agencies  
Evolution of UNGM: Portal for individual freelance consultants
- 10.50 - 11.00** Questions & Answers
- 11.00 - 11.30** **Statement by a company:**  
**Wendy Jane Blechynden**, *EMWG Srl - IDRO Group*
- 11.30 - 12.30** “AN HOUR IN THE SHOES OF THE UN”  
Session by **Ms. Isabelle Dupuy**, *Team Leader of Management Services Team, Corporate Procurement Section, UNPD*
- 12.30 - 13.45** **Lunch**
- 13.45 - 15.15** **Theme 1: UN REQUIREMENTS FOR EMERGENCY AND REFUGEE OPERATIONS**
- Presentation by UNHCR, WFP, UNRWA, UNICEF
  - 20min debate
  - Questions and Answers
- 15.15 - 16.00** **Session about the UN presence in Bonn: UNV, UNFCCC**
- 16.00 - 16.30** **Coffee Break**
- 16.30 - 18.00** **Theme 2: UN REQUIREMENTS FOR PHARMACEUTICAL GOODS AND SERVICES**
- Presentation by WHO, UNFPA, UNICEF, UNDP
  - 20min debate
  - Questions and Answers

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Agenda



**Bonn: 15-16 November 2016**

## DAY 1

### OTHER ROOMS

**14.00 - 18.00** UNGM Kiosk to provide support for information and registration

**13.45 - 15.15** One-to-one meetings with agencies not involved in [Theme 1](#)

**16.30 - 18.00** One-to-one meetings with agencies not involved in [Theme 2](#)

### DINNER & NETWORK EVENING

**18.00 - 21.00** Dinner & Network Evening

## DAY 2

### PLENARY

**08.00 - 09.00** Registration & Welcome Coffee

**09.00 - 09.45** **Statement by companies:**

**Matthias Richardt**, *Babcock MCS Germany GmbH*

**Linda Reschke**, *SEBA Hydrometrie GmbH & Co. KG*

**Mario Geissler**, *Sysmex Europe GmbH*

**09.45 - 11.15** **Theme 3: UN REQUIREMENTS FOR FOOD, FISHERY AND AGRICULTURE DEVELOPMENT**

- Presentation by IFAD, FAO, WFP
- 20min debate
- Questions and Answers

**11.15 - 12.45** **Theme 4: UN REQUIREMENTS FOR AVIATION, VEHICLES AND PEACEKEEPING MISSIONS**

- Presentation by UN/DP, WFP, UNOPS
- 20min debate
- Questions and Answers

**12.45 - 12.50** Closing Remarks

**12.50 - 14.30** **Lunch**

### OTHER ROOMS

**09.00 - 13.00** UNGM Kiosk to provide support for information and registration

**09.45 - 11.15** One-to-one meetings with agencies not involved in [Theme 3](#)

**11.15 - 12.45** One-to-one meetings with agencies not involved in [Theme 4](#)

**14.00 - 15.00** One-to-one meetings with agencies

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Organizations



This brochure will provide you with a general overview of the UN agencies attending the seminar, a short description of the respective agency's role and a brief biography of the attending representatives. At the end of each section, you will also be able to find links to the official UN Organizations' websites.

## UNDP

**Gregory Soneff**, *Team Leader - Health, Crisis & Recovery Procurement*

**Kerry Kassow**, *HLCM Procurement Network Secretariat*

UNDP works in more than 170 countries and territories, helping to achieve the eradication of poverty, and the reduction of inequalities and exclusion. We help countries to develop policies, leadership skills, partnering abilities, institutional capabilities and build resilience in order to sustain development results.

UNDP focuses on helping countries build and share solutions in three main areas:

- Sustainable development
- Democratic governance and peacebuilding
- Climate and disaster resilience

In all our activities, we encourage the protection of human rights and the empowerment of women, minorities and the poorest and most vulnerable.

[www.undp.org](http://www.undp.org)



## UN/PD

**Isabelle Dupuy**, *Team Leader of Management Services Team and Corporate Procurement Section*

**Joscha Kremers**, *Officer-in-Charge, Logistics and Transportation Section*

The UN /Procurement Division works toward its goal to provide responsive, effective, and quality expert procurement services and business advice to UN Headquarters, peacekeeping missions, and other UN organizations, while achieving best value for money and ensuring a competitive, fair and transparent process in accordance with established regulations, rules and procedures. UNPD aim at providing best value for money in the timely delivery of goods, services and capacity to enable our customers to execute their missions and achieve their goals within a fair and transparent commercial partnership provided by the vendors.

[www.un.org/Depts/ptd](http://www.un.org/Depts/ptd)

## UNFPA

**Roberto Mena**, *Strategic Procurement Cluster, Procurement Services Branch Procurement Specialist*

UNFPA works in more than 150 countries and territories that are home to the vast majority of people in the world and is the leading UN agency for delivering a world where every pregnancy is wanted, every childbirth is safe and every young person's potential is fulfilled. UNFPA expands the possibilities for women and young people to lead healthy and productive lives. Since it started working in 1969, the number – and rate – of women dying from complications of pregnancy or childbirth has been halved. Families are smaller and healthier. Young people are more connected and empowered than ever before.

[www.unfpa.org](http://www.unfpa.org)

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## UNOPS

**Finn Lundorf**, *Senior Technical Advisor*

UNOPS is a workhorse within the UN system, building infrastructure, managing projects and procurement as a form of contribution to a better world for all people and the achievement of the Sustainable Development Goals. It provides practical solutions to assist its partners to save lives, protect people and their rights. UNOPS approach is framed by the three dimensions of sustainability: Equitable economic growth, Social justice and inclusion, Environmental impact.

[www.unops.org/english/Pages/Home.aspx](http://www.unops.org/english/Pages/Home.aspx)

## UNGM

**Niels Ramm**, *UNGM Team Leader*

The UNGM acts as a single window, through which potential suppliers may register with the UN organizations using the UNGM as their vendor database. These organizations account for over 99% of the total UN procurement spent. The UNGM therefore provides an excellent springboard to introduce your products and services to many UN organizations, countries and regions by only completing one registration form. UNGM has a United Nations General Assembly mandate to: Enhance transparency and increase harmonization of UN procurement practices, simplify and streamline the registration process for vendors, increase procurement opportunities for vendors from developing countries, create one common UN global procurement portal.

[www.ungm.org](http://www.ungm.org)

## UNICEF

**Nome Cognome**, *Carica*

UNICEF is a leading humanitarian and development agency working globally for the rights of every child. Child rights begin with safe shelter, nutrition, protection from disaster and conflict and traverse the life cycle: pre-natal care for healthy births, clean water and sanitation, health care and education, it has spent nearly 70 years working to improve the lives of children and their families. Working with and for children through adolescence and into adulthood requires a global presence whose goal is to produce results and monitor their effects.

[www.unicef.org](http://www.unicef.org)

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## UNHCR

**Alexander Blecken**, *Senior Supply Chain, Planning Advisor*

UNHCR primary purpose is to safeguard the rights and well-being of people who have been forced to flee. Together with partners and communities, UNHCR strives to ensure that everyone has the right to seek asylum and find safe refuge in another State, with the option to eventually return home, integrate or resettle. During times of displacement, UNHCR provides critical emergency assistance in the form of clean water, sanitation and healthcare, as well as shelter, blankets, household goods and sometimes food and also arranges transport and assistance packages for people who return home, and income-generating projects for those who resettle.

[www.unhcr.org](http://www.unhcr.org)



## WHO

**François Jorda**, *Procurement Officer*

WHO's goal is to build a better, healthier future for people all over the world. Working through offices in more than 150 countries, WHO's staff work side by side with governments and other partners to ensure the highest attainable level of health for all people. WHO strives to combat diseases – infectious diseases like influenza and HIV and non-communicable ones like cancer and heart disease and helps mothers and children survive and thrive so they can look forward to a healthy old age. WHO's main areas of work are: Health systems, Promoting health through the life-course, No communicable diseases, Communicable diseases, Corporate services, Preparedness, surveillance and response.

[www.who.int/en](http://www.who.int/en)

## UNRWA

**Mr. Axel Auerbach**, *Head of Procurement and Logistics*

The United Nations Relief and Works Agency for Palestine Refugees (UNRWA) is funded almost entirely by voluntary contributions from UN Member States. The Agency's services encompass education, health care, relief and social services, camp infrastructure and improvement, microfinance and emergency assistance, including in times of armed conflict. UNRWA provides assistance and protection to Palestine refugees in Jordan, Lebanon, Syria, the Gaza Strip and the West Bank, including East Jerusalem and its Procurement and Logistics Division (PLD), in particular, is responsible for the procurement, distribution and provision of all food, goods and services required to support over four million Palestine refugees in all of UNRWA's areas of operation.

[www.unrwa.org/procurement](http://www.unrwa.org/procurement)

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Organizations



## FAO

**Mr. Luigi Ferrara**, *Purchasing Officer*

Most of the world's poor people live in rural areas. Hunger and food insecurity, above all are expressions of rural poverty. Reducing rural poverty, therefore, is central to FAO's mission. Its mandate is to support members in their efforts to ensure that people have regular access to enough high-quality food and help by supporting policies and political commitments that promote food security and good nutrition and by making sure that up-to-date information about hunger and malnutrition challenges and solutions is available and accessible. FAO's mission is to help countries governments, prevent and mitigate risks and crises and support them in preparing and responding to disasters.

[www.fao.org/home/en](http://www.fao.org/home/en)

## WFP

**Enrico Labriola**, *Procurement officer*

In emergencies, WFP gets food to where it is needed, saving the lives of victims of war, civil conflict and natural disasters. After the cause of an emergency has passed, they use food to help communities rebuild their shattered lives. WFP is part of the United Nations system and is voluntarily funded, it is continually responding to emergencies and saves lives by getting food to the hungry people fast, it has developed expertise in a range of areas including Food Security Analysis, Nutrition, Food Procurement and Logistics to ensure the best solutions for the world's hungry populations.

[www.wfp.org](http://www.wfp.org)

## IFAD

**Mr. Sandro Luzziatti**, *Procurement Manager*

**Mr. Matthias Meyerhans**, *Director of Administrative Services*

The International Fund for Agricultural Development (IFAD), is dedicated to eradicating rural poverty in developing countries. Since it was created in 1977, IFAD has focused exclusively on rural poverty reduction, working with poor rural populations in developing countries to eliminate poverty, hunger and malnutrition, raise their productivity and incomes, and improve the quality of their lives. Many IFAD-supported projects and programs have been in remote areas, and have targeted some of the poorest and most deprived segments of the rural population.

[www.ifad.org/home](http://www.ifad.org/home)

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Organizations



## UNV and UN Bonn

**Julie Spiller**, *Chief Administration Unit*

The United Nations Volunteers (UNV) programme contributes to peace and development through volunteerism worldwide. We work with partners to integrate qualified, highly motivated and well supported UN Volunteers into development programming and promote the value and global recognition of volunteerism. UNV is active in around 130 countries every year. With Field Presences in over 80 countries, UNV is represented worldwide. UNV is administered by the United Nations Development Programme (UNDP) and reports to the UNDP Executive Board.

[www.unv.org](http://www.unv.org)

[www.unbonn.org](http://www.unbonn.org)

## UNFCCC

**Ms. Pamela Lippert**, *Procurement assistant*

**Ms. Brigitte Lade**, *Procurement assistant*

**Mr. Dragoslav Jovanovic**, *Chief of PGSU*

**Mr. James Pringle**, *Procurement assistant*

**Ms. Frishta Hazhir Sabiss**, *Procurement assistant*

**Mr. Hans Møller-Sørensen**, *Chief Procurement Officer*

In 1992, countries adopted the United Nations Framework Convention on Climate Change (UNFCCC) as a response to the problem of global warming. Five years later, they adopted the Kyoto Protocol, which strengthens the Convention by setting legally binding emission reduction requirements for 37 industrialized countries. The ultimate objective of both treaties is to stabilize greenhouse gas concentrations in the atmosphere at a level that will prevent dangerous human interference with the climate system. The staff of the United Nations Climate Change Secretariat works towards this goal, guided by the Convention's 195 and the Protocol's 192 Parties. In 1996, Governments decided to accept the offer of the German Government to locate the secretariat in the German city of Bonn. At the head of the secretariat is the Executive Secretary. This position is currently held by Patricia Espinosa Cantellano.

[www.unfccc.int/secretariat/procurement/items/9051.php](http://www.unfccc.int/secretariat/procurement/items/9051.php)



# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Organizations



The Food and Agriculture Organization (FAO) is one of the specialized agencies of the United Nations, dedicated to achieving food security for all– to make sure people have regular access to enough high-quality food to lead active, healthy lives. Our work is focused on achieving three main goals: 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. FAO’s work is undertaken in over 130 countries worldwide.

FAO’s procurement policy supports fair, transparent and competitive procurement to ensure best value for money for a project partners and member countries. FAO procures from local firms and from regional and international markets to meet the needs of its project beneficiaries and to ensure high quality products and services are delivered in good condition and on-schedule. FAO spends approximately USD 315 million a year on goods and services. We procure a large variety of commodities and services. The biggest spend areas for goods are seed, fertilizers, tools and agricultural machinery, IT equipment and Laboratory equipment and Veterinary products and vaccines. While for services, the biggest spend areas are small scale constructions, IT services, transportation and Aerial spraying and surveying. FAO acquires goods, works and services on the basis of a formal contract award procedure generally following a competitive procurement process. Participation in the solicitation process is based on invitation to registered, pre-selected Vendors. However, in order to improve the transparency and competition of its procurement activities, FAO has decided to favor public tendering against restricted tendering. The awards made by FAO are published on a quarterly basis on its internet website ([www.fao.org](http://www.fao.org)). Due to the nature of its activities and its business model, the profile of its suppliers is mainly the small and medium sized companies.

The Procurement Service (CSAP) is responsible for sourcing services from eligible and reliable suppliers to support FAO’s operations and programmes worldwide. FAO publish in its website a yearly tender calendar that lists the services and to a lesser extent goods that are foreseen to be required by FAO during the relevant year either for its field or Headquarters’ operations and projects. This Tender Calendar allows suppliers to express their interest in participating in any specific solicitation process. FAO, in accordance with the policy of UN agencies participating in the UN Global Marketplace, strictly enforces a zero tolerance approach to unethical, unprofessional or fraudulent actions by UN Vendors. As per the FAO Vendor Sanctions policy, any registered Vendor that is proven to have engaged in unethical, unprofessional or fraudulent activities will be suspended or forbidden from having business relations with FAO. Fairness and transparency are fundamental principles for FAO procurement activities. Bidders that believe they were not treated fairly in connection with a FAO procurement action may present a Protest. In addition, FAO has implemented a strict “No-gifts, no-hospitality” policy which is applicable to all Vendors. FAO personnel involved in the procurement process may not accept gifts or hospitality from current or potential Vendors. Vendors wishing to do business with FAO cannot offer gifts or hospitality to any FAO staff member. As indicated above, FAO procures a large variety of goods and services.

FAO is happy and proud to participate to this business seminar. We consider this event as an opportunity to meet a wide range of potential suppliers, to engage with them and to clarify how we do business with companies of all sizes and from all over the world. We are always interested in finding out about new products and technologies as they come to market and this seminar is very much seen by FAO as a two-way exchange. During the presentations this week, FAO procurement staff will outline the registration process and provide further guidance on how to do business with FAO.

**Mr Arslan Bounemra**

*Chief Procurement Services, Food and Agriculture Organization*

# IPS - INTERNATIONAL PROCUREMENT SEMINAR \_ Contacts



## IPS SEMINAR ORGANIZED BY:

**German –Italian Chamber of Commerce**  
Via Gustavo Fara 26, 20124 Milan

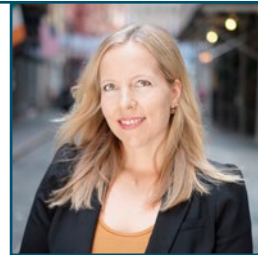
**Simona Bellotti**, *Product Manager, Un Procurement*  
Tel.: +39 02 398009-14  
Email: [bellotti@deinternational.it](mailto:bellotti@deinternational.it)



## COORDINATED WITH:

**German-American Chamber of Commerce**  
80 Pine Street, 24th floor, New York, NY 10005

**Nicole Klug**, *Senior Manager, Un Procurement*  
Tel.: +1 212 974-8853  
Email: [nklug@gaccny.com](mailto:nklug@gaccny.com)



**German-Danish Chamber of Commerce**  
Kongens Nytorv 26. 3. Stock DK-1050 Kopenhagen

**K. Momme Nommensen**, *Manager, Un Procurement*  
Tel.: +45 33 41 10 34  
Email: [mn@handelskammer.dk](mailto:mn@handelskammer.dk)



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