

United Nations Development Programme - Procurement



Empowered lives. Resilient nations.



Scope of Presentation



1. UNDP - who we are?

2. UNDP procurement

3. How to do business with UNDP



UNDP at a glance



170+ The number of countries and territories where UNDP is working on the ground

3 Primary Focus Areas:

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



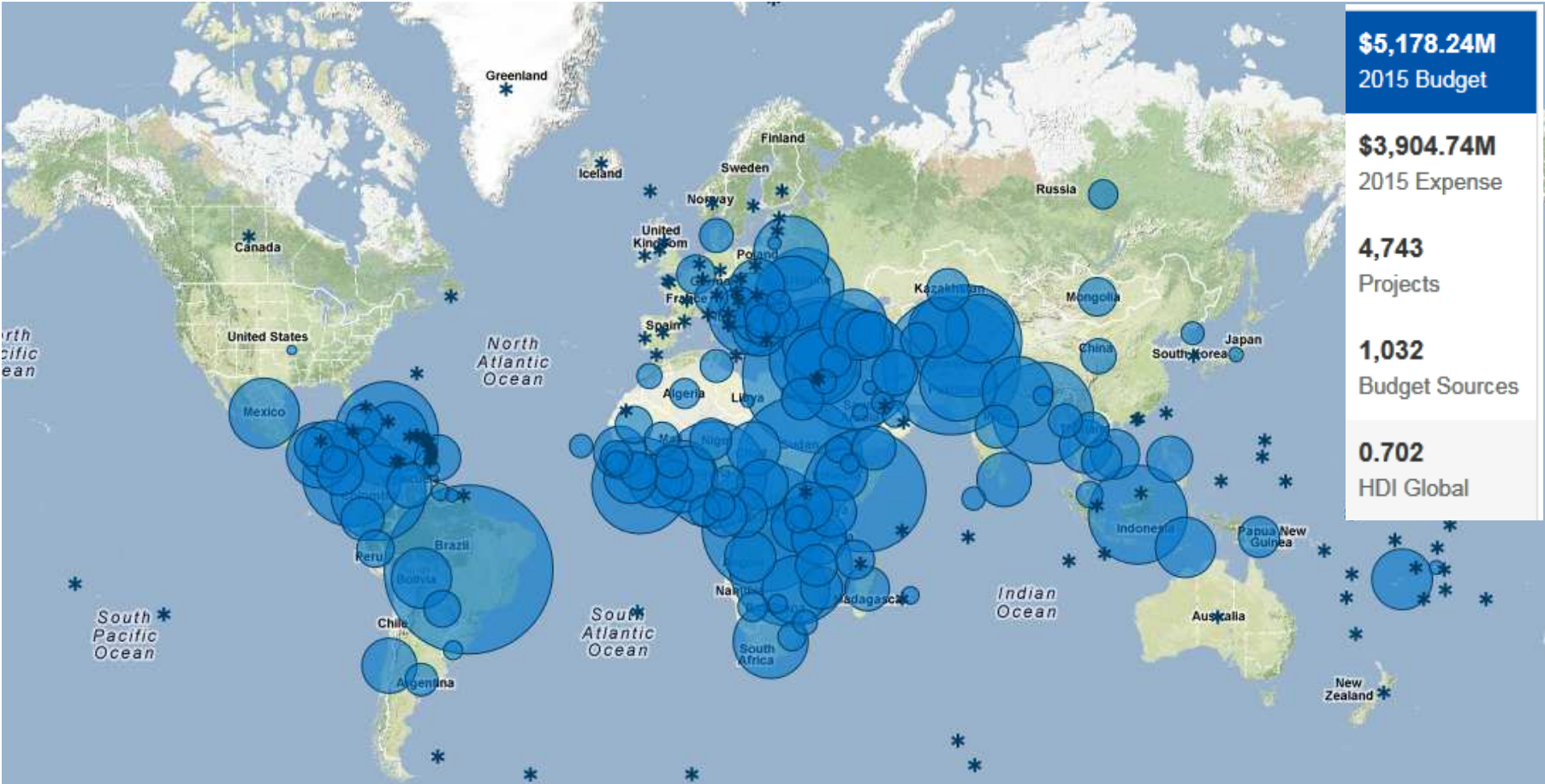
On average UNDP **supports 25+** elections every year around the world

7+ million Have received HIV testing and counselling since 2003 through UNDP-administered grants

UNDP has a truly global profile



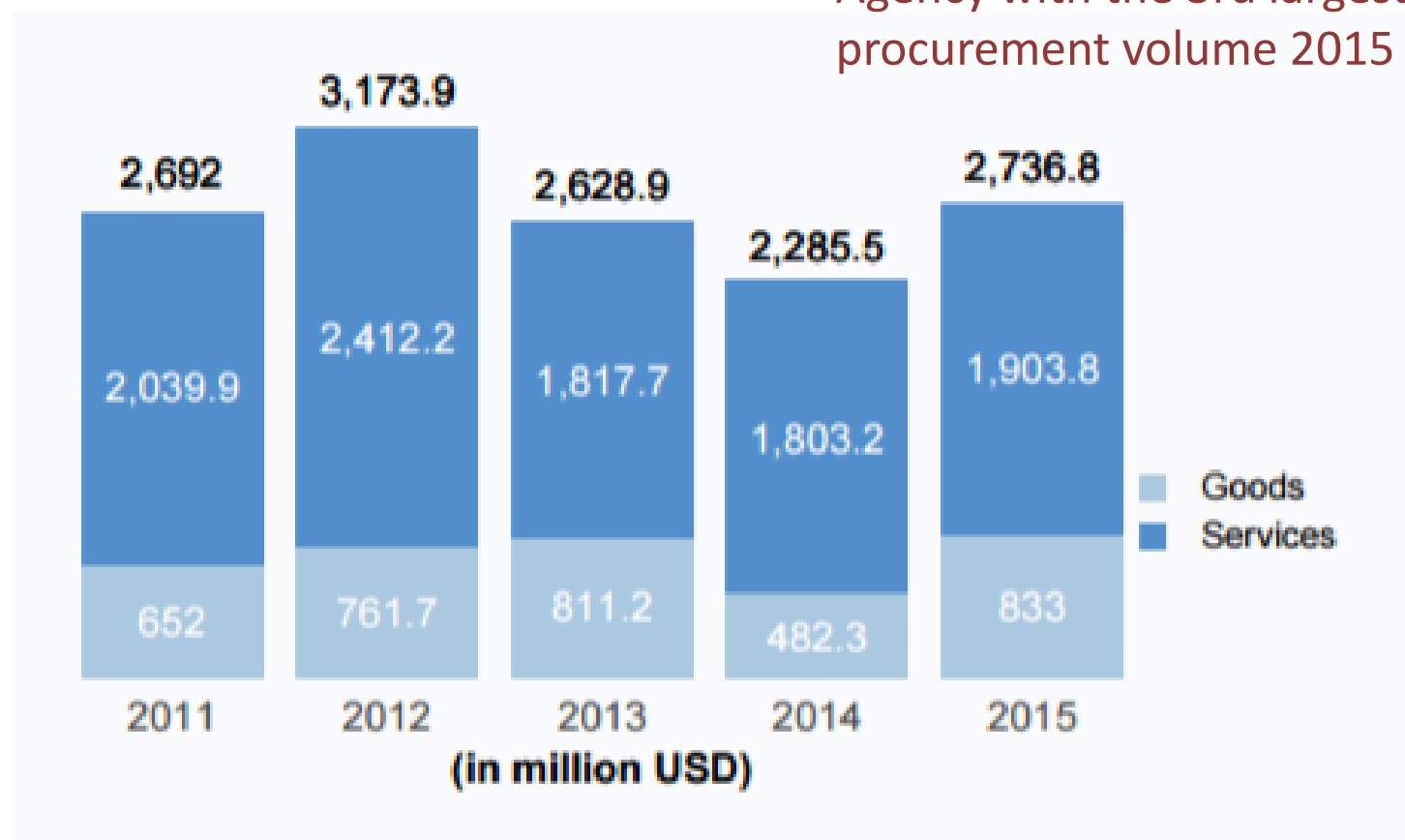
Visit <http://open.undp.org>



Procurement Trend (million USD)



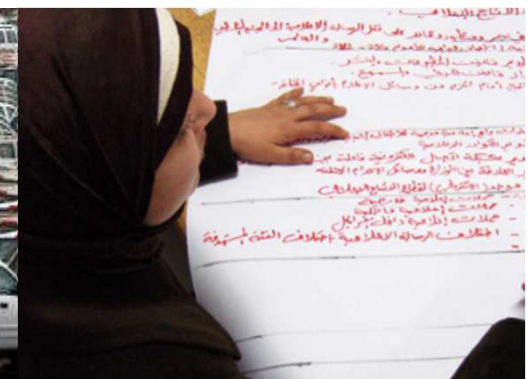
Agency with the 3rd largest procurement volume 2015



Which are the major products?



- Pharmaceuticals
- Laboratory & Medical Equipment
- Vehicles & Parts
- IT Equipment – Hardware & Software
- Election Equipment
- Office Equipment
- Agricultural & Forestry Equipment
- Environmental Equipment
- Shelter Items



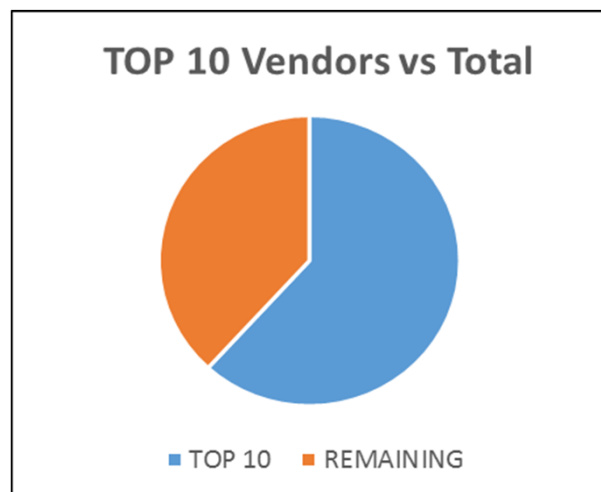
Which are the major services?



- Construction & Engineering Services
- Travel Services
- Security Services
- Facility Rental/Leasing
- Project Management
- Conferencing Services
- Workshops & Training
- Transport
- Telecom Services
- Printing & Publishing



Procurement from Spain (2015)



Top 10 Vendors (by Expenditure)	USD_AMT
Ingenieria y Economia Del Transporte	\$2,807,233
REIG JOFRE GROUP	\$792,086
INDRA SISTEMAS SA	\$599,198
ADASA SISTEMAS	\$471,424
Fundacion Universidad Rey Juan Carlos	\$450,075
BELACHI ZOULIKHA CHAFIKA NICHENACHE	\$432,000
EUROESTUDIOS S.L.	\$362,259
AGENCE CATALANE DE COOPERATION AU	\$240,000
SOLAR DEL VALLE S.L	\$183,701
ARKSUR PLANNING, SL	\$160,929
TOP 10	\$6,498,905
GREAT TOTAL	\$10,519,793

Top 10 Categories (by Expenditure)	USD_AMT
Professional engineering services	\$3,185,522
Business administration services	\$2,383,380
Amebicides and trichomonacides and antiprotozoals	\$783,847
Earth science services	\$636,874
Vocational training	\$601,538
Real estate services	\$453,895
Environmental management	\$449,639
Containers and storage	\$405,715
Statistics	\$313,048
Community and social services	\$309,574
TOP 10 TOTAL	\$9,523,031
Grand Total	\$10,519,793

How is procurement organised?



- Decentralized to of our Country Offices
- Every Country Office is a potential Client
- Specialised HQ procurement centres (health, CPR, elections, energy and environment)
- Move towards regionalisation of procurement / clustering
- 70% of total spend with top 30 country offices
- Consult and review their websites at www.undp.org

Procurement Support Unit – Office of Sourcing and Operations



Copenhagen, Denmark

- Procurement Support to Country Offices (advise, training and procurement and supply services)

New York, USA

- The main responsibility of the Procurement Support in NY is policy-making and oversight

Regional representation

- KL - Operational procurement support
- Regional advisors



How to do Business with UNDP



United Nations Development Programme

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Procurement at UNDP

Procurement at UNDP

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In order to fulfill its mandate and achieve its vision of empowered lives and resilient nations, UNDP must procure a significant volume of goods and services. As a public organization entrusted with donor funds and committed to supporting developing economies, UNDP abides by the following principles:

Best Value for Money, which consists of the selection of the offer that best meets the end-users' needs and that presents the best return on investment. Best Value for Money is the result of several factors, including quality, experience, the vendor's reputation, life-cycle costs and benefits, and parameters that measure how well the good or service allows the organization to meet its social, environmental or other strategic objectives.

Fairness, Integrity and Transparency, which ensures that competitive processes are fair, open, and rules-based. All potential vendors should be treated equally, and the process should feature clear evaluation criteria, unambiguous solicitation instructions, realistic requirements, and rules and procedures that are easy to understand.

Effective International Competition, understood as giving all potential vendors timely and adequate information on UNDP requirements, as well as equal opportunity to participate in procurement actions, and restricting them only when it is absolutely necessary to achieve UNDP development goals.

In the best interest of UNDP, which means that any business transactions must conform to the mandates and principles of UNDP and the United Nations.

UNDP has to strictly observe its financial rules and regulations. While this may sometimes lengthen the procurement process, UNDP delegates a significant amount of authority to its Country Offices. has introduced more flexible methods for low-value/low-risk purchasing, and

SHARE

What We Buy
Visit Our Procurement Interactive Map

Latest Tenders

26 Nov: ITB-UNDP-AFG-ELECT-2013-66 for Transportation Services of Materials on basis of Long Term Agreement - UNDP ELECT - AFGHANISTAN

26 Nov: RECRUTEMENT D'UN CONSULTANT CHARGE DE LEVALUATION DU PROJET D'APPUI A LA RECONCILIATION ENTRE LA POPULATION ET LA POLICE NATIONALE - UNDP Côte d'Ivoire - COTE D'IVOIRE

MORE PROCUREMENT NOTICES >

Key success factors



- **Understand your client(s)** – a targeted approach focused on countries or projects that are most relevant to your offering is better than a broad approach
- **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
- **Performance is key** - problems will arise, how you respond to them will distinguish your company from others

Innovation in procurement



- **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
- **Innovation within existing contracts** – Are there opportunities to innovate within existing contracts? Collaboration with existing LTA holders?

THANK YOU GRACIAS

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