



# PROGRAM

**“DOING BUSINESS BY DOING GOOD”**

**November 28th to December 1st, 2016**

ICEX España Exportación e Inversiones  
Paseo de la Castellana 278  
Auditorium

**November 28th to December 1st**  
**ICEX, Paseo de la Castellana 278, Auditorium**  
**“Doing Business by doing good”**

**Monday, November 28th**

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08:30 - 08:55      **Registration**

09:00 - 09:30      **Opening Remarks**

- ▶ **Maria Luisa Poncela García**. *Secretary of State for Trade Ministry of Economy, Industry and Competitiveness*
  - ▶ **Ignacio Ybañez**. *Secretary of State for Foreign Affairs Ministry of Foreign Affairs and Cooperation*
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09:30 – 09:55      **Trends and Future Activities**

- ▶ **Román Oyarzun**, *Spanish Ambassador to United Nations*
  - ▶ **Isaac Martín Barbero**, *Director General for Internationalization of Spanish Companies, ICEX Trade and Investment*
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**Moderator: José Ramón Saiz, SPANISH KITS COMPANY, S.L.**

**Procurement and Tendering Process**

09:55 – 10:05	<i>“Copenhagen as a United Nations Hub”</i>	
	Pilar Morán, Economic and Commercial Counselor, Economic and Commercial Office of Spain in Copenhagen	
10:05 - 10:30	<i>“Introduction to Procurement”</i>	
	UNDP, United Nations Development Program	Victor Margall von Hegyeshalmy -_Procurement Advisor
10:30 - 10:55	<i>“UNGM, The Procurement Portal of UN System”</i>	
	UNGM, United Nations Global Market	Ana Peñil – Programme Analyst
10:55 – 11:15	<b>Q &amp; A</b>	
11:15 - 11:45	<b>Coffee Break</b>	
11:45 - 12:10	<i>“Specific procurement issues “</i>	
	UNDP, United Nations Development Program	Victor Margall von Hegyeshalmy - Procurement Advisor
12:10 - 12:35	<i>“UNFPA, Procurement Services Branch Delivering supplies for reproductive health results”</i>	
	UNFPA, United Nations Population Fund.	Nuria Cardalligué Amich - Contracting and Procurement officer
12:35 – 13:00	<b>Q &amp; A</b>	
13:00 - 14:00	<b>Lunch Break/Networking</b>	
14:00 - 17:00	One to one meetings. <i>**Procurement officers will be the ones selecting Spanish companies for one to one meetings**</i>	

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**Tuesday, November 29th**

**08:45-09:00 Registration**

Moderator: **Clara Arpa**, Equipos Móviles de Campaña, ARPA S.A.U

[How to respond to a crisis situation](#)

09:00 – 09:10	<b><i>“Copenhagen as a United Nations Hub”</i></b>	
	<b>Pilar Morán</b> , Economic and Commercial Counselor, Economic and Commercial Office of Spain in Copenhagen	
09:10 – 09:45	<b><i>“How can companies be part of a development support program and humanitarian emergency response”</i></b>	
	<b>UNICEF</b> , United Nations Children’s Fund	<b>Pablo Panadero Utrilla</b> – Contracts Manager
09:45 - 10:20	<b><i>“Private sector at peacebuilding projects”</i></b>	
	<b>UNOPS</b> , United Nations Office for Project Services	<b>Federico Giudici</b> -Technical Category Analyst
10:20 – 10:50	Q & A	
10:50 - 11:20	Coffee Break	
11:20 – 11:30	<b><i>“Food Hub in Rome”</i></b>	
	<b>Angel Torres Torres</b> , Economic and Commercial Counselor, Economic and Commercial Office of Spain in Rome.	
11:30 – 12:05	<b><i>“The World Food Programme Supply Chain”</i></b>	
	<b>WFP</b> , World Food Program	<b>Kevin Moore</b> , Head, Goods & Services Procurement Branch (OSCG)
12:05 - 12:40	<b><i>“How Food and Agriculture Organization procures goods and services”</i></b>	
	<b>FAO</b> , Food and Agriculture Organization	<b>Davide Blancato</b> , Procurement Officer, Procurement Service, CSAP
12:40 – 13:00	Q & A	
13:00 - 14:00	Lunch Break/Networking	
14:00 - 17:00	<b>One to one meetings.</b> <i>**Procurement officers will be the ones selecting Spanish companies for one to one meetings**</i>	

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**Wednesday, November 30th**

**08:15 – 08:30 Registration**

**Moderator: Yolanda Cerezo, IDOM Consulting, Engineering, Architecture SAU**

[How to become a partner of UN](#)

08:30 – 08:40	<b>“Geneva as a United Nations Platform”</b>	
	Fernando Varela, Economic and Commercial Counselor, Economic and Commercial Office of Spain in Geneva	
08:40 - 09:00	<b>“Doing business with the United Nations”</b>	
	UNOG, United Nations Office at Geneva	Mona Manolescu, Procurement Officer, Contracts Administration Unit Procurement and Transportation Section
09:00 – 09:20	<b>“Strategic Heritage Plan Procurement”</b>	
	UNOG/SHP, United Nations Office at Geneva / Strategic Heritage Plan	Mona Manolescu, Procurement Officer, Contracts Administration Unit Procurement and Transportation Section
09:20 – 09:40	<b>“ITU, Procurement Process”</b>	
	ITU, International Telecommunication Union	Aida Martín Andrés, Procurement Division International Telecommunication Union
09:40 – 10:00	<b>“Improving health coverage”</b>	
	WIPO, The World Intellectual Property Organization	Sira Montero, Senior Procurement Officer de WIPO.
10:00 – 10:20	Q & A	
10:20 - 10:45	Coffee Break	
10:45 – 11:25	<b>“Improving health coverage”</b>	
	WHO, World Health Organization	María Neira, Director, Public Health , Environmental and Social Determinants of Health
11:25 – 11:40	Q & A	

[Projects to alleviate the suffering of refugees](#)

11:40 – 11:50	<b>“The relevant role of UNHCR”</b>	
	Susana de Ibarrodo Economic and Commercial Counselor, Economic and Commercial Office of Spain in Budapest	
11:50 - 12:20	<b>“Doing Business with UNHCR”</b>	
	UNHCR. United Nations Refugee Agency.	Roger Llevat, Head of Unit, Procurement Services, HQ Procurement
12:20– 12:35	Q & A	
12:35 – 13:05	<b>“IOM Procurement and Vendor Management”</b>	
	IOM. International Organization for Migration	Vladimir Gjorgjiev, Head, Global Procurement and Supply Unit
13:05 – 13:15	Q & A	
13:15 - 14:15	Lunch Break/Networking	
14:15 - 17:00	One to one meetings. <b>**Procurement officers will be the ones selecting Spanish companies for one to one meetings**</b>	

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**Thursday, December 1st**

08:00 – 08:30      Registration

Moderator: Pilar Trébol, TST-STAG, S.A.

[Inclusive and sustainable industrial development & procurement solutions](#)

08:30 – 08:40	Inés Carpio, Economic and Commercial Counselor, Economic and Commercial Office of Spain in Vienna	
	<i>“Projects in pipeline, future projects”</i>	
8:40 - 09:15	UNIDO, United Nations Industrial Development Organization	Andrés Celave, Consultant, Environment Division
	<i>“Department of Environment: ongoing and pipeline projects”</i>	
09:15 – 09:50	UNIDO, United Nations Industrial Development Organization	Guillermo Castellá Lorenzo, Chief, Emerging Compliance Regimes Unit, Environment Division
	<i>“Specific procurement issues”</i>	
09:50 – 10:25	UNIDO, United Nations Industrial Development Organization	Michael Dethlefsen, Chief, Procurement Services Division
10:25 – 10:40	Q & A	
10:40 - 11:00	Coffee Break	

Moderator: Francisco Jiménez, INDRA SISTEMAS, S.A.

[Procurement and peacekeeping](#)

11:00 – 11:10	<i>“Liaison between the Spanish Economic and Commercial office and United Nations Agencies in New York”</i>	
	Ana Esmeralda Martínez, Economic and Commercial Counselor, Economic and Commercial Office of Spain in New York	
	<i>“Procurement Issues”</i>	
11:10 - 12:10	UNPD, United Nations Procurement Division	Miguel Alvarez, Officer-in-Charge- Peacekeeping Procurement Section
	<i>“Peacekeeping projects”</i>	
12:10 - 13:10	UNPD, United Nations Procurement Division	Miguel Alvarez, Officer-in-Charge- Peacekeeping Procurement Section
13:10 – 13:30	Q & A	
13:30 - 14:30	Lunch Break/Networking	
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