

Doing Business with UNIDO



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TOGETHER
for a sustainable future

1966 - 2016

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Procurement and Innovative Solutions

The Mandate of UNIDO: Inclusive and Sustainable Industrial Development (ISID)

Advancing Economic Competitiveness

- Advancing economic and industrial growth

Creating Shared Prosperity

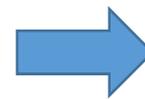
- Advancing poverty eradication and inclusiveness

Safeguarding the Environment

- Advancing environmentally sustainable growth

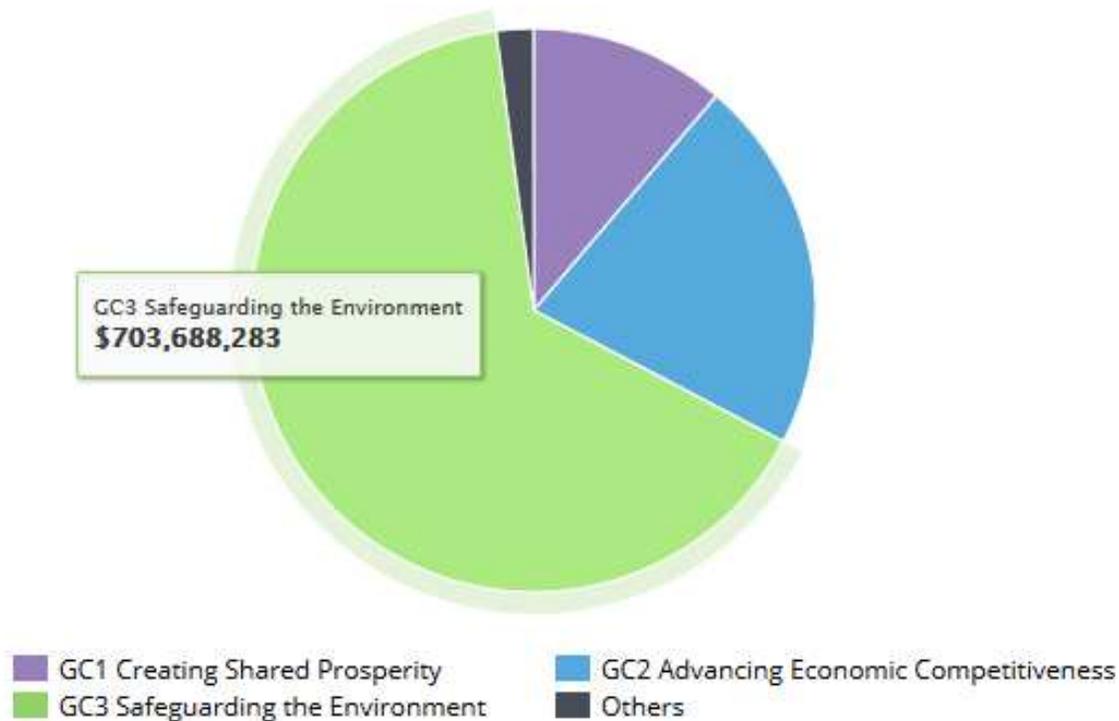
Management Priority for 2016

- Promoting Green Industry and a Circular Economy



UNIDO's Environment Portfolio in 2016

Total Budget of Ongoing Projects by Thematic Priority



UNIDO's Department of Environment: Circular Economy

UNIDO promotes a model of industrial development that is **inclusive and sustainable**

The Department of Environment helps transform industries into contributors to the circular economy by:

- Reducing or eliminating the production of pollution or waste
- Re-using resources or ensuring their safe re-absorption by the environment

A circular economy is restorative and regenerative by design



UNIDO's Montreal Protocol Programme: Partner in Promoting Climate Change Mitigation

UNIDO is an implementing agency of the Climate and Clean Air Coalition (CCAC). UNIDO has already submitted proposals focusing on the elimination of HFCs for the consideration of the working group. One proposal (retail sector) has been approved:

- ❑ Phase-out ODS
- ❑ Avoid high-GWP alternatives; and
- ❑ Provide energy savings in the range 13-18%



Projects have also been approved by the Global Environment Facility (GEF) to promote energy efficiency in the Room Air Conditioning (RAC) manufacturing and servicing sectors (fishery/food processing), transitioning away from HCFCs and leapfrogging HFCs.

UNIDO is constantly investigating best alternatives in the refrigeration sector, while partnering with the private sector → natural refrigerants.

Potential partnership with bilateral partners.



Looking Ahead: HFC Phase-Out

Growing concern: rapidly multiplying air conditioning and refrigeration installations especially in developing countries → rapid growth in the volume of HFCs being used, since they are not controlled in these countries. (GWP is 2,000-4,000 times the GWP of CO₂).

As an Implementing Agency of the Montreal Protocol, UNIDO has an important role in assisting developing countries to comply with the phase-out targets of the Montreal Protocol.

In order to do so, UNIDO helps to develop, implement and manage investment projects that deal directly with the conversion of industrial sectors as well as institutional strengthening activities.

UNIDO has extensive experience and technical expertise in the conversion of sectors that use HFCs.

To slash or to trim

Emission reductions by policies/actions, bn tonnes CO₂ equivalent

Policy/Action	Cumulative emissions	Period	Annual emissions*
Montreal protocol ¹	135.0bn	1989-2013	5.6bn
Hydropower worldwide ²	2.8bn	2010	2.8bn
Nuclear power worldwide ²	2.2bn	2010	2.2bn
China one-child policy ³	1.3bn	2005	1.3bn
Other renewables worldwide ²	600m	2010	600m
US vehicle emissions & fuel economy standards ⁴	6.0bn	2012-25	460m
Brazil forest preservation ⁵	3.2bn	2005-13	400m
India land-use change ⁶	177m	2007	177m
Clean Development Mechanism ⁷	1.5bn	2004-14	150m
US building & appliances codes ⁴	3.0bn	2008-30	136m
China SOE efficiency targets ⁸	1.9bn	2005-20	126m
Collapse of USSR ⁹	709m	1992-98	118m
Global Environment Facility ¹⁰	2.3bn	1991-2014	100m
EU energy efficiency ¹¹	230m	2008-12	58m
US vehicle emissions & fuel economy standards ⁴	270m	2014-18	54m
EU renewables ¹¹	117m	2008-12	29m
US building codes (2013) ¹²	230m	2014-30	10m
US appliances (2013) ¹²	158m	2014-30	10m
Clean technology fund ¹³	1.7bn	project lifetime	na
EU vehicle emission standards ¹⁴	140m	2020	na

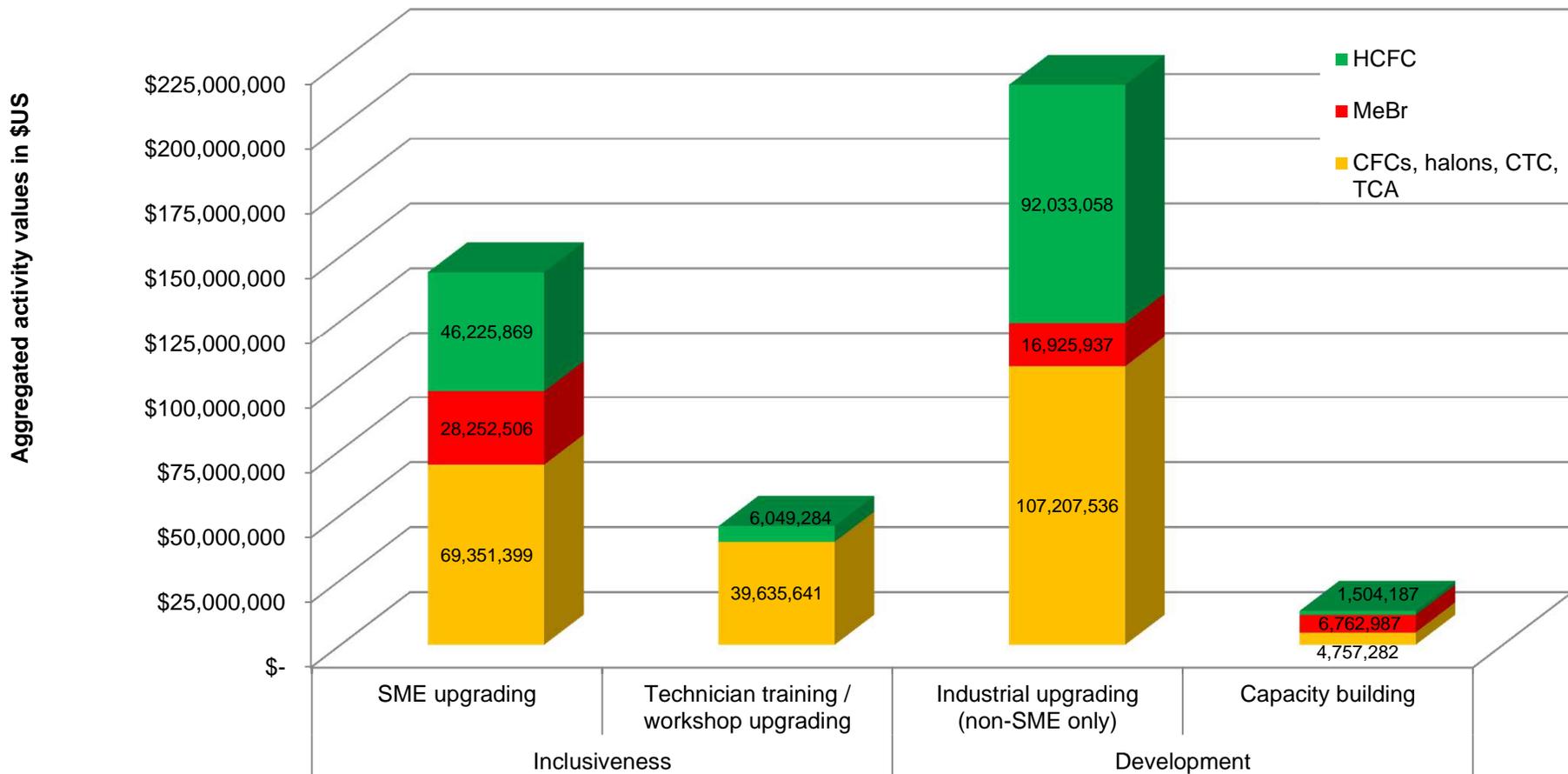
CATEGORIES:
 Energy production
 Transport
 Other regulations
 Global treaties
 Land & forests
 Other

See following panel for sources and explanations

*Annual emissions are cumulative emissions divided by the relevant period. The estimate for the current emissions avoided under the Montreal protocol is eight billion tonnes of CO₂e. The annual figure for the collapse of the USSR refers to the years 1992-98. ¹Cars and light trucks ⁴Heavy trucks

Source: The Economist, Sep 20th, 2014.

Distribution of UNIDO Montreal Protocol Projects



Notes: Analysis based on a sample of 190 Multilateral Fund (MLF) supported projects representing the larger projects from a total project portfolio of 1,008 MLF projects; the sample represents 66 per cent of the MLF funds received

CTCN Mandate, Services and Structure

Mandate

CTCN mission is “Stimulating technology cooperation and enhance the development and transfer of technologies to developing country Parties at their request”

Services

1. Technical assistance to developing countries
2. Knowledge sharing and training
3. Fostering collaboration on climate technologies (including linking climate technology projects with financing opportunity”)



Structure

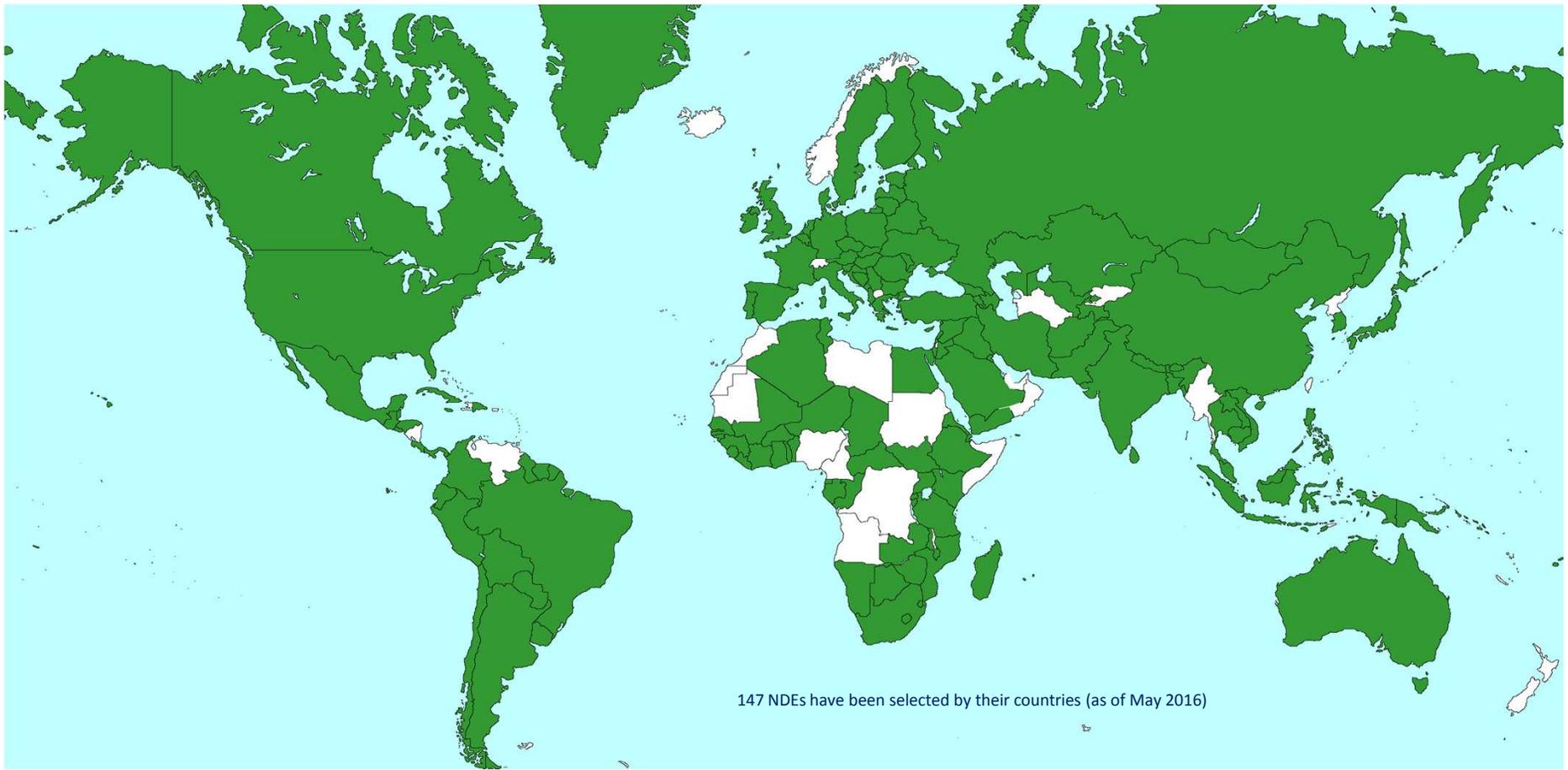
CTCN hosted by UNEP in collaboration with UNIDO and supported by 11 partner institutions with expertise in climate technologies



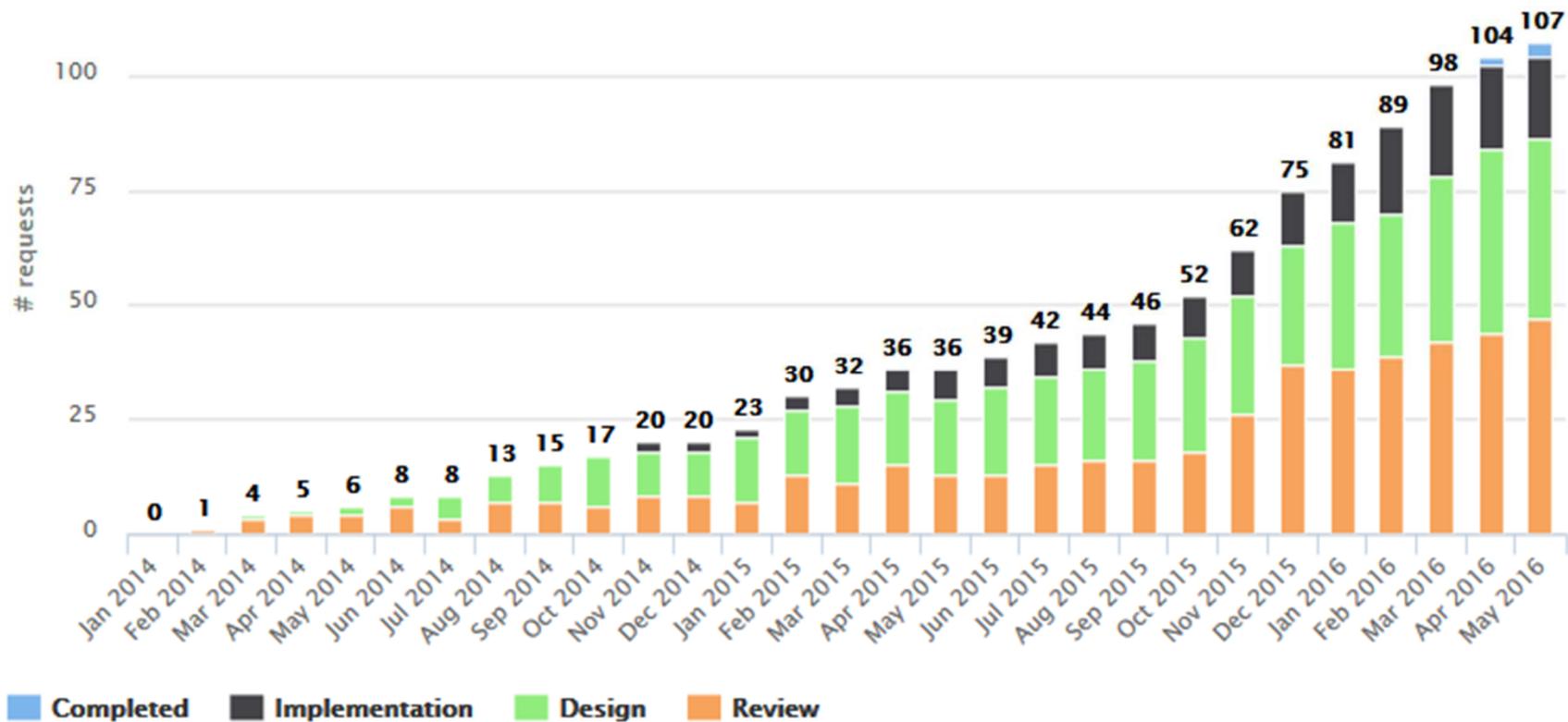
Climate and Technology Centre & Network (CTCN): Consortium



Climate Technology Centre & Network (CTCN): National Designated Entities (NDEs)



CTCN Services: Technical Assistance



CTCN Network

The CTCN builds bridges between governments, business and climate technologies: the private sector is fundamental in developing climate resilient, low carbon societies.

Through its Network, the CTCN mobilizes policy and technical expertise from academia, civil society, finance and the private sector to deliver technology solutions, capacity building and implementation advice to developing countries.

- As a UNFCCC global mechanism, CTCN provides private sector actors with a transparent and accountable platform to operate in new markets and to showcase successes;
- Engaging with CTCN enables private sector actors to be informed and updated on emerging global governance and issues under the UNFCCC with particular relevance for climate technologies;
- The CTCN can provide you with insights into emerging national and local regulations and policies for the establishment of new markets;
- The CTCN provides an arena for multi-stakeholder cooperation on innovation;
- Adaptation and resilience, as an emerging and growing market, are a strategic focus of the CTCN;
- The CTCN is a key player in assisting developing countries to set a course towards a low-carbon future.

CTCN Network

Membership benefits include:

Connection

- Network with national decision makers, thought leaders, and other Network members to expand your partnership opportunities and learn about emerging activities and areas of practice

Commercial opportunities

- Access competitive bidding for delivery of CTCN technical assistance services to developing countries

Information exchange

- Keep updated on the latest information and share what you have learned through CTCN events and via the CTCN's online technology portal

Visibility

- Broaden your organization or company's global reach by engaging in new technology projects, presenting tutorials/workshops on your fields of expertise to peers and developing country stakeholders. Showcase relevant experience, events, reports and tools

For more information, please visit: <http://ctc-n.org/network>

Private Financing Advisory Network (PFAN)

Multilateral public-private partnership that nurtures low carbon, climate resilient projects by bridging the gap between investors and clean energy entrepreneurs and project developers

Advice and Guidance

- financial structuring
- sourcing of equity and debt
- business growth
- strategy, preparation and presentation of business plans

Matching Projects with Investors

- selected projects introduced to investors financing forums
- direct introduction to network investors and other potential investment sources

63 Projects Closed

- USD 680 million raised
- 2.3 m tonnes CO₂e reduction pa
- High level of financial leverage for donors: 1 / 80
- 297 projects in the pipeline
- representing USD 6.9 billion of investments



Global Environment Facility: UNIDO as Implementing Agency

UNIDO provides assistance in the following areas:

- ✓ Resource-efficient and low-carbon industrial production;
- ✓ Clean energy access for productive use;
- ✓ Cleaner production, chemical management and promoting of green industries; and
- ✓ Capacity-building for the implementation of multilateral environmental agreements

Focus areas:

- ✓ Climate Change Mitigation (IEE and RE)
- ✓ Climate Change Adaptation (Resilient Value Chains and Industries)
- ✓ Persistent Organic Pollutants (POPs)
- ✓ Sound Chemicals Management (Mercury, e-waste)
- ✓ Ozone Depleting Substances (ODS)
- ✓ International Waters (IW)



GLOBAL ENVIRONMENT FACILITY
INVESTING IN OUR PLANET

Most Frequently Procured Goods

- Ozone depleting substance replacement and phase-out equipment (in the refrigeration, solvents, aerosols and foam manufacturing sector);
- Equipment for the replacement of methyl bromide measuring, checking & testing instruments;
- Laboratory, calibration and testing equipment;
- Agricultural produce and materials;
- Equipment for textile apparel & leather production;
- Wood and timber products;
- Vocational toolkits;
- Chemicals;
- Hydrogen production and storage;
- Agricultural & food processing machinery and equipment;
- IT HW & SW equipment and supplies;
- Building and construction materials and supplies;
- Renewable and rural energy systems and infrastructure
- Motor vehicles, parts, accessories;
- Leather and leather products, footwear;
- Office furniture and accessories;
- Engines, turbines and similar machinery and equipment (hydroelectric, others)
- Security and safety equipment;
- Wind mills and motors;
- Solar energy systems and related equipment;
- Pumps; compressors, valves, etc.;
- Air conditioning equipment, controls and machinery;
- Water treatment systems, equipment and machinery;
- Ventilation systems and equipment;
- Mining, quarrying and construction machinery and equipment;
- Recycling and waste management systems, equipment and machinery;
- Design, publication and training materials;
- Telecommunications equipment;
- Fishing testing equipment;
- Metrology equipment;

Most Frequently Procured Services

- Phase-out ozone depletion in refrigeration, foam, aerosols and solvents sector (ODS, POPs)
- Phase-out of methyl bromide
- Trade promotion and technology information exchange
- Standardization and laboratory accreditation
- Energy Policy and management (electricity and alternative systems)
- Advisory services for environmental protection
- Water management services
- Training
- Engineering design, research and development;
- Agro related services (textile, leather, fisheries, food...)
- Revolving credit support facilities;
- Office leases, maintenance and repair services;
- Construction works and site management;
- Technical assistance and advisory services;
- Air conditioning work and maintenance;
- Environmental engineering and science;
- Thematic mapping and evaluation services;
- Trade and business related services;
- Maintenance and repair services;
- Design, publication and advertising services;
- Telecommunication services
- Financial advisory services and insurance;
- Freight, transportation, storage and logistics services;
- Audit and accounting services;
- Laboratory testing and calibration services;
- Translation services;

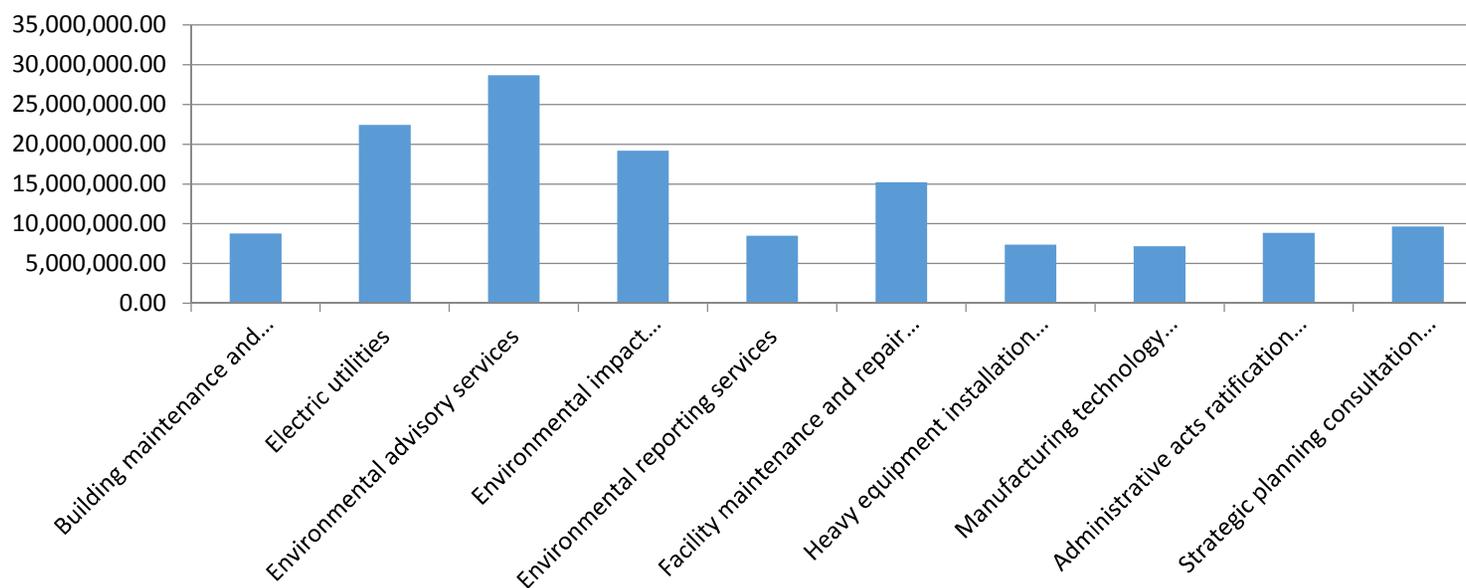


Most Frequently Procured Services

- Electrical /mechanical installation works;
- Consulting/advisory services on environmentally sound technology and practices;
- Technology assessments and information exchanges;
- Repair and maintenance services;
- Consulting/advisory services on agriculture produce;
- Consulting/advisory services related to renewable energy and environmental systems and infrastructures;
- Technology conversion, retrofit and rehabilitation projects;
- Energy policy and management;
- Environmental management related advice and consulting services;
- Consulting/advisory services related to environmental protection;
- Waste disposal related advice and services;
- Cleaner technology promotion services;
- Water pollution related services;
- Industrial surveys and consulting services;
- Management advice and consultancy services;
- Training and development services;
- Consulting/advisory services related to nanotechnology;
- Security services;
- Catering services;
- Conference services;
- Business seminars and conferences;
- Professional & vocational training and workshops
- IT SW and internet related services.

Top Ten Goods/Services Procured by UNIDO in 2013-2015

**Top Ten Goods/Services Bought by UNIDO From 2013-2015
(EUR)**



Top Goods and Services Procured From The Netherlands

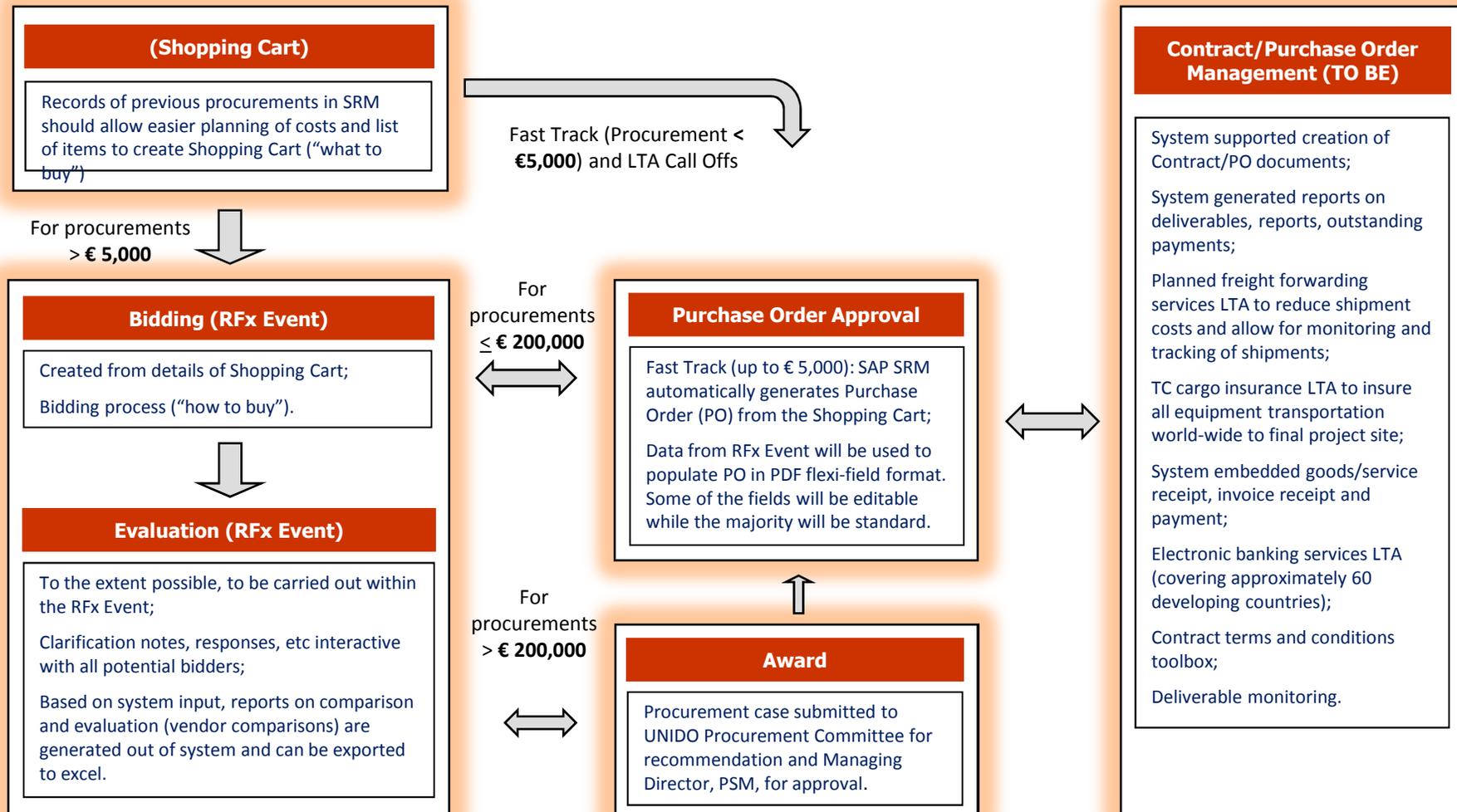
Goods

- Industrial Refrigerators
- Power plants
- Gas analyzers and monitors
- Hydrotreating machinery
- Heavy equipment components
- Weight measuring instruments
- Separation machinery
- Body tools

Services

- Air pollution
- Business intelligence consulting services
- Mechanical engineering
- Environmental reporting services
- Freight forwarders services
- Customs administration and compliance
- Advertising agency services
- Manufacturing technology research and development services

eProcurement Workflow





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UNIDO's eProcurement Portal

Please visit: <https://procurement.unido.org/>.



UNIDO - PROCUREMENT PORTAL WWW.UNIDO.ORG

Welcome to UNIDO Procurement Portal

Registered bidders can access the Tender Details by clicking on the "Bidder Access" link.

If you are not a registered bidder, please register now by clicking on the "Request Bidder Account" link.

If you are a registered bidder and have forgotten your password, you may request for a new password by clicking the "forgotten Password" link.

Bidder Access Procurement Portal	
Request Bidder Account	Forgotten Password?
Current Opportunities	

For information on how to access the e-portal, please view [A Bidder's Guide to the Procurement e-portal](#).

Browser Detection



You are using Firefox 30.0

Browser Plugin Detection

Pop-up Blocker: Disabled
Adobe Reader: installed, please set Adobe Reader as default PDF viewer.
JAVA: Installed & enabled

UNIDO's eProcurement Portal: Procurement Notices

Training of the accreditation assessors of the Nigeria National Accreditation Service (NINAS) in Nigeria.	NIGERIA	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001652
Development and Implementation of a Concept for Modern Thematic Gardens	The Kingdom of Morocco	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001647
Establishment of a National Solar Thermal Roadmap	Malaysia	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001620
Provision of Services Related to Fisheries Resource Assessment and Management	South Sudan	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001595
ODS alternatives survey in Nicaragua	Nicaragua	16.05.2016 08:00:00 CET	Request f. Quotation	7000001649
PROVISION OF EVENT MANAGEMENT SERVICES FOR UNIDO PROJECT	Egypt	16.05.2016 17:00:00 CET	RFP (1 env.)	7000001593
RAC Taining Equipment for DPR Korea	Democratic People's Republic of Korea	17.05.2016 08:00:00 CET	Request f. Quotation	7000001664
Supply of Food Drying Equipment	Republic of Armenia	17.05.2016 17:00:00 CET	Inv. to Bid (1 env.)	7000001648
Recovery, recycling and refrigeration tools/equipment.	Niger	17.05.2016 17:00:00 CET	Inv. to Bid (1 env.)	7000001634
Provision of Services for the Implementation of coffee quality improvement activities in Dello Mena, Bale Zone, Oromia Region	The Federal Democratic Republic of Ethiopia	18.05.2016 17:00:00 CET	RFP (1 env.)	7000001651
Provision of Services for the Implementation of coffee quality improvement activities in Aletawondo Woreda, Sidama Zone, SNNP Region	The Federal Democratic Republic of Ethiopia	18.05.2016 17:00:00 CET	RFP (1 env.)	7000001653
Consultancy Services related to Multimedia and Conference Systems Projects in the Vienna International Centre (VIC) on a call-off	Austria	19.05.2016 16:00:00 CET	RFP (1 env.)	7000001646
Development and Implementation of an Eco Quartier concept	The Kingdom of Morocco	19.05.2016 17:00:00 CET	RFP (1 env.)	7000001657

UNIDO's eProcurement Portal: Bidder Registration

1. Click on "Request Bidder Account"

Request Bidder Account

2. The bidder registration form will pop up. Fill out all information and submit.



User Account Registration for Bidders / Vendors

Name*

Email*

Telephone*

FAX

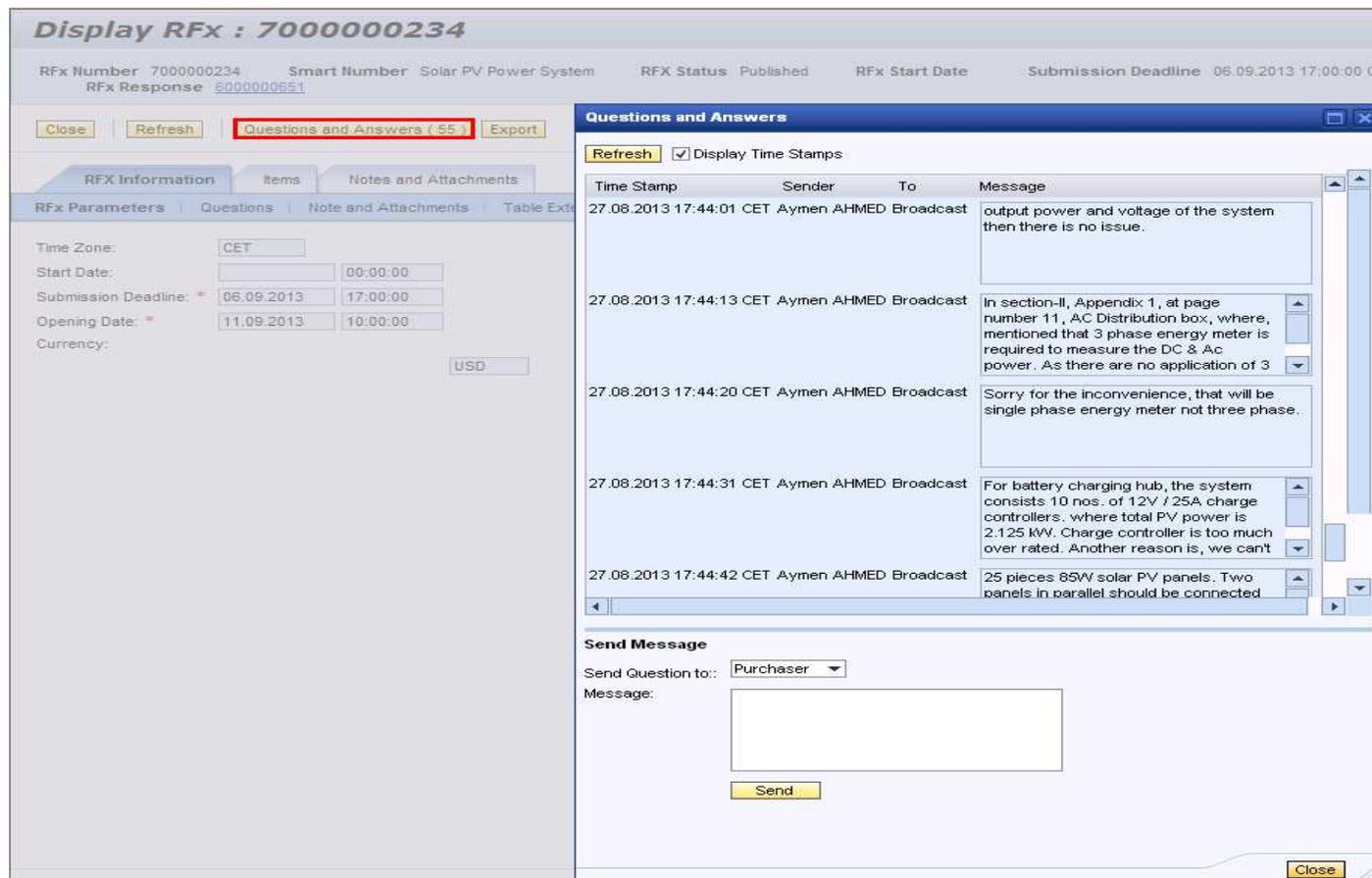
Name of your company*

Address of your company*

State and Country*

Remarks

ERP Supported Communications with Bidders



The screenshot displays the 'Display RFX : 7000000234' interface. The main window shows RFX details: RFX Number 7000000234, Smart Number Solar PV Power System, RFX Status Published, RFX Start Date, and Submission Deadline 06.09.2013 17:00:00. A 'Questions and Answers' window is open, showing a list of messages from Aymen AHMED Broadcast. The messages discuss system output power, AC Distribution box requirements, and battery charging hub specifications. A 'Send Message' section at the bottom allows users to send questions to the Purchaser.

Time Stamp	Sender	To	Message
27.08.2013 17:44:01 CET	Aymen AHMED	Broadcast	output power and voltage of the system then there is no issue.
27.08.2013 17:44:13 CET	Aymen AHMED	Broadcast	In section-II, Appendix 1, at page number 11, AC Distribution box, where, mentioned that 3 phase energy meter is required to measure the DC & Ac power. As there are no application of 3
27.08.2013 17:44:20 CET	Aymen AHMED	Broadcast	Sorry for the inconvenience, that will be single phase energy meter not three phase.
27.08.2013 17:44:31 CET	Aymen AHMED	Broadcast	For battery charging hub, the system consists 10 nos. of 12V / 25A charge controllers. where total PV power is 2.125 kW. Charge controller is too much over rated. Another reason is, we can't
27.08.2013 17:44:42 CET	Aymen AHMED	Broadcast	25 pieces 85W solar PV panels. Two panels in parallel should be connected

Average Procurement Timelines

Example: Integrated Food Security Project in Kassala State, Sudan

Shopping Cart review and approval =>

RFx Event publication (3 days)

Bidding period (18 days)

7 offers received and evaluated (5 days)

Lowest cost, technically acceptable offer

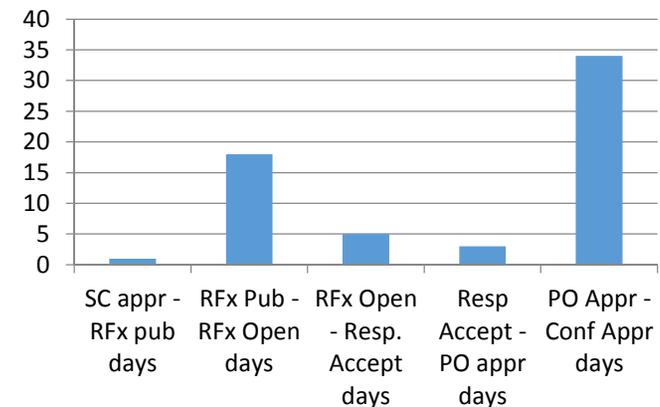
=> € 21,500 awarded to

Earthmoving Services Limited, Great Britain

Acceptance of offer => Approval and signing of Purchase Order(3 days)

Purchase Order approval => Confirmation approval (34 days)

Total time from requirement to PO confirmation: 63 days



Forms of Collaboration with UNIDO

Partnerships:

Which Type of Organization should Companies Normally Adopt?



Sub-Contracting or Consortia



What are UNIDO's Rules on Collaborations With Local Business Partners?



Please refer to the Instructions to Bidders section in the RFX Event, requiring bidders to specify in their Offers:

the **names and qualifications** (including description of activities, number of personnel employed, references to the clients and completed projects) of the proposed sub-contractor(s) and/or equipment manufacturers, if any, and **the extent and nature of such sub-contracting** and/or equipment

Sub-Contracting

Most common form of collaboration among companies dealing with UNIDO:

UNIDO concludes contract with one company (“the Contractor”)



Contractor concludes individual contracts with sub-contractors



- Sub-contractors need to be indicated in the Technical Bid which will become part of the Contract under consideration;
- In case of non-performance, UNIDO only deals with the Contractor, not with sub-contractors.

Consortia

In principle, permitted by UNIDO – and due to the complexity of procurement cases increasingly applied.

Requirements:

- Bidders need to provide written declaration indicating:
 - **members** of consortium
 - nomination of the **leading company** with whom contract would be signed
 - **purpose** of establishment of a consortium
 - depending on the ‘form’ of a consortium **attach all ‘legal’ documents**
- Once declaration has been received and accepted, separate bids by individual member(s) of the consortium are not permitted and may be disregarded.



Procurement and Innovative Solutions

- Procurement at the right price;
- Balance customer requirements with market readiness and value for money;
- Open competition: Once size fits it all?
- Beware of over-specified requirements;
- Limit your terms and conditions to risks relevant to the type of procurement concerned [time of delivery, warranty, SLA, etc];
- Adapt, as far as you can, to vendor conditions;
- Adapt, as far as possible, to market-ready products and services;
- You get the right prices only when customers and providers understand each other;
- Right size customer versus right size provider;
- How important is it for the provider to have you as a customer?
- Long term relationship;
- Cultural affinities;
- Seasonal trends;
- Economic cycles.





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