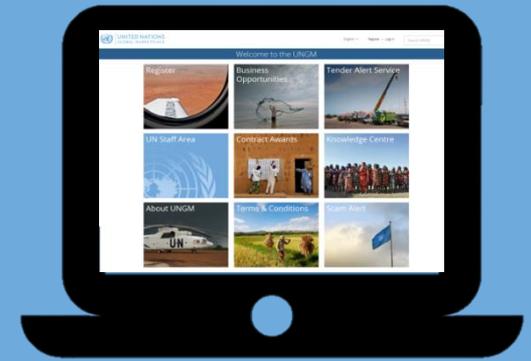




UNITED NATIONS  
GLOBAL MARKETPLACE

# UN Global Marketplace

The procurement portal of  
the UN system



By  
Niels Ramm  
**UNGM Team Lead**  
UNGM Secretariat/UNOPS



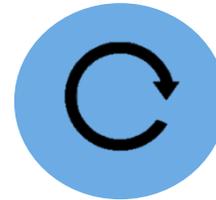
# INTRODUCTION

Create a UN global procurement portal

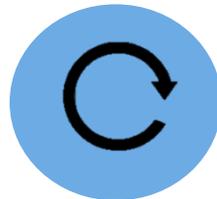


December 2002,  
resolution A/RES/57/279

Simplifying the registration process



Initially developed in the  
90's under the auspices  
of the IAPWG



March 2007, resolution  
GA/RES/61/249

One common supplier database

Transparency and harmonization





## ABOUT UNGM

The United Nations represents a global market of over **\$17 billion annually**



UNGM is the **procurement portal of the UN system**

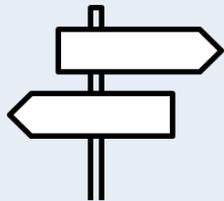


Potential vendors may register with any of the **26 UN organizations** using UNGM as their vendor database (*=99% of the total UN procurement spent*)

UNGM provides an excellent springboard for vendors to introduce their products and services to many **UN organizations, countries and regions**



## REGISTRATION PROCESS ON UNGM



One of **first step** in doing business with the UN



Becomes a **requirement** for more and more UN organizations in order to participate in tenders

**FREE**

**Free** registration form online



Website available in **4 languages**

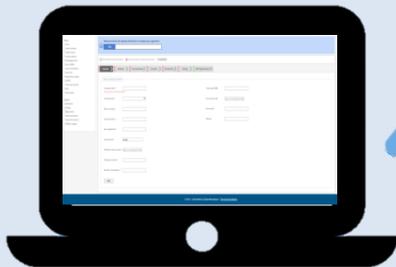


## REGISTRATION PROCESS ON UNGM

### 3 registration levels

Level is determined by the monetary value of potential contracts

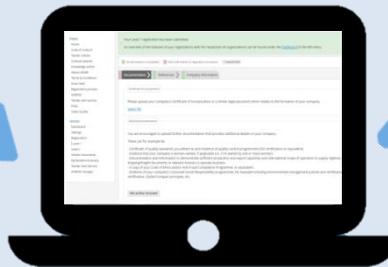
#### Basic registration



Common registration process

General company information

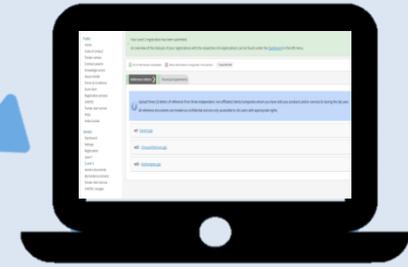
#### Level 1



Some UN organizations require additional information

Certificate of Incorporation  
& references

#### Level 2



Reference letters &  
financial statements

The vendor's profile automatically **matches with UN organizations** based on the information provided



# REGISTRATION STATUS OF NORDIC COMPANIES ON UNGM



	Denmark	Sweden	Finland	Norway	Iceland
Number of <b>accounts created</b> on UNGM	1,046	558	289	207	26
Number of companies <b>'registered'</b> with at least one UN organization	802	448	242	166	21
Number of companies <b>NOT visible</b> to any UN organization: <ul style="list-style-type: none"> <li>✓ Registration form not completed and not submitted</li> <li>✓ 'Unmatched', 'declined' and/or 'vendor to update' statuses (at basic level)</li> </ul>	244	110	47	41	5
Number of accounts requiring an update at <b>level 1 and/or 2</b>	65	27	15	15	3
Number of companies subscribed to the <b>Tender Alert Service</b>	48	40	16	15	0



## BENEFITS OF UNGM FOR SMEs



Around **80%** of vendors registered on UNGM are **SMEs**

Registration process reviewed and simplified in Nov 2013

=

**More intuitive, user-friendly and accessible**

The information required in the common registration process is the same

=

**No difference for a SME or a large company**

Possibility to **do business with a local UN office** and not necessarily at the international level

Not all UN organizations require registration at level 1 and 2

=

**SMEs can participate in most tenders on UNGM**

Videos, FAQs, Knowledge Center and dedicated Helpdesk

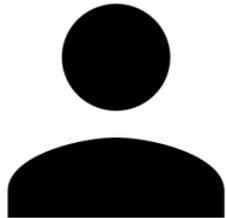
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**Targeted assistance**





## TENDER ALERT SERVICE



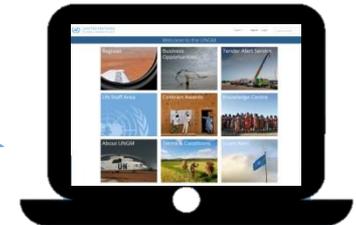
Identifying relevant tender is a time-consuming task



Deadlines are often short



Tender Alert Service



By subscribing to the **Tender Alert Service**, vendors can receive **relevant business opportunities emailed directly** as soon as they are published



Optional service



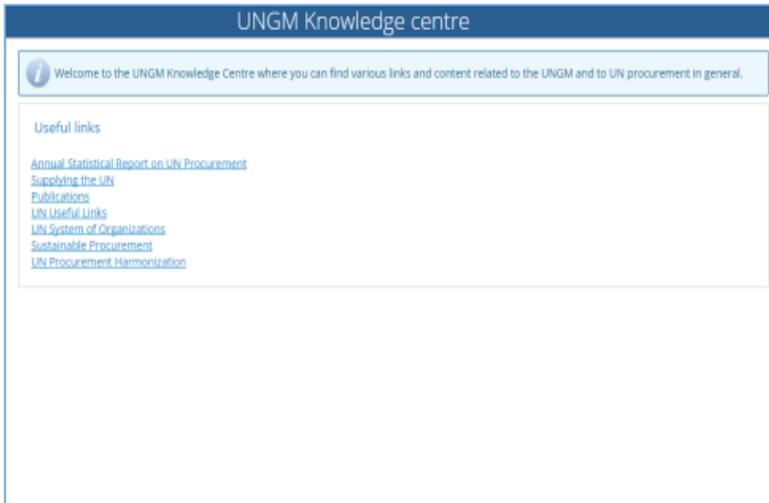
The subscription costs USD 250 a year



# WHAT IS NEW ON UNGM?

Former KC

New KC



Only text, links, images ...



Text, images, videos, tables, procurement notices, LTAs, contract awards, procurement categories and discussion forums...





# NEW KNOWLEDGE CENTER: Virtual Business Seminar

Information on each **UN Agency** and its **procurement requirements and procedures**



List of face-to-face **multi-agency business seminars**

Multi-Agency Business Seminars

Multi-agency business seminars are opportunities for UN Buyers and vendors to meet in person. Several UN Agencies participate and deliver a to-elf presentation of their Agency. The business seminars also allow for one-to-one meetings between UN buyers and vendors.

These seminars are sponsored by UN Missions, Chambers of Commerce or Trade Agencies of various countries. Below is the plan of events for the next three years. For 2017-2018 locations will be identified at a later stage.

Date	Region / Country	Location	Participating Agencies	Sign Up Now!
November 2016	Europe / Germany	Bonn	All Agencies	
May 2017	Africa	n/a yet	All Agencies	
November 2017	Asia	n/a yet	All Agencies	
May 2018	Latin America	n/a yet	All Agencies	
November 2018	Oceania	n/a yet	All Agencies	

Business Seminars of the UN Procurement Division

The main objective of the business seminar programme is to inform potential vendors and trade entities including the Chamber of Commerce about the work of the UN Procurement Division (UNPD). The seminars also provide information on the UN procurement process, evaluation criteria, vendor registration procedures and how to find business opportunities in the various Agencies of the UN.

The seminars are organized through governments, agencies and Chambers of Commerce in the UN.

For the latest information on scheduled seminars please visit the [UNPD Business Seminars page](#).

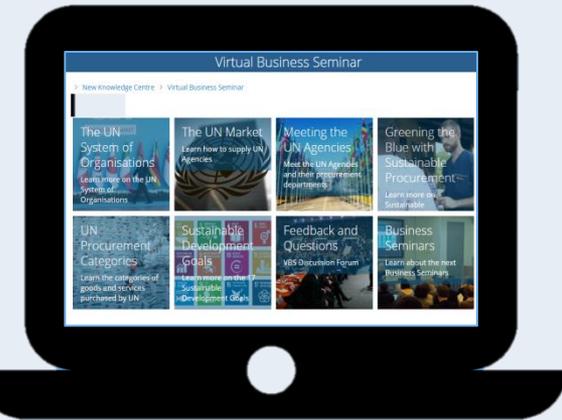
Any questions you might have regarding UNPD Business Seminars can be submitted by completing the following [Contact Form](#).

Information on **UN system Organizations, UN market** and main **procurement rules**

Information on **main categories of goods and services** purchased by the United Nations

Information on **Sustainable Procurement and SDGs**

A **Forum** for discussing with UN Buyers



Useful information on how to **start business with the United Nations**



# ZOOM ON THE UN AGENCY PROFILE



**About UN Women Procurement**  
UN Women purchases goods and services from suppliers all over the world to support its operational and programmatic activities.  
As a UN organization entrusted with donor funds, UN Women aims towards ensuring efficiency, fairness and transparency in their expenditure. Procurement plays a pivotal role to achieve this goal while supporting the UN Women mandate: Promoting gender equality and the empowerment of women.

**Principles**  
The underlying principles behind the UN Women Procurement process include:

**BEST VALUE FOR MONEY:** Best value process means selecting the offer that provides the best combination of factors such as: price, quality, delivery, costs, environmental and social costs, to best meet the stated needs of UN Women.  
**FAIRNESS, INTEGRITY AND TRANSPARENCY:** In the procurement process, the procurement process must be fair, transparent and free from corruption. Proscribed practices: Fraud, collusion, bribery, nepotism, and other practices. Sound procurement practices include: complete and accurate records, and accurate records.  
**EFFICIENT PROCUREMENT PRINCIPLES:** UN Women procurement is in line with UN Financial Regulations and Rules, and best value for money, taking into consideration the best interest of the organization. Priority is given to source in areas of operation (when prices are competitive and other conditions allow) and UNHCR uses competitive bidding to obtain goods and services (Exceptions to this are limited to a few cases only).  
Objectives, written in compliance with applicable procurement procedures.



Video

Description and procurement related information

## Active Tender Notices of UN Women

Title  [Show more criteria](#)

Description

Reference

Display Type  
Current active

[Clear All](#)

Procurement notice – previous or current

Displaying results 1 to 11 of 11

<a href="#">UN Women Viet Nam Country Strategic Note (2017 - 2021)</a>	(GMT 7.00)					Viet Nam Country Strategic Note (2017 - 2021)
<a href="#">Solicitud de Servicio de Acondicionamiento de Cocineta.</a>	29-Feb-2016 17:00 (GMT -5.00)	22-Feb-2016	UN-Women	Request for quotation	17 2016	
<a href="#">RFQ 15 2016 EVALUACION DE PROGRAMA</a>	01-Mar-2016 17:00 (GMT -3.00)	19-Feb-2016	UN-Women	Request for quotation	RFQ 15 2016 - EVALUACION DE PROGRAMA	

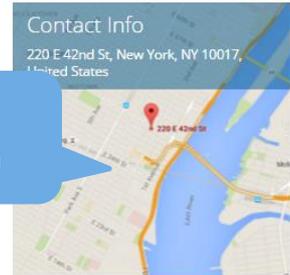
**UNWOMEN**

Rank	Group of Goods/Services	No. of PO's	Value (USD)
1	Management and Business Professionals and Administrative Services	2,629	52,217,520.05
2	Travel and Food and Lodging and Entertainment Services	790	9,842,102.09
3	Transportation and Storage and Mail Services	1,627	7,912,655.47
4	Editorial and Design and Graphic and Fine Art Services	664	4,187,524.28
5	Engineering and Research and Technology Based Services	259	3,248,750.30
6	Information Technology Broadcasting and Telecommunications	371	
7	Public Utilities and Public Sector Related Services	307	
8	Motor Vehicles and Parts, Accessories and Components, incl. other Transport Equipment	72	
9	Financial and Insurance Services	308	
10	Office Equipment and Accessories and Supplies	30	
<b>Top 10 Procurement Volume</b>		<b>4,901</b>	
<b>Total number of orders &amp; contracts raised during 2014:</b>		<b>4,987</b>	

Top ten categories of procurement by UN Women in 2014

Statistics

Contact information



Links, documents to download, images and more...



# NEW KC: Annual Statistical Report on UN Procurement



Annual Statistical Report on UN procurement

About the ASR  
UN Organizations  
Countries  
Categories  
Vendor Countries

Online version of the ASR with possibility to filter data to your needs

Procurement reports by

- ✓ agency
- ✓ country
- ✓ category

Procurement Reports

Year: 2014

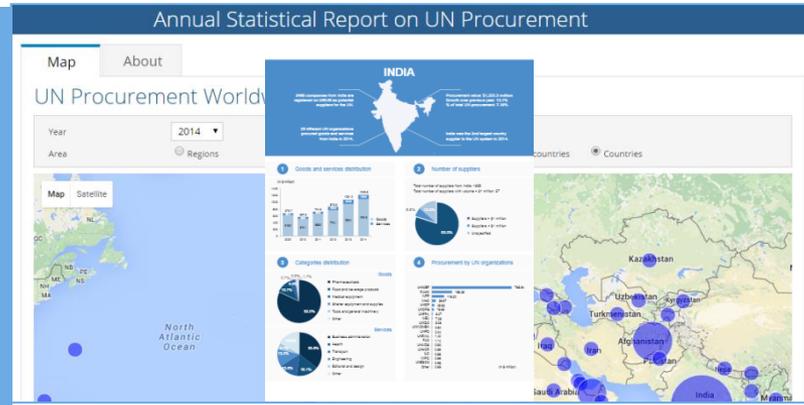
Procurements by Agencies | Procurements by Vendor Countries | Procurements by Categories

Top 10 Countries Supplying the UN

Rank	Country	Number of PO's	Total
1	United States of America	27552	\$1,519,474,701.29
2	India	14437	\$1,223,287,266.04
3	Afghanistan	16139	\$788,717,002.70
4	Belgium	4955	\$709,377,704.91
5	Switzerland	29782	\$621,336,916.20
6	United Arab Emirates	8145	\$577,656,323.92
7	United Kingdom of Great Britain and Northern Ireland	14200	\$571,289,564.24
8	France	13672	\$555,268,593.57
9	Denmark	19805	\$426,719,040.41
10	Russian Federation	2480	\$421,193,078.25

UN procurement volume by

- ✓ country
- ✓ region
- ✓ sub-region





## CONTACT UNGM



For more information, please visit [www.ungm.org](http://www.ungm.org)

Do you need assistance?  
Check out our [video guidelines](#) and [FAQs](#)

For further assistance, do not hesitate to contact us:

- ✓ Via the [Help functionality](#) available on the site
- ✓ Via email at [registry@ungm.org](mailto:registry@ungm.org)

*Icon illustrations UNGM, UNOPS and canva*