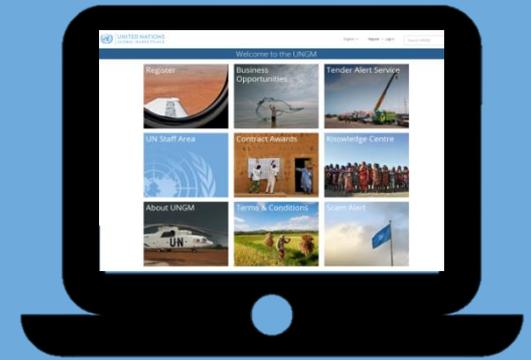




UNITED NATIONS  
GLOBAL MARKETPLACE

# UN Global Marketplace

The procurement portal of  
the UN system



By  
Niels Ramm  
**UNGM Programme  
Manager**  
UNGM Secretariat/UNOPS



## AGENDA

| 01

What is UNGM?

| 02

Knowledge  
Centre

| 03

Registration  
process on  
UNGM

| 04

Business  
opportunities  
& e-procurement

| 05

Evolution of  
UNGM





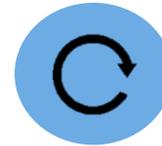
## WHAT IS UNGM?

**Create a UN global procurement portal**

**Simplifying the registration process**

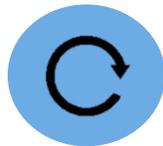


December 2002,  
resolution A/RES/57/279



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**





## WHAT IS UNGM?

The United Nations represents a global market of \$17.6 billion annually



UN procurement staff

**26 UN organizations** use UNGM as their vendor database  
*(=99% of the total UN procurement spent)*



UNITED NATIONS  
GLOBAL MARKETPLACE

is the procurement portal  
of the UN system



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

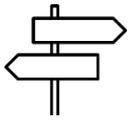


Vendor community



## WHAT IS UNGM?

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



The **first step** in doing business with the UN



Increasingly becoming a **requirement** in order to participate in tenders

**FREE**

**Free** registration online form & access to business opportunities



Website available in **4 languages**



**Entry point** for various UN agencies' e-procurement systems



Interactive **Knowledge Centre**



# VIRTUAL BUSINESS SEMINAR



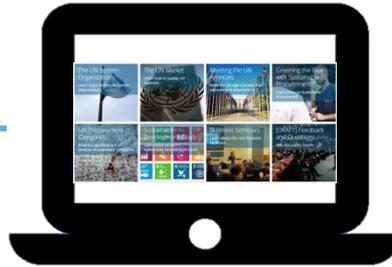
Information on each **UN Agency** and its procurement requirements and procedures



Information on face-to-face **multi-agency business seminars**



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



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



Information on **Sustainable Procurement and SDGs**



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



# ZOOM IN ON THE UN AGENCY PROFILE



**Video**

**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 for money in the procurement process means selecting the offer that presents the combination of factors such as: appropriate quality, costs, environmental and social considerations and to best meet the stated needs of UN Women.

**FAIRNESS, INTEGRITY AND TRANSPARENCY:** To achieve the best value for money, the procurement process must protect the prescribed processes: Fraud, corruption, collusion and other practices. Sound procurement requires the openness of processes, complete and accurate records, accountability, and confidentiality.

**PROCUREMENT PRINCIPLES**  
In line with UN Financial Regulations and Rules: UNHCR procurement is based on fairness, integrity and transparency through competition 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).



**Description and procurement related information**

Active Tender Notices of UN Women

Show more criteria

Title

Description

Reference

Display Type

Current active

Clear All

Displaying results 1 to 11 of 11

UN Women Viet Nam Country Strategic Note (2017 - 2021)	(GMT 7.00)				of UN Women 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

**Procurement notice – previous or current**

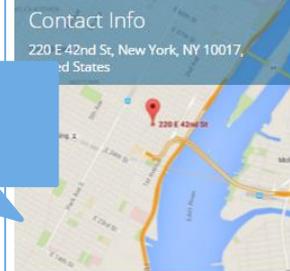
UNWOMEN Rank	Group of Goods/Services	No. of PO's	Value (USD)
1	Management and Business Professionals and Administrative Services	2,629	52,217,520.05
2	Travel and Food and Lodging and Entertainment Services		
3	Transportation and Storage and Mail Services		
4	Editorial and Design and Graphic and Fine Art Services		
5	Engineering and Research and Technology Based Services		
6	Information Technology Broadcasting and Telecommunications		
7	Public Utilities and Public Sector Related Services	307	1,756,711
8	Motor Vehicles and Parts, Accessories and Components, incl. other Transport Equipment	72	1,588,571
9	Financial and Insurance Services	308	1,435,411
10	Office Equipment and Accessories and Supplies	309	903,885.26
<b>Top 10 Procurement Volume</b>		<b>4,801</b>	<b>85,049,066.04</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 Info

220 E 42nd St, New York, NY 10017, United States



**Contact information**



# ZOOM IN ON THE BUSINESS SEMINAR AREA

## List of past business seminars

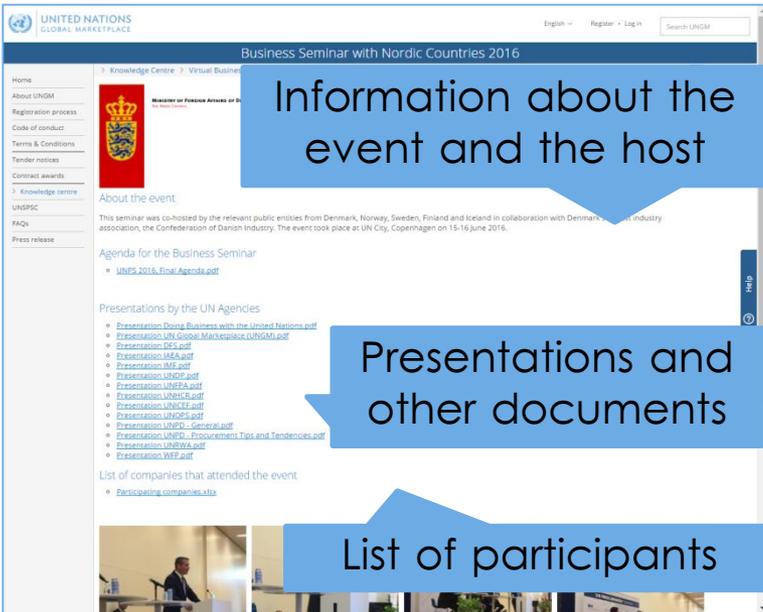


**Nordic Countries - June 2016**  
Agenda and presentations concerning the Business Seminar for the Nordic Countries held in Copenhagen, 15-16 June 2016

## List of upcoming business seminars



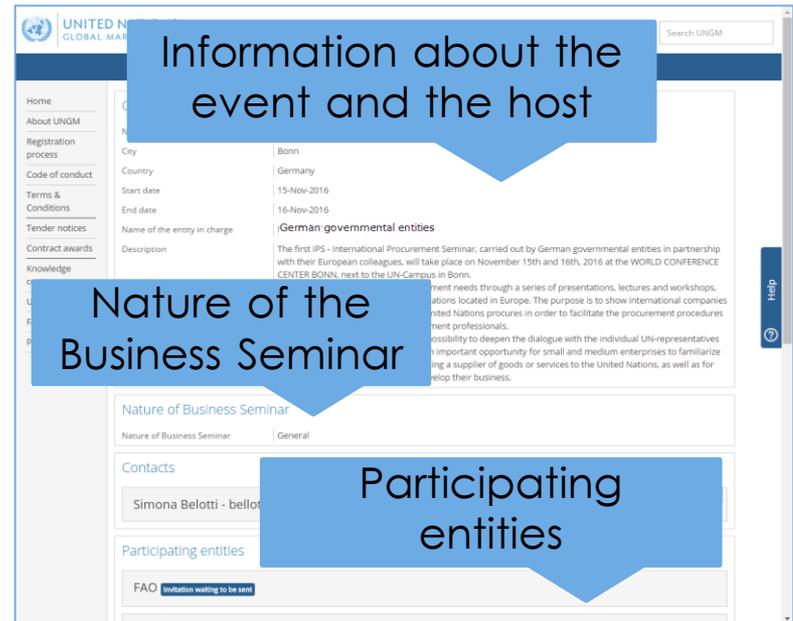
**European Countries and US**  
Agenda and presentations concerning the Business Seminar for the European Countries and US to be held in Bonn, 15-16 November 2016



**Information about the event and the host**

**Presentations and other documents**

**List of participants**



**Information about the event and the host**

**Nature of the Business Seminar**

**Participating entities**



# ONLINE ANNUAL STATISTICAL REPORT ON UN PROCUREMENT

UN procurement volume by:

- ✓ Country
- ✓ Region
- ✓ Sub-region



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



## BENEFITS FOR SME'S

Registration process simplified in  
November 2013  
**More intuitive, user-friendly and  
accessible**

Common registration process requiring  
the same information for all  
**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

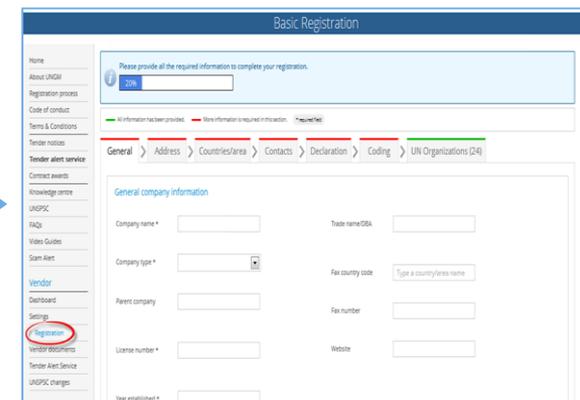
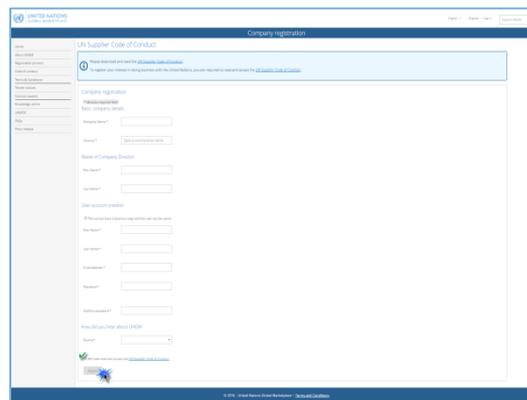
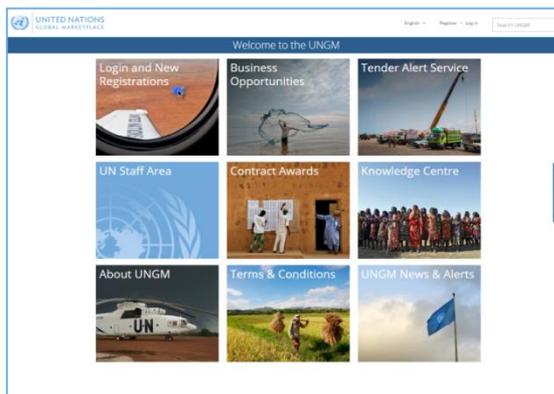
Not all UN organizations require  
registration at level 1 and 2  
**SMEs can participate in most tenders on  
UNGM**

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



# REGISTRATION PROCESS ON UNGM

- 1 Go to **UNGM.org**
- 2 Click on **Login and New Registrations** & create an account
- 3 Complete **the registration form** at basic level



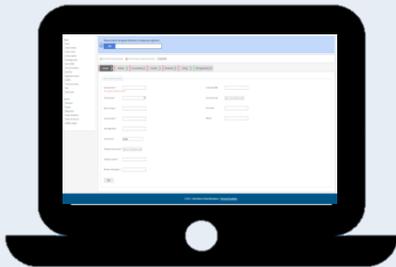


## REGISTRATION PROCESS ON UNGM

### 3 registration levels

Level is determined by the monetary value of potential contracts

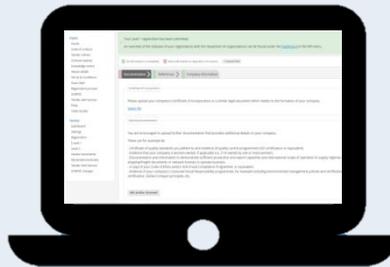
#### Basic registration



Common registration process

General company  
information

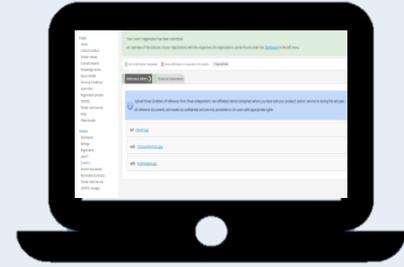
#### Level 1



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



## BUSINESS OPPORTUNITIES ON UNGM

Keeping abreast of upcoming  
business opportunities

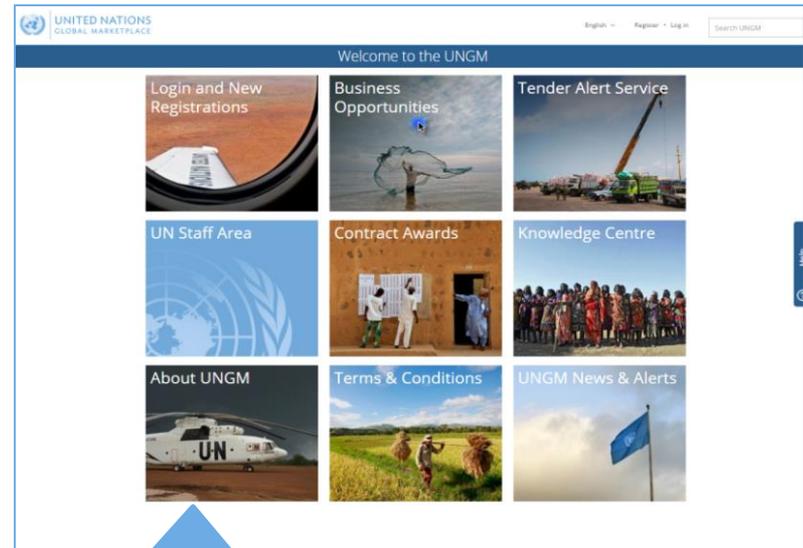
Free access to procurement notices

Published by over 40 UN  
organizations and entities

Over 400 active notices at any one  
time



How to search for  
business opportunities?



- 1 Go to **UNGM.org**
- 2 Click on **Business opportunities**
- 3 Search for **business opportunities**



# UNGM & E-PROCUREMENT SYSTEMS



is the entry point for vendors to UN agencies' e-procurement system

## UN organizations

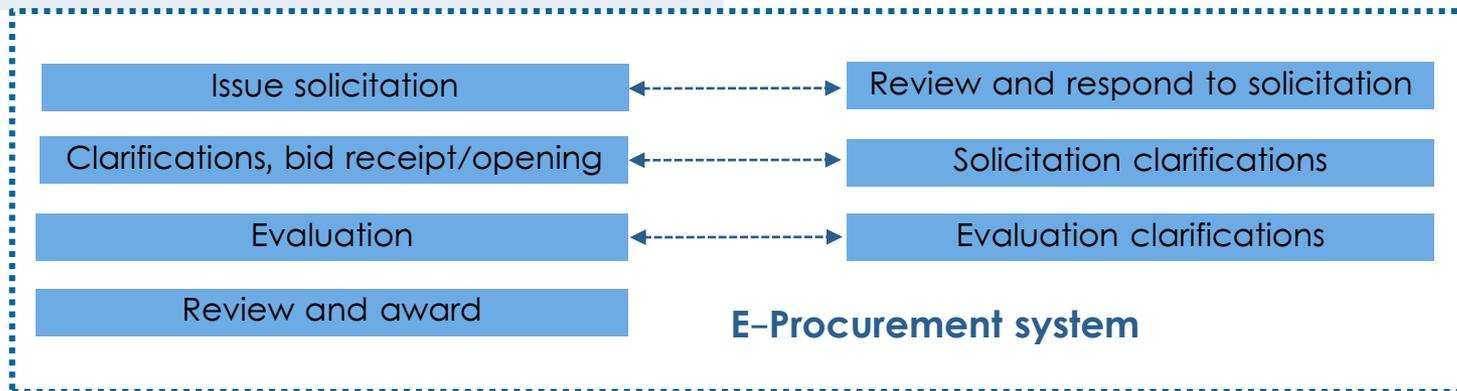
Nine organizations **utilize intergarted e-procurement systems to conduct their tender processes**

*UN Secretariat, PAHO, FAO, ILO, UNRWA, WMO, IFAD, ITU & UNOPS*

## Vendors

Vendors must be registered at least **at basic level with the specific agency** on UNGM

**Same log-in details** for UNGM and e-procurement systems





# UNGM & E-PROCUREMENT SYSTEMS

## Express interest in a tender

Search tender notices

Beware of scams requesting payment for registration as a vendor and promising guarantees of contracts. For more information, please click [here](#).

Showing results 1 to 15 of 87

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
<a href="#">Express Interest</a>	<a href="#">Provision of Explosive Threat Mitigation Training and Mentoring Services in support of UNMAS Mali</a>	29-Jan-2016 23:00	05-Jan-2016	UNOPS	Request for proposal	RFP/2016/124	Mali
<a href="#">View Documents</a>	<a href="#">Test Rfp for PE #78</a>	19-Jan-2016 12:14	05-Jan-2016	UNOPS	Request for proposal	RFP/2016/129	Multiple destinations
<a href="#">Express Interest</a>	<a href="#">Supply of Blood Analyzers (Automatic)</a>	01-Feb-2016 07:30	05-Jan-2016	UNOPS	Invitation to bid	ITB/2016/122	Myanmar

## Invitation to participate in a tender

My Tenders

Showing results 1 to 2 of 2

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
<a href="#">View Documents</a>	<a href="#">RFP - Supply water resources</a>			IFAD	Request for proposal	20140827	United Kingdom
<a href="#">View Documents</a>	<a href="#">RFP - Supply of cranes</a>			IFAD	Request for proposal	20140827	United Kingdom

- 1 Log into your UNGM account
- 2 Search for **business opportunities**
- 3 Click on **Express Interest** and then on **View documents**
- 4 You have **access to the tender details** on the e- procurement system

- 1 An **email** has been sent to you
- 2 Log into your UNGM account
- 3 Click on **My tenders** in the left-hand menu
- 4 Click on **View documents** and access to the tender details on the e-procurement system



## HOW TO ACCESS BUSINESS OPPORTUNITIES ON UNGM?



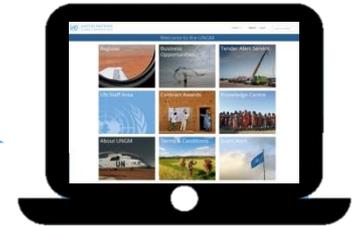
Identifying relevant tender is a time-consuming task



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 currently costs **USD 125** instead of USD 250 **until the 24<sup>th</sup> of November**



# EVOLUTION OF UNGM

Position UNGM system beyond the scope of procurement practice

UNITED NATIONS  
GLOBAL MARKETPLACE

English Register Log in Search UNGM

### Account registration

Please select the type of registration by clicking on the relevant box below.

The **Individual Consultant** registration is suitable for the following types:

1. **Commercial contractor**
2. **Individual consultant** - Registration as an Individual Consultant is suited for individuals who are interested in providing time and deliverable bound services for limited duration contracts associated with projects. Typically for organisations such as UNOPS and UNDP.
3. **Landlord** - Registration as a Landlord is suited for individuals that are owners or possessors of an estate in land or rental property and are interested in leasing or renting real estate property to an organisation of the United Nations.
4. **Sole proprietor** - Registration is a type of business entity that is owned and run by one natural person and in which there is no legal distinction between the owner and the business.

The **Company** registration is relevant for licenced businesses which can provide relevant products and services to United Nations Organisations.

The **UN Organization** registration is limited to United Nations staff and requires a valid and active UN email address.

The vendor will also be requested to read the **Supplier Code of Conduct (SCC)** and be informed that in order to be able to register as a potential vendor to the UN, the SCC must be accepted.

Links to the guides which will contain detailed information will also be provided.

Individual Consultant  
Company  
United Nations Organization and International Organization  
Institutional Organization  
Do you want to register as a Chamber of Commerce, Governmental Trade Agencies, Industry Association, SME or similar then please click here.

Help

## New registration process for Individual Consultants

- ✓ Commercial Contractor
- ✓ Individual Consultant
- ✓ Landlord
- ✓ Sole proprietor

**1** Go to **UNGM.org**

**2** Click on **Login and New Registrations** & on **Individual Consultant**

**3** Complete **the registration form**



# EVOLUTION OF UNGM

Position UNGM system beyond the scope of procurement practice

Account registration

Please select the type of registration by clicking on the relevant box below.

**Individuals** - registration is suited for individuals who are considered as commercial contractors, individual consultants, landlords, sole proprietors, etc.

**Commercial contractor** - PAHO definition to follow  
**Individual Consultant** - Registration as an Individual Consultant is suited for individuals who are interested in providing time and deliverable bound services for limited duration contracts associated with projects. Typically for organisations such as UNOPS and UNDP.  
**Landlord** - Registration as a Landlord is suited for individuals that are owners or possessors of an estate in land or rental property and are interested in leasing or renting real estate property to an organisation of the United Nations.  
**Sole proprietor** - Registration is a type of business entity that is owned and run by one natural person and in which there is no legal distinction between the owner and the business.

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 Links to the guides which will contain detailed information will also be provided.

Individual Companies United Nations Organizations and International Organizations Institutional Organizations

Do you want to register as a Chamber of Commerce, Governmental Trade Agencies, Industry Association, SME or similar then please click here.

Help

## New registration process and area dedicated to Institutional Organizations

- ✓ Chamber of Commerce, Company House, Registrar of Companies
- ✓ Governmental Trade Agencies
- ✓ Industry Association

Procurement statistics by country and organization (ASR data)

Access to the vendor search with company details and contact information

Vendor statistics (TAS subscriptions, EOI, Registrations)

Innovation corner and business seminar



## CONTACT UNGM

THANK YOU FOR YOUR ATTENTION

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

**[registry@ungm.org](mailto:registry@ungm.org)**