

Doing Business with UNIDO



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Procurement Supporting Technical Cooperation Initiatives

eProcurement at UNIDO

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United Nations Global Marketplace

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Procurement Tips

Procurement Supporting Technical Cooperation Initiatives



PPPs



Climate and Technology Centre & Network (CTCN): Consortium



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

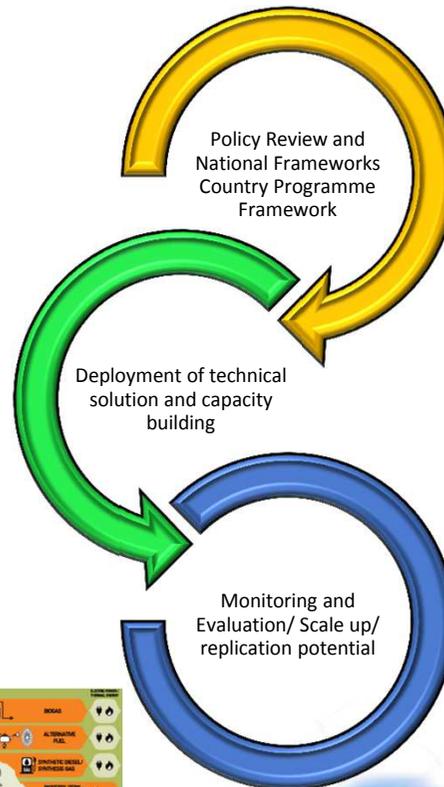
- financial structuring
- sourcing of equity and debt
- business growth
- strategy, preparation and presentation of business plans

Matching Projects with Investors

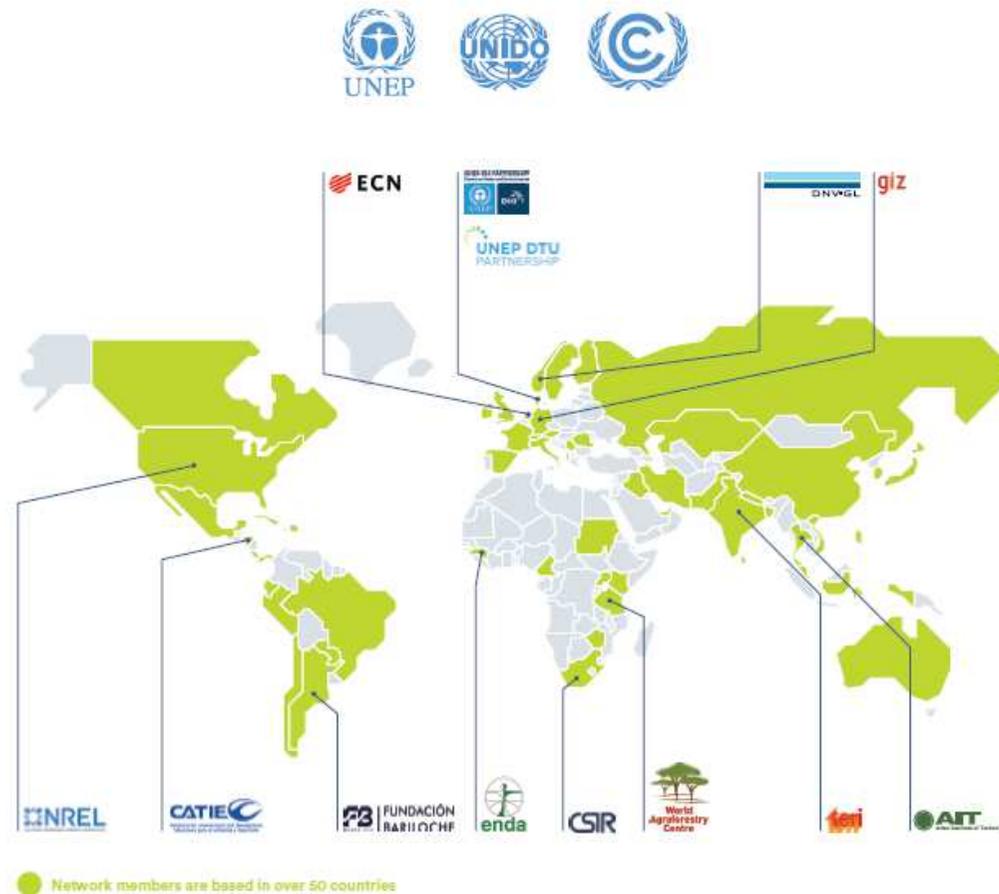
- selected projects introduced to investors financing forums
- direct introduction to network investors and other potential investment sources

63 Projects Closed

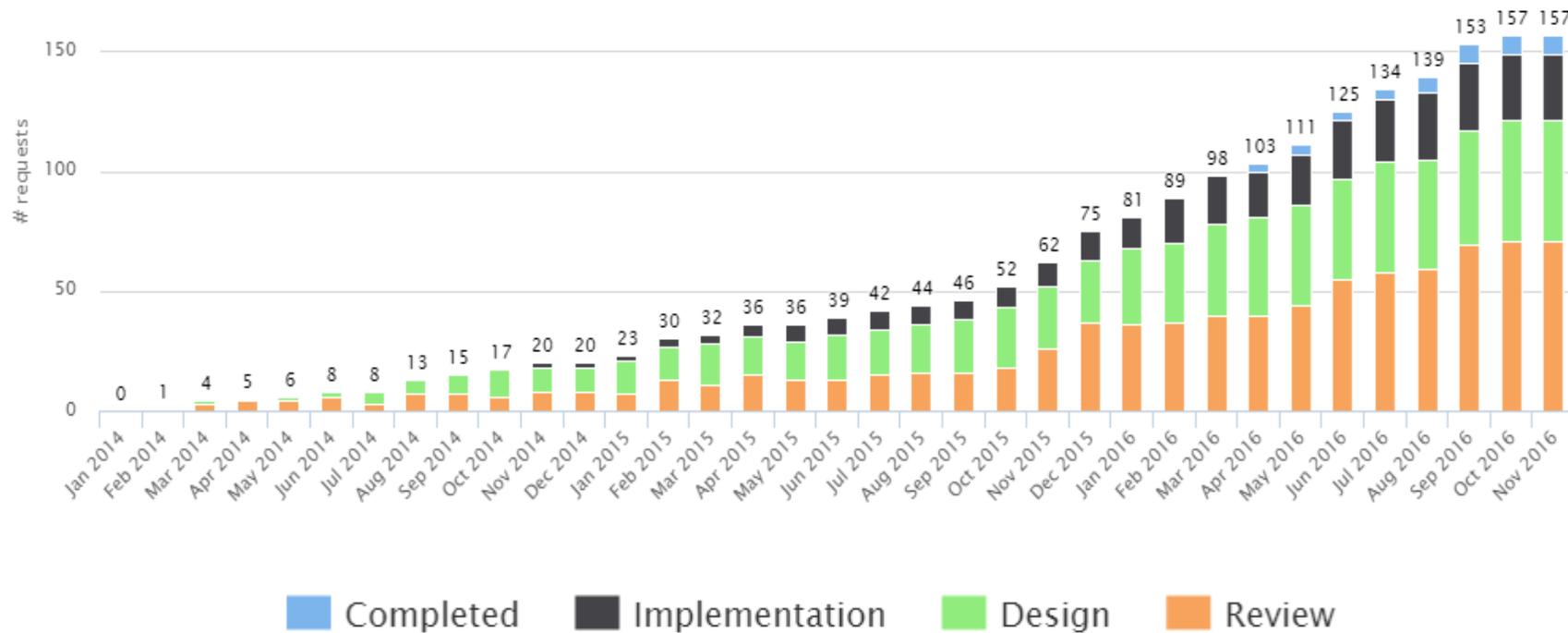
- USD 680 million raised
- 2.3 m tonnes CO2e reduction pa
- High level of financial leverage for donors: 1 / 80
- 297 projects in the pipeline
- representing USD 6.9 billion of investments



CTCN - Global Distribution of Consortium Partners Network Members in 50+ Countries



CTCN Services: Technical Assistance



Private Financing Advisory Network (PFAN)

Multilateral public-private partnership that nurtures low carbon, climate resilient projects

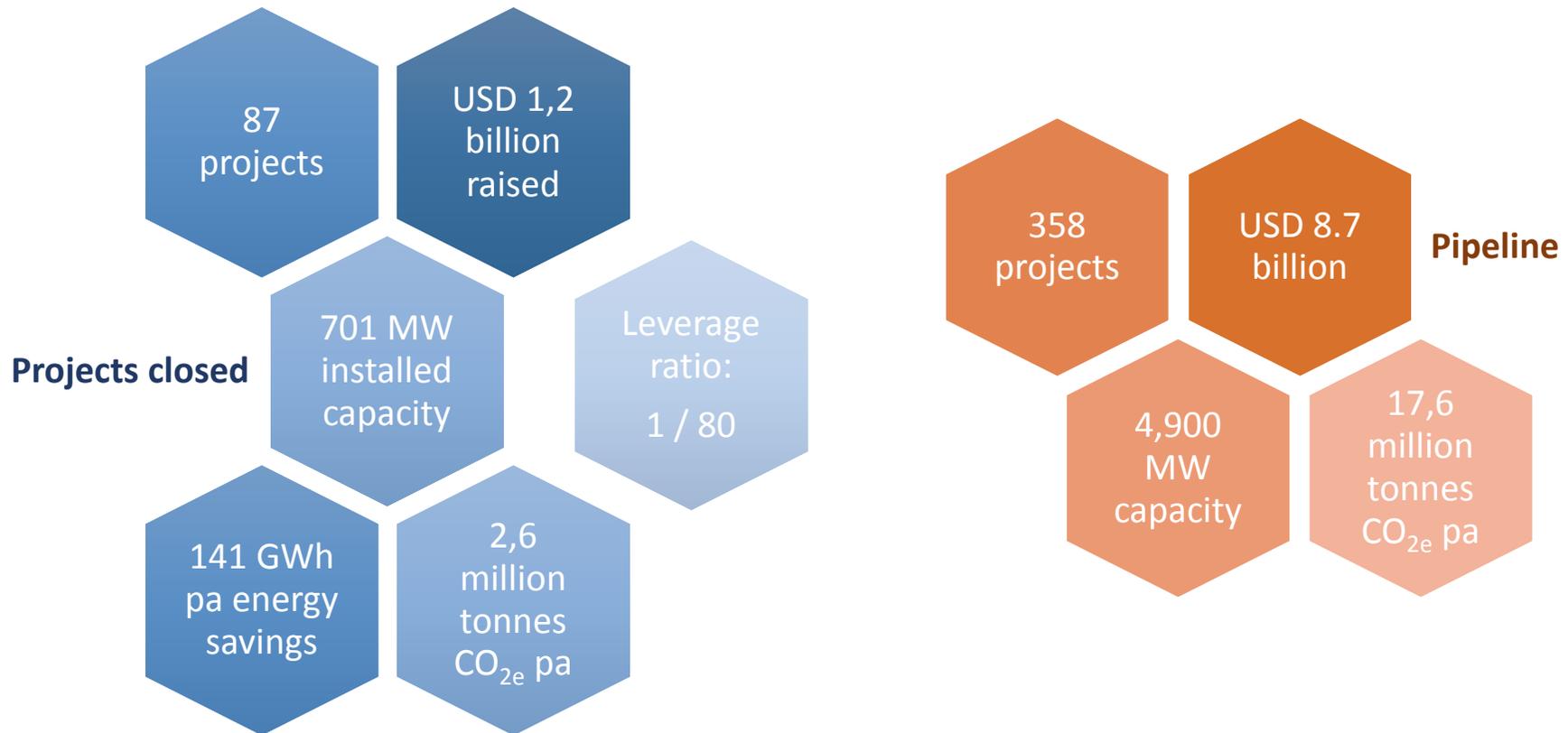
PFAN **bridges the gap** between investors and entrepreneurs, and matches financing with innovative low carbon, climate resilient projects in developing countries via a small public investment

PFAN **mobilizes the expertise** of private sector companies in financing climate-friendly projects and technologies to screen business plans and select the most economically viable and environmentally and socially beneficial projects

For the **entrepreneurs and businesses** selected, PFAN provides guidance on economic feasibility, project structure, investment and financing, preparation of business plan, and introductions to investors



PFAN Track Record



Procurement - Definition and Scope

Definition

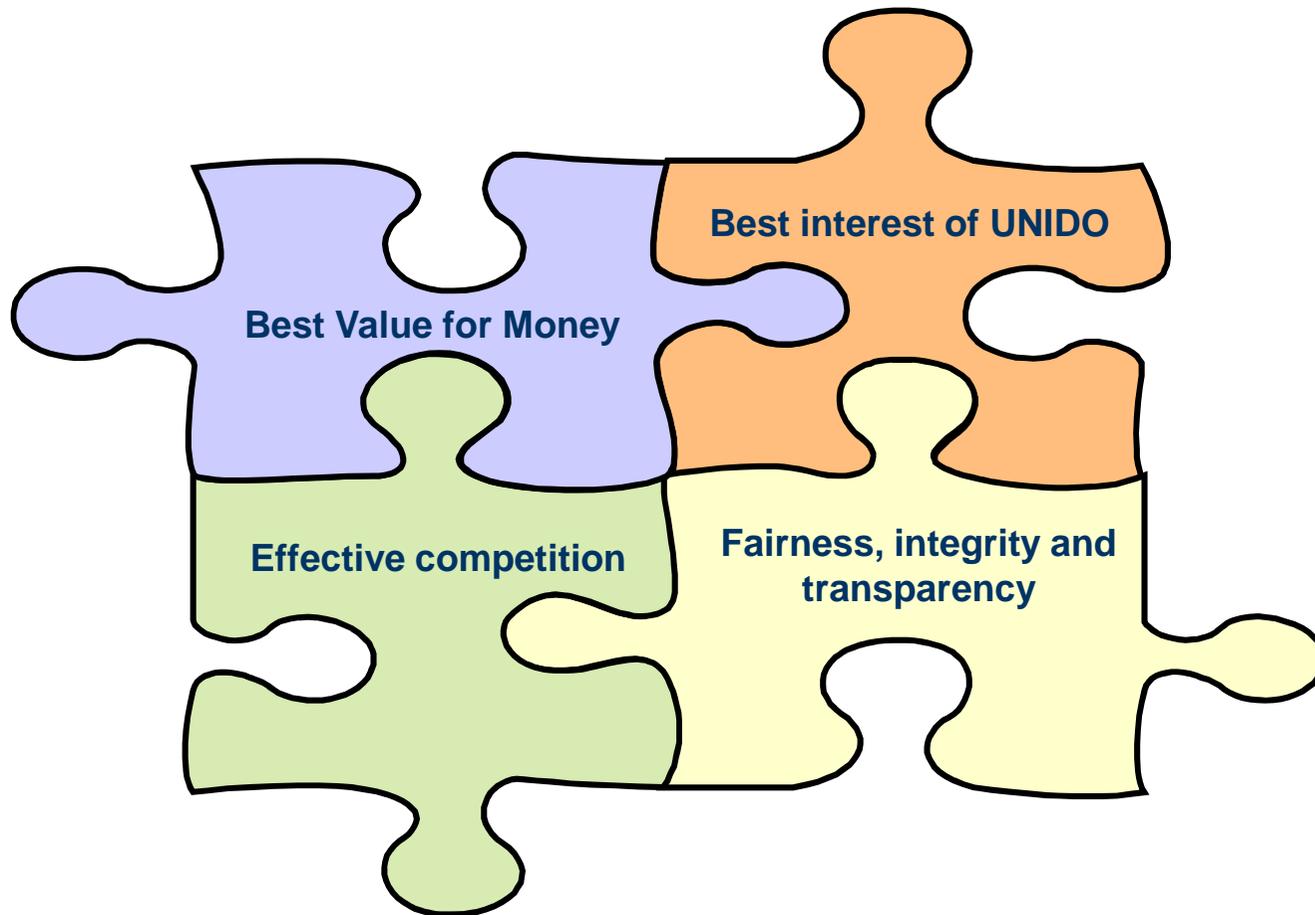
Procurement is defined as the overall process of acquiring goods, works, and services, which includes all related functions including planning, forecasting, supply chain management, identification of needs, sourcing and solicitation of offers, preparation and award of contract, as well as contract administration until the final discharge of all obligations as defined in the relevant contract(s). The procurement process covers activities necessary for the purchase, rental, lease or sale of goods, services, and other requirements such as works and property.

Scope

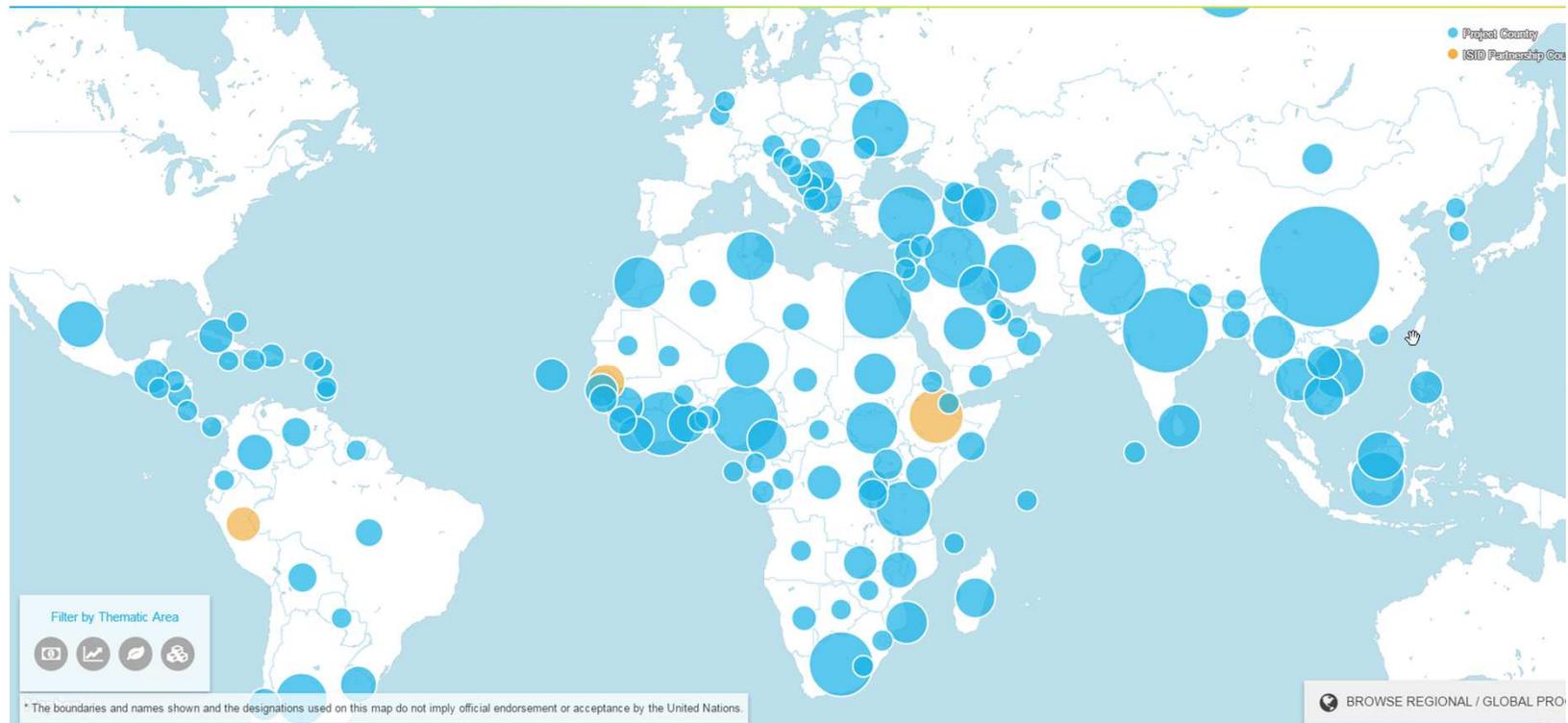
1. Implementation of UNIDO Technical Cooperation Programmes and Projects (TC Procurement), and
2. Maintenance and functioning of the Vienna International Centre, including UNIDO Headquarters (Non-TC Procurement).



UNIDO Procurement Principles



UNIDO Procurement at a Global Level

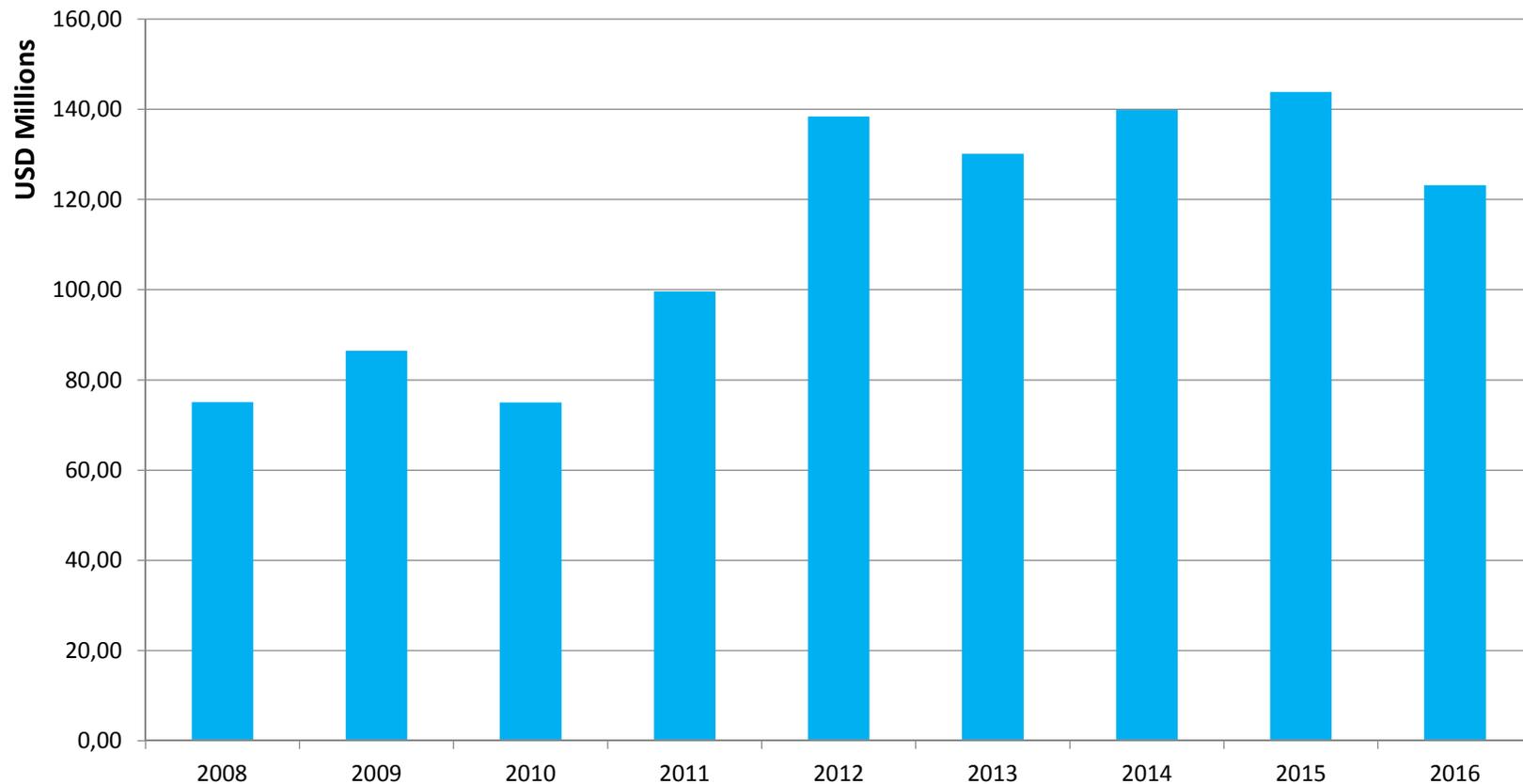


Ongoing Projects	Total Budget	Total Expenditures
840	\$1186.61M	\$762.54M

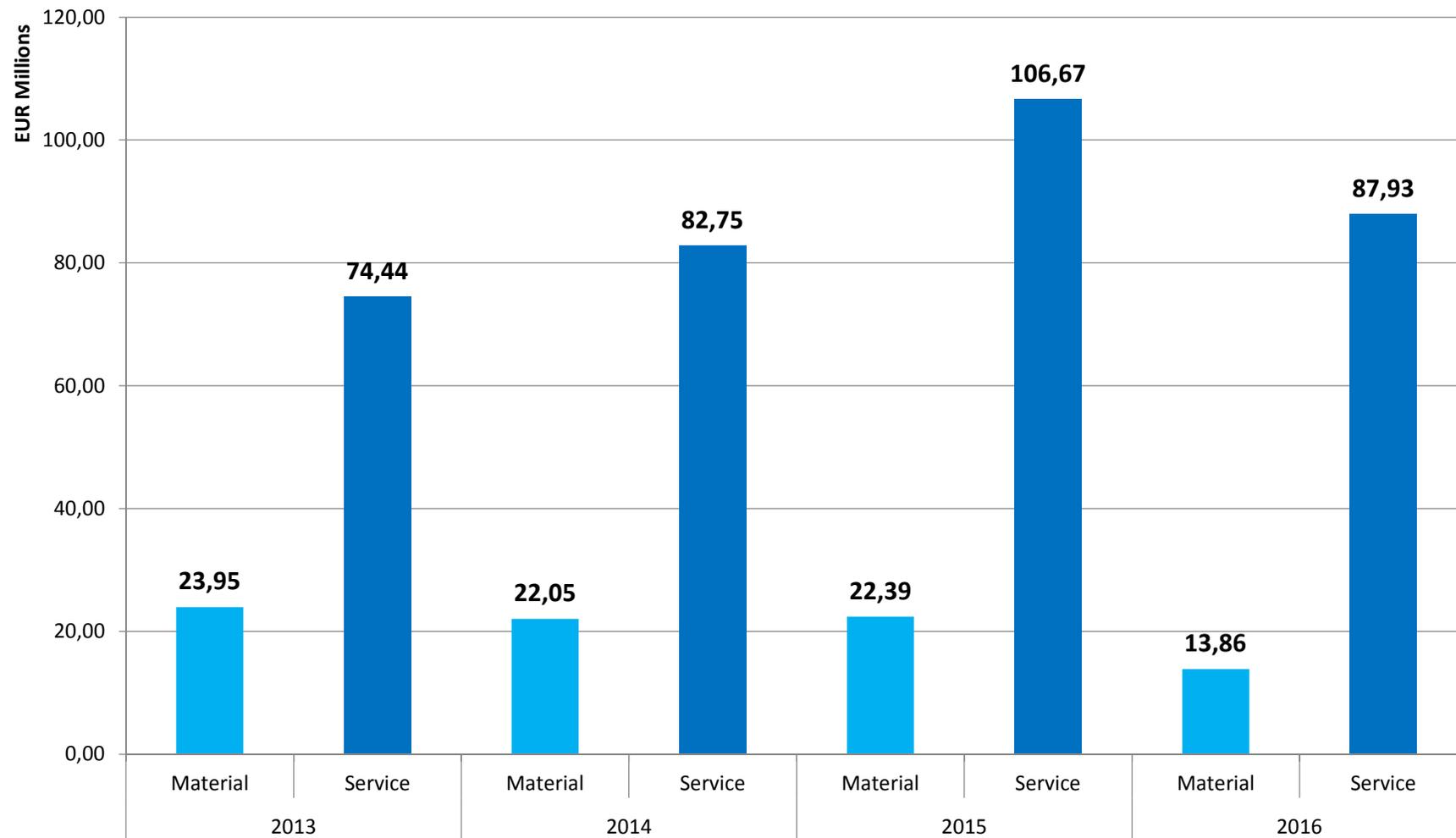
2016 Budget	2016 Expenditures
\$268.04M	\$157.86M

UNIDO Procurement Volume

2008 - 2016 Total UNIDO Procurement in USD



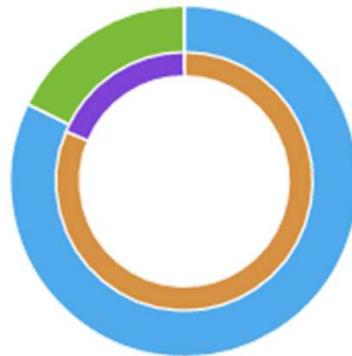
UNIDO Procurement: Goods vs. Services



UNIDO Procurement Volume – By TC / non-TC

Procurement Volume

as of 2016.11.22



■ TC ■ NON-TC ■ SERVICE ■ MATERIAL

Procurement Volume

\$ 132,351,067

TC / Non-TC

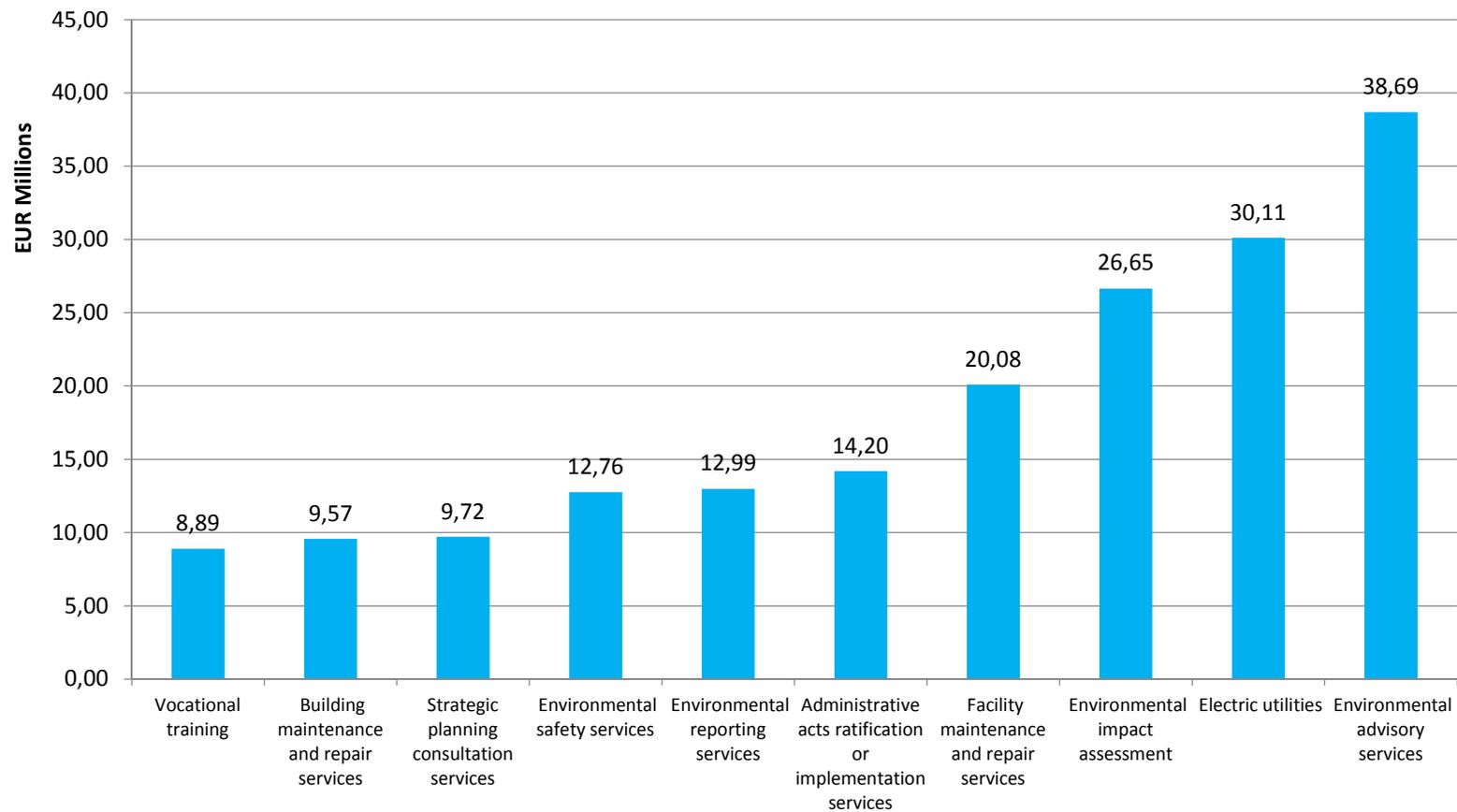
\$ 108,897,749 / \$ 23,453,318

Services / Material

\$ 107,674,605 / \$ 24,676,461

[Show Detail in Portal](#)

Top Ten Goods/Services



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

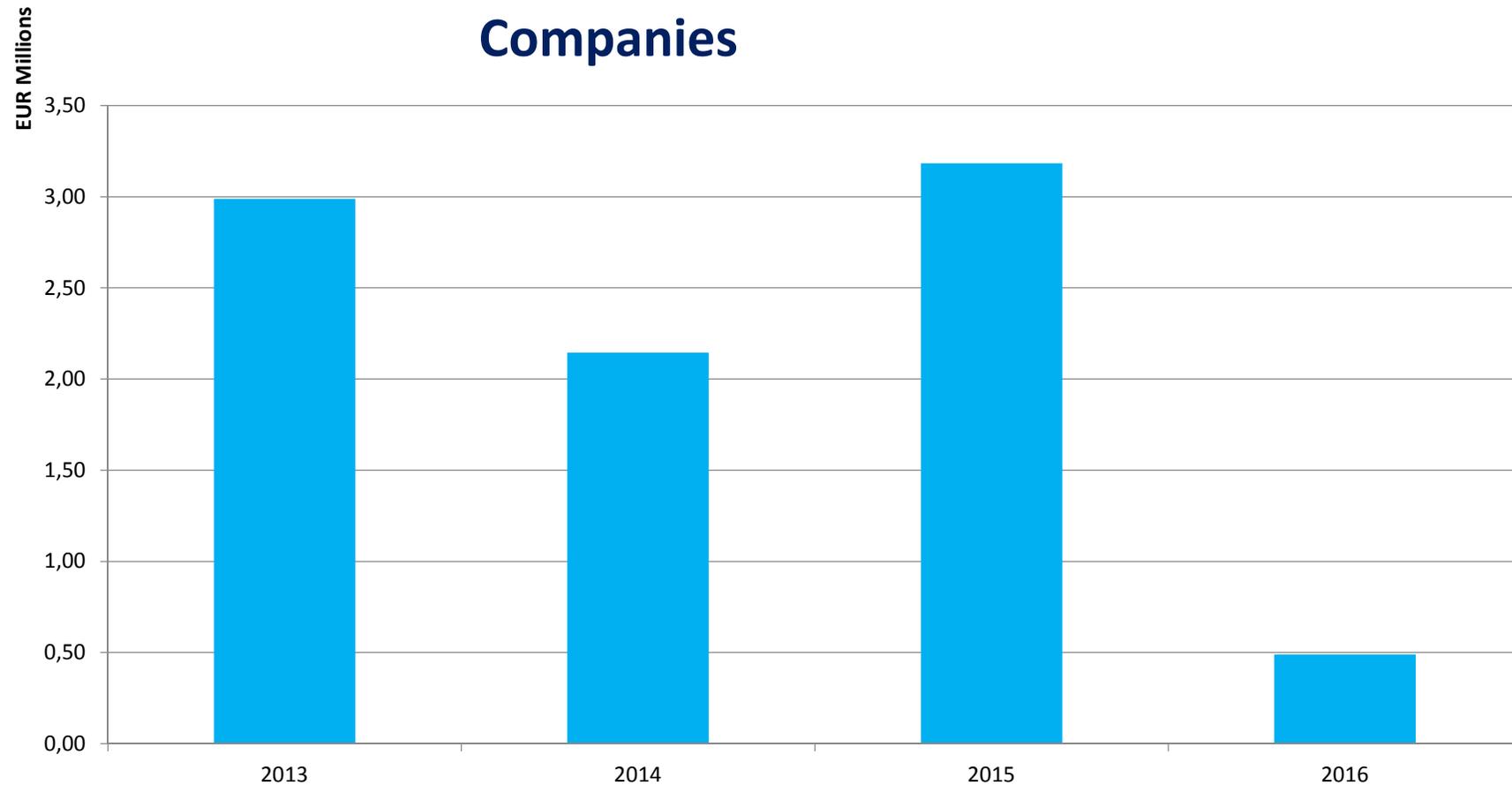
- Phase-out ozone depletion in refrigeration, foam, aerosols and solvents sector (ODS, POPs)
- Phase-out of methyl bromide
- Trade promotion and technology information exchange
- Standardization and laboratory accreditation
- Energy Policy and management (electricity and alternative systems)
- Advisory 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.

UNIDO Procurement Volumes from Spanish Companies



Top Goods and Services Procured From Spanish Companies

Goods

- Power plants
- Hydro-treating machinery
- Greenhouse equipment
- Air pollution
- Heavy equipment components
- Pumps
- Constant temperature and humidity chamber
- Industrial machinery components and accessories
- Manufacture of machinery
- Irrigation

Services

- Environmental reporting services
- Energy or utility consulting service
- Trade facilitation
- Environmental advisory services
- Freight forwarders services
- Industrial plant construction services
- Management support services
- Feasibility studies or screening of project ideas
- Development
- Vocational training



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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

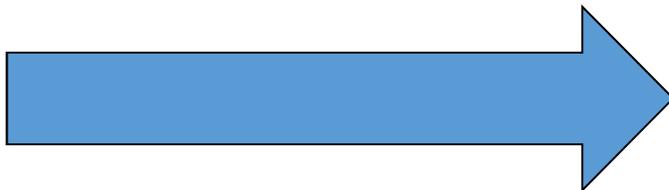
Training of the accreditation assessors of the Nigeria National Accreditation Service (NiNAS) in Nigeria.	NIGERIA	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001652
Development and Implementation of a Concept for Modern Thematic Gardens	The Kingdom of Morocco	13.05.2016 17:00:00 CET	RFP (1 env.)	7000001647
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 Regio	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*
Street address
Postal Code City

State and Country*

Remarks

ERP Supported Communications with Bidders

The screenshot displays the 'Display RFX : 7000000234' interface. At the top, it shows RFX Number 7000000234, Smart Number Solar PV Power System, RFX Status Published, RFX Start Date, and Submission Deadline 06.09.2013 17:00:00. Below this, there are buttons for Close, Refresh, Questions and Answers (55), and Export. The main interface is divided into several sections: RFX Information, Items, Notes and Attachments, RFX Parameters, Questions, Note and Attachments, and Table Ext. The RFX Parameters section includes fields for Time Zone (CET), Start Date, Submission Deadline (06.09.2013 17:00:00), Opening Date (11.09.2013 10:00:00), and Currency (USD). The Questions and Answers window is open, showing a list of messages with columns for Time Stamp, Sender, To, and Message. The messages are from Aymen AHMED Broadcast and discuss technical details of the solar PV system, such as output power, AC Distribution box, and battery charging hub. Below the list is a 'Send Message' section with a dropdown menu for 'Send Question to:' (set to Purchaser), a text area for the message, and a Send button.

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 65W solar PV panels. Two panels in parallel should be connected

How Are Vendors identified?

- ✓ Competitive contractors from previous procurement (past performance)
- ✓ Suppliers of the required goods or services found on the UN Global Marketplace (UNSPSC codification)
- ✓ Through Calls for Expression of Interest
- ✓ Search of World Wide Web
- ✓ Databases e.g. Kompass, DACON
- ✓ Trade Missions, Chambers of Commerce
- ✓ Exchange with other UN Agencies and International Organizations



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United Nations Global Marketplace (UNGM)



UNITED NATIONS
GLOBAL MARKETPLACE

English

Welcome to the UNGM

Login and New Registrations



Business Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre



About UNGM

Read about the background and purpose of the United Nations Global Marketplace

Terms & Conditions



UNGM News & Alerts



UNGM – Business Opportunities



UNITED NATIONS
GLOBAL MARKETPLACE



BUSINESS OPPORTUNITIES

Keeping abreast of upcoming **business opportunities**

Free access to
procurement notices

Published by over 40 UN
organizations and entities



Over 350 active notices
at any one time



UNGM – Tender Alert Service



UNITED NATIONS
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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

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 Tips

- Make use of information/publications available on the procurement page of UNIDO's web site www.unido.org/procurement;
- Register on the UNIDO eProcurement portal and UN Global Marketplace (UNGM) at www.ungm.org;
- Regularly monitor procurement opportunities published on UNIDO and UNGM web sites;
- Always respond when invited to submit a bid, even if you should not be in a position to participate;
- Read UNIDO's generic model contract and general conditions carefully;
- Use your right to ask for clarification if anything in the bidding documents is unclear;
- Ensure that your bid meets all requirements; if you cannot meet all requirements consider to sub-contract or form joint-venture/consortium;
- Submit required certificates, financial statements, catalogues, reports, etc in the required format and language;
- Ensure sufficient time to prepare offers carefully;
- Prepare the offer to facilitate the work of UNIDO
- Study bidding documents carefully;
- Understand the ethics and confidentiality provisions;
- Clearly mark and sign bids as required;
- Meet deadline for submission of bids.





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