

United Nations Development Programme - Procurement



Empowered lives. Resilient nations.



Scope of Presentation



1. UNDP - who we are?

2. UNDP procurement

3. How to do business with UNDP



UNDP at a glance



170+ The number of countries and territories where UNDP is working on the ground

3 Primary Focus Areas:

- Sustainable development
- Democratic governance and peacebuilding
- Climate and disaster resilience



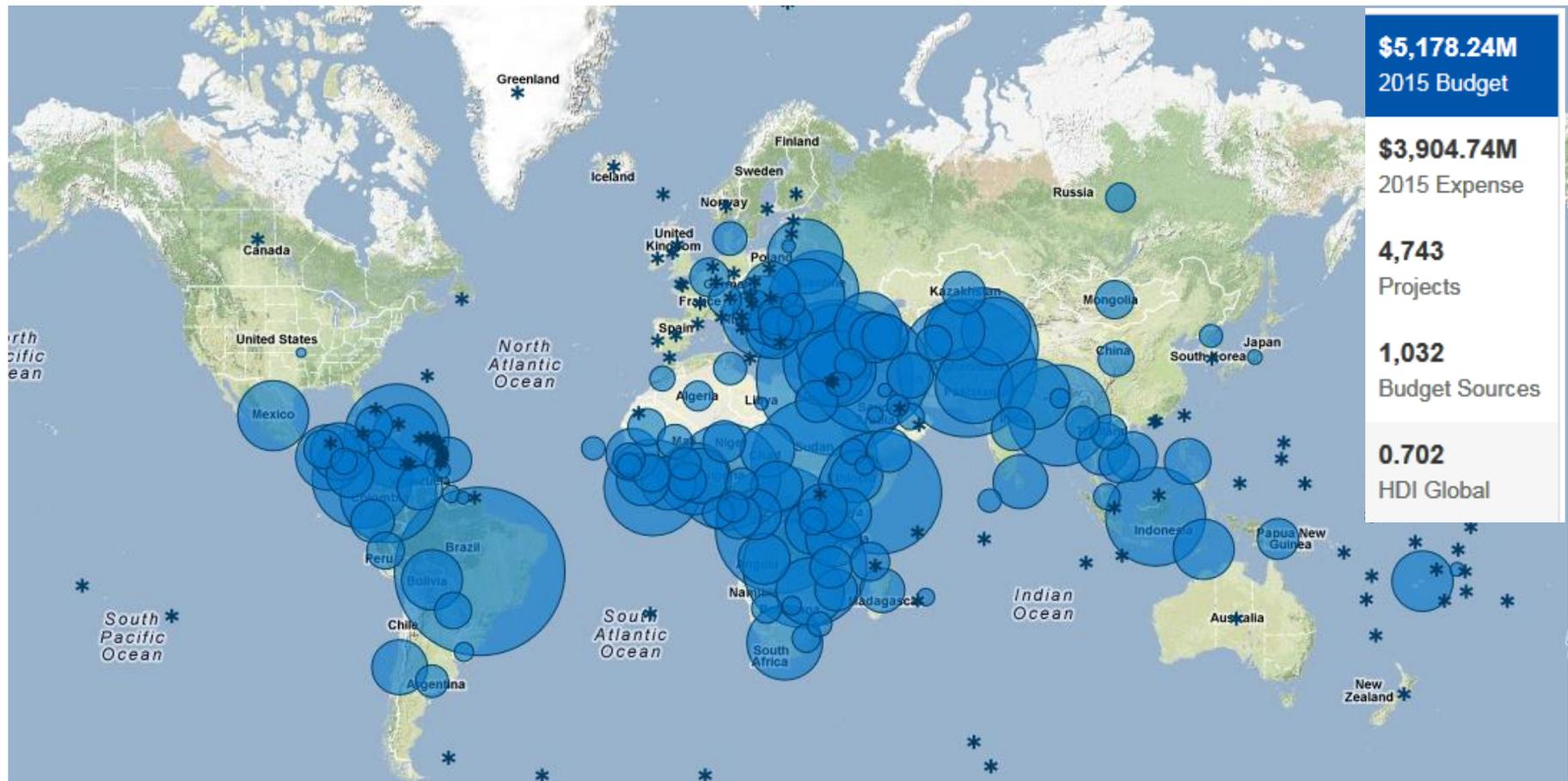
On average UNDP **supports 25+** elections every year around the world

7+ million Have received HIV testing and counselling since 2003 through UNDP-administered grants

UNDP has a truly global profile



Visit <http://open.undp.org>



Which are the major products?



- Pharmaceuticals
- Laboratory & Medical Equipment
- Vehicles & Parts
- IT Equipment – Hardware & Software
- Election Equipment
- Office Equipment
- Agricultural & Forestry Equipment
- Environmental Equipment
- Shelter Items



Which are the major services?



- Construction & Engineering Services
- Travel Services
- Security Services
- Facility Rental/Leasing
- Project Management
- Conferencing Services
- Workshops & Training
- Transport
- Telecom Services
- Printing & Publishing



How is procurement organised?



- Decentralized to of our country offices (140)
- Every country office is a potential business partner
- Specialised HQ procurement centres (health, CPR, elections, energy and environment)
- Move towards regionalisation of procurement / clustering
- 70% of total spend with top 30 country offices
- Consult and review their websites at www.undp.org

Procurement Support Office



Copenhagen, Denmark

- Procurement Support to Country Offices (advise, training and procurement and supply services)

New York, USA

- The main responsibility of the Procurement Support Office in NY is policy-making and oversight

Regional representation

- KL - Operational procurement support
- Regional advisors



How to do Business with UNDP



UNDP around the world | About Us | Publications | News Centre | Multimedia

English | Español | Français

United Nations Development Programme

Search UNDP

Our Work | Millennium Development Goals | Our Perspective

Home > About Us > Procurement >

Procurement at UNDP

What We Buy

How We Buy

Statistics

About Us

Doing Business with UNDP

Qualifications and Eligibility

Vendor Registration

Procurement Protest and Vendor Sanctions

Sustainable Procurement

Interagency Procurement

Procurement Training

Frequently Asked Questions

Contact Us

Procurement FAQ

Procurement at UNDP

In order to fulfill its mandate and achieve its vision of empowered lives and resilient nations, UNDP must procure a significant volume of goods and services. As a public organization entrusted with donor funds and committed to supporting developing economies, UNDP abides by the following principles:



Best Value for Money, which consists of the selection of the offer that best meets the end-users' needs and that presents the best return on investment. Best Value for Money is the result of several factors, including quality, experience, the vendor's reputation, life-cycle costs and benefits, and parameters that measure how well the good or service allows the organization to meet its social, environmental or other strategic objectives.

Fairness, Integrity and Transparency, which ensures that competitive processes are fair, open, and rules-based. All potential vendors should be treated equally, and the process should feature clear evaluation criteria, unambiguous solicitation instructions, realistic requirements, and rules and procedures that are easy to understand.

Effective International Competition, understood as giving all potential vendors timely and adequate information on UNDP requirements, as well as equal opportunity to participate in procurement actions, and restricting them only when it is absolutely necessary to achieve UNDP development goals.

In the best interest of UNDP, which means that any business transactions must conform to the mandates and principles of UNDP and the United Nations.

UNDP has to strictly observe its financial rules and regulations. While this may sometimes lengthen the procurement process, UNDP delegates a significant amount of authority to its Country Offices, has introduced more flexible methods for low-value/low-risk purchasing, and

SHARE

What We Buy
Visit Our Procurement Interactive Map



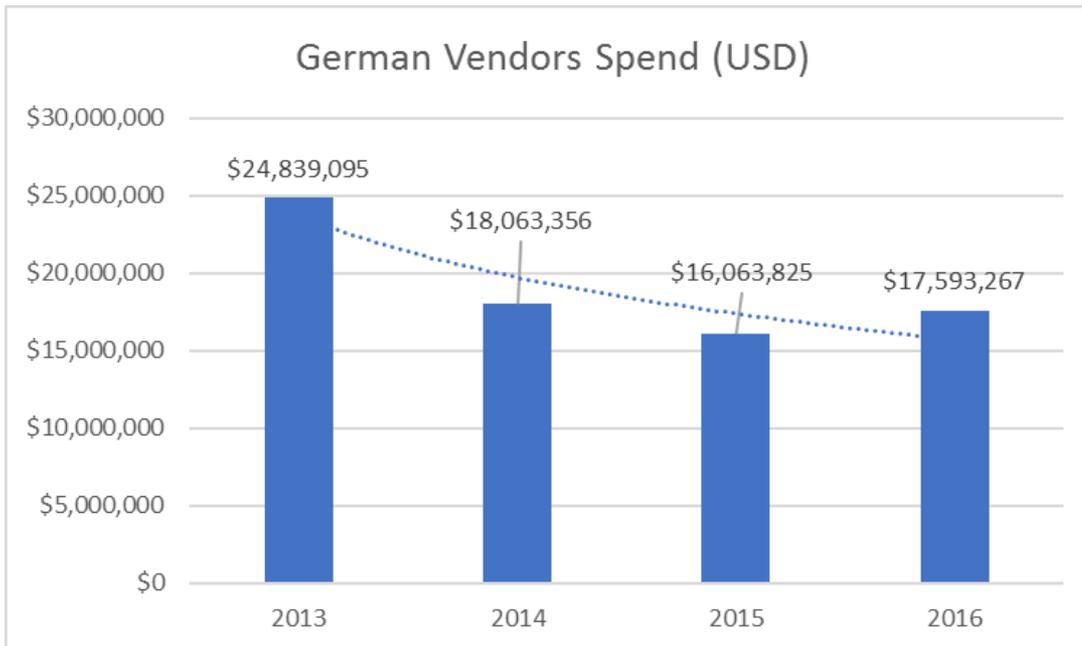
Latest Tenders

26 Nov: ITB-UNDP-AFG-ELECT-2013-66 for Transportation Services of Materials on basis of Long Term Agreement - UNDP ELECT - AFGHANISTAN

26 Nov: RECRUTEMENT D'UN CONSULTANT CHARGE DE L'EVALUATION DU PROJET D'APPUI A LA RECONCILIATION ENTRE LA POPULATION ET LA POLICE NATIONALE - UNDP Côte d'Ivoire - COTE D'IVOIRE

MORE PROCUREMENT NOTICES >

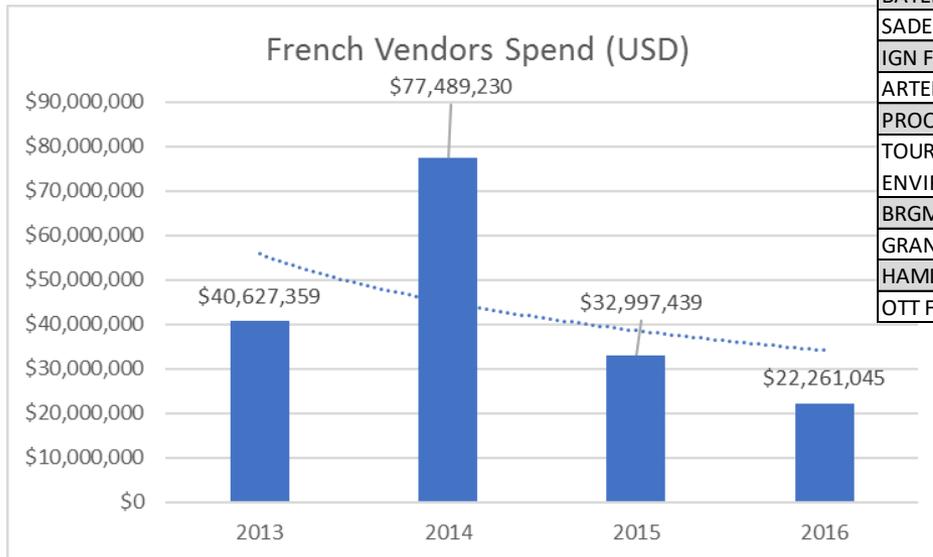
Procurement from Germany (2016)



Top 10 Vendors (By Expenditure)	Spend (USD)
W.I.S. SICHERHEIT GMBH & CO.KG	2,961,851
CANCOM On line Gmbh	2,909,508
WESTTOURS	1,210,033
WTE Wassertechnik GmbH	706,278
FARMINGTONS AUTOMOTIVE GmbH	546,330
DETECON INTERNATIONAL GmbH	524,800
KUCHEM KONFERENZ TECHNIK	514,407
GFA CONSULTING GROUP GmbH	360,538
AXIANS NETWORKS & SOLUTIONS GMBH	299,437
OTT Hydromet GmbH	298,102

Top 10 Families (By Expenditure)	Spend (USD)
Business administration services	5,021,648
Computer Equipment and Accessories	2,540,864
Passenger transport	1,130,607
Management advisory services	1,036,566
Computer services	930,184
Motor vehicles	777,816
Taxation	759,635
Audio and visual presentation and composing equipment	425,722
Accommodation furniture	397,013
Hotels and lodging and meeting facilities	354,044

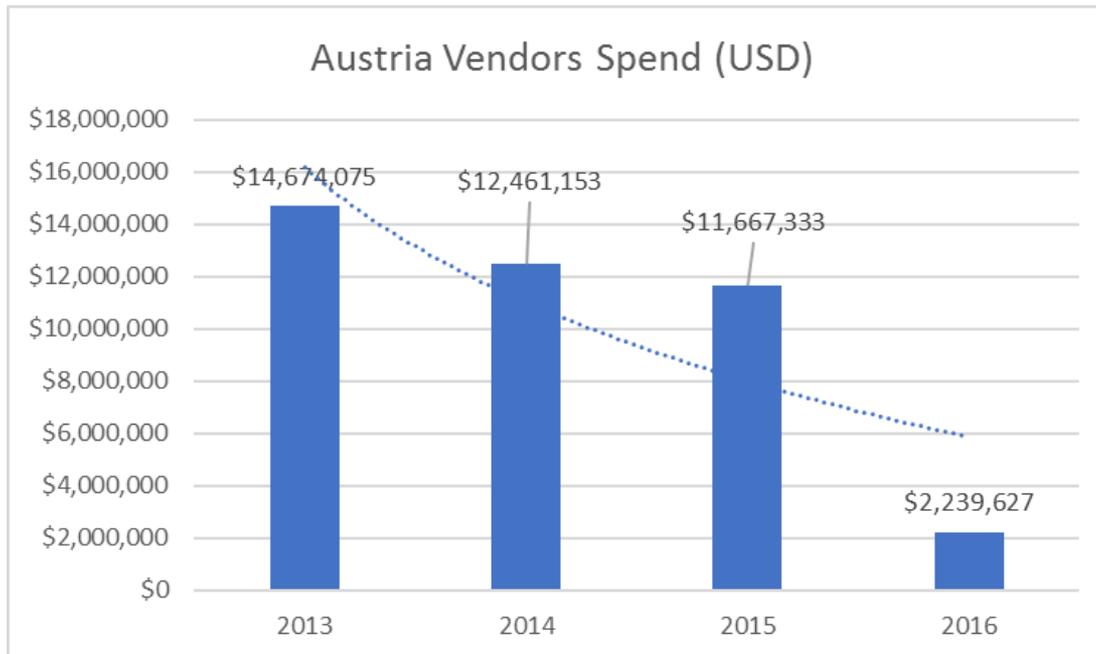
Procurement from France (2016)



Top 10 Vendors (By Expenditure)	Spend (USD)
BAYER SAS	5,252,275
SADE CGTH SA	4,724,865
IGN FRANCE INTERNATIONAL SA	726,325
ARTELIA EAU & ENVIRONNEMENT SAS	637,337
PROOFTAG SAS	603,231
TOURISME, TRANSPORTS, TERRITOIRES, ENVIR	571,005
BRGM	363,580
GRANDVAUX EDITIONS	318,248
HAMILA, MOHAMED CHAHINE	235,404
OTT FRANCE SARL	215,963

Top 10 Families (By Expenditure)	Spend (USD)
Business administration services	5,521,472
Manufacturing support services	5,199,704
Professional engineering services	5,007,345
Community and social services	1,091,979
Containers and storage	603,231
Computer services	464,390
Writing and translations	378,922
Mail and cargo transport	339,219
Environmental management	298,391
Reproduction services	282,403

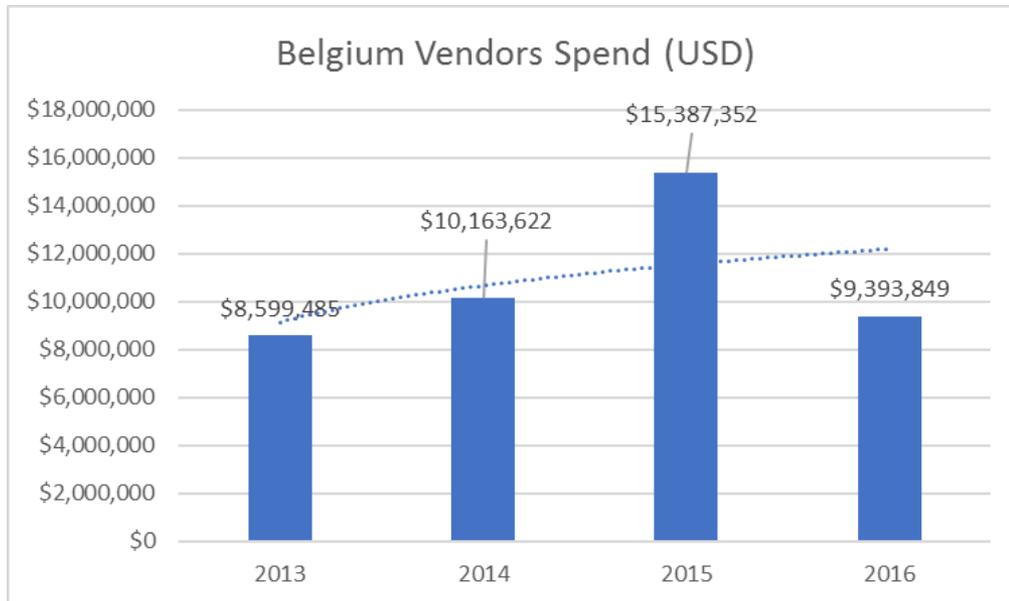
Procurement from Austria (2016)



Top 10 Vendors (By Expenditure)	Spend (USD)
AMEX EXPORT-IMPORT GMBH	567,931
VWR INTERNATIONAL GMBH	310,397
United Nations Office on Drugs and Crime	193,352
MANFRED STOCKMAYER	105,520
CPM CONSULTING	87,885
ANNA MARIA LEICHTFRIED	85,736
Christoph Samba Henrich	77,000
MARIELOUISE KIND	65,015
Secretary General of the OSCE	58,904
Kommunalkredit Public Consulting GmbH	58,025

Top 10 Families (By Expenditure)	Spend (USD)
Business administration services	634,716
Transport services	257,326
Mail and cargo transport	196,569
Humanitarian aid and relief	123,022
Vocational training	96,442
Community and social services	82,485
Industrial refrigeration	75,546
Industrial pumps and compressors	74,376
Environmental management	73,025
Insurance and retirement services	65,403

Procurement from Belgium (2016)



Top 10 Vendors (By Expenditure)	Spend (USD)
NEIF MONTOYER SPRL	1,420,662
TRANSTEC S.A.	1,060,769
SEARCH FOR COMMON GROUND	978,788
SAFEGE CONSULTING ENGINEERS	857,801
BNP PARIBAS REAL ESTATE PROPERTY MGMT BE	316,393
TRANSTEC SA	301,620
BCD TRAVEL	288,687
CIGNA International Health Services BVBA	248,271
ETS. A. MENART SPRL	247,019
HOLISTIC Spr	199,947

Top 10 Families (By Expenditure)	Spend (USD)
Business administration services	2,000,144
Real estate services	1,427,924
Professional engineering services	923,914
Community and social services	731,042
Human resources services	457,270
Vocational training	381,571
Passenger transport	306,124
Utilities	305,778
Insurance and retirement services	275,136
Computer services	247,533

Key success factors



- **Understand your client(s)** – a targeted approach focused on countries or projects that are most relevant to your offering is better than a broad approach
- **Read documentation carefully**; if in doubt, request clarifications. Pay attention to details
- **Invest resources in understanding the requirements of tenders** – too many tender responses fail to meet minimum requirements
- **Performance is key** - problems will arise, how you respond to them will distinguish your company from others

Innovation in procurement



- **UNDP procurement principles apply** – UNDP principles of fairness, transparency, effective competition and value for money govern all commercial engagements. UNDP can't 'promote' specific products/brands
- **Demand and supply** – is there a clear demand for the product and does your product address this? Do you have relevant experience? Local network?
- **Commercial vs. Non-commercial arrangements** – There are specific avenues for non-commercial collaboration such as partnerships, donations and innovation facilities – still governed by UN principles – separate from procurement
- **Innovation within existing contracts** – Are there opportunities to innovate within existing contracts? Collaboration with existing LTA holders?

THANK YOU !

Procurement Services Unit
Bureau for Management Services
United Nations Development Programme

Contact details:

Torben.soll.@undp.org

www.undp.org/procurement

