



INTERNATIONAL ORGANIZATION FOR MIGRATION: **A Brief Introduction and Procurement activities**

OVERVIEW OF IOM

An intergovernmental organization established in 1951, IOM is committed to the principle that humane and orderly migration benefits migrants and society.

	1998	2015
Membership	67	162
Expenditure	US\$ 242M	US\$ 1.59B
Field Locations	119	401
Active Projects	686	2,760
Operational Staff	1,100	9,000

IOM BACKGROUND AND EVOLUTION

I. Post World-War II (1951-1964)

- Massive displacement and high unemployment in W. Europe
- E.g. Hungary 1956 – 163,000 people transported or assisted by ICEM (International Committee for Migration from Europe).

II. Migration for development, Regional & Intra-State conflicts (1965-1989)

Big movements to Latin America, Czechoslovakia 1968, Refugee resettlement programmes (Africa, Southeast Asia, Central America).

III. Globalization Phase (1990 – Present)

Resettlement; emergencies, migration and development, labour migration, counter trafficking, return and reintegration, DDR, SSR, migration health.

IOM'S ORGANIZATIONAL SET-UP

Headquarters

- Office of the Director General – Oversight, Policy, Political Liaison, Regional Advisers
- Emergencies and Operations
- Migration Management (including Migrants Assistance)
- International Cooperation and Partnerships
- Resource Management

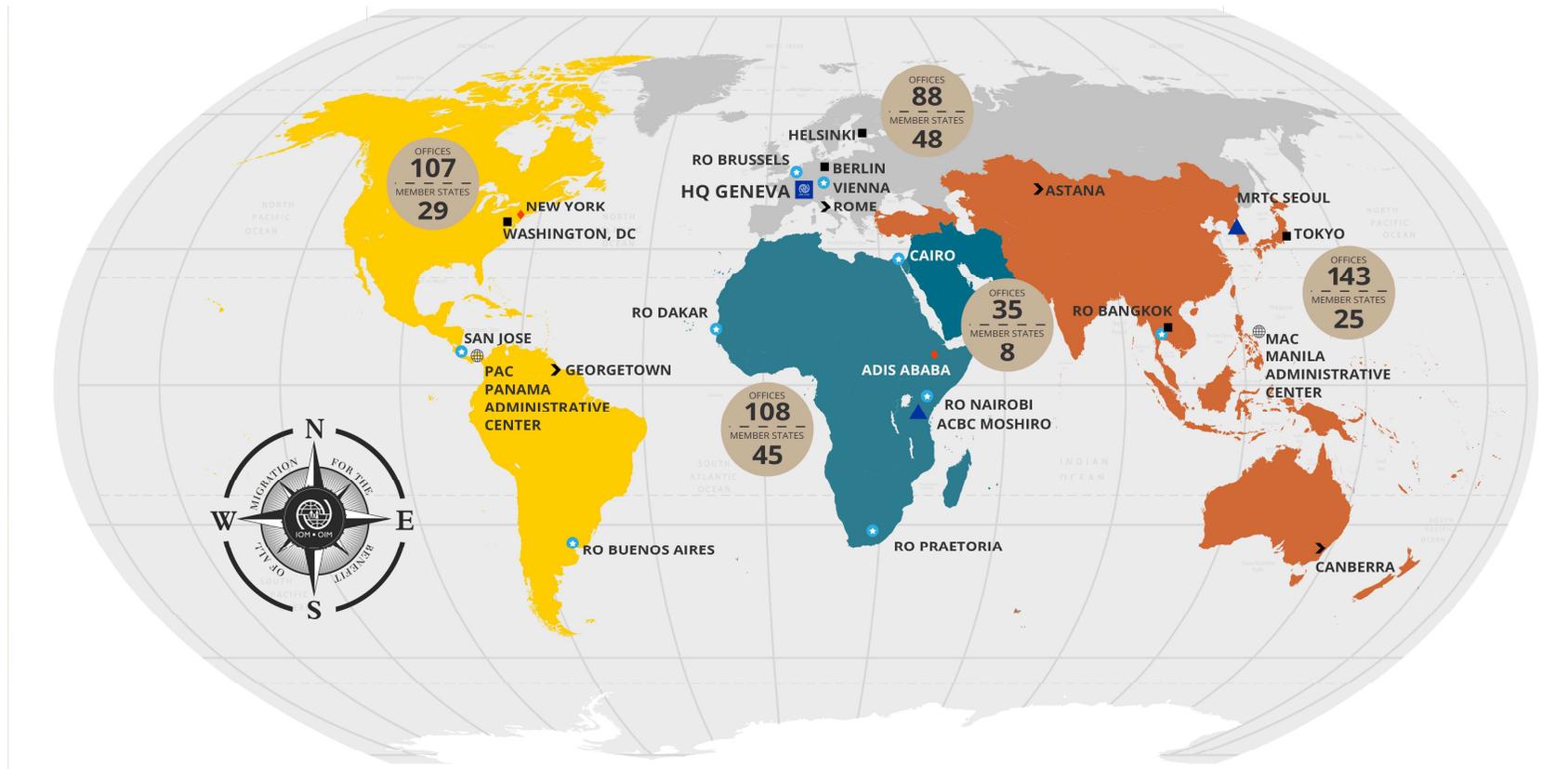
2 Administrative Centres

- Manila Administrative Centre
- Panama Administrative Centre

9 Regional Offices

- (1) Asia and the Pacific, (2) European Economic Area, (3) Eastern and South Eastern Europe and Central Asia, (4) South America, (5) Central and North America and the Caribbean, (6) Middle East and North Africa, (7) Central and West Africa, (8) East Africa and the Horn of Africa, (9) South Africa

IOM REGIONAL GEOGRAPHICAL COVERAGE



LEGEND:

-  ADMINISTRATIVE CENTERS
-  SPECIAL LIAISON OFFICES
-  ACBC - MRTC
-  REGIONAL OFFICES
-  COUNTRY OFFICES WITH RESOURCES MOBILIZATION FUNCTIONS
-  COUNTRY OFFICES WITH COORDINATING FUNCTIONS

FUNDING

- IOM's activities are almost entirely projectized.
- In 2014, more than **97 per cent** of IOM's funding (around USD 1.4 billion) was in the form of voluntary contributions for projects (projectized nature of IOM).
- The remainder represents the administrative budget, funded from Member State contributions.

KEY ACTIVITIES

Main areas of programming:

- Labour Migration
- Immigration and Border Management
- Migration Assistance
- Emergency, post-crisis and Disaster Risk Reduction
- Migration Health
- Refugee Resettlement
- Migration Policy and Migration Law Research



IOM APPROACH

- **Pragmatic**, flexible, innovative
- **Decentralized**, on the ground globally
- Works in **partnership** with governments, UN agencies, NGOs and the private sector

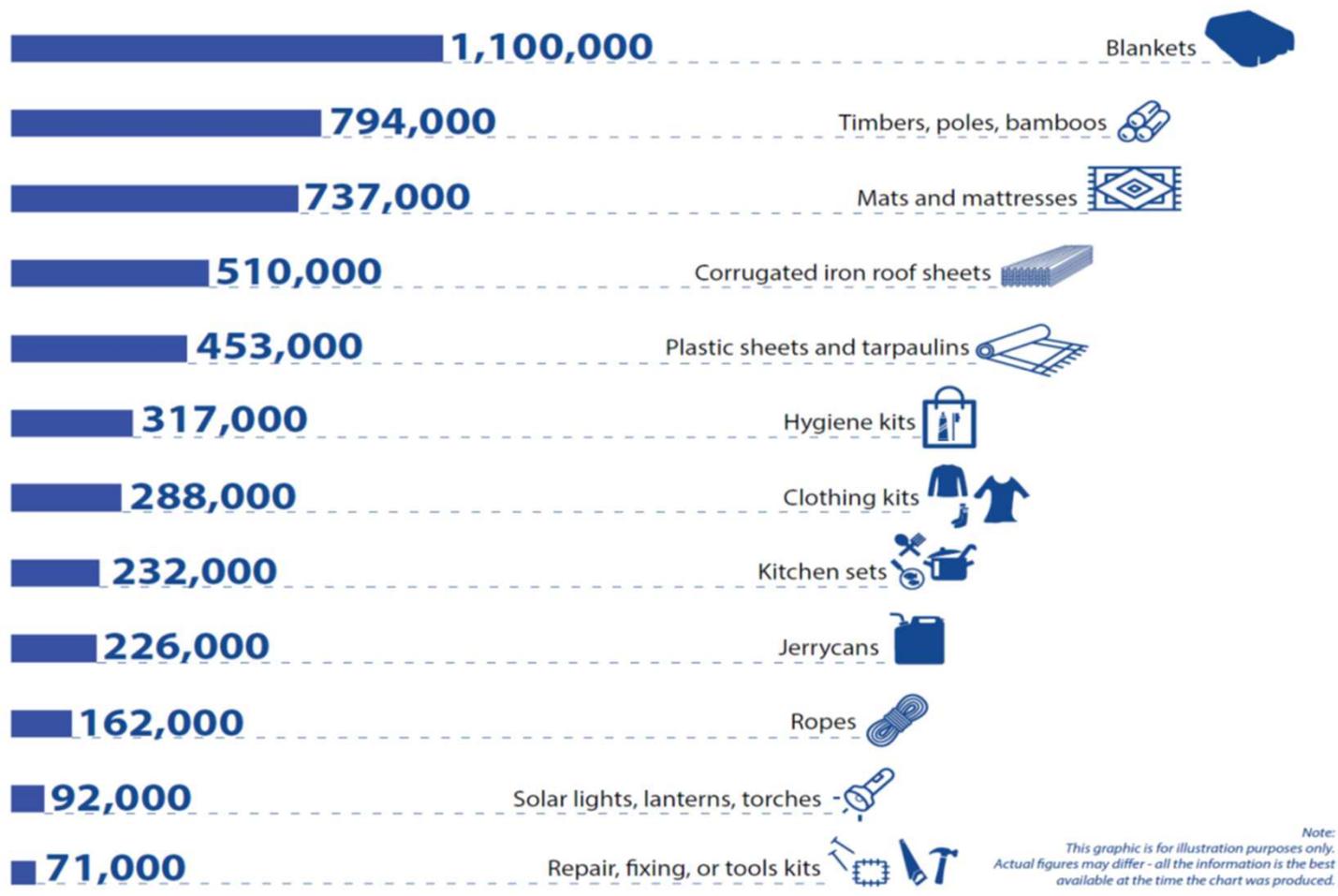
What we procure

- Goods

Refers to all items except civil works and services. Includes vehicles, telecommunications equipment, medical equipment and supplies, blankets, tents, office equipment and supplies, furniture etc.

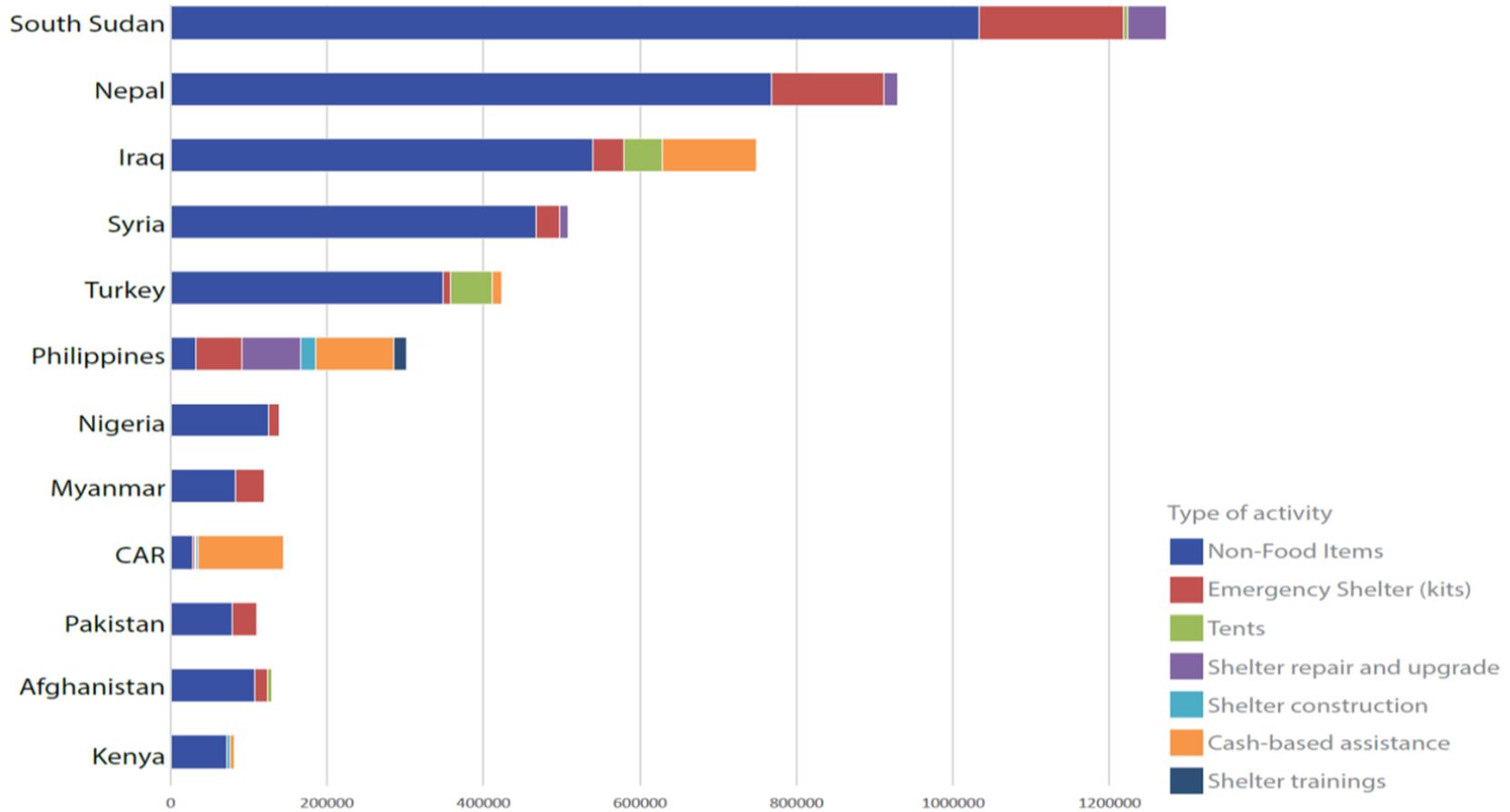


Non Food Items(NFIs)-2015



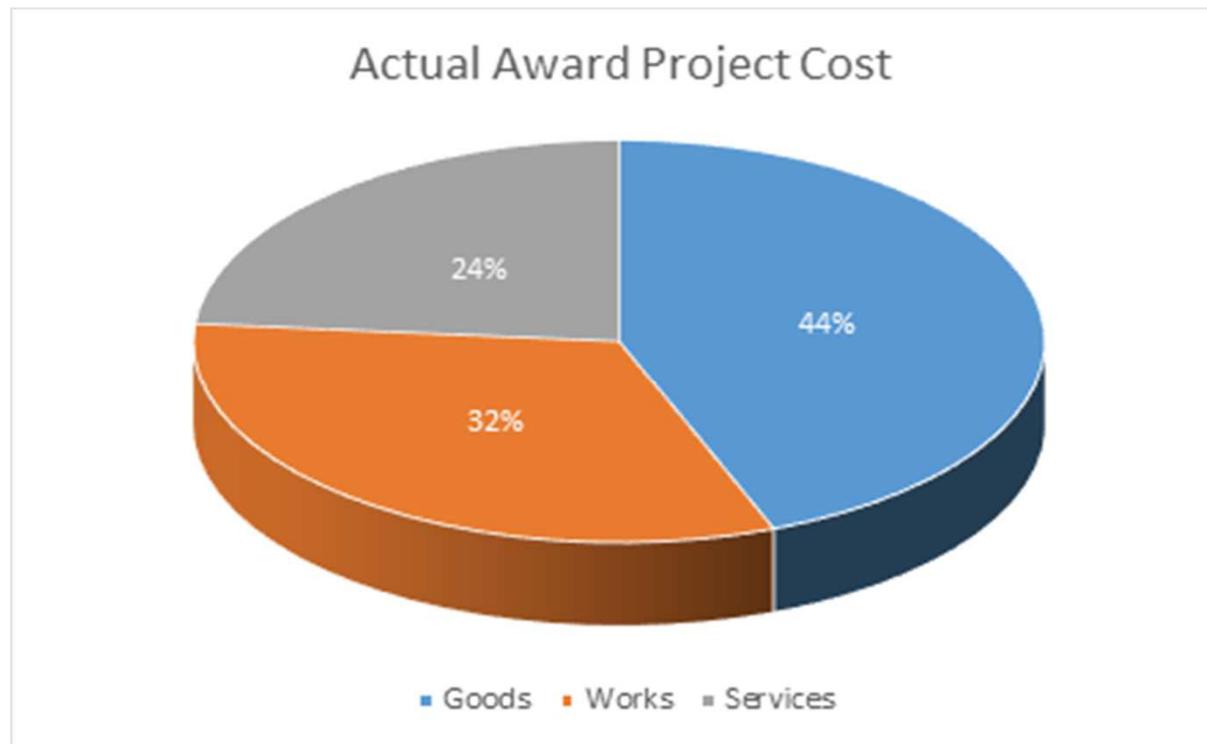
Note:
This graphic is for illustration purposes only.
Actual figures may differ - all the information is the best available at the time the chart was produced.

IOM Largest Operation in 2015



2015 Procurement above USD 75,000

Category	Actual Award Project Cost	%
Goods	134,211,112.19	44.09%
Works	98,332,290.46	32.30%
Services	71,861,745.07	23.61%
Grand Total	304,405,147.72	100.00%



What we procure

- Works

Refers to infrastructure projects. Construct, improve, rehabilitate, demolish, repair, restore buildings or roads, bridges, water and sanitation systems etc., or civil works components of projects such as irrigation, flood control and drainage.



What we procure

Consultancy Services

Refers to activities requiring adequate external technical and professional expertise such as advisory and review services, feasibility studies, design, construction supervision, and other technical or special studies.



What we procure

General Services

Refers to transport/ logistics, medical, security, janitorial, media advertisements, repair and maintenance of equipment and other related similar services.



How we procure

- Procurement Principles



QUALITY

FAIRNESS



ECONOMY

EFFICIENCY



TRANSPARENCY

How we procure

Limit	Method	Docs	Estimated Time to Award
Up to USD 3,000	Sole Source	No need for BAS, PO	3-7 working days
USD 3,000- USD100,000	Low Value Procurement / Shopping	BAS with minimum of 3 quotations/ Proposals, PO	7-15 working days
USD 100,000- USD 300,000	Low Value Procurement / Shopping	BAS with minimum of 3 quotations/ Proposals, PO or contract	7-21 working days
USD 300,000 and up	Competitive Bidding	BAS with quotations/ proposals and BEAC Resolution to Award, PO or contract	31 to 45 working days

Company registration and accreditation

- **Scenario 1: Access to Global Vendor database via gpsu@iom.int**
- **Scenario 2: During specific bidding process**
 - ✓ Company Details
 - ✓ Nature of Business
 - ✓ Number of Years in the Business
 - ✓ Complete Products and Services
 - ✓ Payment Terms
 - ✓ Bank Details
 - ✓ Key Personnel and Contacts
 - ✓ Trade References
 - ✓ Banking Reference

Company accreditation

❖ Vendor Verification & Evaluation Form

- ✓ Eligibility Documents
- ✓ Contract History/Track Record
- ✓ Financial Soundness
- ✓ Production / Logistics Capacity
(for Goods Category)
- ✓ Performance Standards

❖ Vendor Performance Evaluation

- ✓ RELIABILITY
- ✓ EXPERTISE
- ✓ QUALITY
- ✓ COOPERATION
- ✓ INDIVIDUAL APPROACH
- ✓ REASONING

Procurement Documents

- Vendor Information Sheet
- Code of Conduct for Supplier/ Contractors/
Service providers
- Request for proposal/quotation
- Bid documents
- Bids Analysis Summary
- Purchase Order/ Contract Agreements / Long
Term Agreements
- Vendor Performance Evaluation

Payment Terms

- Full after delivery, partially after each delivery and inspection within 15 to 30 days
- Bank transfer, checks, minimal use of cash
- Advance payments limited below USD 10,000
- Bank Guarantees as bid security 2.0-2.5%, performance security 10%, retention 10%, or as a guarantee for advance payments above USD 10,000

Vendors Suspension

- Vendor is Suspended by the donor, or other UN and International Organizations
- Conflict of Interest
- Corrupt, Fraudulent, Collusive and Coercive practice
- None acceptance of award
- Failure to enter into contract or complete the contract within the given time frame
- Failure to comply with Contract conditions
- Delivery of poor quality materials /installations

IOM- Vendor relationship

- Maintaining good relations with a vendor should be as important as getting the best price
- A good buyer-seller professional relationship should be a win-win situation
- A vendor who is treated with fairness, transparency, and respect will offer the best quality, price, and delivery
- A responsive supplier is an asset to an Organization

How you can register your company

- www.iom.int/procurement
- Register your company
- View and respond to current invitation to bid (ITB)
- Report your available stocks
- Send questions, comments, complains
- Contact us: gpsu@iom.int



Thank You