Kerry Kassow, High Level Committee of Management’s Procurement Network (HLCM PN)
Agenda

- UN Procurement & Statistics
- Supplying the UN
- Finding Information
High Level Committee of Management’s Procurement Network

The Procurement Network - Heads and Directors of 40 Agencies.

Focuses on:

- Professional Development
- Harmonisation
- Sustainable Procurement
- Strategic Vendor Management
- UN Global Marketplace (UNGM)
UN Procurement & Statistics
Procurement & United Nations ultimate goals

- The Sustainable Development Goals 2015-2030
- 17 goals with 169 targets covering a broad range of sustainable development issues
The UN strongly encourages all vendors to actively participate in the Global Compact.

The Global Compact promotes principles of human rights, labour, environment and anti-corruption.

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

The UN Supplier Code of Conduct spells out the principles that should inspire the business practice of suppliers.

The UN Supplier Code of Conduct provides the minimum standards expected of suppliers to the UN.

Total UN procurement of goods and services 2009-2015

USD Billion

<table>
<thead>
<tr>
<th>Year</th>
<th>Goods</th>
<th>Services</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>6.394 (46.3%)</td>
<td>7.403 (53.7%)</td>
<td>13.797</td>
</tr>
<tr>
<td>2010</td>
<td>7.075 (48.6%)</td>
<td>7.469 (51.4%)</td>
<td>14.544</td>
</tr>
<tr>
<td>2011</td>
<td>7.066 (49.5%)</td>
<td>7.210 (50.5%)</td>
<td>14.276</td>
</tr>
<tr>
<td>2012</td>
<td>6.808 (44.3%)</td>
<td>8.564 (55.7%)</td>
<td>15.372</td>
</tr>
<tr>
<td>2013</td>
<td>7.634 (47.5%)</td>
<td>8.449 (52.5%)</td>
<td>16.083</td>
</tr>
<tr>
<td>2014</td>
<td>8.525 (49.5%)</td>
<td>8.713 (50.5%)</td>
<td>17.237</td>
</tr>
<tr>
<td>2015</td>
<td>8.620 (49.0%)</td>
<td>8.955 (51.0%)</td>
<td>17.575</td>
</tr>
</tbody>
</table>
Procurement volume of the 10 principal UN organizations 2014 and 2015

USD Million
(total shown for 2015)
10 major countries of supply to the UN System 2015

USD Million

<table>
<thead>
<tr>
<th>Country</th>
<th>Services</th>
<th>Goods</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>836</td>
<td>811</td>
</tr>
<tr>
<td>India</td>
<td>1,120</td>
<td>157</td>
</tr>
<tr>
<td>UAE</td>
<td>93</td>
<td>712</td>
</tr>
<tr>
<td>Switzerland</td>
<td>610</td>
<td>133</td>
</tr>
<tr>
<td>Belgium</td>
<td>641</td>
<td>67</td>
</tr>
<tr>
<td>Afghanistan</td>
<td>580</td>
<td>48</td>
</tr>
<tr>
<td>Denmark</td>
<td>333</td>
<td>233</td>
</tr>
<tr>
<td>France</td>
<td>421</td>
<td>123</td>
</tr>
<tr>
<td>UK</td>
<td>347</td>
<td>167</td>
</tr>
<tr>
<td>Kenya</td>
<td>306</td>
<td>139</td>
</tr>
</tbody>
</table>
What does the UN buy?

Top 5 sectors (approx 75% of total UN procurement)

- Health: 24%
- Transport: 23%
- Food & farming: 17%
- Construction & engineering: 15%
- Management & administrative services: 11%
- Other goods & services: 10%
UN procurement from Poland

0.01% of total UN procurement

Main agencies buying from Poland
UNDP
WHO
WFP
UNICEF
Supplying the UN
Are you ready to supply the UN?

- Market knowledge (UN structure and culture)
- Suitable products/services
- Export experience/references
- Languages
- Competitive prices
- Networks/partners (country knowledge, after-sales services etc.)
- Capacity (financial, personnel)
- Intercultural skills
- Flexibility
- Accuracy
- Persistence and patience
Step-by-step towards success

- Market research, identify relevant UN organisations, register
- Understand the procurement practices, seek opportunities
- Bid according to tender documents, observe norms and standards, seek clarification
- Performance
Finding Information
Web-based information

UN Procurement’s single commercial and procurement portal:
United Nations Global Marketplace (UNGM) www.ungm.org

Welcome to the UNGM

- Register
- Business Opportunities
- Tender Alert Service
- UN Staff Area
- Contract Awards
- Knowledge Centre
Business information

- **The Annual Statistical Report**
  - UN procurement by country
  - UN Agency procurement by country, commodity or service
  - Purchase orders and Contracts (over USD 30,000) placed by agency, by country of vendor, value and description of goods or services
  - Top Ten items procured by Agency

- **Virtual Business Seminar Area**
  - Meet the UN Agencies, fields of activity, procurement activities, statistics, tenders etc.

*Available from www.ungm.org*
Thank you!

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