



PROGRAM

NORDIC UN PROCUREMENT SEMINAR 2018

MONDAY, NOVEMBER 12

TIME	PRESENTATION/ORGANIZATION
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08.00 – 09.00	Registration – UN City, Copenhagen
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09.00	<p>Opening of Seminar Welcoming remarks from H.E. Ms. Grete Faremo, Under Secretary General and Executive Director, UNOPS.</p>
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Opening of seminar by H.E. Ms. Eva Kjer Hansen, Danish Minister for Nordic Cooperation.

09.15 – 09.35	Introductory remarks from the Nordic Countries
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Mr. Markku Keinänen, Deputy Minister, Ministry of Foreign Affairs of Finland

Ms. Marianne Hagen, State Secretary, Ministry of Foreign Affairs of Norway

Mr. Teppo Tauriainen, Director-General for Trade, Ministry of Foreign Affairs of Sweden

Mr. Thomas Bustrup, COO/Deputy Director General, Confederation of Danish Industry

09.35 – 09.50	High-level Panel Discussion – Nordic collaboration through UN Procurement, moderated by Mr. Verner Kristiansen.
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9.50 – 10.10	<i>Networking & coffee</i>
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INTRODUCTION TO PROCUREMENT

10.10	Doing Business with the UN:
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10.10 – 10.55	<p>UN Procurement, Procedures & Practical Tips Mr. Eric Dupont, Advisory Chair of the HLCM Procurement Network & Chief of Procurement Services Branch, UNFPA</p>
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10.55 – 11.15	The United Nations Global Marketplace (UNGM)
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Mr. Niels Ramm, Programme Manager, UNGM

11.15 – 12.00 **Best Practices Panel – Getting Started with UN Procurement**
Moderated debate with Nordic companies sharing their experiences

Mr. Verner Kristiansen, Moderator

Mr. Bart van Ouytsel, EVP Business Development, W. Giertsen Energy Solutions (Norway)

Mr. Paul Bol, Managing Director, Smurfit Kappa Lagamill (Sweden)

Mr. Christian Jessen, Key Account Manager, Atea (Denmark)

Mr. Markus Andersén, Sales Director, Naps Solar Systems (Finland)

12.00 – 13.00 *Lunch Break*

PROCUREMENT PRESENTATIONS – Presenting the buying needs of the UN

13.00 – 13.20 **United Nations Development Programme (UNDP)**
Mr. Gregory Soneff, Procurement Specialist, Team Lead at UNDP

13.20 – 13.40 **United Nations Children’s Fund (UNICEF)**
Ms. Katinka Rosenbom, Chief Contracting, UNICEF Supply Division

13.40 – 14.00 **United Nations Procurement Division (UN/PD)**
Mr. Alan de La Torre, Procurement Team Leader UN/PD

14.00 – 14.20 **United Nations Office of Project Services (UNOPS)**
Mr. Brian Chalk, Innovation & Improvement Team Leader, UNOPS

14.20 – 14.50 *Networking & coffee*

14.50 – 15.10 **World Food Programme (WFP)**
Ms. Margaret Majewska, Procurement Officer, WFP
Ms. Aida Filipovic, Head of Supply Chain, WFP

15.10 – 15.30 **Organization for the Prohibition of Chemical Weapons (OPCW)**
Mr. Leendert Colijn, Head of Procurement OPCW

15.30 – 15.50 **United Nations Population Fund (UNFPA)**
Ms. Lilia Velinova-De Boever, Contracts Associate UNFPA

15.50 – 16.10 **United Nations High Commissioner for Refugees (UNHCR)**
Mr. Goran Stojanovski, Senior Supply Officer, UNHCR

16.10 – 16.30 **Pan American Health Organisation (PAHO)**

Ms. Martha Suazo, Procurement Specialist, PAHO

16.30 – 18.30 Reception & Networking

WORKSHOPS

11.00 – 12.00 **Annual Statistical Report (UN Procurement Data Analysis) Workshop** Mr. Brian Chalk, Innovation & Improvement Team Leader, UNOPS

This session takes place in parallel to the general sessions and is intended to provide support and advice to companies on how to use procurement data from the Annual Statistical Report online tools to quantify the market potential with individual UN agencies

REGISTRATION & SUPPORT

11.00 – 17.00 **UNGM Kiosk (Walk-in with Advice and Support)**
UNGM, UNOPS – This session takes place in parallel to the general sessions and is intended for both first timers and existing suppliers that need advice and support on the UNGM registration system.

ONE-TO-ONE

11.00 – 17.30 **One-to-One Meetings with Procurement Officers**
The meetings take place in parallel to the general sessions and have been requested at the discretion of the UN agencies only. The selection of companies is based on relevance of goods or services, export experience and the particular agency's specific anticipated procurement requirements. Each meeting will last max 20 min.

END OF PROGRAM DAY 1

TUESDAY, NOVEMBER 13

TIME	PRESENTATION/ORGANIZATION
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08.30 – 09.00 **Morning Coffee**

09.00 – 09.10 **Recap Day 1, Welcome Day 2 & Practical Remarks**

TRADING PLACES WITH THE UN

9.10 – 10.10 **Trading places with the UN: One hour in UN shoes**
Mr. Alan de La Torre, Procurement Team Leader, UN/PD

PROCUREMENT & PEACEKEEPING

10.10 – 10.40 **Procurement Tips and Tendencies**
Ms. Sharon Cornelius, Chief Procurement Officer, UNGSC

10.40 – 11.10 **Needs of a Peacekeeping Mission**
Ms. Sharon Cornelius, Chief Procurement Officer, UNGSC

11.10 – 11.30 *Networking & coffee*

11.30 – 12.15 **Best Practices Panel – Procurement in Peacekeeping Efforts**
Moderated debate with Nordic companies sharing their experiences

Mr. Verner Kristiansen, Moderator

Mr. Per Rune Iversen, VP Sales Nordic and Humanitarian & NGO,
Marlink (Norway)

Mr. Hugh Ward, Director Sales and Marketing UK, SAAB (Sweden)

Representative from a Danish company (TBC)

Mr. Erkki Pekonen, Founding Partner, Chairman of the Board, Chief
Marketing Officer, Comprendum (Finland)

12.15 – 13.15 *Lunch Break*

SUSTAINABLE PROCUREMENT & INNOVATION

13.15 – 13.35 **Presentation of the UN Global Compact**
Ms. Sara Krüger Falk, Global Compact Local Network Denmark

13.35 – 14.20 **Panel Debate – Sustainability in Procurement**

Mr. Verner Kristiansen, Moderator

Mr. Gregory Soneff, Procurement Specialist, Team Lead at UNDP

Mr. Lukas Von Schuckmann, Sustainable Procurement Analyst, UNOPS

Ms. Miho Abe, Sustainable, Procurement Officer, UNICEF

Representative from a Nordic company: Ms. Eva Vati, Head of Sustainability & Global Public, Ework Group (Sweden)

14.20 – 14.45 *Networking & coffee.*

14.45 – 15.30 **Panel Debate – Innovation in Procurement**

Mr. Verner Kristiansen, Moderator

Mr. Brian Chalk, Innovation & Improvement Team Leader, UNOPS

Ms. Margaret Majewska, Procurement Officer, WFP

Mr. Kristoffer Gandrup-Marino, Chief of Innovation, UNICEF

Representative from a Nordic company: Ms. Mathilde Byskov, Humanitarian Sales and Programme Manager, Bright Products (Norway)

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END OF PROGRAM DAY 2 and NORDIC UN PROCUREMENT SEMINAR 2018