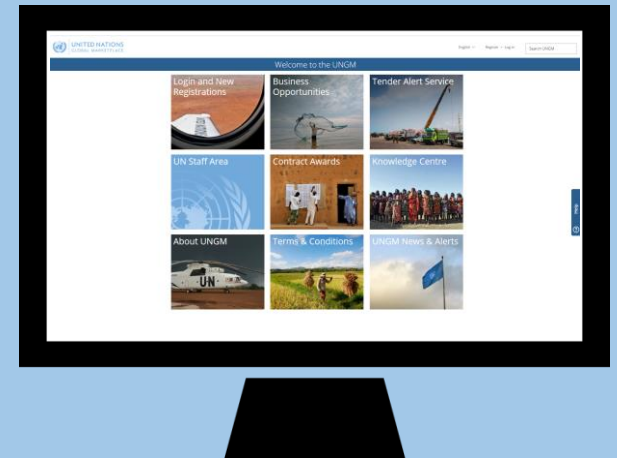




UNITED NATIONS  
GLOBAL MARKETPLACE

# UN Global Marketplace


Procurement portal  
of the UN system




By Niels Ramm  
UNGGM Team Lead  
UNGGM Secretariat/UNOPS



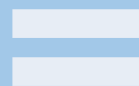
UNGM is the common procurement portal of the UN system

 Brings together UN procurement staff from 29 UN organizations and potential suppliers from all over the world

 UNGM provides an excellent springboard for vendors to introduce their products and services to many UN organizations, countries and regions

UN market:  
\$18.6 billion in 2017

**29** UN organizations use UNGM as their vendor database



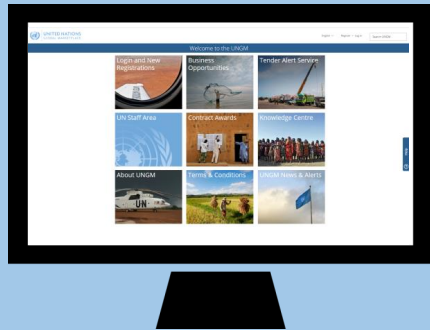
**98%** of the total UN procurement spent



Free registration  
form online

More and more a  
requirement to  
participate in tenders

One of first step in  
doing business with  
the UN

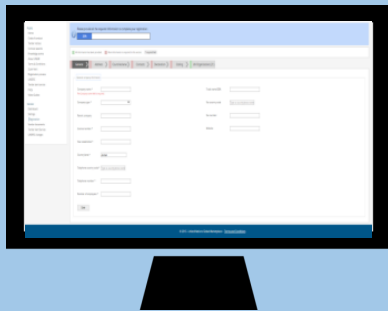




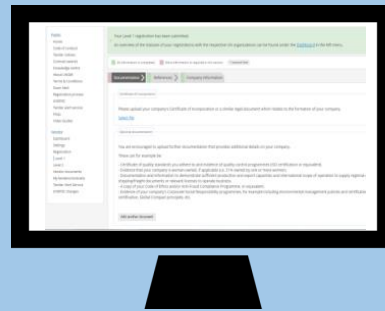
## 3 registration levels

Level is determined by the monetary value of potential contracts

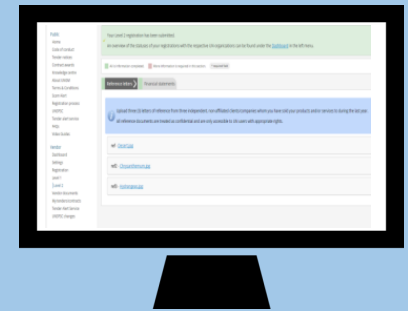
Basic registration



Level 1



Level 2



Common  
registration process

Some UN organizations require additional  
information

*Registration soon available in 7 languages*



## Basic registration



Provide your company name as written in the Certificate of Incorporation



Ensure contact details are up-to-date

## Level 1 & 2



Documents are provided in English or are officially translated into English



Ensure the financial documents for the last 3y are provided



Log into your UNGM account frequently

*Information can be checked by UN procurement officers*



UNGM enables companies to keep abreast of business opportunities

Free access to procurement notices

Published by over 40 UN organizations and entities

Over 500 active notices at any one time





UNGM enables companies to be alerted of relevant business opportunities



Receive latest tenders published on UNGM

Only receive tenders related to your products and/or services

Alerts are sent to your email address

Subscription cost

6 months

\$175

1 year

\$250

2 years

\$400



UNGM is the entry point to UN agencies' e-procurement systems



UN organizations with integrated systems

12

UN organizations already have an e-procurement system integrated with UNGM

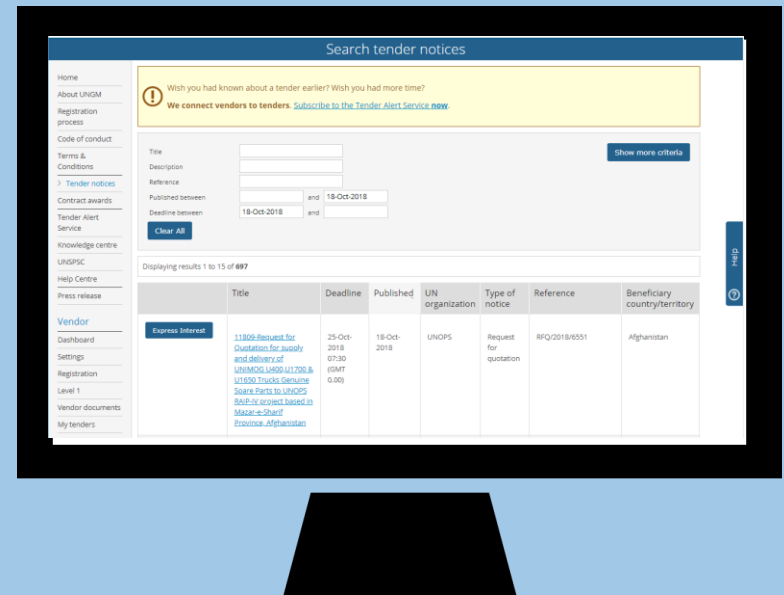
5

additional UN organizations plan to have an e-procurement system integrated with UNGM





UNGM is the entry point to UN agencies' e-procurement systems



Click on the 'Business Opportunities' box in the UNGM homepage

Access the list of procurement notices publicly available



Differentiate between tender notices requiring electronic submission through e-procurement systems and tender notices requiring hard-copy or email submission

Electronic submission through e-procurement systems

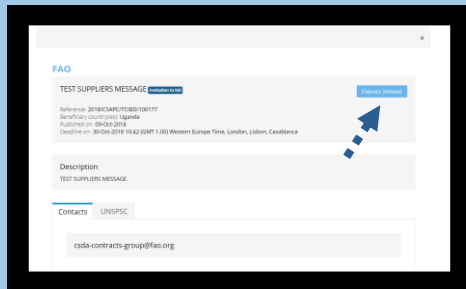
Response through traditional methods (hard-copy or email)  
OR  
Company is not registered with the agency

	<a href="#">dédouanement et manutention des intrants de l'UNICEF Haiti.</a>	-4.00						
Express Interest	<a href="#">"SUPERVISIÓN Y ASISTENCIA TÉCNICA PARA LA OBRA "PASO A DESNIVEL EN LA INTERSECCIÓN DE GUADALUPE, RUTA NACIONAL No. 39 EN SAN JOSÉ, COSTA RICA"</a>	15-Nov-2018 00:00 (GMT -1.00)	18-Oct-2018	UNOPS	Request for proposal	RFP-CRPC-96800-2018-001	Costa Rica	
Express Interest	<a href="#">Consultancy Service for Full economic appraisal of the potentials of solar PV energy in Cambodia</a>	31-Oct-2018 12:00 (GMT 7.00)	18-Oct-2018	UNDP	Request for proposal	Process ID: 9753	Cambodia	
Express Interest	<a href="#">UNDP-RFP-2018-101: RFP for Hiring of Organization to strengthened justice service delivery in Merged Districts of Khyber Pakhtunkhwa.</a>	06-Nov-2018 12:30 (GMT 5.00)	18-Oct-2018	UNDP	Request for proposal	UNDP-RFP-2018-101	Pakistan	
Express Interest	<a href="#">Communication: Strategy and Plan for UHC2030</a>	07-Nov-2018 17:00 (GMT 2.00)	18-Oct-2018	WHO	Request for proposal	HIA/ADGO/2018/001	Switzerland	
Express Interest	<a href="#">Supply of services related to promoting</a>	06-Nov-2018	18-Oct-2018	UNIDO	Request for	7000003251	China	

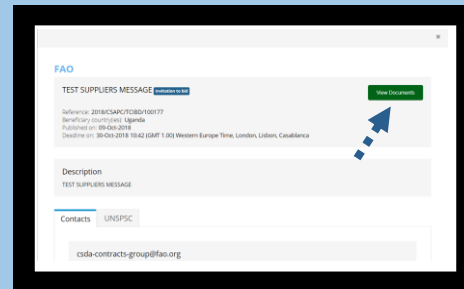


Companies must be logged into their UNGM accounts and registered on UNGM with the agency issuing the tender

UNGM

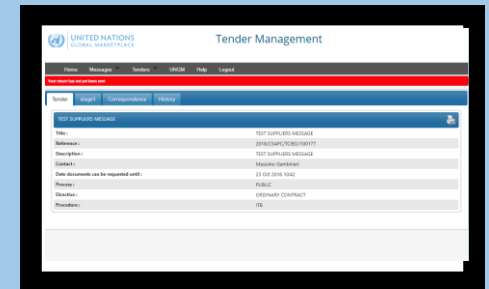


Click on the blue 'express interest' button available in the notice details



Click on the green 'View documents' button to access the e-procurement portal

E-procurement



Access tender documentation and submit response under the e-procurement system





2018

so far

▶ **9,767** public tender notices published on UNGM

▶ **2,676** closed tenders published on e-procurement systems

▶ **7,036** public tenders published on UNGM via e-procurement



Find useful information on how to start doing business with the United Nations

The cover image for 'The UN System Organizations' features a blue flag with the United Nations emblem on a pole against a light blue sky.

## The UN System Organizations

Learn more on the UN System Organizations

### **Information on the United Nations System Organizations:**

- List of different organizations & agencies and link to websites
- UN System organizational chart

The cover image for 'The UN Market' features a close-up of the United Nations emblem, showing the world map and olive branches.

## The UN Market

Learn how to supply UN Agencies

### **Information on the UN market:**

- Tips for registration on UNGM and for preparing bids/proposals
- Information on types of solicitations



Find useful information on how to start doing business with the United Nations



**Details about each UN agencies' procurement activities:**

- Description of procurement activities and procedures
- Structure of procurement
- Major categories purchased



**Information on UN business seminars:**

- Business seminar modalities
- Calendar of upcoming seminars
- Access to presentations from previous seminars





Find useful information on how to start doing business with the United Nations

### Annual Statistics

Annual Statistical Report on UN Procurement



#### **Find data regarding UN procurement activities:**

- Download the Annual Statistical Reports on UN procurement
- Access an interactive version of the report online

### UN Procurement Categories

Read the specifications of selected Procurement Categories



#### **Information on main procurement categories:**

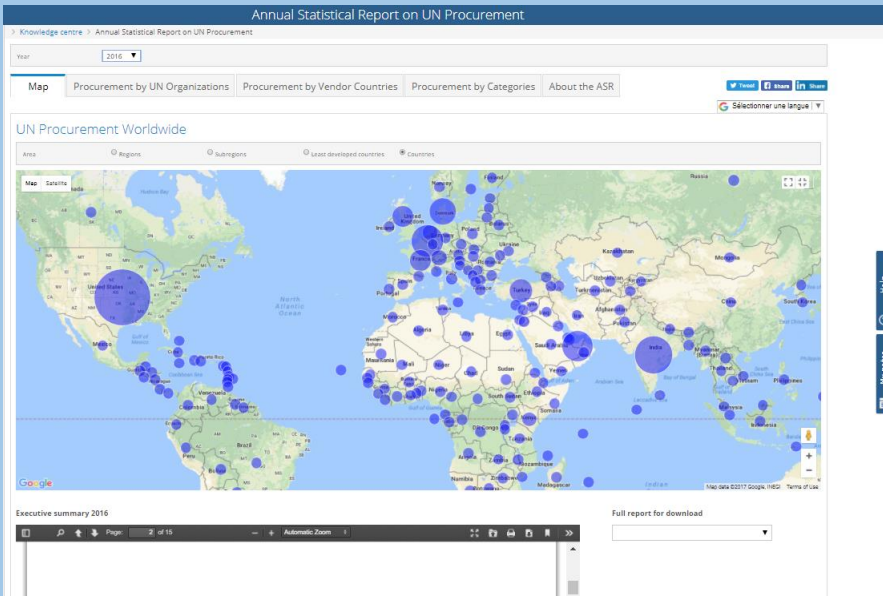
- Definition of the category and UNSPSC codes
- Access to current and past tenders, LTAs and awards
- Collection of main specifications





# KNOWLEDGE CENTRE

## Annual Statistical Report on UN procurement



Mynter

Annual Statistical Report on UN Procurement

Year: 2016

Map Procurement by UN Organizations Procurement by Vendor Countries Procurement by Categories About the ASR

Top 10 Categories of Procurement at the UN

Rank	Category	Number of PO's	Total
1	Pharmaceuticals Incl. Contraceptives and Vaccines	9955	\$2,848,442,749.83
2	Transportation and Storage and Mail Services	127166	\$2,407,901,966.25
3	Food and Beverage Products	3853	\$1,891,217,075.84
4	Management and Business Professionals and Administrative Services	71264	\$1,667,639,194.02
5	Building and Facility Construction and Maintenance Services	20215	\$1,185,471,983.21
6	Engineering and Research and Technology Based Services	27713	\$998,102,933.54
7	Medical Equipment and Accessories and Supplies	8443	\$615,732,112.68
8	Fuels and Fuel Additives and Lubricants and Anti-corrosive Materials	5836	\$589,861,702.41
9	Public Order and Security and Safety Services	6570	\$513,287,387.79
10	Healthcare Services	26289	\$478,362,887.21

Categories of Procurement at the UN

Country:

Agency:

Goods or services:  Goods  Service

Procurement Category:

Level of detail shown:

Showing 15 of 59

UNSPSC	Total	Title	Goods or Services	Total	% of Total
				\$17,712,539,622.18	100.00%
51000000		Pharmaceuticals Incl. Contraceptives and Vaccines	Goods	\$2,848,442,749.83	16.08%
78000000		Transportation and Storage and Mail Services	Services	\$2,407,901,966.25	13.59%
50000000		Food and Beverage Products	Goods	\$1,891,217,075.84	10.68%
80000000		Management and Business Professionals and Administrative Services	Services	\$1,667,639,194.02	9.42%
72000000		Building and Facility Construction and Maintenance Services	Services	\$1,185,471,983.21	6.69%
81000000		Engineering and Research and Technology Based Services	Services	\$998,102,933.54	5.64%
42000000		Medical Equipment and Accessories and Supplies	Goods	\$615,732,112.68	3.48%
15000000		Fuels and Fuel Additives and Lubricants and Anti-corrosive Materials	Goods	\$589,861,702.41	3.33%
92000000		Public Order and Security and Safety Services	Services	\$513,287,387.79	2.90%
85000000		Healthcare Services	Services	\$478,362,887.21	2.70%
43000000		Information Technology Broadcasting and Telecommunications	Goods	\$458,939,920.35	2.59%

Mynter

## Geographical visualization of UN procurement volume by:

- Country
- Region
- Sub-region
- Development status

## Procurement reports by:

- UN agency
- Country
- Categories of goods or services



1

Register your company on UNGM and ensure that your company's details and contact details are updated

2

Familiarize yourself with the different UN agencies' procurement needs and procedures

3

Check regularly procurement notices on UNGM or subscribe to the Tender Alert Service

THANK YOU

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

[registry@ungm.org](mailto:registry@ungm.org)

UNGM Kiosk – UNGM  
advice and support  
during the seminar