UNOPS
Procurement

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Procurement Group
UNOPS helps the UN and its partners provide peace and security, humanitarian and development solutions.

Our mission is to help people build better lives and countries achieve peace and sustainable development.

We are focused on implementation, committed to UN values and private sector efficiency. We are the only part of the UN not receiving core funding from taxpayers.

Our partners call on us to supplement their own capacities, improve speed, reduce risks, boost cost-effectiveness and increase quality.

In 2017 - through more than 900 projects - we delivered more than $1.8 billion worth of support to our partners, mainly in fragile and conflict affected environments.
OUR EXPERTISE

In addition to providing tailored services, we offer five core service lines in support of our partners objectives:

- **INFRASTRUCTURE**
- **PROCUREMENT**
- **PROJECT MANAGEMENT**
- **FINANCIAL MANAGEMENT**
- **HUMAN RESOURCES**

All our services can be deployed as self-standing offerings in response to specific demand, or as integrated solutions depending on partner needs.
OUR GLOBAL FOOTPRINT

This map is for illustrative purposes and does not imply the expression of any opinion on the part of UNOPS concerning the legal status of any country or territory or concerning the delimitation of frontiers or boundaries.

2017 countries and territories of delivery

- UNOPS HQ, which includes the Africa Regional Office
- Liaison offices
- Regional offices

Top 10 countries and territories of delivery

- Myanmar
- Argentina
- Somalia
- South Sudan
- Mali
- Iraq
- Peru
- Bangladesh
- Afghanistan
- Ethiopia

Modernizing family farming across Paraguay
Lighting up rural Sierra Leone
Mobilizing the private sector in Myanmar
Rebuilding homes in Gaza
Sustainable development in Serbia
WHO WE WORK WITH

In 2017, UNOPS supported more than 900 projects worth $1.8 billion for our partners.

- 37% was direct support to governments
- 32% was in support of the UN family

$1.8 BILLION

37% Governments
5% Other (including private sector, academia and professional associations)
1% Foundations and non-governmental organizations
3% World Bank and other international financial institutions
4% European Union and other inter-governmental organizations
7% Pooled resources and trust funds
10% Global Fund and other multilateral institutions

32% United Nations
KEY RESULTS ACROSS UNOPS SERVICES - 2017

- More than 2.1 million days of paid work created for beneficiaries
- More than 370,000 days of paid work created were undertaken by women
- More than 11,000 people on UNOPS contracts
- Almost 40,000 days of technical assistance and advice

- More than 2,300 km of roads designed, constructed or rehabilitated
- 35 schools constructed, designed, or rehabilitated
- More than $104 million worth of goods procured through UN Web Buy Plus
- 47 hospitals and 243 health clinics constructed, designed, or rehabilitated

- More than $1 billion worth of goods and services for partners
- Almost $540 million worth of procurement budgets went to local suppliers
- Almost 4,000,000 days of technical assistance and advice
- 17 countries & territories where UNOPS supported UNMAS and its partners mine-clearance work
- In total, around $1.8 billion delivered in peace and security, humanitarian and development projects
Through transparent and effective methods, we specialize in finding new ways to help governments make public procurement more efficient.

We are also experts in rapid and transparent procurement, whatever the size, scale, product or service you need. We advise governments to ensure that public procurement reaps benefits for the whole of society. This includes providing solutions to address fraud and corruption, increasing competitiveness and effectiveness.

Our procurement solutions have supported our partners in activities such as:

- Delivering cost savings of millions of dollars for governments in Honduras, Guatemala and Mexico
- Buying tens of millions of anti-malarial mosquito nets each year in Myanmar
- Providing ambulances to support thousands of refugees in Jordan
- Supplying over three million students and teachers with ICT equipment in Argentina
OUR ROLE

"UNOPS provides meaningful technical expertise to countries in the implementation of the Sustainable Development Goals and the Paris Agreement on Climate Change.

UNOPS technical support to UN agencies in specialized areas has expedited the provision of relief services to millions of people in need, and in doing so, contributed to more stable and secure societies.

António Guterres, Secretary-General, UN"
EXCELLENCE

UNOPS continuously benchmarks against external bodies, striving for external certifications of processes and adopting internationally recognized best practices and standards.
TRANSPARENCY

UNOPS is actively promoting the transparency agenda by publishing a large amount of accessible information about our ongoing operations.

**UNOPS project data:**

UNOPS was the 1\textsuperscript{st} UN body to publish operational data to the IATI registry.

UNOPS was the 1\textsuperscript{st} organization to geocode its IATI data.

Over 1,000 UNOPS activities around the world have been published.

**UN procurement data:**

The Annual Statistical Report on United Nations Procurement is compiled each year by UNOPS on behalf of the wider UN system.

The report includes data on the total value of goods and services procured by UN organizations and profiles of all countries of supply.
United Nations
Procurement 2017
UNITED NATIONS PROCUREMENT 2017

$18.6 billion procurement across 40 UN organizations in 2017

UN total procurement, 2013-2017

Source: UN Annual Statistical Report, 2016
2017 data will be published mid-2018
www.ungm.org/public/asr
UNITED NATIONS PROCUREMENT from Nordic Suppliers 2017

$593.5 million procurement across 40 UN organizations in 2017

UN total procurement Nordic Countries, 2013-2017

Source: UN Annual Statistical Report, 2016
2017 data will be published mid-2018
www.ungm.org/public/asr
UNITED NATIONS PROCUREMENT from Nordic Suppliers, 2017

Categories 2017

- $309.5 million worth of goods procurement

- $284.0 million worth of services procurement

Source: UN Annual Statistical Report
UNOPS Total Procurement, 2013 - 2017

Source: UNOPS Procurement
UNOPS Procurement from Nordic Suppliers

Total procurement of goods and services 2013 - 2017

Source: UN Annual Statistical Report
UNOPS Procurement, 2017

$1.1 billion in 2017, 56% of which was for goods

UNOPS top categories of goods and services, 2017

UNOPS top ten supplier countries, 2017

<table>
<thead>
<tr>
<th>Supplier Country</th>
<th>Total 2017 (USD m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Argentina</td>
<td>247.5</td>
</tr>
<tr>
<td>France</td>
<td>83.3</td>
</tr>
<tr>
<td>Japan</td>
<td>68.6</td>
</tr>
<tr>
<td>United Kingdom of Great Britain and Northern Ireland</td>
<td>46.7</td>
</tr>
<tr>
<td>United Arab Emirates</td>
<td>42.3</td>
</tr>
<tr>
<td>Denmark</td>
<td>38.4</td>
</tr>
<tr>
<td>Netherlands</td>
<td>32.3</td>
</tr>
<tr>
<td>Myanmar</td>
<td>30.8</td>
</tr>
<tr>
<td>Honduras</td>
<td>30.6</td>
</tr>
<tr>
<td>United States of America</td>
<td>30.0</td>
</tr>
<tr>
<td><strong>Top 10 total</strong></td>
<td><strong>650.5</strong></td>
</tr>
<tr>
<td><strong>UNOPS total</strong></td>
<td><strong>1 069</strong></td>
</tr>
</tbody>
</table>

51% of UNOPS goods and services were procured from developing countries or countries with economies in transition in 2017.

Source: UN Annual Statistical Report
UNOPS Procurement from Nordic Suppliers, 2017

Categories 2017

- $22.3 million worth of goods procurement
- $18.9 million worth of services procurement

Source: UNOPS Procurement
How to do business with UNOPS
UNOPS PROCUREMENT DECENTRALIZED SYSTEM

UNOPS HQ

UNOPS regional and country offices

Vendors
HOW TO DO BUSINESS WITH UNOPS

- All UNOPS solicitations are posted on UNGM.org

- UNOPS Procurement plans can be found on unops.org in the Business opportunities section

- The eSourcing system allows our vendors to carry out procurement processes online

- UNOPS has an open data platform, data.unops.org, that presents UNOPS project and expenditure information in an interactive and accessible manner
UN WEB BUY PLUS: UNOPS ECOMMERCE SOLUTION

- Cost-competitive
- Public-sector compliant
- Customer-centric solution

www.unwebbuyplus.org

AVAILABLE CATALOGUES

- Agricultural equipment
- Ambulances
- Armoured vehicles
- Construction equipment
- Generators
- Material handling equipment
- Motorcycles
- Prefabricated buildings
- PV solar power equipment
- Standard vehicles
- Trucks and buses
The UNOPS Possibilities Programme is a strategic UNOPS initiative designed to enhance the organization’s supplier diversity over the longer term, and ensure that a larger share of its procurement spend can be accessed by local micro, small, medium (MSME), women-owned, youth-owned and other* enterprises.

Managed by the UNOPS Procurement Group based in Copenhagen, Denmark, and orchestrated in partnership with specific field locations on an annual basis, the programme includes two key elements: the Possibilities Portal and the UP Forums:

**Possibilities Portal:** A solutions portal that seeks to identify unique and relevant products or services that add value to UNOPS projects.

**UP Forums:** A supplier engagement event, targeted at local micro, small, medium, women-owned, youth-owned and other* enterprises, which focuses on building their capacity to be successful entrepreneurs.

[www.unops.org/possibilities]
Questions and Answers