United Nations Development Programme - Procurement

Empowered lives. Resilient nations.
Scope of Presentation

1. UNDP - who we are?
2. UNDP procurement
3. How to do business with UNDP
UNDP at a glance

170+ The number of countries and territories where UNDP is working on the ground

3 Primary Focus Areas:
• Sustainable development
• Democratic governance and peacebuilding
• Climate and disaster resilience

On average UNDP supports 25+ elections every year around the world

7+ million Have received HIV testing and counselling since 2003 through UNDP-administered grants
Procurement Trend (million USD)

*Source: UN Annual Statistical Report (www.ungm.org)*
UNDP has a truly global profile

Which are the major products?

- Pharmaceuticals
- Laboratory & Medical Equipment
- Vehicles & Parts
- IT Equipment – Hardware & Software
- Renewable energy systems
- Election Equipment
- Office Equipment
- Agricultural & Forestry Equipment
- Environmental monitoring equipment
- Shelter Items
Which are the major services?

- Construction & Engineering Services
- Travel Services
- Security Services
- Facility Rental/Leasing
- Project Management
- Conferencing Services
- Workshops & Training
- Transport
- Telecom Services
- Printing & Publishing
How is procurement organised?

- Decentralized to our country offices (165+)
- Every country office is a potential business partner
- Specialised HQ procurement centres (health, CPR, elections, energy and environment)
- Move towards regionalisation of procurement / clustering
- 70% of total spend with top 30 country offices
- Consult and review their websites at [www.undp.org](http://www.undp.org)
Procurement Services Unit

Copenhagen, Denmark
• Procurement Support to Country Offices (advise, training, project management, purchasing & supply services)

New York, USA
• The main responsibility of the Procurement Support Office in NY is policy-making and oversight

Malaysia
• Operational procurement support and management of corporate LTAs and infrastructure

5 x Regional advisors
• Guidance and procurement advice to COs
How to do Business with UNDP
Procurement from Nordic Vendors (2017)

**Procurement of GOODS by Country of Vendor (USD)**
- Denmark: 259,981,531
- Norway: 30,712,164
- Sweden: 12,689,304
- Finland: 6,078,543
- Iceland: 21,278
- Total: 293,442,868

**Procurement of SERVICES by Country of Vendor (USD)**
- Denmark: 247,373,873
- Norway: 24,024,198
- Sweden: 9,422,404
- Finland: 3,196,428
- Iceland: 167,021
- Total: 287,027,924
Key success factors

• **Understand your client(s)** – a targeted approach focused on countries or projects that are most relevant to your offering is better than a broad approach

• **Read documentation carefully**; if in doubt, request clarifications. Pay attention to details

• **Invest resources in understanding the requirements of tenders** – too many tender responses fail to meet minimum requirements

• **Performance is key** - problems will arise, how you respond to them will distinguish your company from others
Innovation in procurement

• **UNDP procurement principles apply** – UNDP principles of fairness, transparency, effective competition and value for money govern all commercial engagements. UNDP can’t ‘promote’ specific products/brands

• **Demand and supply** – is there a clear demand for the product and does your product address this? Do you have relevant experience? Local network?

• **Commercial vs. Non-commercial arrangements** – There are specific avenues for non-commercial collaboration such as partnerships, donations and innovation facilities – still governed by UN principles – separate from procurement

• **Innovation within existing contracts** – Are there opportunities to innovate within existing contracts? Collaboration with existing LTA holders?
THANK YOU!

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