Meetings with UN Agency procurement officers

1st Thematic Session

UN Procurement in Food, Fisheries and Agriculture

16.05.2019
Established in 1945 to lead international efforts to eliminate hunger

Achieving a **food-secure world** by raising levels of nutrition, improving agricultural productivity, bettering the lives of rural populations and contributing to the growth of the world economy.
PROCUREMENT OBJECTIVES

• Encourage developing and emerging economies and support capacity building in beneficiary countries while balancing requirements of international procurement

• Promote a competitive market by favoring procurement from the private sector over government entities
MOST FREQUENTLY PROCURED GOODS

- Chemicals (fertilizers and pesticides)
- Agricultural produce (seeds, crop, vegetable seedlings, plantlets)
- Special purpose machinery (agricultural machinery tractors, spraying devices, irrigation equipment)
- Office and IT equipment
- Medical appliances, precision and optical instruments (laboratory equipment)
- Veterinary pharmaceutical products and vaccines, live animals, and animal feed
## MOST FREQUENTLY PROCURED GOODS

<table>
<thead>
<tr>
<th>Goods</th>
<th>USD Net Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cereal (crop) seeds</td>
<td>50,922,566</td>
</tr>
<tr>
<td>Vegetable seeds and seedlings</td>
<td>47,321,739</td>
</tr>
<tr>
<td>Livestock (including bovine) feed</td>
<td>34,331,336</td>
</tr>
<tr>
<td>Veterinary vaccines and virology products</td>
<td>30,586,423</td>
</tr>
<tr>
<td>Passenger motor vehicles</td>
<td>23,407,193</td>
</tr>
<tr>
<td>Agriculture, forestry and garden handtools and accessories</td>
<td>23,234,475</td>
</tr>
<tr>
<td>Commercial fishing equipment (not including boats)</td>
<td>21,322,179</td>
</tr>
<tr>
<td>Chemical fertilizers and plant nutrients</td>
<td>17,414,626</td>
</tr>
<tr>
<td>Livestock</td>
<td>16,714,526</td>
</tr>
<tr>
<td>Computers</td>
<td>16,073,611</td>
</tr>
</tbody>
</table>
• Small scale construction (laboratory, milk processing, etc.)
• Information dissemination activities
• IT
• Transportation, storage and materials handling
• Communications
• Technical Studies
• Inspection Services, Surveys and Studies
• Building infrastructure and maintenance
• Aerial Spraying and Surveying (locust)
## MOST FREQUENTLY PROCURED SERVICES

<table>
<thead>
<tr>
<th>Services</th>
<th>USD Net Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking and investment services</td>
<td>124,750,760</td>
</tr>
<tr>
<td>Hotels and lodging and meeting facilities</td>
<td>41,907,660</td>
</tr>
<tr>
<td>Cargo transport</td>
<td>30,417,331</td>
</tr>
<tr>
<td>Lease and rental of buildings and warehouse</td>
<td>27,528,994</td>
</tr>
<tr>
<td>Irrigation system maintenance and management services</td>
<td>20,353,047</td>
</tr>
<tr>
<td>Agriculture and forestry and other natural resources training services</td>
<td>19,996,417</td>
</tr>
<tr>
<td>Agricultural building construction, renovation, and repair services</td>
<td>19,685,169</td>
</tr>
<tr>
<td>Security and personal safety services</td>
<td>14,962,572</td>
</tr>
<tr>
<td>Software maintenance and support</td>
<td>14,510,861</td>
</tr>
<tr>
<td>Building and facility maintenance and repair services</td>
<td>13,876,952</td>
</tr>
</tbody>
</table>
INTERNATIONAL FUND FOR AGRICULTURAL DEVELOPMENT (IFAD)

• International Financial Institution (IFI) and a Specialized Agency of the United Nations
• Only IFI dedicated exclusively to Rural/Agricultural Sectors
IFAD works where poverty and hunger are deepest

By investing in rural people, and in small and medium-sized enterprises, IFAD’s goal is to reduce poverty and hunger and results in greater resilience, contributing to the achievement of Sustainable Development Goals.
Most of high value procurement is centralised at IFAD HQ, carried out by the Procurement Section.

Procurement in IFAD Country Offices is delegated or carried out by the hosting organizations.
• 176 members – 81 borrowing countries – 187 ongoing projects (6 billion USD)
• Average yearly disbursement 800 million USD (80% aprox procurement)
• Carried out by Borrowers / Recipients of IFAD loans and grants with IFAD Direct Supervision of Projects including compliance of procurement with national procurement systems when consistent with IFAD’s Project Procurement Guidelines.
• Procurement Risk Assessment – National Systems
• IFAD oversight role – Granting of no-objections
• IFAD procures approximately **45 million USD annually**.

• In 2016, IFAD purchased goods and services from vendors from **78 different countries**

• IFAD’s **corporate procurement** includes:

  1. **Commercial Contracts** with commercial entities
  2. **Institutional Contracts** with non-commercial entities (NGOs, UN agencies, non-profit organizations, etc.)
GOODS PROCURED AT IFAD

- **64.2%** of goods purchased are **IT and communications equipment**
- Computer Hardware and Software
- Telecommunication equipment
- Multifunction Printing Equipment (rental)
- Print shop Equipment (rental)
- Photo and Audio Video devices
- Security and Surveillance devices
SERVICES PROCURED AT IFAD

- Management and Admin services make up to **32.1%** of services procured
- Catering and Hospitality
- Cleaning Services
- Professional consultancies in various sectors
- Conference Services and Event Management
- Facility Technical Maintenance
- ICT Software Development
- Investment Management
- Security Services
- Travel Services
- Utilities (Electricity, Gas)
Next...
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO)

- Established in 1966
- Contains 168 member states
MANDATE

Advancing Economic Competitiveness
Advancing economic and industrial growth

Creating Shared Prosperity
Advancing poverty eradication and inclusiveness

Safeguarding the Environment
Advancing environmentally sustainable growth
Supporting Technical Cooperation Initiatives

1. Policy review and National Framework/Country Programme Framework

2. Deployment of technical solution and capacity building

3. Monitoring and Evaluation replication potential
PROCUREMENT OF GOODS AND SERVICES

- Consultancy services
- Supply of equipment
- Turn-key contracts
- Construction works
- Training and capacity building services
PROCUREMENT OF GOODS AND SERVICES

- Accreditation services
- IT infrastructure
- TV and media services
- Engineering design review services
- Environmental and social impact studies
- Logistics services
- Pre-feasibility studies
- Feasibility studies
- Project design services
- Technological solutions
- Project evaluation services
- Monitoring and oversight services
- Verification and audit services
- Knowledge transfer
- Study tours
GOODS AND SERVICES PROCURED

Top Ten Materials and Services Procured by UNIDO in 2014 - 2018 In EUR

- Environmental advisory services: 64.15 EUR Millions
- Environmental impact assessment: 58.28 EUR Millions
- Facility maintenance and repair services: 35.82 EUR Millions
- Electric utilities: 33.90 EUR Millions
- Administrative acts ratification or implementation services: 28.48 EUR Millions
- Environmental safety services: 29.29 EUR Millions
- Administrative reporting services: 23.26 EUR Millions
- Vocational training: 15.20 EUR Millions
- Heavy equipment components: 13.72 EUR Millions
- Technical cooperation services: 12.30 EUR Millions
• Delivering life-saving food in emergencies since 1962
• Leading humanitarian organization fighting hunger worldwide
• Global goal of ending hunger by 2030
• Recovery and sustainable development
• Reaches an average of 80 million people with food assistance/ 80 countries each year
WORKING TOGETHER

WFP works in partnership with national and local governments, other humanitarian agencies and the private sector.

We lead the humanitarian Logistics and Telecommunications Clusters to help coordinate humanitarian response. We co-lead the Food Security Cluster with the Food and Agriculture organization of the United Nations (FAO).

We manage humanitarian response services that are used by the whole humanitarian community:

- A network of 6 United Nations Humanitarian Response Depots (UNHRD) that procure, store and transport emergency supplies.
- The United Nations Humanitarian Air Service (UNHAS) which enables humanitarian workers and supplies to reach isolated or inaccessible communities in need.
• Decentralized procurement model, based on value thresholds to activate and approve procurement actions, at the local, regional, and the Headquarter level.

• In 2018, the total of 3.5 billion USD has been spent on procurement.

• 763 million USD (Goods and Services)
• 1.6 billion USD (Food)
• 1.13 billion USD (Logistics)
PROCUREMENT OF GOODS AND SERVICES FROM ITALY, MALTA, AND ISRAEL

- 41 million US Dollars - G&S purchased from Italian Vendors.

- Since 2011, a total of **1125 Italian Vendors** have received Purchase Orders from WFP.

- The Goods and Services purchased by Israeli Vendors in 2018, have amounted to $144,351.26 US Dollars, with **45 Israeli vendors** since 2011.

- **4 Maltese Vendors** since 2011, 4,162.17 US Dollars has been spent on Goods and Services from Malta.
The top 5 categories of Global Food Purchases in 2018 include:
1. Wheat Flour
2. Vegetable oil
3. Rice
4. Corn soya blend
5. Sorghum and Millet

- In 2018, over 4.5 million metric tons of food have been handled
- Land transportation- 460 million USD
- Sea transportation- 245 million USD
- Air transportation- 215 million USD
- Other transportation related 216 million USD

*Air: cost cover the transport of food, passengers and misc.
For new vendors

How to do business with WFP?

2. Understanding UN purchasing patterns on [https://www.ungm.org/Public/ASRDataArchive](https://www.ungm.org/Public/ASRDataArchive)
3. Register on [www.ungm.org](http://www.ungm.org) and become a UN vendor (Level 2 for food, shipping and air transport vendors)
4. Send a presentation of your products to WFP at [newsuppliers@wfp.org](mailto:newsuppliers@wfp.org), we will redirect you to relevant unit
5. When requested, register on WFP e-tendering platform In-tend
6. Respond to solicitation requests, when invited

**Goods & Services**
- USD 763 million

**Food**
- USD 1.6 billion

**Logistics**
- USD 1.13 billion

In 2018 WFP procured 3.5 billion USD
For **Vendor registration** and **Business opportunities** (tenders) with the UN Agencies, please go to: [www.ungm.org](http://www.ungm.org)
Meetings with UN Agency procurement officers

1st Thematic Panel

UN Procurement in Food, Fisheries and Agriculture

16.05.2019

Moderator: Giorgio Fraternale, Director, Procurement Division, ILO

Panel Members:
Davide Blancato, Procurement Officer, FAO
Marieclaire Colaiacomo, Corporate Procurement Specialist, IFAD
Sandro Luzzietti, Corporate Procurement Manager, IFAD
Michael Dethlefson, Chief, Procurement Services, UNIDO
Aldo Luca Spaini, Head, Goods & Services Procurement, WFP