Meetings with UN Agency procurement officers

3rd Thematic Session
UN Procurement for Emergency, Refugee Operations, Aviation, Construction and Peacekeeping

17.05.2019
United Nations Relief and Works Agency for Palestine Refugees in the Near East (UNRWA)

- Established through UN General Assembly in 1949
- Operations began in 1950
- Over 5 Million registered refugees
- 5 Field Operations: Gaza, West Bank, Lebanon, Syria and Jordan
- 58 recognized refugee camps
**EDUCATION**
711 schools, 526,646 students, more than 7,000 trainees in 8 vocational training centers.

**HEALTH**
144 primary health facilities
8.5M annual primary health care consultations

**MICROFINANCE**
More than 30,000 loans awarded in 2018

**RELIEF & SOCIAL SERVICES**
More than 255,000 end-beneficiaries supported by Social Safety Net

**INFRASTRUCURE & CAMP IMPROVEMENT**
5,549 families benefitted from improved shelter conditions; maintenance of schools & health centers

Provide **assistance and protection** to more than 5 Million Palestine Refugees
2018 total procurement value: **USD 225 Million**

- **Construction and services** make up to **60%** of procurement
- **Goods** make up to **40%** of procurement

Geographical distribution:
- 38% of procurement is done at the HQ (Jordan)
- 23% in Gaza
- 20% in Lebanon
- 14% in West Bank
- 5% in Syria
Top 3 procurement categories *(88% of spent)* are Food products, fuel and derivatives, and medicine and equipment.

**Main food products include:**
- Wheat flour
- Milk powder
- Sunflower oil
- Chickpeas
- Rice
- Canned sardine
- Sugar
- Split red lentils

**Main Pharmaceutical products include:**
- Diabetes medicines
- Cardiovascular medicines
- Palliative care medicines
- Chronic respiratory diseases

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Annual Quantity</th>
<th>Unit</th>
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</thead>
<tbody>
<tr>
<td>Wheat flour</td>
<td>74,126</td>
<td>tons</td>
</tr>
<tr>
<td>Milk powder</td>
<td>2,808</td>
<td>tons</td>
</tr>
<tr>
<td>Sunflower oil</td>
<td>6,394,970</td>
<td>liters</td>
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<tr>
<td>Chickpeas</td>
<td>4,059</td>
<td>tons</td>
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<tr>
<td>Rice</td>
<td>5,520</td>
<td>tons</td>
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<tr>
<td>Canned sardine</td>
<td>7,422,175</td>
<td>cans</td>
</tr>
<tr>
<td>Sugar</td>
<td>2,676</td>
<td>tons</td>
</tr>
<tr>
<td>Split red lentils</td>
<td>1,557</td>
<td>tons</td>
</tr>
</tbody>
</table>
PROCUREMENT

2018 procurement value for construction: **USD 68 Million**

2019 Large Scale Maintenance Project
- 268 schools and health centres
- USD 23M donation
- Ensure proper functioning of premises
- Accessibility & Safety of premises
UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP)

- Established in 1965
- Headquarters in New York City
- Executive Board within the United Nations General Assembly
MANDATE

- Operates in 177 countries

- Works with local governments to meet development challenges and develop local capacity.

- It works internationally to help countries achieve the Sustainable Development Goals (SDGs).

- UNDP focuses on poverty reduction, HIV/AIDS, democratic governance, energy and environment, social development, and crisis prevention and recovery.
In 2017, UNDP’s procurement volume was $2.1 billion USD, which constitutes 11.4% of total UN procurement for goods and services distribution.
• Procures the greatest variety of goods and services (>3,500) and in more than 170 countries within the UN system

• Vendors range from international corporations to microenterprises, with more than half coming from transition and least developed countries
PROCUREMENT

• Highly decentralized model

• Specialized procurement actions are taken on by Hub Offices in Kuala Lumpur and Copenhagen, including:
  • Global Health Procurement
  • Elections
  • Crisis recovery, energy and environment
  • Global LTA’s
  • High volume/risk and complex procurement actions
For Procurement Notices with UNDP, please go to: http://procurement-notices.undp.org/

* Most relevant tender notices can be also found on UNGM
PEACEKEEPING ENVIRONMENT

- Little or no infrastructure
- Limited resources
- Harsh environment
- Dynamic
- Complex operation
- Volatile
UNITED NATIONS GLOBAL SERVICE CENTER (UNGSC)

- Established in 1994
- UNGSC Headquarters in Brindisi, Italy
- United Nations Information and Communications Technology Facility UNICTF in Valencia, Spain
UNGSC IN ACTION

• Main bridge for telecommunications services (e-mail, telephone communications and videoconferencing sessions)

• Strategic Communications Technology Hub for UN operations worldwide

• Hosts satellite communications links in addition to monitoring and coordinating the establishment and operations of all satellite telecommunications links in the field missions
**PROCUREMENT**

*UNGSC Procurement expenditures go up to 50 million US$ annually*

- Supply chain service
- Provision of critical logistics, geospatial, information and telecommunications technologies services

*UN Strategic Deployment Stocks (SDS) (to Achieve effective and rapid deployment in support)*

- Engineering Support
- Vehicles
- Medical Supply
- General Supply
GOODS AND SERVICES

**GOODS:**
- Communications Equipment
- Computers
- Office Equipment
- Tools
- Packaging Equipment and Materials
- Spares and Consumables
- Vehicle Spare Parts
- Electrical Equipment and Generators

**SERVICES:**
- Construction works
- Professional and technical consultancies
- Freight Forwarding & Transportation
- Trainings and Programs (Technical/Professional, Certifications and Soft skills)
- General Maintenance of the premises
- MRO (buildings, systems, equipment)
- Telecommunications: telephone, Internet, leased lines
WORLD FOOD PROGRAMME (WFP)

• 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
PROCUREMENT OBJECTIVES

- 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

• 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 US Dollars**, with **45 Israeli vendors** since 2011.

• **4 Maltese Vendors** since 2011, **4,162 US Dollars** has been spent on Goods and Services from Malta.

- **41 million US Dollars** - G&S purchased from Italian 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, we will redirect you to relevant unit

In 2018 WFP procured 3.5 billion USD

- Goods & Services: USD 763 million
- Food: USD 1.6 billion
- Logistics: USD 1.13 billion
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
For **Vendor registration** and **Business opportunities** (tenders) with the UN Agencies, please go to: [www.ungm.org](http://www.ungm.org)
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Moderator: Matthias Meyerhans, Director, Administrative Services Division, IFAD

Panel Members:
Francesco Giusso, Chief, Goods and Services Procurement, WFP
Lorena Sander Gonzalez, Regional Procurement Advisor for Europe and CIS, Office of Sourcing and Operations, UNDP
Clorinda Gigante, Procurement Assistant, Procurement Unit, UNGSC
Yann Kervinio, Chief of Central Support Services Division, UNRWA