



Procurement Tips and Tendencies; pre-registration (1/2)

UN market knowledge

- UN structure
- UN procurement procedures
- UN requirements

Vendor capability

- range of goods and services
- period established
- international experience
- existing customers/references

Languages

- English primary language
- local languages

Standards

- International standards
- best value for money





Procurement Tips and Tendancies; pre-registration (2/2)

Global capability

- partner/joint-venture
- after-sales service

Company structure and resources

- financial records
- personnel
- response time
- volume/project size

Persistence and patience

- public sector processes
- long-term relationship

Supplier code of conduct:

http://www.un.org/Depts/ptd/pdf/conduct_english.pdf





Procurement Tips and Tendancies; post-registration (1/2)

Continue market research

- PD website, contract awards, contact information

Identification of relevant UN Organizations

- Match capacity and requirements.

Continue familiarization with UN Procurement

- Principles, procedures, terms & conditions; etc.

Obtain regular updates about current procurement activities & opportunities

- Keep up-to-date and update vendor profile regularly





Procurement Tips and Tendancies; post-registration (2/2)

Bid according to tender documents & instructions

- Avoid administrative mistakes: two envelope system, late bid
- Meet required specification: UN requires international standards
- Seek clarification in case of ambiguities etc
- Obtain debrief on your strengths & weaknesses, one time.
- Perform to the required standards
- Communicate, communicate, communicate

