



DOING BUSINESS WITH THE UNITED NATIONS (UN)

Kerry Kassow, High Level Committee of Management's
Procurement Network (HLCM PN)

Agenda



- UN Procurement & Statistics
- Supplying the UN
- Finding Information



High Level Committee of Management's Procurement Network

The Procurement Network - Heads and Directors of 40 Agencies.

Focuses on:

- **Professional Development**
- **Strategic Vendor Management**
- **Harmonisation**
- **UN Global Marketplace (UNGGM)**
- **Sustainable Procurement**





UN Procurement & Statistics



Procurement & United Nations ultimate goals

- The Sustainable Development Goals 2015-2030
- 17 goals with 169 targets covering a broad range of sustainable development issues
- <https://sustainabledevelopment.un.org/>



The UN Global Compact and the Supplier Code of Conduct

- ❖ The UN strongly encourages all vendors to actively participate in the **Global Compact**

The Global Compact promotes principles of human rights, labour, environment and anti-corruption

www.unglobalcompact.org



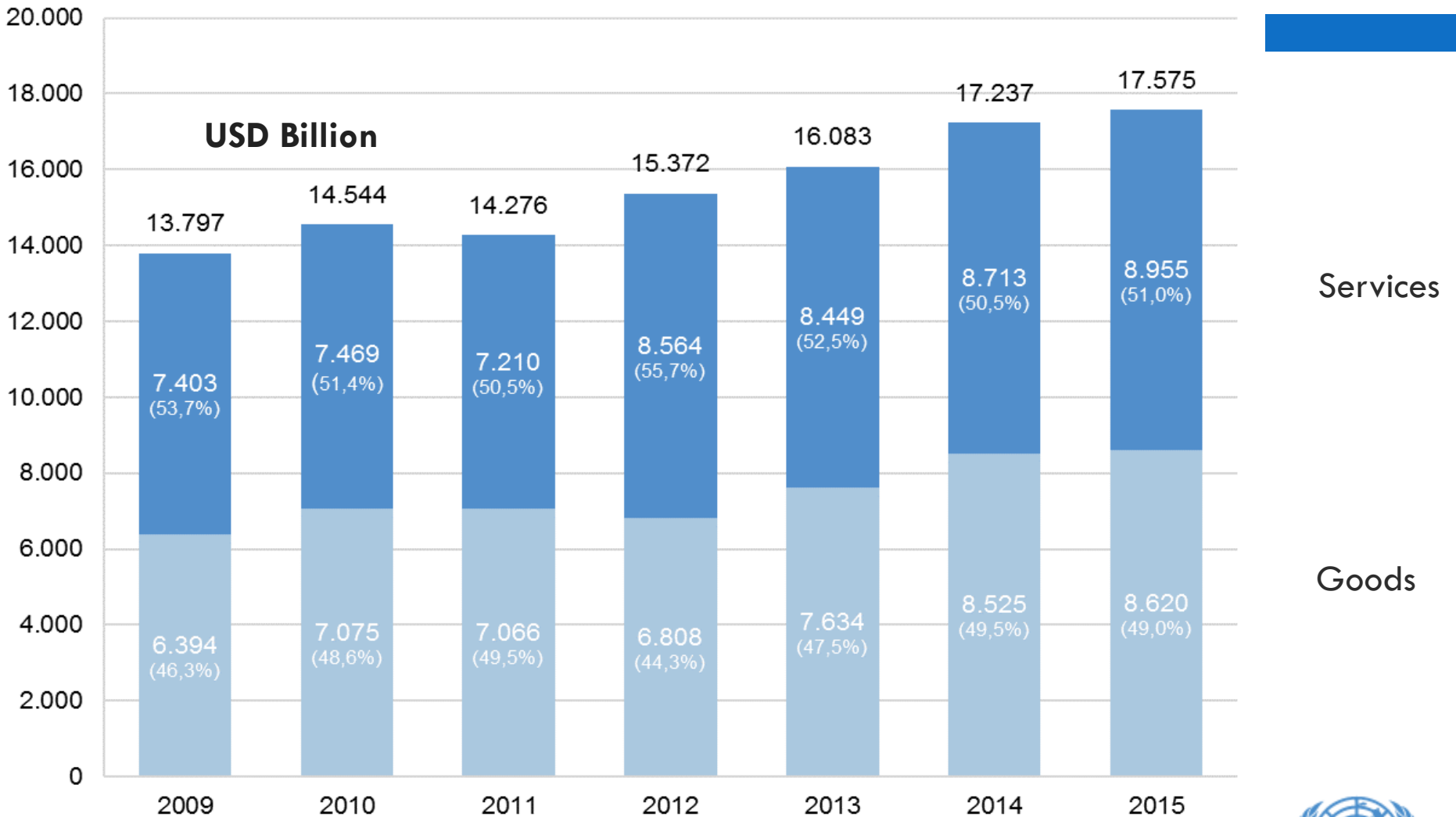
- ❖ The **UN Supplier Code of Conduct** spells out the principles that should inspire the business practice of suppliers

The UN Supplier Code of Conduct provides the minimum standards expected of suppliers to the UN

www.un.org/depts/ptd/code_of_conduct



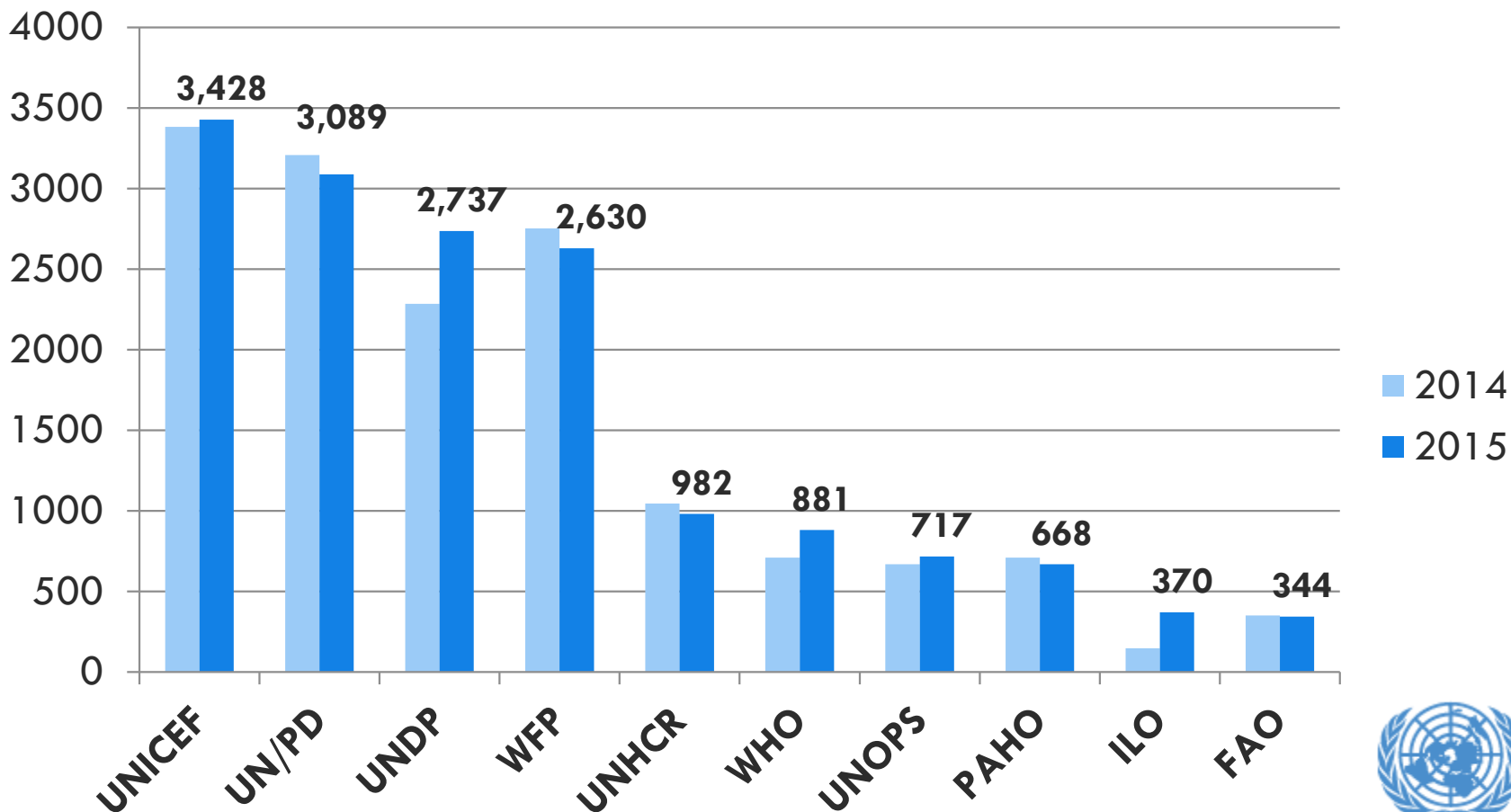
Total UN procurement of goods and services 2009-2015



Procurement volume of the 10 principal UN organizations 2014 and 2015

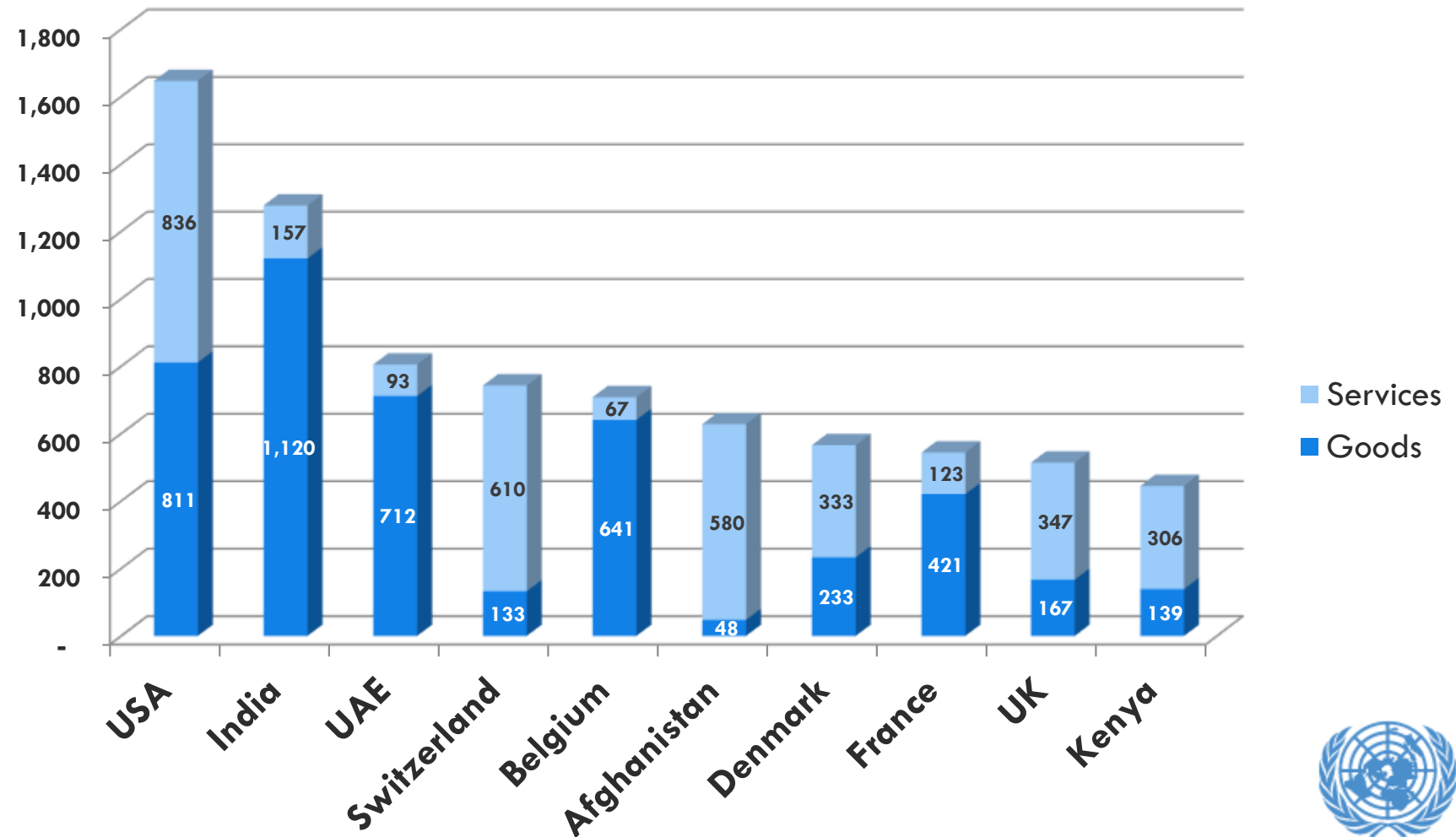
USD Million

(total shown for 2015)



10 major countries of supply to the UN System 2015

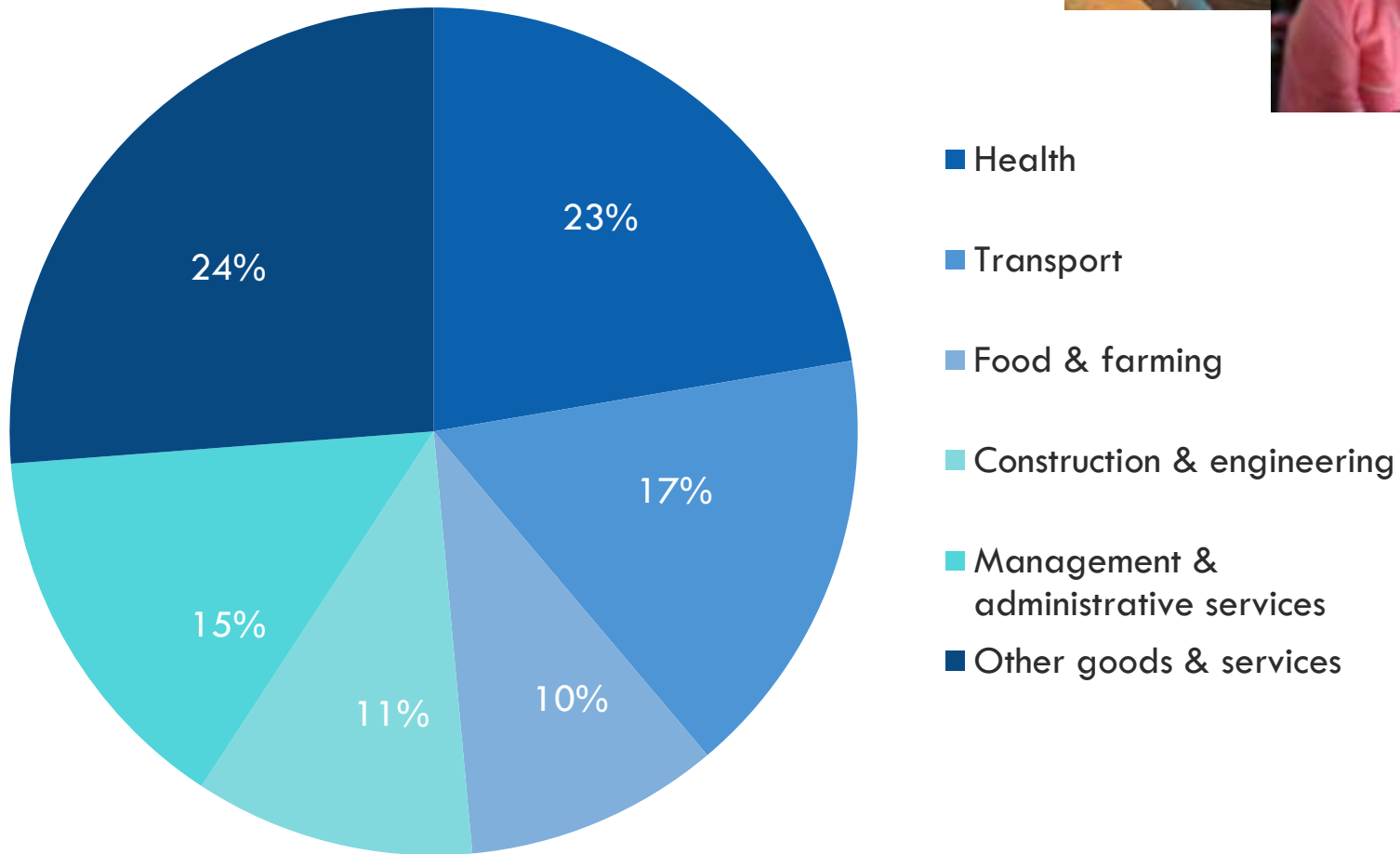
USD Million



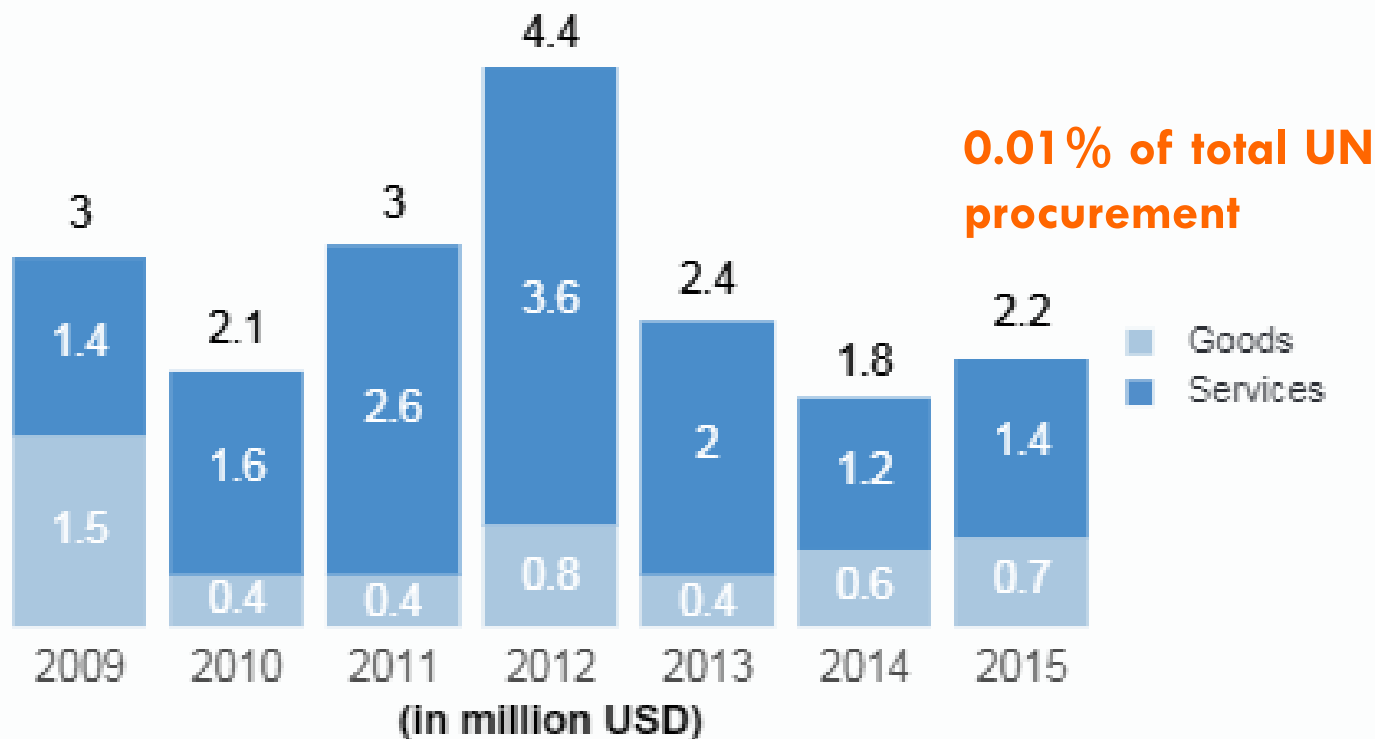
What does the UN buy?



Top 5 sectors (approx 75% of total UN procurement)



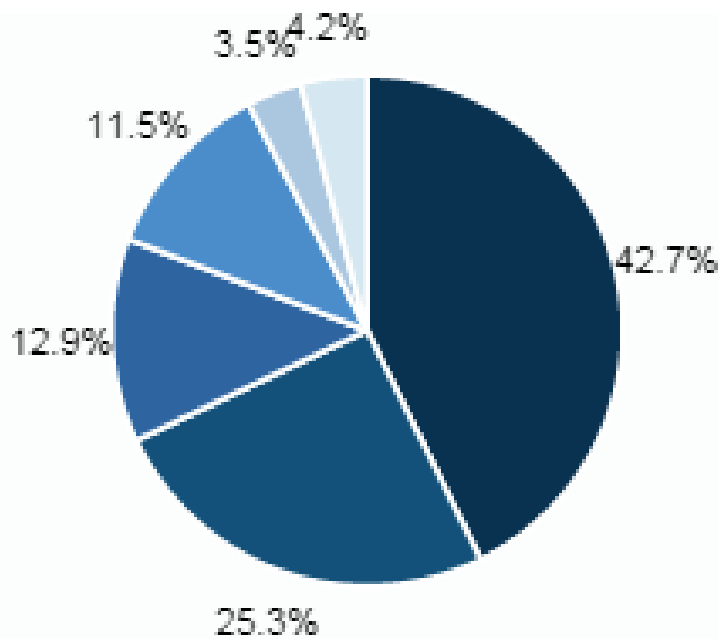
UN procurement from Poland



Main agencies
buying from
Poland
UNDP
WHO
WFP
UNICEF

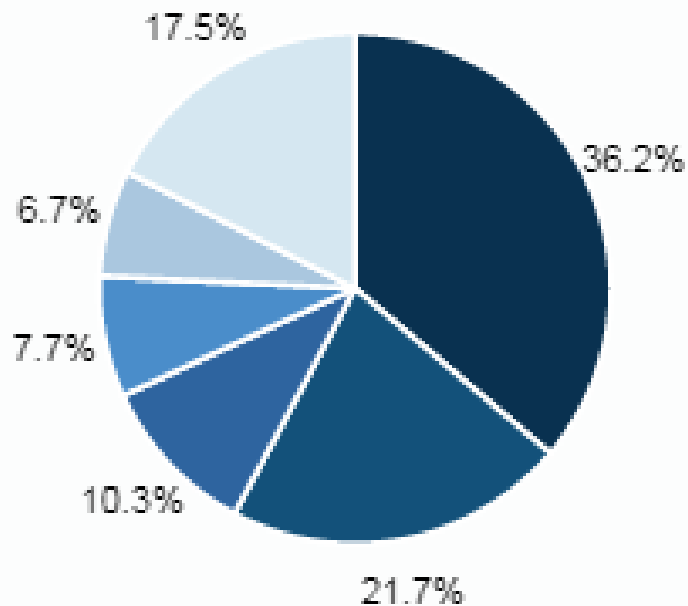


Goods



- Food and beverage products
- Pharmaceuticals incl contraceptives
- Farming, fishing equipment
- Medical equipment
- Material handling machinery
- Other

Services



- Management and admin services
- Healthcare services
- Unspecified services
- Politics and civic affairs services
- Engineering and research services
- Other





Supplying the UN



Are you ready to supply the UN?

- ❑ Market knowledge (UN structure and culture)
- ❑ Suitable products/services
- ❑ Export experience/references
- ❑ Languages
- ❑ Competitive prices
- ❑ Networks/partners (country knowledge, after-sales services etc.)
- ❑ Capacity (financial, personnel)
- ❑ Intercultural skills
- ❑ Flexibility
- ❑ Accuracy
- ❑ Persistence and patience



Step-by-step towards success

- Market research, identify relevant UN Organisations, register
- Understand the procurement practices, seek opportunities
- Bid according to tender documents, observe norms and standards, seek clarification
- Performance





Finding Information



Web-based information

UN Procurement's single commercial and procurement portal:
United Nations Global Marketplace (UNGM) www.ungm.org



UNITED NATIONS
GLOBAL MARKETPLACE

Welcome to the UNGM

Register



Business
Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre



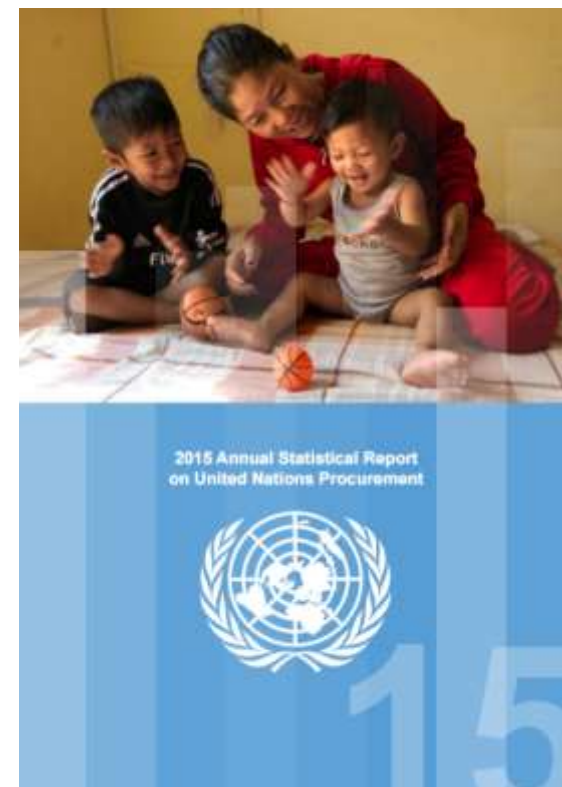
Business information

□ The Annual Statistical Report

- UN procurement by country
- UN Agency procurement by country, commodity or service
- Purchase orders and Contracts (over USD 30,000) placed by agency, by country of vendor, value and description of goods or services
- Top Ten items procured by Agency

□ Virtual Business Seminar Area

- Meet the UN Agencies, fields of activity, procurement activities, statistics, tenders etc.



Available from www.ungm.org





Thank you!

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