Operational excellence for results that matter

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UNOPS
1. Introduction to UNOPS
   - Mission, vision and values
   - What we do and where we work
   - Key results achieved for partners in 2015

2. UNOPS Procurement
   - Total volume of procurement in 2015
   - Spain: UNOPS and UN procurement volume in 2015
   - How to do business with UNOPS
UNOPS MISSION & VISION

Our mission is to help people build better lives and countries achieve sustainable development.

Our vision is a world where people can live full lives supported by appropriate, sustainable and resilient infrastructure and by the efficient, transparent use of public resources in procurement and project management.
WHO WE ARE

We help our partners deliver over $1.4 billion worth of aid and development projects in over 80 countries every year. They depend on us to supplement their own capacities, improve speed, reduce risks, boost cost-effectiveness and increase quality.

Based in Copenhagen, UNOPS is fully self-financing, prompting efficiency and financial discipline.

We provide support in three main areas:
• **Infrastructure**
• **Procurement**
• **Project management**
with a focus on sustainable solutions.
VALUES: SERVICE TO OTHERS

**National ownership and capacity**
We respect and support national ownership and help develop national capacity.

**Accountability for results and transparency**
We ensure our own accountability for resources entrusted to us, and for contributions we make to the sustainable results of our partners.

**Partnerships and coordination**
We recognize that strong partnerships and effective coordination among diverse actors, including the United Nations, governments, non-governmental organizations and the private sector, are crucial to efficiency and innovation.

**Excellence**
We believe that we will add value and make strong contributions to the sustainable results of our partners only if our practices and performance are of recognized world-class standards of excellence and are well-adapted to local conditions.
WHAT WE DO

UNOPS focuses its operations in its core areas of expertise: project management, physical infrastructure and procurement. Sustainability is at the core of everything we do.

Within these areas, we offer three kinds of services that are tailored to the needs of partners:

- **Advisory**: developing national capacity at strategic and/or operational level in our core mandated areas of project management, physical infrastructure and procurement.
- **Implementation**: implementing partners’ projects efficiently and effectively with the involvement of all stakeholders and building on available national capacity.
- **Transactional**: providing stand-alone HR management, procurement services and fund management.
EXCELLENCE: STANDARDS

UNOPS continuously benchmarks against external bodies, striving for external certifications of processes and adopting internationally recognized best practices and standards.
WHO WE WORK WITH: DISTRIBUTION OF $1.4 BILLION OF UNOPS SERVICES IN 2015

All information about the partners that we work with, the volume and content of the contracts signed, and the goals and progress of projects can be accessed via our detailed transparency portal, data.unops.org.
WHERE WE WORK

Projects worldwide on data.unops.org
Points on the map represent project locations where one or more active UNOPS projects are delivering.
KEY RESULTS ACHIEVED IN 2015

TOTAL: $1.4 billion delivery

38 bridges designed, constructed or rehabilitated

more than 2.2 million labour days created for beneficiaries

2,572 km of roads designed, constructed or rehabilitated

more than $717 million worth of goods and services for partners

nearly 39,000 units Of machine and equipment procured

more than 40 million medical supplies were handled

over 37,000 days of technical assistance and advice

more than 6,200 vehicles procured

more than 240 million doses of medicine were procured or distributed

46 schools and 2 universities constructed, designed, or rehabilitated

2 airstrips and 2 ports constructed designed or rehabilitated

25 hospitals and 105 health clinics constructed, designed, or rehabilitated
TOTAL VOLUME OF PROCUREMENT IN 2015

$717 million in 2015, 65% of which was for services and works.

Source: UN Annual Statistical Report

<table>
<thead>
<tr>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods</td>
<td>34%</td>
</tr>
<tr>
<td>Services and works</td>
<td>66%</td>
</tr>
</tbody>
</table>

USD million

Source: UN Annual Statistical Report
Spain: UNOPS volume of procurement in 2015
Share of total procurement of goods and services in 2015

$1.01 Million | 0.1% of total UNOPS Procurement

Source: UN Annual Statistical Report
Categories distribution

**Goods**
- Motor vehicles and parts: 83.4%
- Power generation machinery: 12.6%
- IT and communications equipment: 4.0%
- Office equipment: 0.0%

**Services**
- Engineering and research services: 58.4%
- Management and admin services: 28.0%
- Editorial, design, graphic services: 10.8%
- Travel, food and lodging: 5.0%
- Transportation and storage services: 2.0%
- Other: 0.0%

Source: UN Annual Statistical Report
Spain: UN volume of procurement in 2015
SPAIN – UN PROCUREMENT 2015

Source: UN Annual Statistical Report

2253 companies are registered on UNGM as potential suppliers for the UN

32 different UN organizations procured goods and services from this country in 2015

Procurement value: 64.12 million USD
Growth over previous year: -20.35%
% of total UN procurement: 0.38%

57th largest country supplier to the UN system in 2015

19th largest country supplier to the UN system in 2015
SPAIN – UN PROCUREMENT 2015

1. Goods and services distribution

Source: UN Annual Statistical Report
SPAIN – UN PROCUREMENT 2015

2. Categories distribution

Goods
- Apparel, luggage and personal care: 36.9%
- Pharmaceuticals incl contraceptives: 13.2%
- Unspecified goods: 22.7%
- Tools and general machinery: 10.2%
- Medical equipment: 9.7%
- Other: 7.2%

Services
- Transportation and storage services: 23.9%
- Engineering and research services: 19.0%
- Unspecified services: 18.8%
- Management and admin services: 11.2%
- Other: 5.7%

3. Procurement by UN organizations

<table>
<thead>
<tr>
<th>Organization</th>
<th>Procurement (in million USD)</th>
</tr>
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<tbody>
<tr>
<td>UNDP</td>
<td>20.62</td>
</tr>
<tr>
<td>UNPD</td>
<td>12.48</td>
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<tr>
<td>UNICEF</td>
<td>6.64</td>
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<tr>
<td>UNHCR</td>
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<tr>
<td>WHO</td>
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<td>WFP</td>
<td>2.57</td>
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<tr>
<td>FAO</td>
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<tr>
<td>WIPO</td>
<td>1.6</td>
</tr>
<tr>
<td>UNIDO</td>
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</tr>
<tr>
<td>UNWTO</td>
<td>1.23</td>
</tr>
<tr>
<td>PAHO</td>
<td>1.23</td>
</tr>
<tr>
<td>UNFPA</td>
<td>1.14</td>
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<tr>
<td>UNOPS</td>
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</tr>
<tr>
<td>UNESCO</td>
<td>0.81</td>
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<tr>
<td>UN WOMEN</td>
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<tr>
<td>ILO</td>
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<tr>
<td>IAEA</td>
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<tr>
<td>WMO</td>
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<tr>
<td>UNOV</td>
<td>0.32</td>
</tr>
<tr>
<td>ITC</td>
<td>0.23</td>
</tr>
<tr>
<td>Other</td>
<td>0.6</td>
</tr>
</tbody>
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Source: UN Annual Statistical Report
How to do business with UNOPS
HOW TO DO BUSINESS WITH UNOPS

- All UNOPS’ solicitations are posted on [UNGM.org](http://UNGM.org)
- Some Agreements are hosted in [UNWebBuyPlus.org](http://UNWebBuyPlus.org)
- UNOPS’ Procurement plans can be found on [unops.org](http://unops.org)
  How to supply us tab
- The [eSourcing system](http://esourcing-system) allows our vendors to carry out procurement processes online
- UNOPS has an open data platform, [data.unops.org](http://data.unops.org), that presents UNOPS project and expenditure information
Contact us:
procurement@unops.org
registry@ungm.org