INTERNATIONAL ORGANIZATION FOR MIGRATION:
A Brief Introduction and Procurement activities
OVERVIEW OF IOM

An intergovernmental organization established in 1951, IOM is committed to the principle that humane and orderly migration benefits migrants and society.

<table>
<thead>
<tr>
<th></th>
<th>1998</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership</td>
<td>67</td>
<td>162</td>
</tr>
<tr>
<td>Expenditure</td>
<td>US$ 242M</td>
<td>US$ 1.59B</td>
</tr>
<tr>
<td>Field Locations</td>
<td>119</td>
<td>401</td>
</tr>
<tr>
<td>Active Projects</td>
<td>686</td>
<td>2,760</td>
</tr>
<tr>
<td>Operational Staff</td>
<td>1,100</td>
<td>9,000</td>
</tr>
</tbody>
</table>
IOM BACKGROUND AND EVOLUTION

I. Post World-War II (1951-1964)
• Massive displacement and high unemployment in W. Europe
• E.g. Hungary 1956 – 163,000 people transported or assisted by ICEM (International Committee for Migration from Europe).

II. Migration for development, Regional & Intra-State conflicts (1965-1989)
Big movements to Latin America, Czechoslovakia 1968, Refugee resettlement programmes (Africa, Southeast Asia, Central America).

III. Globalization Phase (1990 – Present)
Resettlement; emergencies, migration and development, labour migration, counter trafficking, return and reintegration, DDR, SSR, migration health.
# IOM’S ORGANIZATIONAL SET-UP

## Headquarters
- Office of the Director General – Oversight, Policy, Political Liaison, Regional Advisers
- Emergencies and Operations
- Migration Management (including Migrants Assistance)
- International Cooperation and Partnerships
- Resource Management

## 2 Administrative Centres
- Manila Administrative Centre
- Panama Administrative Centre

## 9 Regional Offices
- (1) Asia and the Pacific
- (2) European Economic Area
- (3) Eastern and South Eastern Europe and Central Asia
- (4) South America
- (5) Central and North America and the Caribbean
- (6) Middle East and North Africa
- (7) Central and West Africa
- (8) East Africa and the Horn of Africa
- (9) South Africa
FUNDING

- IOM’s activities are almost entirely projectized.

- In 2014, more than **97 per cent** of IOM’s funding (around USD 1.4 billion) was in the form of voluntary contributions for projects (projectized nature of IOM).

- The remainder represents the administrative budget, funded from Member State contributions.
KEY ACTIVITIES

Main areas of programming:

• Labour Migration
• Immigration and Border Management
• Migration Assistance
• Emergency, post-crisis and Disaster Risk Reduction
• Migration Health
• Refugee Resettlement
• Migration Policy and Migration Law Research
IOM APPROACH

• Pragmatic, flexible, innovative

• Decentralized, on the ground globally

• Works in partnership with governments, UN agencies, NGOs and the private sector
What we procure

• Goods
Refers to all items except civil works and services. Includes vehicles, telecommunications equipment, medical equipment and supplies, blankets, tents, office equipment and supplies, furniture etc.
Non Food Items (NFIs) - 2015

1,100,000 Blankets
794,000 Timbers, poles, bamboos
737,000 Mats and mattresses
510,000 Corrugated iron roof sheets
453,000 Plastic sheets and tarpaulins
317,000 Hygiene kits
288,000 Clothing kits
232,000 Kitchen sets
226,000 Jerry cans
162,000 Ropes
92,000 Solar lights, lanterns, torches
71,000 Repair, fixing, or tools kits

Note: This graphic is for illustration purposes only. Actual figures may differ - all the information is the best available at the time the chart was produced.
IOM Largest Operation in 2015

- South Sudan
- Nepal
- Iraq
- Syria
- Turkey
- Philippines
- Nigeria
- Myanmar
- CAR
- Pakistan
- Afghanistan
- Kenya

Type of activity:
- Non-Food Items
- Emergency Shelter (kits)
- Tents
- Shelter repair and upgrade
- Shelter construction
- Cash-based assistance
- Shelter trainings

12/5/2016
2015 Procurement above USD 75,000

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual Award Project Cost</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods</td>
<td>134,211,112.19</td>
<td>44.09%</td>
</tr>
<tr>
<td>Works</td>
<td>98,332,290.46</td>
<td>32.30%</td>
</tr>
<tr>
<td>Services</td>
<td>71,861,745.07</td>
<td>23.61%</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>304,405,147.72</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

Actual Award Project Cost

- Goods: 32%
- Works: 44%
- Services: 24%
• **Works**

Refers to infrastructure projects. Construct, improve, rehabilitate, demolish, repair, restore buildings or roads, bridges, water and sanitation systems etc., or civil works components of projects such as irrigation, flood control and drainage.
Consultancy Services

Refers to activities requiring adequate external technical and professional expertise such as advisory and review services, feasibility studies, design, construction supervision, and other technical or special studies.
What we procure

General Services

Refers to transport/ logistics, medical, security, janitorial, media advertisements, repair and maintenance of equipment and other related similar services.
How we procure

• Procurement Principles

QUALITY

FAIRNESS

ECONOMY

EFFICIENCY

TRANSPARENCY
## How we procure

<table>
<thead>
<tr>
<th>Limit</th>
<th>Method</th>
<th>Docs</th>
<th>Estimated Time to Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to USD 3,000</td>
<td>Sole Source</td>
<td>No need for BAS, PO</td>
<td>3-7 working days</td>
</tr>
<tr>
<td>USD 3,000-USD100,000</td>
<td>Low Value Procurement / Shopping</td>
<td>BAS with minimum of 3 quotations/Proposals, PO</td>
<td>7-15 working days</td>
</tr>
<tr>
<td>USD 100,000-USD 300,000</td>
<td>Low Value Procurement / Shopping</td>
<td>BAS with minimum of 3 quotations/Proposals, PO or contract</td>
<td>7-21 working days</td>
</tr>
<tr>
<td>USD 300,000 and up</td>
<td>Competitive Bidding</td>
<td>BAS with quotations/proposals and BEAC Resolution to Award, PO or contract</td>
<td>31 to 45 working days</td>
</tr>
</tbody>
</table>
Company registration and accreditation

- **Scenario 1:** Access to Global Vendor database via gpsu@iom.int

- **Scenario 2:** During specific bidding process
  - ✓ Company Details
  - ✓ Nature of Business
  - ✓ Number of Years in the Business
  - ✓ Complete Products and Services
  - ✓ Payment Terms
  - ✓ Bank Details
  - ✓ Key Personnel and Contacts
  - ✓ Trade References
  - ✓ Banking Reference
Company accreditation

- Vendor Verification & Evaluation Form
  - Eligibility Documents
  - Contract History/Track Record
  - Financial Soundness
  - Production / Logistics Capacity
    (for Goods Category)
  - Performance Standards
Vendor Performance Evaluation

✓ RELIABILITY
✓ EXPERTISE
✓ QUALITY
✓ COOPERATION
✓ INDIVIDUAL APPROACH
✓ REASONING
Procurement Documents

- Vendor Information Sheet
- Code of Conduct for Supplier/ Contractors/ Service providers
- Request for proposal/quotation
- Bid documents
- Bids Analysis Summary
- Purchase Order/ Contract Agreements / Long Term Agreements
- Vendor Performance Evaluation
Payment Terms

- Full after delivery, partially after each delivery and inspection within 15 to 30 days
- Bank transfer, checks, minimal use of cash
- Advance payments limited below USD 10,000
- Bank Guarantees as bid security 2.0-2.5%, performance security 10%, retention 10%, or as a guarantee for advance payments above USD 10,000
Vendors Suspension

• Vendor is Suspended by the donor, or other UN and International Organizations
• Conflict of Interest
• Corrupt, Fraudulent, Collusive and Coercive practice
• None acceptance of award
• Failure to enter into contract or complete the contract within the given time frame
• Failure to comply with Contract conditions
• Delivery of poor quality materials /installations
Maintaining good relations with a vendor should be as important as getting the best price.

A good buyer-seller professional relationship should be a win-win situation.

A vendor who is treated with fairness, transparency, and respect will offer the best quality, price, and delivery.

A responsive supplier is an asset to an Organization.
How you can register your company

- [www.iom.int/procurement](http://www.iom.int/procurement)
- Register your company
- View and respond to current invitation to bid (ITB)
- Report your available stocks
- Send questions, comments, complains
- Contact us: [gpsu@iom.int](mailto:gpsu@iom.int)
Thank You