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Netherlands Enterprise Agency

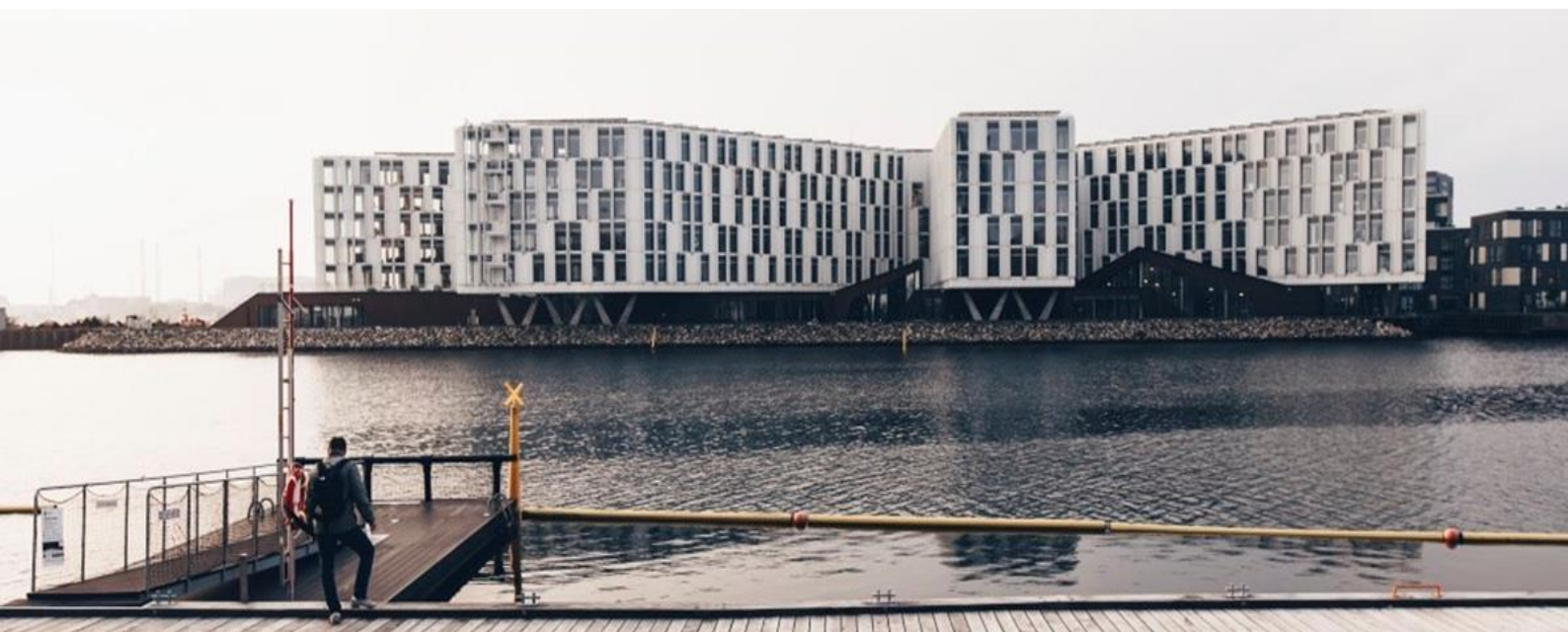


# UN International Procurement Seminar

## 7-8 March 2023

### Programme

**Business opportunities with the United Nations**



**UN City**  
COPENHAGEN

Tuesday 7 March 2023

**09.00 – 09.05 CET | Welcome and Opening**

Main Stage

Moderator: Kirsten Jensen

Henrik Fredborg Larsen, Director, UNDP Nordic Representation Office

**09.05 – 9.30 CET | Welcome by host countries**

Main Stage

Minister Dara Calleary, Minister of State for Trade Promotion and Digital Transformation, Department of Enterprise, Trade and Employment

Emma Hopkins OBE, Ambassador of the United Kingdom to Denmark

H.E. Nienke Trooster, Dutch Ambassador to Denmark

Angela Kastner, Director Procurement & Supply Services (WHO) and Chair of the UN's Network of Procurement Directors (HLCM-PN)

**9.30 – 10.15 CET | Presentation: U.N. Agencies Procurement Updates, Priorities, Challenges, Solutions & Opportunities**

Main Stage

Diego Bragado Zapatero, Team Lead, Supply Chain Management Unit, Corporate Service Unit, UNFPA

Katinka Rosenbom, Chief, Contracting Centre, UNICEF

Yoko Tatsuno, Regional Procurement Officer, WHO

**10.15 – 11.00 CET | Presentation: U.N. Agencies Procurement Updates, Priorities, Challenges, Solutions & Opportunities**

Main Stage

Miguel Alvarez, Chief, Operational Sustainment and Healthcare Section, Office of Supply Chain Management, UNPD

Atsushi Isoyama, Chief, Procurement Services, Corporate Services and Operations, UNIDO

Isabel Napoleão, Procurement Officer, Supply Chain Division, WFP

**11.00 – 11.15 CET | Coffee Break**

**11.15 – 12.00 CET | Presentation: U.N. Agencies Procurement Updates, Priorities, Challenges, Solutions & Opportunities**

Main Stage

Gregory Soneff, Team Lead Office of Procurement, Procurement of Non-Pharmaceutical Health and Preparedness/Response Commodities, Renewable Energy & Environment (CREE), UNDP

Martine Israel, Head of Unit (HQ Procurement), Supply Management Service, UNHCR

Rula Abu Nimreh, Senior Procurement Manager, UNOPS

**PARALLEL SESSIONS**

**09.30 – 17:00 CET | 1-2-1 Meetings with Vendors & UN Agencies**

**13.00 – 15.30 CET | UNGM Help desk**

Diane Valentine, UNGM Programme Analyst, UNOPS

**12.00-12.45 CET | Panel: Getting Started with U.N. Procurement: Supplier Perspective**

Main Stage

Sean Finlay, Director, Geoscience Ireland

Catherine McLennan, Commercial Lead, Dulas

Rasoul Mikkelsen, Director for Strategic Business Development in Africa and Asia, Royal Eijkelpamp

**12.45-13.45 CET | Lunch**

**13.45 – 14.45 CET | Panel: Medical, Healthcare, Science and Pharmaceuticals**

Main Stage

Roberto Mena, Procurement Specialist, Strategic Sourcing Team, UNFPA Supply Chain Management Unit, Copenhagen, UNFPA

Francisco Blanco, Chief, Medicines and Nutrition Centre, UNICEF

Zafar Yuldashev, Procurement Specialist, Procurement and Supply Chain Team, UNDP

Tifenn Humbert, Technical Officer, Strategic Procurement and Supply, WHO

Donna Kusemererwa, Pharmaceuticals Advisor, UNOPS

**14:45 – 15.15 CET | Panel: Supply Chain, Transportation & Logistics**

Main Stage

Jean-Cédric Meeüs, Chief, Global Transport, Supply Division, UNICEF

Joscha Kremers, Chief, Aviation, Transportation & Logistics Section, UNPD

**15.15-15.30 CET | Coffee Break**

**15.30 – 16.15 CET | Panel: ICT, Innovation, Monitoring, Software & Technology**

Main Stage

Manel Zouari, Procurement Specialist, UNOPS

Victor Margall, Electoral/ ID Procurement Lead, Bureau of Management Services, UNDP

Greg Kuchler, Acting Chief, Technology & Infrastructure Support Service, UNPD

**16.15 – 17.00 CET | Panel: Green, Sustainable Procurement & Agenda**

Main stage

Marcus Mckay, Sustainable Procurement Manager, UNOPS

Martine Israel, Head of Unit (HQ Procurement), Supply Management Service, UNHCR

Alfonso Buxens, Team Lead, Environmental Finance Implementation Support Team, Management and Programme Support Unit- Vertical Funds Nature, Climate and Energy, UNDP

**17.00-17.45 CET | Closing remarks & Network Reception**

# Wednesday 8 March 2023

## 09.00 – 09.10 CET | **Opening and Recap**

*Main Stage*

Moderator Kirsten Jensen

## 09.10 – 10.25 CET | **Presentation: Top Tips to winning U.N. Tenders**

*Main Stage*

Miguel Alvarez, Chief, Operational Sustainment and Healthcare Section, Office of Supply Chain Management, UNPD

## 10.25 – 11.10 CET | **Presentation: Introducing Innovative Products to the U.N.**

*Main Stage*

Noah Mataruse, Innovation Manager, Product Innovation Centre, UNICEF

## 11.10 – 11.25 CET | **Coffee Break**

## 11.25 – 12.10 CET | **Panel: Supplying Goods and Services in a Crises Environment**

*Main Stage*

Jean-Cédric Meeùs, Chief, Global Transport, Supply Division, UNICEF

Martine Israel, Head of Unit (HQ Procurement), Supply Management Service, UNHCR

Miguel Alvarez, Chief, Operational Sustainment and Healthcare Section, Office of Supply Chain Management, UNPD

Isabel Napoleão, Procurement Officer, Supply Chain Division WFP

## 12.10 – 13.10 CET | **Panel: Management, Consultancy, Education & Training Services**

*Main Stage*

Alda Garcia, Head of Procurement Operations, Supply Department, WHO

Atsushi Isoyama, Chief, Procurement Services, UNIDO

Marco Sosted, Senior Procurement Advisor, UNDP

Pablo Panadero, Chief, Service Contracting Centre, UNICEF

## 13.10- 14.10 CET | **Lunch**

## 14.10 – 14.55 CET | **Panel: Engineering & Infrastructure Services**

*Main Stage*

Tamiru Kefale, Procurement Officer, WFP

Buddhika Kodithuwakku, Procurement Specialist, Construction and Infrastructure, UNOPS

## 14.55 – 15.40 CET | **Panel: Water, Sanitation & Hygiene (WASH)**

*Main Stage*

Aurelia Gasca, Contracts Manager leading WASH portfolio, WSEC Procurement Centre, UNICEF

Alda Garcia, Head of Procurement Operations, Supply Department, WHO

## 15.40- 16.00 CET | **Recap and Closing remarks**

## PARALLEL SESSIONS

### 09.00 – 16.00 CET | **1-2-1 Meetings with Vendors & UN Agencies**

#### 11:00 – 13:00 CET | **UNGM Help desk**

Diane Valentine, UNGM Programme Analyst, UNOPS

#### 13.30 – 14.00 CET | **Interactive Workshop Interpreting the U.N. Annual Statistical Report**

*Main Stage*

Natalia Okuneva, Procurement Analyst, UNOPS