United Nations International Procurement Seminar
11. – 12. June 2024
Copenhagen
Official opening of the UN international procurement seminar

Verner Kristiansen, moderator
UN City security announcement
Official opening of the UN international procurement seminar

Henrik Fredborg Larsen
Director, United Nations Development Programme Nordic Representation Office
Official opening of the UN international procurement seminar

Stephen Farrell
Chief, Purchasing and Transportation Section, United Nations Office in Geneva
&
Chair of the UN’s Procurement Network
Christophe Parisot, Ambassador of France

William Mart Laanemäe, Ambassador of Estonia

Katharina Desmet, Economic and Trade Counsellor for Flanders, Flanders Investment & Trade, Embassy of Belgium
Video on How to do business with the UN
Presentation by:

UNPD

Greg Kuchler

Chief, Managed Service Communications & Technology, Procurement Division, Office of Supply Chain Management, Department of Operational Support, UN Procurement Division
Procurement in the United Nations Secretariat
Areas of Operation

- Headquarters: New York (Procurement Division)
- Offices away from Headquarters: Geneva, Vienna, Nairobi
- Five Regional Commissions:
  - Economic Commission for Africa (Addis Ababa);
  - Economic Commission for Europe (Geneva);
  - Economic and Social Commission for Asia and the Pacific (Bangkok);
  - Economic Commission for Latin America and the Caribbean (Santiago);
  - Economic and Social Commission for Western Asia (Beirut)
- International Criminal Tribunals
Transitioning to a Category Management Approach

From:

Manage by commodity

Focus on acquisition process

To:

Manage by category

Drive end-to-end CM cycle

- Planning
- Global contracts
- Performance management

- Customer engagement
- Cross-functional collaboration
UN Secretariat Procurement Volume (2019-2023)

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2,955</td>
</tr>
<tr>
<td>2020</td>
<td>2,705</td>
</tr>
<tr>
<td>2021</td>
<td>2,729</td>
</tr>
<tr>
<td>2022</td>
<td>3,128</td>
</tr>
<tr>
<td>2023</td>
<td>2,938</td>
</tr>
</tbody>
</table>
UN Secretariat Procurement by Major Commodity (2023)

- ICT: 409.2 million US$ Millions
- Air Transport: 377.1 million US$ Millions
- Food & Catering: 326.3 million US$ Millions
- Fuels: 299.6 million US$ Millions
- Building & Construction: 283.1 million US$ Millions
- Travel: 224.5 million US$ Millions
- Transportation &...: 209.9 million US$ Millions
- Real Estate: 132.8 million US$ Millions
- Security: 97.4 million US$ Millions
- Professional Services: 90.1 million US$ Millions
- Industrial Cleaning: 68.9 million US$ Millions
- Vehicles: 57.8 million US$ Millions

Vehicles
Industrial Cleaning
Professional Services
Transportaion &…
Travel
Real Estate
Security
Food & Catering
Fuels
Building & Construction
Air Transport
ICT
US$ Millions
0 50 100 150 200 250 300 350 400 450 500
UN Procurement Principles

All procurement activities of the UN system, from sourcing to execution are based on the following principles:

- The interest of the UN
- Effective international competition
- Fairness, integrity & Transparency
- Best value for money
Typical UN Procurement Workflow

1. Procurement Planning
2. Requirement Definition
3. Market Research/Advertisement
4. Selection of Procurement Strategy
5. Preparation and Issuance of Solicitation Documents
6. Bidders Conference (Q & A)
7. Receipt and opening of Offers
8. Evaluation (Technical and Commercial)
9. Internal Review/Approval
10. Contract Award/Regret Letter
11. Debriefing
- Procurement Activities
- Timelines for each step of the procurement process
- As early as possible
- Technical Specifications, Statement of Work, Terms of Reference
- May be informed by market research
- Requisitioner’s responsibility / Assurances by the Procurement Function
- Market Research:
  - information from industry
  - External and internal sources

- Advertisement:
  - Request for Information (RFI): availability of suppliers/solutions, pricing
  - Request for Expression of Interest (REOI): identification of vendors ➔ List of Invitees

Published in UNPD website and UNGM
- Source Selection Plan (SSP):
  - Justification for sourcing and procurement decisions
  - Approval prior to issuance of solicitation
  - Must contain certain information, e.g.
    - Evaluation criteria
    - Contractual instrument to be used
    - Rating and scoring system
    - Risk factors
- Usually consist of:
  - Letter of Invitation
  - Acknowledgement Letter
  - Technical documents
  - Special Instructions and Evaluation Criteria
  - Performance Security Form (if applicable)
  - Form of Contract and relevant UN General Conditions of Contract
  - Standard templates
- Information in the solicitation document
- Site visits to take place prior to bidders’ conference
- Participation costs borne by prospective bidders
- UN may issue a letter to a prospective bidder for obtaining visas from the host country
- Tender Opening Committee: virtual opening through Webex
- Invitation to Bids: read out of bidders’ names and total price
- Request for Proposals: opening of technical proposals
- Evaluation Methodology:

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFQ</td>
<td>Lowest priced, technically acceptable</td>
</tr>
<tr>
<td>ITB</td>
<td>Lowest priced, substantially conforming bid</td>
</tr>
<tr>
<td>RFP</td>
<td>Cumulative weighted analysis, award based on the most responsive proposal</td>
</tr>
</tbody>
</table>

\[
p = y \left( \frac{\mu}{z} \right)
\]

- $p$ = points for the financial proposal being evaluated
- $y$ = maximum number of points for the financial proposal
- $\mu$ = price of the lowest priced proposal
- $z$ = price of the proposal being evaluated
- Review Committees, as appropriate
- Registration level of selected vendor
- Fulfillment of conditions
- Offer Validity
### Contract Awards

On the Contracts Awards web pages, the UN Procurement Division publishes newly awarded Contracts by UN Secretariat entities resulting from formal methods of solicitation with an NTE amount higher than US$150,000.

<table>
<thead>
<tr>
<th>Entity</th>
<th>Vendor Name</th>
<th>Country/Territory</th>
<th>Contract No.</th>
<th>Commodity Group</th>
<th>Start Date</th>
<th>Expiry Date</th>
<th>Potential End Date</th>
<th>Value</th>
<th>Ref. No.</th>
<th>Solicitation Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement Division</td>
<td>MASS PETROLEUM (K) LTD (Kenya)</td>
<td>Kenya</td>
<td>4700025813</td>
<td>Fuel</td>
<td>09 October 2023</td>
<td>19 April 2024</td>
<td>15 September 2023</td>
<td>$2,896,764</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Procurement Division</td>
<td>BOLLORE LOGISTICS INDIA PRIVATE LIMITED</td>
<td>India</td>
<td>4700025706</td>
<td>Freight Forwarding and Third-Party Logistics</td>
<td>04 October 2023</td>
<td>31 May 2024</td>
<td>15 October 2025</td>
<td>$311,290</td>
<td>3400017742</td>
<td>ITD</td>
</tr>
</tbody>
</table>
- Awards above USD 200k
- Relates exclusively to bidder’s submission
- Procurement challenge ➔ Award Review Board
UN Peacekeeping: Procurement Challenges

- Infrastructure
- Resources
- Geographical factors
- Climate
- Natural disasters
- Diseases
- Emergency
- Security risks
- Host Nation restrictions
- Global economic environment
SAP ARIBA E-TENDERING PLATFORM

Information on the Ariba Network

ARIBA SOLELY UTILISES THE SUPPLIER CONTACT INFORMATION IN UNGM

REVIEW AND UPDATE BY SUPPLIER OF ITS CONTACT INFORMATION IN UNGM

ONLY THE CONTACT DETAILS THE SUPPLIER SETS IN UNGM WILL RECEIVE A NOTIFICATION IF SHORTLISTED FOR A SOLICITATION

ARIBA INTRODUCTION VIDEO

Ariba Guide

UNG M Help Center

How To: Manage Contact Details

How To: Manage Existing Contact

Letter from Director, Procurement Division
Focused efforts on outreach and engagement of:

• Women-owned businesses
• Disability Inclusion
• Vendors from developing countries & economies in transition
• Environment
**UN Global Compact**

**Human Rights**
- **Principle 1**: Businesses should support and respect the protection of internationally proclaimed human rights;
- **Principle 2**: make sure that they are not complicit in human rights abuses.

**Labour**
- **Principle 3**: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
- **Principle 4**: the elimination of all forms of forced and compulsory labour;
- **Principle 5**: the effective abolition of child labour;
- **Principle 6**: the elimination of discrimination in respect of employment and occupation.

**Environment**
- **Principle 7**: Businesses should support a precautionary approach to environmental challenges;
- **Principle 8**: undertake initiatives to promote greater environmental responsibility;
- **Principle 9**: encourage the development and diffusion of environmentally friendly technologies.

**Anti-Corruption**
- **Principle 10**: Businesses should work against corruption in all its forms, including extortion and bribery.

The United Nations strongly encourages all vendors to actively participate in the Global Compact.
Registration on the United Nations Global Marketplace

- UNGM is the UN global vendor portal.
- Registration is mandatory for all Commercial Vendors.
- One registration form – access to many UN organizations.
- Tender Alert Service – direct notice of business opportunities.
Compliance with UN Supplier Code of Conduct and UN General Conditions of Contract

- The UN expects ethical behavior of UN suppliers and contractors. Proscribed practices include but are not limited to sexual exploitation and abuse, corruption, conflict of interest, gifts and hospitality, and post-employment restrictions.

- UN Supplier Code of Conduct:

- UN General Conditions of Contract:

- UN Procurement Division website:
  https://www.un.org/Depts/ptd/
United Nations Procurement Mobile App

The UN Procurement Mobile App offers real-time access to information related to business opportunities, business seminars schedule and contract awards.

- Event calendar including business opportunities, seminars, public tender openings, and official UNHQ holidays.
- Purchase orders and contracts monthly awards data that can be filtered by year, month and commodity group.
- Procurement bulletins providing timely updates on a wide range of topics.
- Comprehensive search functionality.
- Ability to easily share information and add events to your calendar.
- Multi-year statistical data.
- Other procurement resources.
Thank you for your time!

Your feedback is important to us. Please take a moment and participate in the survey.

To access the Survey, click link below:

https://forms.office.com/e/MqfJ4hW9zV

Or scan QR Code:
Presentation by:

UNICEF

Katinka Rosenbom

Chief of Contracting Centre, United Nations Children's Fund
UNICEF Procurement

International Procurement Seminar for
Belgium
Estonia
France

Sourced with care
Packed with love
Delivered with hope

Katinka Aanjesen Rosenbom
Chief Contracting
Copenhagen, June 2024
Every child has a fair chance in life.
Every child survives and thrives.
Every child learns.
Every child is protected from violence and exploitation.
Every child lives in a safe and clean environment.
UNICEF works in 191 countries and territories through 157 country programmes in the following areas:

- Adolescent development
- Nutrition
- HIV/AIDS
- Early Childhood Development
- Social policy
- Health
- Child protection
- Gender equality
- Education
- Social and Behaviour Change (SBC)
- Water, sanitation and hygiene
- Nutrition
- HIV/AIDS
- Early Childhood Development
- Social policy
- Health
- Child protection
- Gender equality
- Education
- Social and Behaviour Change (SBC)
- Water, sanitation and hygiene
UNICEF’s total 2023 procurement value represents a **37 per cent increase** compared to pre-pandemic 2019 (in $ millions).
In 2023, UNICEF procured in 162 countries and areas in response to the growing needs of children.

Access to supplies and services is realization of children’s rights.

- GOODS: $3.500 billion
- SERVICES: $1.744 billion
- TOTAL: $5.244 billion
UNICEF identifies, sources and procures essential supplies for children and their communities.

UNICEF also procures services to provide needed support for programmatic outcomes.

- Education supplies
- Medicines
- Shelter and field equipment
- WASH supplies
- Nutrition supplies
- Diagnostics and clinical laboratory supplies
- Mosquito nets
- Vaccines
- Cold chain equipment
- Assistive technology
- School furniture
- Vaccines
- Construction
- Research, surveys, monitoring and evaluation services
- Contracting for services
- In-country logistics and warehousing services
- Cash and voucher assistance
- Local technical workforce for programme support
- International freight services
- WASH supplies
- Vaccines
UNICEF’S SUPPLY FUNCTION

- Forecasting
- Supply Financing
- Procurement Services
- Product Innovation
- Market Shaping
- Warehouse and Distribution
- Global Transport
- In-Country Logistics
- Capacity Development
- Monitoring
- Evidence Analysis and Knowledge
$188.18 million in supplies were delivered to 135 countries and areas from UNICEF Global Supply and Logistics Hubs.

$858 million in supplies were delivered across 73 countries from 221 active warehouses.
Global and local markets oriented towards need of children, contributing to the achievement of Sustainable Development Goal (SDG) targets.

MARKET INFLUENCING
Influence global and local markets – breaking down market barriers that inhibit children’s access to essential supplies

PRODUCT INNOVATION
Identify, develop and scale new and innovative products that accelerate results for children and young people

PARTNERSHIPS
Build partnerships with business, leveraging their commitment to sustainability so that they deploy their core assets to enhance supply chains for children
SUSTAINABILITY AT UNICEF
UNICEF’s challenge: Meeting the needs of children today without compromising the well being of children tomorrow

All children are already affected by climate change or environmental degradation. Climate-driven natural disasters, such as droughts and floods, cut children off from food and safe water. Environmental degradation affects children’s health and drives biodiversity loss and will have long-term consequences for their futures.

Children are uniquely vulnerable and at a significantly higher risk of harm than adults. They eat and drink more and breathe more air per unit of body weight than adults. They are more likely than adults to be affected by malnutrition and succumb to illnesses exacerbated by climate change, such as cholera, malaria and dengue. Children are at greater risk from respiratory, neurological and other diseases caused by air pollution.

Over one billion children are at extremely high risk of climate or environmental disaster or shock.
Plan for incorporating sustainability criteria in dialogue with UNICEF programmes, partners, and suppliers that are:

- Grounded in risk-opportunity analysis
- Complemented by market readiness assessment
- Harmonized with UNICEF’s sustainability policies
- Where applicable, linked to the UN SP Indicators and organizational targets for sustainability

Define sustainability requirements that are clear, specific, measurable, and informed by market assessments.

Based on planning/assessments, build sustainability references and criteria into:
- ToR/SoW/specs
- Technical evaluation
- Commercial evaluation
- Link where relevant to the appropriate sustainability targets and indicators.

Contractual terms for sustainability include:
- As a minimum – adherence to the UN Supplier CoC and UNICEF GTCs, UNICEF supplier policies
- Additional terms carried forward from the solicitation documents relevant KPIs, monitoring and reporting plans, etc.

Ensure that suppliers meet:
- The contractual need
- Their sustainability commitments, and obligations
- Drive continuous improvement.

This is managed through regular vendor performance monitoring and vendor performance evaluation.
To maximize impact we’re identifying the greatest risks and opportunities

To prioritize and focus on what matters to our stakeholders and where we can make a difference, we’re drawing from the private sector, using hotspot analysis and materiality assessments across our product lines.

Illustrative example:

<table>
<thead>
<tr>
<th>Environmental Aspects</th>
<th>Product Group</th>
<th>Vaccines</th>
<th>Nutrition</th>
<th>Pharmaceuticals</th>
<th>Medical Supplies</th>
<th>Bednets / Insecticides</th>
<th>Cold-chain Equipment</th>
<th>Construction Services</th>
<th>International Freight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw Material Use</td>
<td></td>
<td>4</td>
<td>15</td>
<td>6</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
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<tr>
<td>Water Use</td>
<td></td>
<td>1</td>
<td>6</td>
<td>4</td>
<td>4</td>
<td>5</td>
<td>4</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>Land Use (Conversion &amp; Land Degradation)</td>
<td></td>
<td>2</td>
<td>4</td>
<td>1</td>
<td>4</td>
<td>5</td>
<td>4</td>
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<td>GHG Emissions (incl Energy Intensity)</td>
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<td>14</td>
<td>17</td>
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<tr>
<td>Waste &amp; Pollution</td>
<td></td>
<td>14</td>
<td>15</td>
<td>19</td>
<td>18</td>
<td>16</td>
<td>14</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>Hazardous Waste &amp; Toxicity</td>
<td></td>
<td>20</td>
<td>0</td>
<td>15</td>
<td>7</td>
<td>5</td>
<td>11</td>
<td>2</td>
<td>5</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Social Aspects</th>
<th>Product Group</th>
<th>Vaccines</th>
<th>Nutrition</th>
<th>Pharmaceuticals</th>
<th>Medical Supplies</th>
<th>Bednets / Insecticides</th>
<th>Cold-chain Equipment</th>
<th>Construction Services</th>
<th>International Freight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human rights (incl. D&amp;I, Rights of indigenous people, and general HR)</td>
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<td>13</td>
<td>2</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>4</td>
<td>4</td>
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<tr>
<td>Employment Conditions (Wages, working hours, social security etc.)</td>
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<td>1</td>
<td>13</td>
<td>2</td>
<td>3</td>
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<tr>
<td>Occupational Health &amp; Safety</td>
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<td>13</td>
<td>2</td>
<td>3</td>
<td>6</td>
<td>3</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>Product Quality, Safety &amp; Durability</td>
<td></td>
<td>2</td>
<td>7</td>
<td>6</td>
<td>0</td>
<td>6</td>
<td>0</td>
<td>7</td>
<td>1</td>
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</table>

<table>
<thead>
<tr>
<th>Economic Aspects</th>
<th>Product Group</th>
<th>Vaccines</th>
<th>Nutrition</th>
<th>Pharmaceuticals</th>
<th>Medical Supplies</th>
<th>Bednets / Insecticides</th>
<th>Cold-chain Equipment</th>
<th>Construction Services</th>
<th>International Freight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compliance &amp; corruption</td>
<td></td>
<td>4</td>
<td>7</td>
<td>3</td>
<td>11</td>
<td>4</td>
<td>3</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Local Production &amp; Employment</td>
<td></td>
<td>4</td>
<td>11</td>
<td>4</td>
<td>13</td>
<td>2</td>
<td>0</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>Inequality</td>
<td></td>
<td>4</td>
<td>7</td>
<td>0</td>
<td>0</td>
<td>2</td>
<td>0</td>
<td>4</td>
<td>4</td>
</tr>
</tbody>
</table>

Note: Waste and Hazardous Waste will require strong collaborations between SD and PG
Note: Initial hotspots analysis is still a work-in-progress
UN Sustainability Management Strategy

Systematically integrate sustainability considerations in procurement practices (in both policies and tenders) and publicly report on them.

Strengthen monitoring/compliance of UN supplier Code of Conduct (supplier’s respect of UN’s environmental, social and economic principles).

2023 – 2030 Sustainability and Climate Change Action Plan

Drive sustainability within UNICEF and our global network of partners, governments, and suppliers.

SD Strategy OMP 2022-2025

Expand sustainable procurement
Decrease our carbon footprint

UN wide/Inter-agency
UNICEF Corporate
UNICEF Supply

Current
• UNDIS
• Human Rights & Business Principles

• Human Trafficking Forced Labor MPF
• Gender Responsive Procurement MPF

Current
• AAP
• Policy on Safeguarding

• ESS Policy
• ESS Procedure
• CFRM Procedure

Incoming

Core sustainability issues / minimum standards for UNICEF suppliers:

Organizational Governance
Ethical Conduct
Environment
Human Rights
Labour Practices
Safeguarding
Economy

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Labour Practices
Safeguarding
Economy
SUPPLY DIVISION SUSTAINABILITY INITIATIVES IN MOTION

Scope 3
Baseline analysis
Target setting
Top emissions

Industry and Child focused analysis:
Immunization supply chain deep dive
(CO2 per child vaccinated)

Industry collaboration
Freight industry
Bed nets suppliers
Recycling and packaging...

Local sourcing

Solarization
Immunization, WASH, schools, health facilities

People & Culture:
embedded in UNICEF’s values (CRITAS);
green team; bike to work month; green week;
Sustainability in New staff Orientation; Sustainability
Focal Points working group

Standards & policies: “Sustainable Procurement” policy,
guidance and training (potentially for ISO compliance)
For every child,
a liveable planet.

Thank you
BECOME A SUPPLIER TO UNICEF
Find out what we do in UNICEF Supply

https://www.unicef.org/what-we-do
UNICEF’s COVID-19 Vaccine Market Dashboard

The COVID-19 Vaccine Market Dashboard showcases the latest information on the global COVID-19 vaccine market, including vaccine shipments through the COVAX Facility. COVAX shipments are based on UNICEF and P A N H S logistics data, as well as reported information on shipments to self-procuring participants. All other information is compiled from public sources and validated against manufacturers’ responses to UNICEF’s Expression of Interest. UNICEF’s and PAHO’s joint COVID-19 vaccine tender on behalf of the COVAX Facility, as well as complemented with relevant information sourced from A l f i d o ’ s intelligence platform. Please refer to the disclaimer via the red button on this page. Assumptions applied to the data can be viewed via the icon in the respective section of the dashboard.

Access to data: where available, click on the icon, select ‘File’ and then ‘Save as copy’ to download the data from the respective section of the dashboard.

36 vaccines approved for use by at least one national regulatory authority
11 vaccines in WHO’s Emergency Use Listing

17.5bn doses secured globally
$2-$40 reported vaccine price range per dose

2.8bn doses COVAX has secured, optioned, or received as donations
1.53bn doses shipped through COVAX to 146 countries

Market notes & Manufacturer specific pricing
https://www.unicef.org/supply/influencing-markets
Market notes published on different topics
Price database covering 80 products

Format
• Market analysis & UNICEF Supply
• Product details, issues, challenges
• Strategic information and guidance

Aims to
• Inform businesses on demand
• Inform governments on supply
• Advocate and provide market signals
• Influence decision making

Content
• Programmatic context and background
• Product requirements, standards, specifications
• Market trends (demand, supply, pricing, availability)
• Market and product issues, challenges, deficiencies to be addressed
• Planned UNICEF actions to set market expectations
How to become a supplier to UNICEF and what we procure?

https://www.unicef.org/supply/suppliers-and-service-providers
UNICEF’s Procurement Policies/Standard Contractual Texts Webpage

• **UNICEF Procurement Policies Webpage address:** [https://www.unicef.org/resources/procurement-policies.html](https://www.unicef.org/resources/procurement-policies.html)

• Provides information/links to all the key UNICEF (and UN) policy documents including the UN Supplier Code of Conduct, the Global Compact, UNICEF’s Policy Prohibiting and Combatting Fraud and Corruption, UNICEF’s Policy on Conduct Promoting the Protection and Safeguarding of Children, UNICEF’s Information Disclosure Policy and UNICEF Procedure on Sustainable Procurement.


• Makes publicly available UNICEF’s **General Terms and Conditions**, Long Term Arrangements, standard contractual provisions and solicitation documents.
TOP SUPPLIES IN 2023

- $2.211 billion: Vaccines/ biologicals
- $262.8 million: Nutrition supplies
- $158.1 million: Medical supplies and equipment
- $152.5 million: Water and sanitation supplies
- $148.6 million: Pharmaceuticals
- $105.9 million: Cold chain equipment
- $101 million: Education supplies
- $47.2 million: Shelter/field equipment
- $29.9 million: Clothing and footwear
- $27.8 million: Long-lasting insecticidal nets
LARGEST SERVICE CATEGORIES

- $297.6 million
  construction services

- $195.9 million
  Contracted personnel

- $183.9 million
  cash and voucher assistance

- $182.7 million
  international freight

- $140.2 million
  in-country logistics and warehousing services

- $87.7 million
  research, surveys, monitoring and evaluation services
What were the top supplies in emergencies?

- $249.36 million: Vaccines and biologicals
- $181.84 million: Nutrition
- $89.37 million: Medical supplies and equipment
- $86.05 million: Education supplies
- $85.55 million: Water and sanitation

UNICEF delivered $893.07 million in emergency supplies to 81 countries.
Countries from which UNICEF procurement of supplies and services exceeded $10 million, based on country of invoice (in $ millions).

- **$10 million – $15 million**
  - Uganda $14.2
  - State of Palestine $12.7
  - Colombia $11.9
  - Myanmar $11.8
  - Austria $11.1
  - Spain $10.9
  - Egypt $10.5
  - Chile $10.4
  - Canada $10.1
  - Norway $10.1

- **$15 million – $20 million**
  - Niger (the) $19.5
  - Haiti $19.3
  - Italy $19.2
  - Côte d’Ivoire $19.1
  - Brazil $17.9
  - Venezuela (Bolivarian Republic of) $17.6
  - Burkina Faso $17.5

- **$20 million – $40 million**
  - Sudan (the) $32.3
  - Mozambique $32.2
  - Somalia $31.9
  - Chad $30.8
  - South Africa $28.0
  - Malawi $26.3
  - Madagascar $21.7
  - Iraq $21.2
  - Cyprus $20.3

- **$40 million – $60 million**
  - Luxembourg $54.3
  - Germany $51.5
  - Bangladesh $51.1
  - Switzerland $44.5
  - Netherlands (the) $43.4
  - South Sudan $42.0
  - Jordan $40.4

- **$60 million – $80 million**
  - Nigeria $79.0
  - Afghanistan $72.5
  - Türkiye $68.2
  - Ethiopia $56.3
  - Democratic Republic of the Congo (the) $61.9
  - Russian Federation (the) $50.9
  - Kenya $50.7

- **$80 million – $100 million**
  - United Kingdom $200.8

- **$100 million – $150 million**
  - China $136.2
  - Singapore $125.2
  - Republic of Korea (the) $128.3
  - Ukraine $111.1
  - Lebanon $109.1
  - Pakistan $107.1
  - Indonesia $105.2
  - United Arab Emirates (the) $104.9

- **Programme countries**
  - 11,666 suppliers in 176 countries

- **Donor countries**
  - Belgium $625.3
  - India $482.1
  - Denmark $270.4
  - Yemen $201.3
  - France $190.8
  - United States $713.4
Procurement from Belgium, Estonia & France
Since 2016 UNICEF procured nearly $5bn worth of goods and services from Belgium. Vaccines are the largest commodity group for Belgium and are excluded from the 2023 data below.

Belgium is the largest EU vendor country to UNICEF and the largest vendor country to UNICEF overall, with a total procurement value of $4.8bn since 2016.

UNICEF was also the largest UN procurement agency to whom Belgium supplied $1.3bn worth of goods and services in 2022 (Annual Statistics Report on UN Procurement).

2023: UNICEF worked with 34 different Belgian suppliers and delivered nearly $23M worth of international freight services from Bolloré Logistics and nearly $6M worth of high-performance tents from Alpinter.

$4M worth of syringes from Becton Dickenson International went to over 30 different countries across almost all UNICEF programme regions (WCAR, ESAR, MENAR, LACR).

2024: Belgium continues to protect children and families against COVID-19 and Janssen Pharmaceutica has already delivered $90M worth of COVID-19 vaccines to Ghana, Kenya, Afghanistan and Sierra Leone.
Since 2016 UNICEF procured nearly $2bn worth of goods and services from France.

Vaccines are the largest commodity group for France and are excluded from the 2023 data below.

France is the second largest EU vendor country to UNICEF and among the top 6 vendor countries to UNICEF overall, with a total procurement value of $1.8bn since 2016.

UNICEF was also the largest UN procurement agency to whom France supplied $270M worth of goods and services in 2022 (Annual Statistics Report on UN Procurement).

2023: UNICEF worked with 52 different French suppliers and delivered nutrition supplies (RUTF, therapeutic milk) from Nutriset to Yemen, Cameroon & Syria and pharmaceuticals (antimalarials, zinc) from Tridem Pharma to Sudan & South Sudan.

Delivery of medical supplies and equipment from Cepheid HBDC included HIV and COVID-19 diagnostic tests. Cold chain equipment deliveries were primarily from Société Nouvelle Zhendre.

G Feron e de Clebsattel supported the Türkiye earthquake response by supplying $1.4M worth of container units for temporary shelter.

2024: UNICEF has already delivered $65M worth of vaccines (Yellow Fever, Polio, Meningitis) through Sanofi Pasteur.
Since 2016 UNICEF procured $1M worth of goods and services from Estonia

Below is a graph showing the 2023 data by commodity group for Estonia

In 2023 UNICEF Innocenti, UNICEF’s office of global research and foresight worked with Estonian vendors to support their study of children’s use of digital technology and its impact on their mental health, with specific focus in online violence, sexual exploitation and abuse and digital skills development. The Estonian vendors who supported in this work are:

- Tech Legality OU
- Studio Humanity

The key areas of work included:

- Conducting interviews with and prepare a report on young people who have suffered online sexual violence as well as the front-line workers who have cared for them and the justice professionals who have worked with cases of online child abuse.

- Conceptualizing and developing an online communications publication featuring case studies and human-interest stories.
UNOPS & Procurement

Building a better world through effective public spending

UN Procurement Seminar
Belgium, France & Estonia
In Copenhagen, UN City
June 11-12, 2024
To support the achievement of the **Sustainable Development Goals**, we respond to our partners’ needs and help increase the effectiveness of peace and security, humanitarian and development projects around the world.

Through transparent and effective methods, we specialize in finding new ways to help governments and partners make **public procurement more efficient**.

Our procurement solutions have supported our partners in activities such as:

- **Supplying over three million students and teachers with ICT equipment in Argentina**
- **Buying tens of millions of anti-malarial mosquito nets each year in Myanmar**
- **Providing ambulances to support thousands of refugees in Jordan**
- **Delivering cost savings of millions of dollars for governments in Guatemala, Honduras & Mexico**
$1.6 billion
UNOPS procurement in 2023

871 106
projects in countries

5597 165
suppliers from countries

41%
local procurement

2,500+
tenders launched per year
By category

- Infrastructure: $306m engineering works
- Health: $201m medical and lab equipment
- Operations and Administration: $84m pharmaceuticals
- Other Goods and Services: $129m fuel and oil
- Equipment and Materials: $106m
- Vehicles: $129m
- ICT equipment: $106m

Reported spend 2023 ($ millions)
Procurement from suppliers from Belgium, Estonia and France

$230m
2021 - 2023

$203m
Health: 2021 - 2023

$10m
Operations and Administration: 2021-2023

Farmer Mia Kiike at work on his farm © UNOPS/John Rae
2023 procurement based on country of supplier

$6.1m
Belgium

$7.1m
Estonia

$70.4m
France
## Planned procurement 2024

<table>
<thead>
<tr>
<th>Category</th>
<th>2024 projected ($ millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>$0 M</td>
</tr>
<tr>
<td>Health</td>
<td>$200 M</td>
</tr>
<tr>
<td>Operations and</td>
<td>$400 M</td>
</tr>
<tr>
<td>Administration</td>
<td>$600 M</td>
</tr>
<tr>
<td>ICT</td>
<td>$800 M</td>
</tr>
<tr>
<td>Equipment and</td>
<td></td>
</tr>
<tr>
<td>Materials</td>
<td></td>
</tr>
<tr>
<td>Vehicles</td>
<td></td>
</tr>
<tr>
<td>Other Goods and</td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td></td>
</tr>
</tbody>
</table>

*Indicative only, subject to change*
UNOPS priorities

Serve people better
- Strengthening essential public services for citizens
  - UNOPS is providing health services with equipment in GMS

Achieve goals
- Ensuring every development activity has the resources it needs
  - UNOPS procured $1.8bn in 2022 for SDGs in 80 countries

Protect the environment
- Supporting green supply chains that are better for people and the planet
  - UNOPS set emission criteria for vehicle purchases in Serbia

Build trust
- Bolstering confidence of citizens and businesses through transparency
  - UNOPS tackled corruption in procurement in Peru

Drive equality
- Empowering businesses led by or providing opportunities for women
  - UNOPS had successful women workforce tender criteria in Yemen

Ensure human rights
- Safeguarding against child labour and SEA and protecting labour
  - UNOPS screened suppliers SEA safeguarding for the PSC

Do more with less
- Making savings to free up funds for more development activity
  - UNOPS helped save $270m in health spend in Guatemala

Boost economic growth
- Backing local businesses, ensuring decent work and driving innovation
  - UNOPS supported local businesses with 53% of spend
Challenges

- Realizing potential through sustainable procurement
- Limited Competition (Market capacity & response to tenders)
- Global Supply chain disruption (delays to project delivery)
- Corruption and Fraud
- Funding Constraints
Leverages pre-established supplier contracts to enable efficient call off orders to meet partner needs.

1,160+ categories available on UN Web Buy + 500+ (Long Term Agreements) with suppliers

Runs tailored procurement processes from market analysis and tenders to supplier selection and management.

Value
$200m+ annually

Partners
Governments, UN agencies, IFIs, INGOs, NGOs.

Focus area
Health, energy, vehicles, procurement

DRiVE (Delivering Responsibility in Vendor Engagement)
UNOPS supplier sustainability assessment, inspection and corrective action-planning programme
UNOPS solutions & opportunities

- Realizing potential through **sustainable procurement**
- More **effective public spending** to empower institutions
- Supporting **local economies**
- Doing more with less
- **Procurement Strategy** development supported by efficient planning and market research

**Vendor capacity development initiatives:**
- Vendor training at local level and international
- Conducting UNOPS Possibilities Forums, with focus on MSMEs and Women Owned Businesses
- Online training for vendors “Doing Business with UNOPS”
- Online course UNOPS-UN Women on gender mainstreaming in procurement
Additional resources on UNOPS procurement

All UNOPS open competition procurement opportunities are posted in the form of Tender Notices on the United Nations Global Marketplace (UNGM)
https://www.ungm.org/Public/Notice

For guidance on how to submit offers to UNOPS eSourcing tenders, please consult the user guide, videos, helpdesk and other support materials available at
https://esourcing.unops.org/#/Help/Guides

Contract awards
https://www.ungm.org/Public/ContractAward
https://unopsprocurement.page.link/UNOPS-data-web

Online Course: “Doing business with UNOPS” free of charge and available in English, French and Spanish.
https://www.unops.org/popups/doing-business-with-unops
Supplier Resource Centre

UNOPS.org > Business Opportunities > Supplier Resource Center

From information for suppliers to current business opportunities, the resources centre is the one-stop shop for all suppliers who want to do business with UNOPS.

The Supplier Resource Centre is a capacity-building initiative under the UNOPS Possibilities programme, which aims to:

- Accessible through UNOPS webpage
- One-stop shop for all potential suppliers including MSMEs
- A guide for doing business with UNOPS
- Resources for every stage of the procurement process
- Access to all learning opportunities such as events and online courses
Purchase for Impact
2022 UNOPS Procurement Report
> www.unops.org/procurement
Today’s world requires new approaches and partnerships that harness the potential of technological change. UNOPS, with a mandate in infrastructure, is a vital part of this future.

By demonstrating how solutions can be delivered on the ground, UNOPS makes a meaningful contribution, bringing innovation to bear as we strive to build a better future for all.”

António Guterres, Secretary-General, UN
Panel I moderated by Verner Kristiansen

Sustainability in business and procurement

UNPD
UNICEF
UNOPS
COFFEE BREAK

Please be back at 11.30
Presentation by:

UNIDO
Atsushi Isoyama
Chief, Procurement Services, United Nations Industrial Development Organization
DOING BUSINESS WITH UNIDO

International Procurement Seminar for companies from Belgium, Estonia and France

@ UN City in Copenhagen
June 2024
HOW TO REGISTER AS A VENDOR WITH UNIDO

1. Understand UNIDO’s requirements
2. Register on UNIDO and UNGM platforms
3. Participate in UNIDO tenders

UNIDO Procurement Portal
www.procurement.unido.org

United Nations Global Market
www.ungm.org
UNIDO: WHAT WE DO?

Agri-business

Trade, technology & innovation

Environment

Energy
WHERE WE DO BUSINESS

UNIDO TC Projects Globally
Our suppliers really span the globe with over 3,000 suppliers internationally.
WHO ARE OUR MAJOR DONORS

- **Global Environment Facility (GEF)**
  - INVESTING IN OUR PLANET
- **European Union**
  - Funded by European Union
- **Montreal Protocol**
  - Bilateral Funds

[Image of two people shaking hands]
WHAT WE BUY: EQUIPMENT

- Solar photovoltaic panels
- Photovoltaic equip & test kits
- Electrical cables & parts
- Fabricated Metals and Structures
- Construction Vehicles/Automotive
- Laboratory & Chemicals
- Construction materials
- Textiles
- IT equipment
- Food Processing Machinery
- Woodworking machines
- Furniture
WHAT WE BUY: SERVICES

- Design Services
- Study Tours
- Training/Curricula
- Workshops
- Conferences
- Reports
- Photo & Video
- Lab Testing
- Virtual Reality
- Artificial Intelligence
- Apps
- Credit facilities
WHAT WE BUY: WORKS

- Architecture/Engineering Design
- Renovation Works
- Construction Works
POTENTIAL CHALLENGES FOR BIDDERS

01 Order size not big enough? Not profitable?
02 Products too advanced, therefore too expensive? Don’t meet international standards
03 Service-orientation difficult to handle? Remote locations.
04 Heightened and intense competition
05 Cultural and logistical - locations “tough places” with challenges of transportation?
06 Complex regulations and procurement procedures? Language barrier?
07 UNIDO not well-known in the business community?
08 Compliance requirements

Typical Challenges Bidders Face
Industrial development is a strength of both UNIDO and businesses, industries and academia from the region.

Requirements of UNIDO’s technical cooperation can well match with manufactured products and services from the region.

UNIDO is an opportunity for Industry, Businesses and Academia.
DETAILED PROCUREMENT PROCESS CYCLE

**Project Formulation**
*(helps to include PRS in earliest discussion to ensure best procurement strategy is considered)* *Consider market survey with PRS for goods/services not previously purchase (EOI or RFI)*

**Requisitioning**
is the initial step in the procurement process, where the need for goods, services, or works is formally identified and requested.

**Bidding (1-8 weeks)**
- Review Requisition and supporting documents;
- Define Procurement Method
- Conduct Market search
- Issue RFP & post on websites
- Receipt of offers

**Evaluation (1-4 weeks)**
- Open bids
- Conduct Technical and Commercial Evaluation

**Selection & Approval (2 weeks)**
- Recommendation of award
- Submission for review & recommendation by Procurement Committee and approval by MD/PSM

**Contract/Purchase Order Administration**
- Ascertain readiness of site
- Confirm delivery schedules to all parties
- Monitor contractor’s performance

**Contract Management**
- Invoicing and Payment
- Amendments
- Disputes

**Contract Award (2 weeks)**
- Negotiate with selected bidder
- Finalize draft Contract/Purchase Order

**Obligation & Certification of funds (1 week)**
- Obligate funds
  - Performed by Allotment Holder*
  - Performed by Procurement officer
  - Performed jointly by Procurement officer & Allotment Holder

---

*PRS: Procurement Strategy
EOI: Express of Interest
RFI: Request for Information
MD/PSM: Minister/Procurement Supervisor
UNIDO PROCUREMENT

About UNIDO Procurement

Procurement is administered by Procurement Services, which is responsible for:

- All centralized procurement cases
- Tendering, solicitation of offers and evaluation
- Awarding and management of contracts and purchase orders i.e. payments and amendments etc.
PROCUREMENT PRINCIPALS

Best Value for Money
Open Competition

Best interest of UNIDO
Meeting UNIDOs organizational goals and objectives

Fairness, Integrity and Transparency
Clear rules and processes

Effective Competition
Equal opportunities for bidders to participate

“Technically Acceptable, Most Competitive”
HOW TO WORK WITH UNIDO

3 TRACKS

**Commercial Relationship**

1. Traditional Contract/Purchase Order (one-off)
   Legal Agreement for provision of specific goods and services for defined cost within defined timeframe.

2. Long Term Agreement
   Framework contract for provision of an unspecified volume of Goods and Services to UNIDO over a defined period of time.

**Non-Commercial Relationship**

3. Partnership
   Collaborative relationships, not based on commercial grounds, that achieve positive outcomes.
PROCUREMENT PROCESS

1. Solicitation of Bids
2. Evaluation and Award
3. Contract Management
4. Ethical Standards and Anti-Corruption Measures
PROCUREMENT DOCUMENTS FOR BIDDING

- Instructions to Bidders
- Technical Specifications or Terms of Reference
- UNIDO General Conditions of Contract
- Financial Statement & Certification
- Statement of Confirmation
- Bank Information Form
VENDOR REQUIREMENTS: GOODS AND SERVICES

Typical minimum qualification criteria

☑ Supply goods and/or services of UNIDO interest, in line with the specifications/demand;

☑ Legal capacity to enter into a contract i.e. Certificate of Incorporation/Business License; we only do business with legal entities (not individuals)

☑ 3-year experience as established business;

☑ Sound financial capacity (provide financial statements for the past 3 years)- Minimum turnover.

☑ Previous relevant experience
EXAMPLES OF POSSIBLE MATCHES WITH INDUSTRY SECTORS AND UNIDO ACTIVITIES

ENERGY SECTOR
E.g. Renewable Energy i.e. wind, solar, hydro etc.

AGRICULTURAL SECTOR
E.g. Tractors, plastic and agro machinery, waste, training services

AUTOMOTIVE
E.g. automotive industry, auto parts, training,

ELECTRONICS & IT SECTOR
E.g. Information security, software development, technology innovation, training services, virtual reality

Matches for UNIDO
BUSINESS OPPORTUNITIES WITH UNIDO

Around $200+ million worth of Technical Cooperation procurement annually

UNIDO procuring a variety of goods and services from a wide range of sectors

Noticed the presence of manufacturers, trading firms being active internationally. So far, low participation in our tenders

Opportunities for manufacturers, companies and academia, etc.
PROCUREMENT TIPS

Some key factors to consider:

☐ Register UNIDO eProcurement portal
☐ Bidding period: 2-5 weeks
☐ Good planning for bidding preparation and submission (do not submit your bid last minute)
☐ For system problems/issues
☐ Procurement Help Desk: procurement@unido.org
☐ Do not hesitate to ask clarification questions via. system
☐ Currency: project currency (€ or US$)
☐ Delivery: standard INCOTERMS 2020 (DAP, DDP, ExWorks)
☐ Offer validity: 90 -120 days required
☐ Tax exemptions: some exceptions possible
☐ Payment schedule: to be determined at contract stage
☐ Respond to solicitation requests, when invited
POTENTIAL BENEFITS WORKING WITH UNIDO

Global Market Access
Stable and Long-Term Contracts
Enhanced Prestige and Credibility
Networking Opportunities
Global Development Contribution
Capacity Enhancement
Exposure to Best Practices
Financial Security
ABOUT UNIDO

☑ UNIDO stands for the United Nations Industrial Development Organization.

☑ UNIDO is a specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization, and environmental sustainability.

☑ UNIDO's mission is to promote and accelerate inclusive and sustainable industrial development in developing countries and economies in transition.

☑ UNIDO provides technical assistance, policy advice, and capacity-building support to help countries strengthen their industrial sectors and improve their competitiveness in the global market.
IPS
Copenhagen

Torben Soll, Deputy Director
Office of Procurement
United Nations Development Programme (UNDP)
Agenda

• UNDP at a glance
  • UNDP Strategic Plan 2022-2025
  • Key priorities, enablers, and directions of change

• What do we buy?

• How is procurement organized?

• Procurement priorities and opportunities, including sustainable procurement

• Key success factors

• Information and resources
UNDP for the world
With our support, millions of people improved their lives in 2022.

- 71 million people in 36 countries gained access to essential services (2018–2022)
- 43 countries supported to address gender-based violence
- Nearly 1 million jobs protected by labour-market measures
- 81 countries implemented policies based on COVID-19 socio-economic impact assessments (with UNDS)
- US$1.6 billion raised by UNDP to help countries respond to and recover from COVID-19
- 3 million people benefited from jobs and improved livelihoods in crisis or post-crisis settings in 29 countries, 47% being women
- 750,000 women in 15 countries gained access to recovery programmes
- 82 countries adopted over 580 digital solutions for e-commerce, e-governance and more
- 26 countries supported to implement national action plans to address radicalization
- 38 million new voters registered in 30 countries, 80% being women (2018–2022)
- 82 countries submitted revised national climate action plans
- 92 of 120 countries with Climate Promise support
- 2.4 million rural households in 33 countries benefited from clean, affordable and sustainable energy
- UNDP’s Accelerator Labs Network reached 115 countries through 91 locations
- US$3.8 billion mobilized in innovative SDG bonds

Additional achievements:
- Nearly 1 million jobs protected by labour-market measures
- 43 countries supported to address gender-based violence
- 82 countries submitted revised national climate action plans
- 26 countries supported to implement national action plans to address radicalization
- 38 million new voters registered in 30 countries, 80% being women (2018–2022)
- UNDP’s Accelerator Labs Network reached 115 countries through 91 locations
- US$3.8 billion mobilized in innovative SDG bonds
### Latin America and the Caribbean
- Panama Regional Hub
  - Argentina
  - Barbados and the Eastern Caribbean (covering Anguilla, Antigua and Barbuda, Barbados, the British Virgin Islands, Dominica, Grenada, Montserrat, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines)
  - Belize
  - Brazil
  - Colombia
  - Costa Rica
  - Cuba
  - Dominican Republic
  - Ecuador
  - El Salvador
  - Guatemala
  - Guyana
  - Haiti
  - Honduras
  - Jamaica (covering the Bahamas, Belize, Bermuda, Cayman Islands, Jamaica, Turks and Caicos Islands)
  - Mexico
  - Nicaragua
  - Panama
  - Paraguay
  - Peru
  - Suriname
  - Trinidad and Tobago (covering Aruba, Curacao, Sint Maarten, Trinidad and Tobago)
  - Uruguay
  - Venezuela

### Asia and the Pacific
- Bangkok Regional Hub
  - Afghanistan
  - Bangladesh
  - Bhutan
  - Cambodia
  - China
  - Democratic People’s Republic of Korea
  - India
  - Indonesia
  - Iran, Islamic Republic of
  - Lao People’s Democratic Republic
  - Malaysia (covering Brunei Darussalam, Malaysia, Singapore)
  - Maldives
  - Mongolia
  - Myanmar
  - Nepal
- Pacific Office in Fiji (covering Federated States of Micronesia, Fiji, Kiribati, the Marshall Islands, Nauru, Palau, Solomon Islands, Tonga, Tuvalu, Vanuatu)
  - Pakistan
  - Papua New Guinea
  - Philippines
  - Samoa (covering Cook Islands, Niue, Samoa, Tokelau)
  - Sri Lanka
  - Thailand
  - Timor-Leste
  - Viet Nam

### Europe and Central Asia
- Istanbul Regional Hub
  - Albania
  - Armenia
  - Azerbaijan
  - Belarus
  - Bosnia and Herzegovina
  - Cyprus
  - Georgia
  - Kazakhstan
  - Kyrgyzstan
  - Moldova
  - Montenegro
  - North Macedonia
  - Serbia
  - Tajikistan
  - Turkey
  - Turkmenistan
  - Ukraine
  - Uzbekistan

### Arab States
- Amman Regional Hub
  - Algeria
  - Bahrain
  - Djibouti
  - Egypt
  - Iraq
  - Jordan
  - Kuwait
  - Lebanon
  - Libya
  - Morocco
  - Palestine
  - Saudi Arabia

### Africa
- Addis Ababa Regional Service Centre
  - Angola
  - Benin
  - Botswana
  - Burkina Faso
  - Burundi
  - Cameroon
  - Cape Verde
  - Central African Republic
  - Chad
  - Comoros
  - Côte d’Ivoire
  - Democratic Republic of the Congo
  - Equatorial Guinea
  - Eritrea
  - Eswatini
  - Ethiopia
  - Gabon
  - The Gambia
  - Ghana
  - Guinea
  - Guinea-Bissau
  - Kenya
  - Lesotho
  - Libya
  - Madagascar
  - Malawi
  - Mauritania
  - Mauritius and Seychelles
  - Mozambique
  - Namibia
  - Niger
  - Nigeria
  - Republic of the Congo
  - Rwanda
  - Sao Tome and Principe
  - Senegal
  - Sierra Leone
  - South Africa
  - South Sudan
  - Sudan
  - Tanzania
  - The Gambia
  - Togo
  - Uganda
  - United Republic of Tanzania
  - Zambia
  - Zimbabwe

### Policy and Programme Centres
- Doha (Partnership and Technical Advice Office)
- Istanbul International Centre for Private Sector in Development
- Oslo Governance Centre
- Rome Centre for Sustainable Development
- Seoul Policy Centre for Knowledge Exchange through SDG Partnerships
- Singapore Global Centre for Technology, Innovation and Sustainable Development

### Representation Offices
- Brussels Representation Office (covering European Union)
- Geneva Representation Office
- Germany Representation Office
- Nordic Representation Office (covering Denmark, Finland, Norway, Sweden)
- Tokyo Representation Office
- Washington Representation Office
What do we buy?

**UNDP - 2022**

- **Procurement value for the year (USD):** $2.83B
- **Number of countries the organization procured from:** 211
- **Percentage of total UN procurement by the agency:** 9.57%

**Ranking of organization by procurement value:** 4th

**Goods and services distribution (USD):**

- **Goods**
- **Services**

**Supplier country development status:** Share of total procurement based on supplier country development status

**Procurement by category:**

- **Category (UNSPSC segment level):**
  - Management and Admin Services: 526.2M
  - Engineering and Research Services: 489.6M
  - Medical Equipment and Supplies: 203.3M
  - Building and Maintenance Services: 165.9M
  - Pharmaceuticals, Contraceptives, and Related Supplies: 157M

**Procurement by region:**

- **Region:**
  - Asia: 850.1M
  - Europe: 822.9M
  - Africa: 637.3M
  - Latin America and the Caribbean: 307.3M
  - Northern America: 162.1M
## What do we buy?

### 2022 Top 20 UNSPSC Segments by Procurement Value

<table>
<thead>
<tr>
<th>Top 20 UNSPSC segments by Spend</th>
<th>Spend (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and Admin Services</td>
<td>549.4M</td>
</tr>
<tr>
<td>Engineering and Research Services</td>
<td>416.2M</td>
</tr>
<tr>
<td>Pharmaceuticals, Contraceptives, Vaccines</td>
<td>222.2M</td>
</tr>
<tr>
<td>IT and Communications Equipment</td>
<td>210.6M</td>
</tr>
<tr>
<td>Medical Equipment and Supplies</td>
<td>184M</td>
</tr>
<tr>
<td>Education and Training Services</td>
<td>84.3M</td>
</tr>
<tr>
<td>Transportation, Storage, Mail Services</td>
<td>82.6M</td>
</tr>
<tr>
<td>Motor Vehicles and Parts</td>
<td>74M</td>
</tr>
<tr>
<td>Travel, Food and Lodging</td>
<td>65.6M</td>
</tr>
<tr>
<td>Building and Maintenance Services</td>
<td>64.2M</td>
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<tr>
<td>Politics and Civic Affairs Services</td>
<td>61.8M</td>
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<tr>
<td>Public Sector Related Services</td>
<td>59.9M</td>
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<td>Environmental Services</td>
<td>47.6M</td>
</tr>
<tr>
<td>Laboratory and Testing Equipment</td>
<td>46.9M</td>
</tr>
<tr>
<td>Editorial, Design, Graphic Services</td>
<td>46.1M</td>
</tr>
<tr>
<td>Financial and Insurance Services</td>
<td>45.5M</td>
</tr>
<tr>
<td>Structures, Construction Components</td>
<td>40.3M</td>
</tr>
<tr>
<td>Sports and Recreational Equipment</td>
<td>33.6M</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>28.8M</td>
</tr>
<tr>
<td>Public Order and Security Services</td>
<td>27.1M</td>
</tr>
</tbody>
</table>

### 2022 Top 20 UNSPSC Family by Procurement Value

<table>
<thead>
<tr>
<th>Top 20 UNSPSC segments by Spend</th>
<th>Spend (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business administration services</td>
<td>399.9M</td>
</tr>
<tr>
<td>Professional engineering services</td>
<td>301.1M</td>
</tr>
<tr>
<td>Computer Equipment and Accessories</td>
<td>184.9M</td>
</tr>
<tr>
<td>Amebicides and trichomonacides and antiprotozoals</td>
<td>142.3M</td>
</tr>
<tr>
<td>Real estate services</td>
<td>109.8M</td>
</tr>
<tr>
<td>Vocational training</td>
<td>82.7M</td>
</tr>
<tr>
<td>Hormones and hormone antagonists</td>
<td>79.4M</td>
</tr>
<tr>
<td>Computer services</td>
<td>77.5M</td>
</tr>
<tr>
<td>Motor vehicles</td>
<td>63.1M</td>
</tr>
<tr>
<td>Patient care and treatment products and supplies</td>
<td>56.8M</td>
</tr>
<tr>
<td>Medical facility products</td>
<td>54.1M</td>
</tr>
<tr>
<td>Hotels and lodging and meeting facilities</td>
<td>50M</td>
</tr>
<tr>
<td>Laboratory and scientific equipment</td>
<td>44.8M</td>
</tr>
<tr>
<td>Environmental management</td>
<td>42.3M</td>
</tr>
<tr>
<td>Building and facility maintenance and repair services</td>
<td>42M</td>
</tr>
<tr>
<td>Transport services</td>
<td>39M</td>
</tr>
<tr>
<td>No data</td>
<td>37.9M</td>
</tr>
<tr>
<td>Mobile medical services products</td>
<td>33.2M</td>
</tr>
<tr>
<td>Camping and outdoor equipment and accessories</td>
<td>31.2M</td>
</tr>
<tr>
<td>Community and social services</td>
<td>30.7M</td>
</tr>
</tbody>
</table>
## Procurement from Estonia – 2022

**Estonia - 2022**

- **Procurement value for the year (USD):** $2.30M
- **UN organizations procuring from the country:** 1
- **Ranking of supplier country by UN procurement value:** 159th
- **Percentage of total UN procurement from the country:** <0.1%
- **Number of suppliers registered in UNGM:** 230

### Goods and services distribution (USD)

- **Goods**
- **Services**

<table>
<thead>
<tr>
<th>Year</th>
<th>Goods</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Procurement by category

<table>
<thead>
<tr>
<th>Category (UNSPSC segment level)</th>
<th>Procurement amount (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Manufacturing Services</td>
<td>1.3M</td>
</tr>
<tr>
<td>Management and Admin Services</td>
<td>371.4K</td>
</tr>
<tr>
<td>Power Generation Machinery</td>
<td>126K</td>
</tr>
<tr>
<td>Engineering and Research Services</td>
<td>101.3K</td>
</tr>
<tr>
<td>Material Handling Machinery</td>
<td>94.2K</td>
</tr>
</tbody>
</table>

### Supplier distribution

- **Share of total procurement based on suppliers’ aggregate volume**
  - Suppliers ≥ 1M USD: 44%
  - Suppliers < 1M USD: 56%

- **Total number of suppliers:** 12
- **Number of suppliers with volume ≥ 1M USD:** 1

### Procurement by organization

<table>
<thead>
<tr>
<th>Organization</th>
<th>Procurement amount (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNDP</td>
<td>2.3M</td>
</tr>
</tbody>
</table>
Procurement from Belgium - 2022

Belgium - 2022

- Procurement value for the year (USD): $14.06M
- UN organizations procuring from the country: 1
- Ranking of supplier country by UN procurement value: 2nd
- Percentage of total UN procurement from the country: 5.91%
- Number of suppliers registered in UNGM: 1,500

Goods and services distribution (USD)

![Chart showing goods and services distribution]

Procurement by category

- Management and Admin Services: 3.2M USD
- Medical Equipment and Supplies: 3M USD
- Pharmaceuticals, Contraceptives, V...: 2.7M USD
- Financial and Insurance Services: 1.1M USD
- Motor Vehicles and Parts: 1M USD

Supplier distribution

Share of total procurement based on suppliers’ aggregate volume

- Suppliers ≥ 1M USD: 29.5%
- Suppliers < 1M USD: 70.5%

Total number of suppliers: 105
Number of suppliers with volume ≥ 1M USD: 8

Procurement by organization

- UNDP: 14.1M USD

UNITED NATIONS DEVELOPMENT PROGRAMME
Procurement from France - 2022

France - 2022
- Procurement value for the year (USD): $39.60M
- UN organizations procuring from the country: 1
- Ranking of supplier country by UN procurement value: 9th
- Percentage of total UN procurement from the country: 2.84%
- Number of suppliers registered in UNGM: 4,471

Goods and services distribution (USD)
- Goods
- Services

Procurement by category
<table>
<thead>
<tr>
<th>Category (UNSPSC segment level)</th>
<th>Procurement amount (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical Equipment and Supplies</td>
<td>11.3M</td>
</tr>
<tr>
<td>Management and Admin Services</td>
<td>7.1M</td>
</tr>
<tr>
<td>Laboratory and Testing Equipment</td>
<td>6.6M</td>
</tr>
<tr>
<td>Power Generation Machinery</td>
<td>1.7M</td>
</tr>
<tr>
<td>Motor Vehicles and Parts</td>
<td>1.7M</td>
</tr>
</tbody>
</table>

Supplier distribution
- Share of total procurement based on suppliers’ aggregate volume:
  - Suppliers ≥ 1M USD: 27.1%
  - Suppliers < 1M USD: 72.9%

Total number of suppliers: 129
Number of suppliers with volume ≥ 1M USD: 8

Procurement by organization
<table>
<thead>
<tr>
<th>Organization</th>
<th>Procurement amount (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNDP</td>
<td>39.6M</td>
</tr>
</tbody>
</table>
How is procurement organized in UNDP?

**Procurement responsibility is largely decentralized to our Country Offices**

- 70% of total spend with top 30 country offices
- Every country office is a potential business partner for you
- Understanding the unique needs of Country Offices is key to success

**Specialised HQ procurement centres supporting mainly:**

- Energy, Environment & Climate
- Governance, ICT, Digital Solutions
- Health (Global Fund Partnership, COVID response, Government support)
- Crisis (Preparedness & Response)
- Information & Communication Technologies
- Infrastructure and Construction Works

UNDP Procurement Portal - [www.undp.org/procurement](http://www.undp.org/procurement)
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[https://www.undp.org/procurement/strategy](https://www.undp.org/procurement/strategy)
The 5 Objectives of UNDP Procurement Strategy for Sustainable Development:

1. Providing fit-for-purpose procurement solutions
2. Enhancing procurement capacity development
3. Mainstreaming sustainable procurement
4. Optimizing procurement services across strategic programmatic sectors
5. Leveraging digitalization for more efficient procurement processes

https://www.undp.org/procurement/strategy
Key success factors – for bidders

1. Understand your client(s) – consider a targeted approach focused on countries or projects that are most relevant to your offering
   • UNDP Procurement Portal - www.undp.org/procurement

2. Be Responsive, Complete and Compliant in your offers
   • Read documentation carefully - if in doubt, request clarifications. Pay attention to details
   • Invest resources in understanding the requirements of tenders – too many tender responses fail to meet minimum requirements
   • Ensure to provide documented proof of your qualifications -expertise and capacities, as well as accurate and documented technical responses

3. Performance is key - problems may arise, how you respond to them will distinguish your company from others
Make your self-assessment – for bidders

- **UNDP procurement principles apply** – UNDP principles of fairness, transparency, effective competition and value for money govern all commercial engagements. UNDP can’t ‘promote’ specific products/brands

- **Demand and supply** – is there a clear demand for the product and does your product address this? Do you have relevant experience? Local network?

- **Commercial vs. Non-commercial arrangements** – There are specific avenues for non-commercial collaboration such as partnerships, donations and innovation facilities – still governed by UN principles – separate from procurement
Useful resources & links

- **Supplier portal UN Global Marketplace (UNGM)**
  Requires registration and personal profile
  https://www.ungm.org

- **Advertising procurement notices**
  Where procurement opportunities are advertised
  https://procurement-notices.undp.org

- **Procurement statistics for UN system**
  Annual Statistical Report in UNGM
  https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_organization

- **UNDP Transparency Portal**
  Explore how UNDP is making a difference around the globe:
  https://open.undp.org
The United Nations Global Marketplace (UNGM) is the official procurement portal of the UN system.
Presentation by:

WFP

Iulon Tsilosani
Supplier Relationship Management, United Nations World Food Programme
DOING BUSINESS WITH WFP

March 2024
WFP is the world’s largest humanitarian organization working towards zero hunger by 2030.

WFP delivers food, cash and other assistance in emergencies. At the same time, we focus on sustainable development, promoting long-term change by working in partnership with national governments and communities.

WFP is funded entirely by donations from governments, companies and private individuals.
SUPPLY CHAIN: 2023 IN NUMBERS

- **US$ 3 BILLION** worth of food, goods and services procured
- **3.6 MILLION MT** of food delivered
- **400,000 PASSENGERS** transported
- **762 PARTNERS** supported by WFP

- **22.3 MILLION KM** travelled by WFP trucks in 2023 (Equivalent to 29 journeys to the moon and back!)
WFP PROCUREMENT DISTRIBUTION – 2023

**Logistics**
USD 1.42 billion

- **Shipping**
- **Aviation**
- **Fleet**
- **Logistics Operations**

**Food**
USD 1.87 billion

**Other Goods and Services**
USD 1.23 billion

- **31%**
- **27%**
- **41%**
WHAT WE BUY: FOOD

80+ Different food commodities

Key commodities we buy:
- Wheat (grain and flour)
- Rice
- Lentils and split peas
- Sugar
- Vegetable and Sunflower Oil
- Specialized nutritious foods

Food Procured in 2023 by Category

- Cereals & Grains: 70%
- Pulses & Vegetables: 11%
- Mixed & Blended: 9%
- Oils & Fats: 5%
- Others: 5%
WHERE WE BUY: FOOD 2019 – 2023

Origin Country by MT

Top 5 supplier countries (by value):
- Republic of Türkiye
- Ukraine
- Pakistan
- Belgium
- France
WHAT WE BUY: GOODS AND SERVICES

61
Different categories of goods, services

10,500
Suppliers

123
Number of countries we purchased from

USD 1.2 billion
Total value spent in 2023

- 13% Fuel, Oil & Lubricants
- 18% Facility Management
- 13% Professional Services
- 8% Cash-Based Transfer services
- 9% IT, communications technology and services
- 5% UN Joint & Statutory
- 5% Vehicles, Spare parts & Maintenance
- 29% Others

Total value spent in 2023: USD 1.2 billion
WHERE WE BUY: GOODS AND SERVICES 2019 – 2023

Top 5 supplier countries:
- United Arab Emirates
- United States of America
- South Sudan
- Yemen
- Italy
WFP Procurement is organized in a decentralized way. Food Purchases are undertaken by Headquarters, Regional Bureaux and Country Offices.

Preference is given to procuring from developing countries, if it is considered the best value and in the interests of WFP.

**International Procurement**
Mainly administered by HQ Food Procurement, but Regional Bureaux can be requested to undertake international procurement which is carried out on the global market.

**Regional Procurement**
A purchase within the WFP geographical region and administered by Regional Bureaux and Country Offices.

**Local Procurement**
Mainly administered by a Country Office when food is available on the local market and required for in-country consumption.

*The definitions International/Regional/Local Procurement refer to the geographical area where the purchase takes place and not the WFP Office undertaking the procurement.
HOW TO REGISTER AS A VENDOR WITH WFP

Vendors must do the following to register with WFP:
1. Understand WFP’s food and goods & services requirements (following slides).
2. Send a presentation of your products to WFP at: wfpsupplier.srm@wfp.org.
3. Read & acknowledge the UN Supplier Code of Conduct.
4. Complete UNGM Level 2 Registration: https://www.ungm.org/
5. When requested, register on WFP e-tendering platform In-tend
6. Respond to solicitation requests, when invited
VENDOR REQUIREMENTS: FOOD

FOOD PROCUREMENT

**Minimum criteria:**

a. Provide food commodities relevant to WFP programme requirements
   (https://foodsafetyqualitypublic.manuals.wfp.org/docs/specifications-index)

b. Legal capacity to enter into a contract i.e., certificate of incorporation or an equivalent;

c. Audited financial statements for last 3 fiscal years, min USD 5 million annual turnover;

d. 3 letters of recommendation;

e. 3 years of experience in trading/manufacturing of commodity for which applying/license;

f. Vendor must not appear on the UN Security Councils Sanctions List

g. Not previously sanctioned for fraudulent, unethical or illicit acts

h. Completion of Initial Paper assessment (IPA).

**For more details contact:** wfpsuppliers.srm@wfp.org
VENDOR REQUIREMENTS: GOODS AND SERVICES

GOODS AND SERVICES

Minimum criteria:

a. Supply goods and/or services of WFP interest;
b. Legal capacity to enter into a contract;
c. 3-year experience as established business;
d. Sound financial capacity (provide financial statements for the past 2 years).

For more information: https://www.wfp.org/do-business-with-wfp
The WFP Supply Chain Supplier Relationship Management Model

PRE-REQUISITES

SRM PROCESS

ENABLERS

SRM Strategy

Supplier Segmentation Model

Supplier Scouting

Supplier Risk Management

Supplier Collaboration (360° & Fitness program)

Supplier Onboarding

Supplier Performance Management

Supplier Innovation

Supplier Risk Management (SRM Manual)

SRM Organization & structure

SRM IT/Digital Tool
QUESTIONS
Panel II moderated by Verner Kristiansen

Innovation in procurement and technology solutions

UNIDO
UNDP
WFP
LUNCH

Pacific Ocean lounge and Atlantic Ocean lounge

Please be back at 14.30
Presentation by:

WHO

Yulia Kurbatova
Procurement officer, Procurement and Supply Services, Global Service Centre, World Health Organisation
WHO
UN International
Procurement Seminar

11-12 June 2024
Copenhagen, Denmark
Introduction to WHO

• The World Health Organization (WHO) was established in 1948 as a specialized agency of the United Nations (75th Anniversary)
• WHO connects nations, partners and people to promote health, keep the world safe and serve the vulnerable – so everyone, everywhere can attain the highest level of health
• WHO’s current 5-year strategy (Thirteenth General Programme of Work) focuses on Triple Billion targets:
  • One billion more people benefit from universal health coverage
  • One billion more people are better protected from health emergencies
  • One billion more people enjoy better health and well-being
• WHO is headquartered in Geneva, has strong presence through 6 Regional Offices, and +152 Country Offices, and works closely with 194 Member States
• More information on WHO: www.who.int
Procurement at WHO

$1.5B
Total purchase volume in 2023

Categories
- Medical equipment
- Laboratory
- Research services
- Pharmaceuticals

>18,000
Suppliers from 188 countries

Principles
1. BVM
2. Fairness
3. Integrity & Transparency
4. Effective competition
5. Sustainability

UNGM
Main system used (In-Tend)

ERP
New one coming

Decentralized
- 5 Regional Offices
- 194 Member States
- 152 country office

Goods / Services
- Goods – Catalogue/LTA or ad-hoc tenders (open or limited competition)
- Services – Led by Technical Units
### Three-tier operating model

<table>
<thead>
<tr>
<th>Country offices</th>
<th>Regional offices</th>
<th>Global</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>AFRO/Brazzaville</td>
<td>• Budapest:</td>
</tr>
<tr>
<td>◦ 47</td>
<td>◦ Leadership, policy, strategy</td>
<td></td>
</tr>
<tr>
<td>Eastern Mediterranean</td>
<td>EMRO/Cairo</td>
<td>◦ Long Term Agreements</td>
</tr>
<tr>
<td>◦ 21</td>
<td>◦ Catalogue management / maintenance</td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>EURO/Copenhagen</td>
<td>• Geneva:</td>
</tr>
<tr>
<td>◦ 33</td>
<td>◦ QA of health products</td>
<td></td>
</tr>
<tr>
<td>South-East Asia</td>
<td>SEARO/New-Delhi</td>
<td>◦ Procurement for HQ and users training</td>
</tr>
<tr>
<td>◦ 11</td>
<td>◦ Catalogue procurement</td>
<td></td>
</tr>
<tr>
<td>Western Pacific</td>
<td>WPRO/Manila</td>
<td>• Kuala-Lumpur (Global Service Centre)</td>
</tr>
<tr>
<td>◦ 15</td>
<td>◦ Global Shipping</td>
<td></td>
</tr>
<tr>
<td>Americas*</td>
<td>PAHO/Washington*</td>
<td>◦ Non-catalogue procurement (through ad-hoc tenders)</td>
</tr>
<tr>
<td>◦ 27</td>
<td>◦ Processing and issuance of all Purchase Orders</td>
<td></td>
</tr>
</tbody>
</table>

*Regional Office of the Americas (PAHO) manages Procurement separately from the other WHO Offices.*
WHO procurement spend 2018-2023, mill USD

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>199</td>
<td>586</td>
<td>893</td>
<td>597</td>
<td>1718</td>
<td>900</td>
<td>1657</td>
<td>741</td>
<td>1635</td>
<td>1034</td>
<td>1520</td>
<td>981</td>
</tr>
</tbody>
</table>

Legend: Goods, Services
Largest procurement categories (goods) 2023, mill USD

- Hospital, Equipment: 95,6
- Miscellaneous Drugs: 70,1
- Emergency Health Kits: 53,0
- Laboratory Equipment and Labware: 44,5
- Information Technology Equipment: 28,0
- Hospital Supplies and Consumables: 27,0
- Services, Medical Supplies and equipment: 26,4
- Laboratory Consumables: 22,2
- Vehicles: 20,2
- Diagnostics and Research Biologicals: 17,7
- Office Supplies: 14,5
- X-Ray Equipment and Accessories: 11,2
- Reagents, Chemicals, Laboratory: 8,5
- External Printing: 6,9
- Cold Chain, Refrigeration, Air Conditioning: 6,2
## Largest procurement categories (services) 2023, mill USD

<table>
<thead>
<tr>
<th>Service Description</th>
<th>Cost (mill USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Normative work</td>
<td>151.5</td>
</tr>
<tr>
<td>Outsourcing Consulting &amp; Audit Services</td>
<td>130.5</td>
</tr>
<tr>
<td>Meeting Logistical Support</td>
<td>62.4</td>
</tr>
<tr>
<td>Outsourcing of Human Resources</td>
<td>61.4</td>
</tr>
<tr>
<td>Building Construction incl Renovation</td>
<td>54.1</td>
</tr>
<tr>
<td>IT Development &amp; Support</td>
<td>53.7</td>
</tr>
<tr>
<td>Other Program related Operating Costs</td>
<td>42.7</td>
</tr>
<tr>
<td>Freight</td>
<td>41.4</td>
</tr>
<tr>
<td>Communication &amp; Visibility</td>
<td>41.2</td>
</tr>
<tr>
<td>Office running costs / supplies</td>
<td>37.9</td>
</tr>
<tr>
<td>Training Logistical Support</td>
<td>34.4</td>
</tr>
<tr>
<td>Vehicle rental</td>
<td>34.0</td>
</tr>
<tr>
<td>Renovation / Construction</td>
<td>30.0</td>
</tr>
<tr>
<td>Transportation (air, rail, sea, ground)</td>
<td>22.0</td>
</tr>
<tr>
<td>Catering / Courtesy</td>
<td>21.2</td>
</tr>
<tr>
<td>Office Rent</td>
<td>20.1</td>
</tr>
<tr>
<td>Translation &amp; Editing Services</td>
<td>17.1</td>
</tr>
<tr>
<td>Security Exp (incl MOSS, MORSS, UN)</td>
<td>15.6</td>
</tr>
</tbody>
</table>
# Our emergency kits 2023

<table>
<thead>
<tr>
<th>Kit</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interagency Emergency Health Kit</td>
<td>$21.26m</td>
</tr>
<tr>
<td>Trauma &amp; Emergency Surgery, incl. surgical instruments</td>
<td>$13.99m</td>
</tr>
<tr>
<td>Pediatric and severe malnutrition kit</td>
<td>$7.11m</td>
</tr>
<tr>
<td>Non communicable diseases kit</td>
<td>$7.42m</td>
</tr>
<tr>
<td>Cholera kit</td>
<td>$6.46m</td>
</tr>
<tr>
<td>Pneumonia kit</td>
<td>$1.51m</td>
</tr>
<tr>
<td>Mental Health Kit</td>
<td>$1.26m</td>
</tr>
<tr>
<td>Measles kit</td>
<td>$1.05m</td>
</tr>
</tbody>
</table>
# Ongoing procurement needs

<table>
<thead>
<tr>
<th>Hospital equipment</th>
<th>Lab equipment</th>
<th>Drugs and biological</th>
<th>Other goods</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orthopedic equipment</td>
<td>Analysers</td>
<td>WHO pre-qualified IVD (HIV, Malaria, Hepatitis, Syphilis, Cholera)</td>
<td>IT software, hardware</td>
<td>Consultancies for normative work</td>
</tr>
<tr>
<td>Surgical instruments</td>
<td>Fridges and freezers</td>
<td>Other IVDs (Cholera, Syphilis, Dengue, Measles/Rubella)</td>
<td>Vehicles, ambulances, motorcycles, cars</td>
<td>Consultancies – business operations</td>
</tr>
<tr>
<td>Hospital consumables</td>
<td>Lab reagents</td>
<td>EUL listed diagnostic products for Covid</td>
<td>Camping equipment, mosquito nets, radio equipment, safety and PPE, tarpaulin, tents, tool kits</td>
<td>Translators, editors, Communications</td>
</tr>
<tr>
<td>Point of Care devices</td>
<td>Autoclave</td>
<td>Drugs and essential medicines</td>
<td>Engineering, generators</td>
<td>Building and facility management services</td>
</tr>
<tr>
<td>Diagnostic instruments (analyzers, US, X-rays)</td>
<td>Centrifuges</td>
<td>WHO kits</td>
<td>Sprayers, insecticides</td>
<td></td>
</tr>
<tr>
<td>Defibrillators</td>
<td>Consumables</td>
<td></td>
<td>Cold chain and immunization</td>
<td></td>
</tr>
<tr>
<td>Assistive Technology products</td>
<td>Sequencing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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[World Health Organization logo]
Upcoming tender opportunities (Global LTAs)

- Laboratory products for WHO emergency catalogue (laboratory and medical products)
- WHO Kits - fresh tender to replace the existing kits with revised kits composition such as kits – SHW, VFAK, Rehabilitation, Diagnostic kits
- Joint tender for in vitro diagnostics test kits (IVDs) and antimalaria medicines
- Tender to establish secondary bidding LTAs for the procurement of laboratory and medical equipment (non-catalogue)
General recommendations for suppliers

1. Investigate the WHO market to understand where/if your goods/services are being demanded. You can do this by checking current business opportunities and contract awards on UNGM, WHO Procurement Report (https://www.who.int/publications/i/item/9789240094963).

2. Register as a WHO vendor in UNGM. If already registered, check that your information is up-to-date.

3. Regularly check UNGM for WHO business opportunities (tenders and requests for expression of interest).

4. Carefully review tender details, especially the submission deadline, and submit complete offers that include all documentation requirements. If you have questions, raise clarifications on the tender.

5. If you are awarded a contract, please deliver according to the contract requirements. Your performance could an impact on your future opportunities.

6. If you are not awarded a contract, you are welcome to request feedback from WHO to help you improve in future opportunities.
Useful websites and prequalification information

- WHO Procurement website: https://www.who.int/about/accountability/procurement
- Become a supplier to WHO: https://www.who.int/about/accountability/procurement/become-a-supplier#
- WHO Procurement Report 2023: https://www.who.int/publications/i/item/9789240094963
- WHO Contract Awards: https://www.who.int/about/accountability/procurement/contract-awards
- WHO quality assurance policy for procurement of essential medicines and other health product: https://www.who.int/publications/i/item/9789240023789
- Purchase order general terms and conditions: https://www.who.int/publications/m/item/purchase-order-general-terms-and-conditions
- General contractual terms and conditions for works: https://cdn.who.int/media/docs/default-source/procurement/general-and-contractual-conditions.pdf?sfvrsn=5d4d80d7_5&download=true
- WHO emergency health kits: https://www.who.int/emergencies/emergency-health-kits
- Prequalification of pharmaceuticals: http://apps.who.int/prequal
- Prequalification performance, quality and safety of devices for Cold Chain: http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/
Thank you

For more information, please contact:
WHO Headquarters Procurement
Email: HQprocurement@who.int
LTAprocurement@who.int
Presentation by:

UNFPA

Yana Dovga

Contracting Analyst, Supply Chain Management Unit, United Nations Population Fund
The UNFPA Supply Chain Management Unit (SCMU) provides the organization with a responsive and resilient supply chain system across development and humanitarian settings.

The SCMU delivers coordination and oversight of all UNFPA supply chain related activities to reach women and adolescents and expand equitable access to affordable, quality assured SRH products and services.
UNFPA is the United Nations sexual and reproductive health agency. **Our mission** is to deliver a world where every pregnancy is wanted, every childbirth is safe and every young person’s potential is fulfilled.

**Our goal** is to attain universal access to sexual and reproductive health and rights for all by achieving three transformative results.

### OUR 3 TRANSFORMATIVE RESULTS

<table>
<thead>
<tr>
<th>Ending unmet need for family planning</th>
<th>Ending preventable maternal death</th>
<th>Ending gender-based violence and harmful practices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zero unmet need for family planning. We are the world’s single-largest provider of donated contraceptives to developing countries, and our programmes increase the availability of contraceptives and dismantle barriers to services.</td>
<td>Zero preventable maternal deaths. We help strengthen health systems, train and educate health workers and midwives, and improve access to a full range of reproductive health services. Our support for women’s maternal health is especially significant in 32 countries with the highest rates of maternal mortality and morbidity.</td>
<td>Zero gender-based violence and harmful practices. We work with policymakers, justice systems and health systems and engage men and boys to advance gender equality. We protect survivors of gender-based violence by providing a combination of essential services, including in humanitarian crises.</td>
</tr>
</tbody>
</table>
Strategic goal

Achieved universal access to sexual and reproductive health, realized reproductive rights and accelerated progress on the implementation of the Programme of Action of the International Conference on Population and Development.

Outcomes

1. By 2025, the reduction in the unmet need for family planning has accelerated
2. By 2025, the reduction of preventable maternal deaths has accelerated
3. By 2025, the reduction in gender-based violence and harmful practices has accelerated

Programmes need products

**Everyone counts** - Census supplies

**Contraceptives** - Oral, injectables, implants, IUDs (hormonal, non-hormonal), Vasectomy, BTL kits, condoms

**Maternal health (Pharmaceuticals)** – Oxycontin, carbetocin, magnesium sulphate, calcium gluconate, misoprostol, combipack, antibiotics

**Maternal health (Medical equipment)** – Midwifery supplies, ambulances, mobile clinics, medical furniture, device and sundries

**SRH kits** – Inter-agency Reproductive Health kits, Dignity kits, Fistula repair kits, Menstrual hygiene kits

Programmes & products need supply chain management

- Systems strengthening
- Demand & Supply Planning
- Product & quality assurance
- Strategic sourcing
- Procurement
- Logistics
- Prepositioning
- Last Mile Assurance
- Inventory accounting
- Governance, risk and compliance
What do we procure?
## UNFPA product categories

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contraceptives</td>
<td>78</td>
</tr>
<tr>
<td>Reproductive health kits</td>
<td>25</td>
</tr>
<tr>
<td>Medical equipment items</td>
<td>480+</td>
</tr>
<tr>
<td>Dignity &amp; menstrual hygiene kits</td>
<td>3</td>
</tr>
<tr>
<td>Midwifery &amp; fistula repair kits</td>
<td>4</td>
</tr>
<tr>
<td>Menstrual health products</td>
<td>13</td>
</tr>
<tr>
<td>Pre-negotiated blanket purchase agreements for hundreds of reproductive health products</td>
<td>56+</td>
</tr>
</tbody>
</table>
UNFPA Supply Chain Management Unit

SRH procurement (2022)

$166.4 million contraceptives

$20.1 million medical equipment

$9.2 million pharmaceuticals

$55.4 million IARH/medical/dignity kits

Delivered to 134 countries
UNFPA humanitarian action

UNFPA and its partners delivered humanitarian aid to millions of women and young people in more than 50 countries in 2022.

- 525,000 dignity kits distributed in 50 countries.
- 18,000 IARH kits, worth $15 million, dispatched to 50 countries.
- 22 million women & adolescents reached with SRH services & supplies in 50 countries.
Procurement savings (2018-2022)

33.6 USD M
total savings 2018-2022

Potential for additional
9.7 million
women to access combined oral contraceptives for one full year
Existing and future Products (Contraceptives)

- ✔ Male and Female Condoms and Lubricants
- ✔ Injectable Contraceptives
- ✔ Implantable Contraceptives
- ✔ Non hormonal IUDs
- ✔ Hormonal IUDs
- ✔ Standard Day Methods
- ✔ Oral Contraceptives
- ✔ Vaginal Rings
- ✔ Ligation tubes (2025)
- ✔ Vasectomy Kits (2025)
Existing and future Products (Medical)

- ✔ 25 Interagency Reproductive Health Kits: Community-level/health post kits; primary health-care facility level (BEmONC) kits; referral hospital level (CEmONC) kits. Revision for composition is planned for Q4 2024
- ✔ Dignity and Menstrual Health Management Kits
- ✔ 4 Midwifery and Fistula Kits
- ✔ 480+ Medical Devices, Equipment
- ✔ 110+ Pharmaceuticals
- ✔ 69+ In-Vitro Diagnostic Tests
- ✔ 39 Anatomical Models
- ✔ 30+ New medical devices and pharmaceuticals
- ✔ Basic Emergency Obstetric and Neonatal Care (BEmONC) and Long-Acting Reversible Contraceptives (LARC) Training Kit (2025)
Census/Humanitarian/Services

- ✔ Census equipment & materials
- ✔ Sources of energy, security and safety equipment, containers, tents, telecommunications equipment, office equipment
- ✔ Vehicles, ambulances
- ✔ Other products (IT, consultancy, printing, translations, Telecommunications)
How do we procure?
Blanket Purchase Agreements (BPAs)

BPA’s are written agreements between UNFPA and a supplier that covers all the commercial terms applicable to potential orders for repeated purchase of predefined goods or services.

Includes relevant details of products, pricing, discounts, payment, packing, delivery, applicable general terms and conditions.

Established for a specified period of time - normally 3 years with possibility for 2 years extension.

Raised with a one or with several suppliers - it may contain one or many products or services.
Benefits of using BPAs

Cost savings
Reducing costs by streamlining the procurement process and by adding volumes getting best pricing.

Time savings
Saving time by eliminating the need to solicit bids for each purchase.

Quality assurance
Ensuring quality by providing pre-approved vendors.

Other benefits
- All products have gone through competitive bidding process
- Pooled volume > better unit price > cost savings
- Stable supply costs
- Avoid duplication of procurement processes
- Direct ordering
UNFPA Supply Chain Management Unit

Items held in stock

- Standard male condoms
- Female condoms
- Water-based lubricants
- Inter-agency reproductive health kits
- Fistula repair kits
- Basic dignity kits
THANK YOU.

Questions?
Panel III moderated by Verner Kristiansen

Healthcare, Pharmaceuticals, Hygiene and sanitation

WHO
UNFPA
COFFEE BREAK

Please be back at 16.00
Presentation by:

FAO

Shoko Kawabata

Procurement officer, Procurement Service, Food and Agriculture Organization of the United Nations
Food and Agriculture Organization of the United Nations (FAO)

Procurement Service (CSLP)
- Working for Zero Hunger -
TABLE OF CONTENTS

01 ABOUT FAO
02 WHAT WE BUY
03 HOW WE BUY
04 DOING BUSINESS WITH FAO
05 DOS
06 DON'TS
ABOUT FAO
The Food and Agriculture Organization (FAO) is a specialized agency of the United Nations that leads international efforts to defeat hunger.
Our goal is to achieve food security for all and make sure that people have regular access to enough high-quality food to lead active, healthy lives.

Our three main goals are:

- the eradication of hunger, food insecurity and malnutrition;
- the elimination of poverty and the driving forward of economic and social progress for all; and,
- the sustainable management and utilization of natural resources, including land, water, air, climate and genetic resources for the benefit of present and future generations.
WHAT WE DO

Agriculture

Fishery

Forestry

Achieve a food-secure world by raising levels of nutrition, improving agricultural productivity, bettering the lives of rural populations, and contributing to the growth of the world economy.
Food and agriculture are key to achieving the entire set of the 17 Sustainable Development Goals (SDGs).

- A focus on rural development and investment in agriculture - crops, livestock, forestry, fishery and aquaculture - are powerful tools to end poverty and hunger and bring about sustainable development. Agriculture has a major role to play in combating climate change.
WHAT WE BUY
$451 million Goods

$269 million Services

$720 million Total

<table>
<thead>
<tr>
<th>Organization</th>
<th>Total 2022 ($ millions)</th>
<th>Total change 2021-2022 (%)</th>
<th>Share of procurement from least developed countries 2022 (%)</th>
<th>Share of procurement from LDCs/LDCs/ SIDS 2022 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNICEF</td>
<td>7,383.4</td>
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<td>UN Secretariat</td>
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<td>13.4%</td>
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<td>UNESCO</td>
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<td>UN Women</td>
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<td>8.4%</td>
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<tr>
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<tr>
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<td>10.9%</td>
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<tr>
<td>UNAIDS</td>
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<td>5.3%</td>
<td>14.5%</td>
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<td>19.5%</td>
<td>1.3%</td>
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<td>WTO</td>
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<td>UNFCCC</td>
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<td>-24.2%</td>
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<td>0.3%</td>
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<tr>
<td>WMO</td>
<td>13.1</td>
<td>-11.0%</td>
<td>0.4%</td>
<td>0.9%</td>
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<tr>
<td>IMO</td>
<td>12.6</td>
<td>-14.4%</td>
<td>0.0%</td>
<td>2.8%</td>
</tr>
<tr>
<td>UPU</td>
<td>11.2</td>
<td>-10.6%</td>
<td>1.1%</td>
<td>4.6%</td>
</tr>
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<td>UNV</td>
<td>7.8</td>
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<td>0.9%</td>
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<tr>
<td>UNU</td>
<td>6.9</td>
<td>-31.6%</td>
<td>0.7%</td>
<td>0.9%</td>
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<tr>
<td>UNWTO</td>
<td>4.0</td>
<td>68.3%</td>
<td>0.0%</td>
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<tr>
<td>UN Total</td>
<td>29,586.8</td>
<td>-0.03%</td>
<td>18.1%</td>
<td>22.1%</td>
</tr>
<tr>
<td>Category (UNSPSC Segment)</td>
<td>Procurement value (USD)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------------------------------------------------</td>
<td>------------------------------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1  Live Plant and Animal Material</td>
<td>285,869,571.46</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2  Farming, Fishing Equipment</td>
<td>27,977,764.58</td>
<td></td>
<td></td>
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<tr>
<td>3  Material Handling Machinery</td>
<td>25,943,779.20</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>4  Motor Vehicles and Parts</td>
<td>22,163,763.83</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5  Tools and General Machinery</td>
<td>18,475,285.45</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>6  IT and Communications Equipment</td>
<td>14,930,066.92</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7  Pharmaceuticals, Contraceptives, Vaccines</td>
<td>11,785,331.04</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8  Structures, Construction Components</td>
<td>6,272,938.60</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9  Laboratory and Testing Equipment</td>
<td>6,170,775.21</td>
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<tr>
<td>10 Medical Equipment and Supplies</td>
<td>4,847,566.75</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Category (UNSPSC Segment)</th>
<th>Procurement value (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1  Transportation, Storage, Mail Services</td>
<td>68,496,593.62</td>
</tr>
<tr>
<td>2  Management and Admin Services</td>
<td>34,134,749.02</td>
</tr>
<tr>
<td>3  Building and Maintenance Services</td>
<td>31,985,380.20</td>
</tr>
<tr>
<td>4  Engineering and Research Services</td>
<td>31,645,898.10</td>
</tr>
<tr>
<td>5  Farming, Fishing, Forestry Services</td>
<td>30,622,902.71</td>
</tr>
<tr>
<td>6  Travel, Food and Lodging</td>
<td>21,631,450.81</td>
</tr>
<tr>
<td>7  Education and Training Services</td>
<td>9,313,485.77</td>
</tr>
<tr>
<td>8  Public Order and Security Services</td>
<td>8,192,946.13</td>
</tr>
<tr>
<td>9  Editorial, Design, Graphic Services</td>
<td>8,062,352.79</td>
</tr>
<tr>
<td>10 Financial and Insurance Services</td>
<td>7,430,394.48</td>
</tr>
</tbody>
</table>
HOW WE BUY
PROCUREMENT PRINCIPLES

Transparency

Fairness

Best Value for Money
PROCUREMENT MODALITY

PUBLIC TENDER
Default Modality
UNGM

RESTRICTED TENDER
Exception

DIRECT PROCUREMENT
Exception

LTA
Long Term Agreement (including Other agencies')
**Low Value**
- RFQ – Request for Quotation
- ITB – Invitation for Bid
- RFP – Request for Proposal
- RFI – Request for Information
- REOI – Request for Expression of Interest
- BAFO – Best and Final Offer

**High Value Goods**

**High Value Services**

**Information only**

**Shortlisting**

**Negotiation**
DOING BUSINESS WITH FAO
Points for Your Consideration

Different Approaches:
- Already-fixed needs, or
- New product/solution

Benefits:
- Profitability, reliable customer,
- UN-wide reach

Challenges:
- Language, cumbersome procedures,
- Detailed conditions, geographical

Motivation:
- Visibility of business at global level, CSR,
- Reputational merit etc.

Decentralization:
- HQ Procurement 13%
- Non-HQ Procurement 87%

Different Approaches:
- Technical Evaluation Criteria
- Financial Evaluation Criteria

For Goods Procurement:
- Inspection
- Pre-qualification
- LTAs

For Services Procurement:
- Mandatory Requirements – Pass or Fail
- Technical, Administrative, Commercial
- Technical Evaluation Criteria
- Financial Evaluation Criteria
be careful in choosing item codes

UNGM REGISTRATION

make it easy

accept specs & conditions
delivery time & terms
partial QTY is ok

goods procurement on DAP basis including delivery

monitor frequently or subscribe TAS

SELECT SMART

follow required terms

be solution-oriented (e.g. emergency)

no need to hesitate, just try and familiarize yourself

MONITORING

UNDERSTAND TRUE NEEDS

consider partnership to complement each other

GIVE IT A TRY

AFFILIATION
DON'TS
Our rules don't have too much flexibility

Don't get discouraged

Don't push own terms

Don't offer luxury

Don't be scared

Don't mix up two envelopes

Don't assume

Don't be too unique

Don't be on safe side

Terms & conditions are standard, and not difficult once you get used to

Indicating price in Technical Proposal would disqualify your offer

You can feel free to ask for clarification via tender correspondence function

Not to miss the chance by being too careful (e.g. overspecs)

Normally it takes several attempts to win the first business

We're expected to spend donors' money wisely

We need “fair and healthy” competition
THANK YOU!

11 January 2011, Davao, Philippines - A child eating rice for breakfast. Her father works as a Forest Patrol Ranger for the Assisted Natural Reforestation (ANR) project established to prevent illegal logging. The ANR project provides increased resources and opportunities to local residents.

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Presentation by:

UNHCR

Levon Hovsepyan
Head of Sourcing and Global Markets Unit, Office of the High Commissioner for Refugees
How to bid for UN tenders even better

International Procurement Seminar
Copenhagen, June 2024
UNHCR Highlights
UNHCR Highlights

• For over 70 years, UNHCR has helped millions of people to restart their lives.
• UNHCR procured for USD 1,19 bln. in 2023.
• 32% Goods, 68% Services.
• 260 warehouses in 84 countries.
• Major categories: Core Relief Items, Fuel, Vehicles (incl. for UN Fleet), Construction, Corporate Consultancy, Solar Equipment, Security Services, Rental of Premises.
Sustainability Targets by 2025

• Reduce by 20% the aggregate average greenhouse gas emissions from the production and delivery of core relief items (CRIs).
• Increase by 20% the biodegradable or recycled content of CRIs & packaging.
• Reduce by 10% the CO2 emissions from international freight.
• Reduce by 25% the average duration of stock on hand.
• Ensure supply waste management services in 70 countries.
The aim of this presentation
The aim of this presentation

- Increase your chances for contract award
- Improve the quality of your offers
- Make the bidding process more consistent
Quality offers lead to quality procurement
Quality offers lead to quality procurement

Quality procurement improves the quality of life
If allowed, send more than one offer
If allowed, send more than one offer

The more options you propose, the greater the chances that one of the options will meet the target. If your Offer A is not the lowest-priced technically compliant offer, there is a good possibility that your Offer B could be the one selected.
Always follow up on tender results
Always follow up on tender results

If you have not received the contract or a regret letter, always inquire about the status of your offer. Ask for specific reasons why you were not selected. Inquire about the price of the winning offer. If the price of the winning offer is confidential, ask at which price level your offer ranked, such as second lowest, third lowest, and so on.
Do not wait to be asked for a discount
Do not wait to be asked for a discount

When calculating prices, consider discounts before you are asked for one. This increases your chance for award and does not make you compete again for Best and Final Offer (BAFO), where you can lose.
Additional information - only when the required information is provided
Additional information - only when the required information is provided

Do not jump into marketing tricks to sell your company or product, unless you have fully provided all the information expected to be in the offer. Tender documents are, in essence, questionnaires. You can apply your sales magic only after you have answered all questions.

P.S. Procurement people are immune to marketing. They look for answers and specific information.
You have 85% of the products/services required, subcontract for the remaining
You have 85% of the products/services required, subcontract for the remaining

Do not lose opportunities if you miss only a few items from the list. Subcontract another company for not to lose the bigger portion.

Keep the profit moderate or zero (0) on subcontracted products/services to increase your chances.
Automatically extend the validity of your offer
Automatically extend the validity of your offer

Do not let your offer expire if you can maintain the price longer. Your offer can include a statement such as: “Upon the expiration of the initially requested XXX-day validity period, the validity period will automatically extend for an additional XX days, unless otherwise communicated by us.”
Carefully read the conditions of contract before drafting your offer.
Carefully read the conditions of contract before drafting your offer

Conditions of future contract influence your offer and your price. Read them first, as you might not be given a chance to object later.

Any change to the conditions initiated after the bidding process leads to delays, penalties (withdrawal of bid security/bank guarantee) or cancellation of the process.
Ask for extension of deadline, if you need it
Ask for extension of deadline, if you need it

Your offer will not be accepted after the deadline, but you do not have to miss out on the opportunity. You lose nothing by asking for extension of the deadline. In your request, describe the benefits your offer can bring and ask for a reasonable extension.
Answer questions quickly
Answer questions quickly

If you receive a request for clarification of your offer, try to answer it within 1-2 business days.

Have a focal point in your team dedicated to each specific tender.
UNHCR main website (unhcr.org)

How to become a supplier

Supplier Code of Conduct
Merci

Aitäh

Bedankt

Thank you
Panel IV moderated by Verner Kristiansen

Supply chain, logistics and emergency procurement

FAO

UNHCR
Closing remarks

NETWORKING RECEPTION
in
Atlantic Ocean lounge