



# WISCONSIN BUSINESS FORUM

WORKING WITH THE UNITED NATIONS

April 5 2018

Hosted by:



Sponsored by:



**HUSCH  
BLACKWELL**

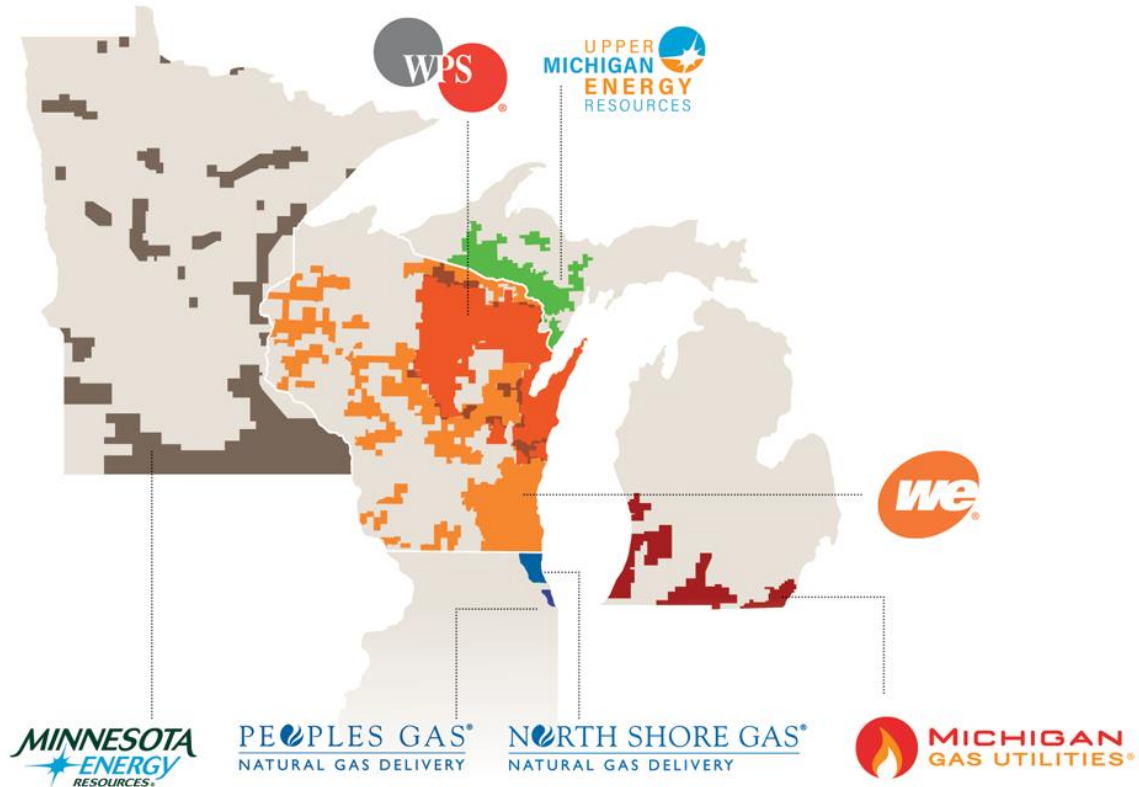
## Company Statistics

1.6 million electric customers

2.9 million natural gas customers

69,600 miles of electric distribution

48,000 miles of gas distribution





Named one of the **TOP 50**  
**Best Corporate Citizens**  
by **Corporate Responsibility**  
**magazine.**

# Best in America - 2017



*Named #1 at  
keeping the lights on  
for our customers!*



**Best in Midwest 7 years in a row**

# UN Procurement



***Dmitri Dovgopoly***

***Director***

***United Nations Procurement Division***

***April 2018***

# Principles for UN Procurement

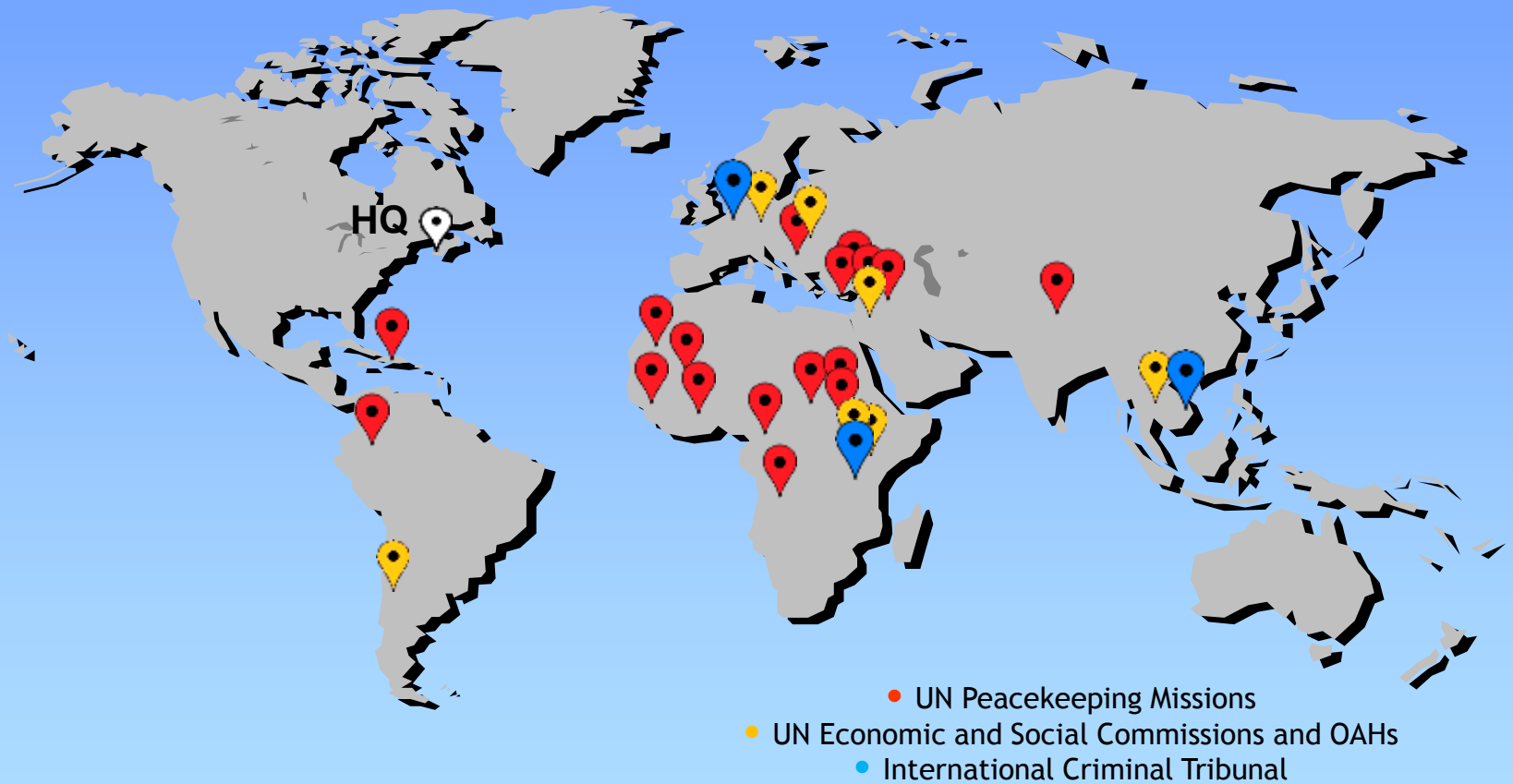
Procurement activities of the UN system are based on the following principles:

- The objectives/needs of the UN Organization
- Fairness, integrity & transparency
- Effective **international** competition
- Best value for money

These principles cover procurement stages from sourcing to execution of a procurement contract.

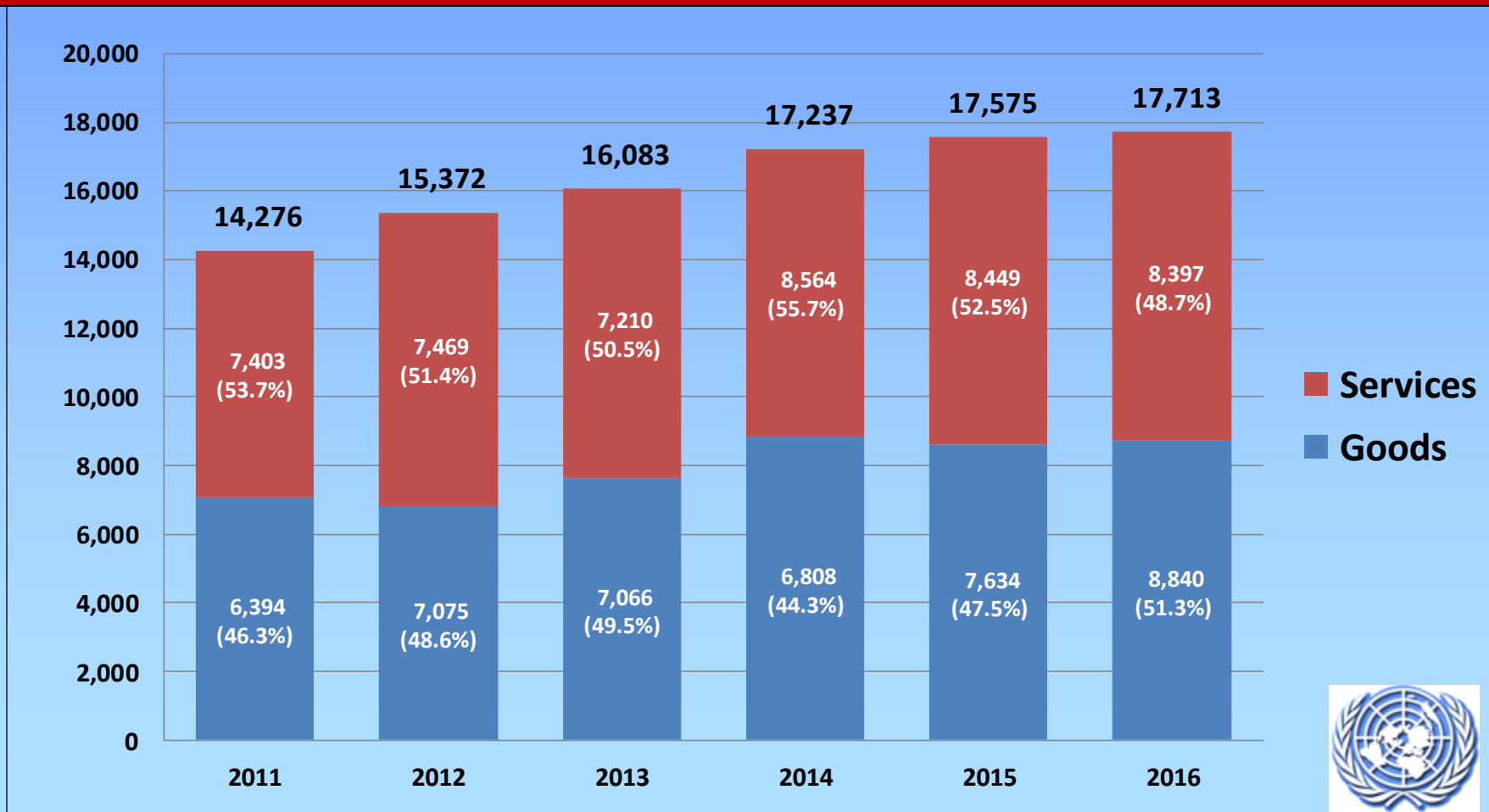


# The United Nations Secretariat - Area of operation

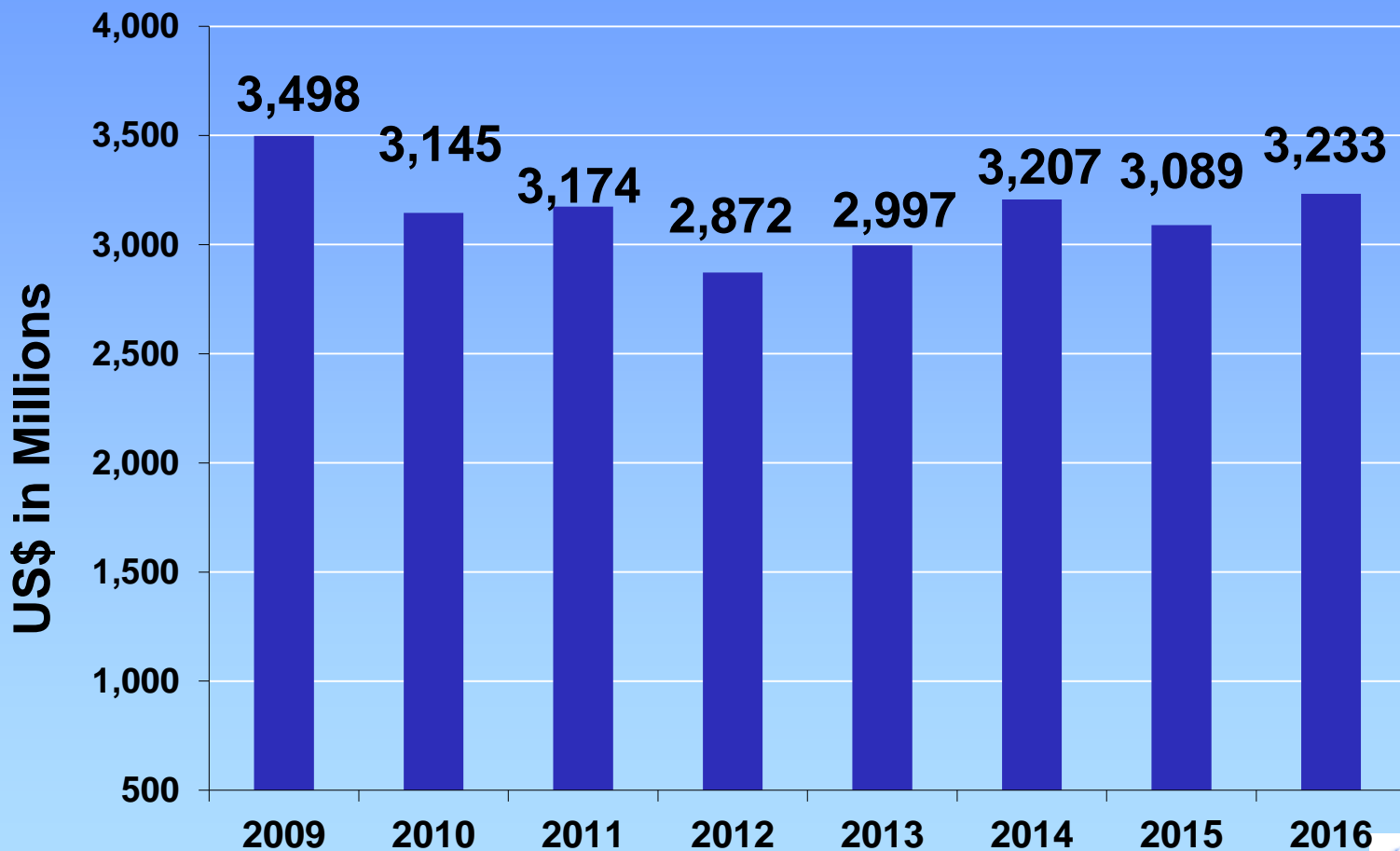




## Total UN Procurement of Goods and Services – UN system (US\$ M), 2011-2016



## Procurement Trend of UN/PD 2009-2016



# Major Items procured by the UN procurement system

## Goods

- Food
- Pharmaceutical Supplies
- Vehicles
- Computers and Software
- Shelter and Housing
- Telecommunications Equipment
- Chemicals (POL)
- Building Materials
- Security Equipment

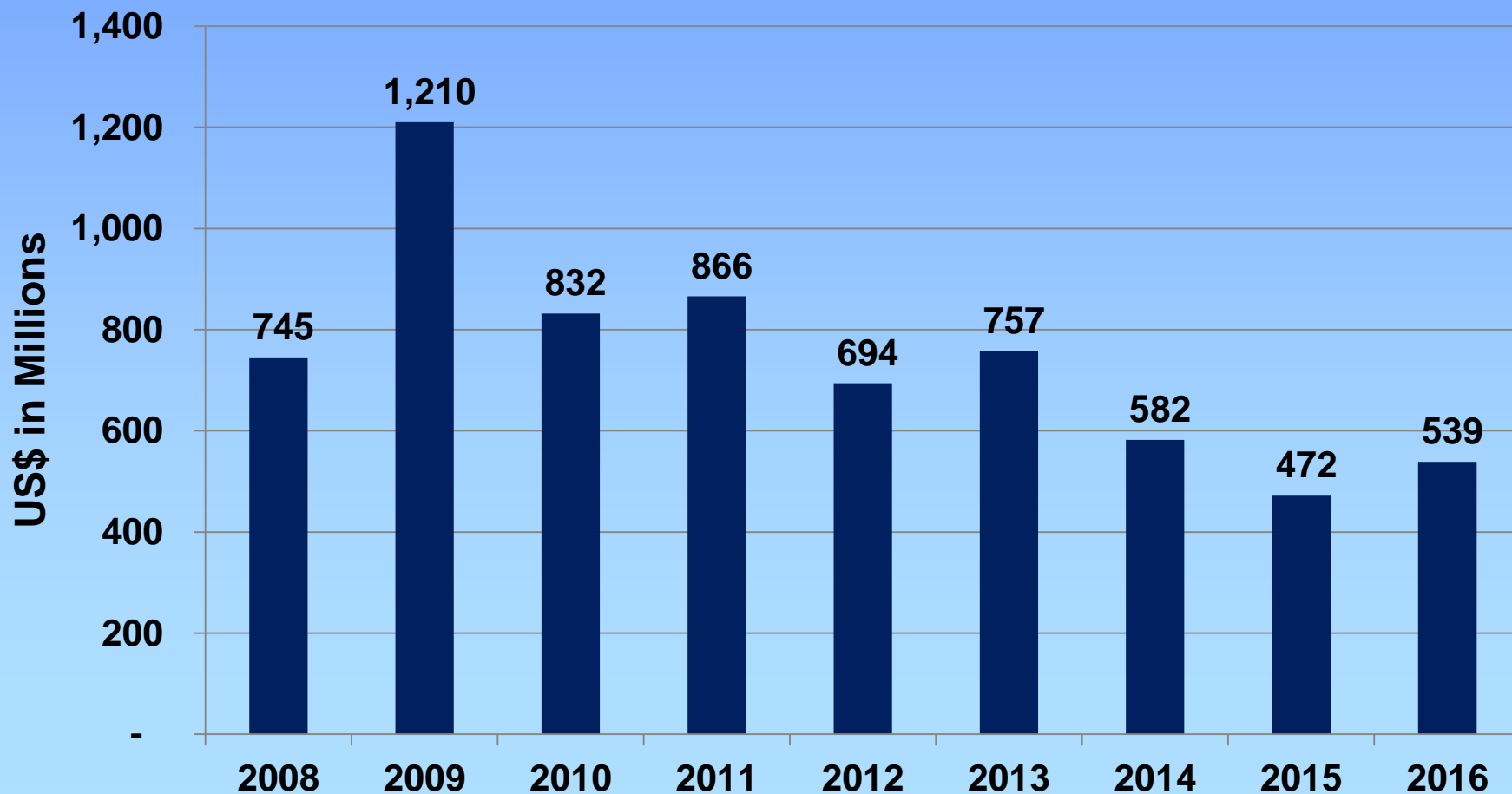
## Services

- Air Charter Services
- Security Services
- Engineering Services
- Construction
- Freight Services
- Consultancy Services
- Telecommunication Services





## Business Placed with USA Suppliers by UN Secretariat





Challenges



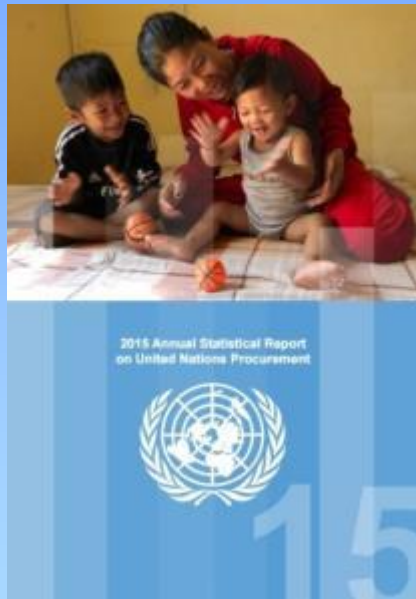
Lots of sand and no water



Delivery time? After the monsoon is over!

# Identify Relevant Agencies

Annual Statistical Report on United Nations Procurement



<https://www.ungm.org/Public/KnowledgeCentre/Publications>





## Welcome to the UNGM

Login and New Registrations

Business Opportunities

Tender Alert Service

UN Staff Area

Contract Awards

Knowledge Centre

**Registration is mandatory!**

# UNITED NATIONS GLOBAL COMPACT

8,000+

BUSINESS PARTICIPANTS

4,000+

NON-BUSINESS PARTICIPANTS

35,000+

DISCLOSURE REPORTS SUBMITTED

## Stakeholders

Business  
Industry Associations  
Investors  
Civil Society  
Labour  
Academia  
Government



## Global Network

Europe  
Latin America  
North America  
Asia & Oceania  
Africa  
MENA

160+  
COUNTRIES

85+  
LOCAL NETWORKS



## Platforms & Programmes

- Human Rights & Labour
- Women's Empowerment Principles
- Children's Rights and Business Principles
- Child Labour Platform
- Caring for Climate
- CEO Water Mandate
- Food + Agriculture Business Principles
- Anti-Corruption
- Business for Peace
- Business for the Rule of Law
- Business and Education
- Supply Chain Sustainability
- Global Compact LEAD



## Business Partnership Hubs

- Water
- Climate and Energy
- Social Enterprise
- Anti-Corruption Collective Action
- UN-Business Partnership



## Sister Initiatives

- Global Compact Cities Programme
- Principles for Responsible Investment (PRI)
- Principles for Responsible Management Education (PRME)
- Sustainable Stock Exchanges (SSE)





## UNPD launches new website

The United Nations Procurement Division website is a meeting point for current and potential UN Suppliers, Requisitioning Offices, UN Member States and UN staff members, and other parties...

[Read more](#)

## UNPD launches new website

Chief Procurement Officers meet in New York for annual conference

Business Seminars: learn more about business opportunities with the UN

## Welcome to the United Nations Procurement Division (UNPD)

Welcome to the United Nations Procurement Division's website. To learn more [About Us](#) and the many opportunities this site offers please see the key features of each of the above listed options. The menu is specifically designed to meet the increasing demands of Vendors seeking registration and Business Opportunities with the UN. Information about the UN General [Conditions of Contract](#) and contract [Awards](#) is equally available at this site.

## Top Stories

### UNPD launches new website

Thursday, 3 July 2014

The United Nations Procurement Division website is a meeting point for current and potential UN Suppliers, Requisitioning Offices, UN Member States and UN staff members, and other parties...

## Latest Bulletins

- 23 Apr 14 - Updated UN responses to the questions from Air Charter Conference (18 Dec 2013):...
- 03 Apr 14 - Registration for Air Transportation Companies (01 December 2013):...
- 18 Dec 13 - Air Charter Conference (18 Dec 2013): presentation and form for...
- 03 Oct 13 - Updated: Transition in solicitation methodology for long-term air...
- 30 Jul 13 - ICAO Study on transition in solicitation methodology for air charter...

## UN Procurement Mobile App

- Real-Time access to business opportunities such as EOIs.
- Procurement Statistics.
- Convenient sharing and contact functionality.
- Mobile access to resources such as the Procurement Manual.



<https://market.android.com/details?id=org.UN.PD.MobileApp>



<http://itunes.apple.com/us/app/un-procurement/id473333632>





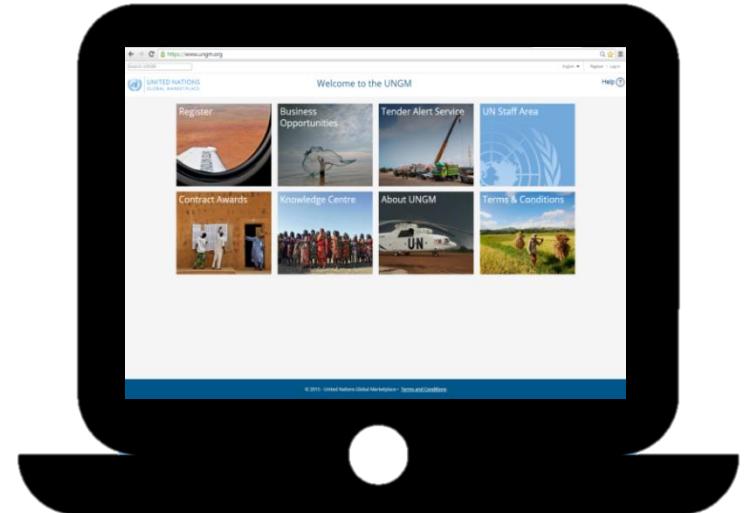
**Any Questions ?**



UNITED NATIONS  
GLOBAL MARKETPLACE

# UN Global Marketplace Vendor Registration

United Nations Procurement Division





1

# UNGM(UN Global Marketplace)

[www.ungm.org](http://www.ungm.org)

## The procurement portal of the UN



Vendor community



UNITED NATIONS  
GLOBAL MARKETPLACE



UN procurement staff



An excellent springboard to introduce your products and services to many **UN organizations, countries and regions.**



Registration with **29** UN organizations  
using UNGM as their **vendor database**



These UN organizations represent **99% of a global spend of over \$17 billion** (As of 31/12/2015)



## 2

# Registration process

Fast

Easy

Intuitive

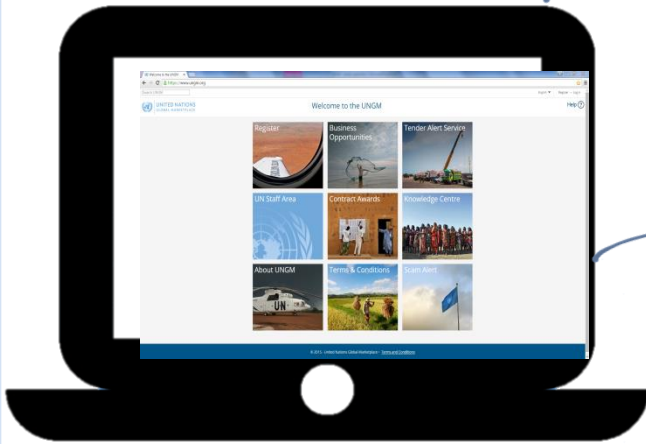
The Registration is the **FIRST STEP** in doing business with the UN

Becoming a **REQUIREMENT** for more UN organizations in order to participate in tenders

Registration is **FREE** and available in three languages – English, French and Spanish

Guidance

User-friendly





# 2

## Registration Process – Three registration levels

### Basic Level

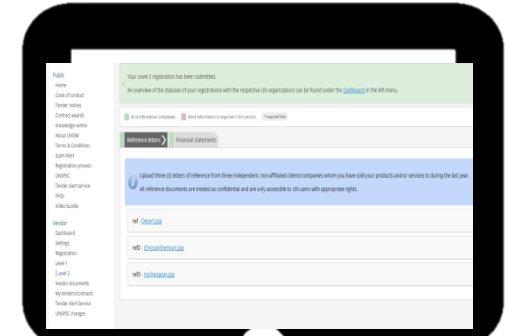
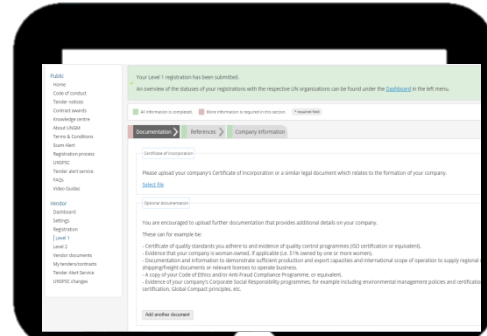
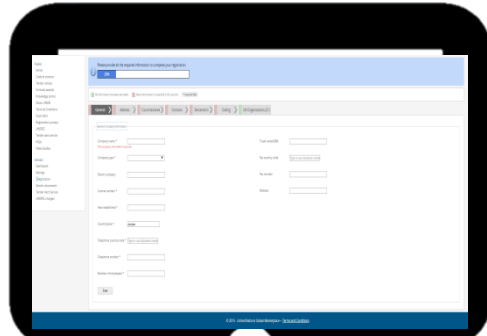
Contract award up to **US\$40,000**

### Level 1

Contract award up to **US\$500,000**

### Level 2

Contract award over **US\$500,000**



Certificate of incorporation  
Three references  
Company information

Three reference letters  
Financial information



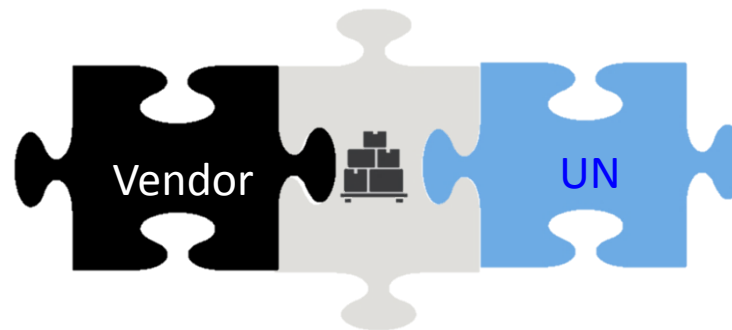
Some UN organizations may require additional information depending on the contract awards thresholds.



## 2

# Registration process

The vendor's profile is automatically  
**matched with UN organizations**  
based on the information provided during the registration



More than **5,000 UN procurement staff** source vendors based on UNSPSC codes



## 3 UNGM Tools

Keeping abreast of upcoming **business opportunities**

Free access to  
procurement  
notices



Over 300 active  
notices at any  
one time

Published by over  
40 UN organizations  
and entities



# 3 UNGM Tools

## Business opportunities – Tender Notice

**Beware of scams requesting payment for registration**

Title:   
 Description:   
 Reference:   
 Published between:  and  13-Apr-2015  
 Deadline between:  13-Apr-2015 and

**Title**  
[Consultancy Services](#)  
[One time Supply and delivery of Communication Equipment tools, cables and accessories to UNAMI E...](#)  
[Construction of concrete structures at UNIFIL HQ Naqoura](#)  
[PROVISION OF SERVICES TO PURCHASE OF AIRTIME TO BROADBAND MINISTAH RADIO PROGRAMMES THROUGHOUT H...](#)  
[Recrutement d'un bureau d'études spécialiste en études routières et surveillance](#)  
[Site Assessment and Pre-feasibility Study for a biomass-based plant of at least 3MWe in Dominican Republic](#)  
[Development and conducting the Training Programme «Reforms in housing sector - capacity building of condominiums for energy effective maintenance and modernization of residential multi-apartments; in](#)  
[Development of chapter "Energy" to KazGBC standard on green construction for residential multiapartment buildings](#)

Title	Published	Deadline	Organization	Type of notice	Reference	Country
Site Assessment and Pre-feasibility Study for a biomass-based plant of at least 3MWe in Dominican Republic	28-Apr-2015 17:00	13-Apr-2015	UNIDO	Request for proposal	Rfx No. 7000000973	Dominican Republic
Development and conducting the Training Programme «Reforms in housing sector - capacity building of condominiums for energy effective maintenance and modernization of residential multi-apartments; in	27-Apr-2015 17:00	13-Apr-2015	UNDP	Request for proposal	Development and conducting the Training Programme «Reforms in housing sector - capacity building of condominiums for energy effective maintenance and modernization of residential multi-apartments; in	Kazakhstan
Development of chapter "Energy" to KazGBC standard on green construction for residential multiapartment buildings	27-Apr-2015 17:00	13-Apr-2015	UNDP	Request for proposal	Development of chapter "Energy" to KazGBC standard on green	Kazakhstan

United Nations Nations Unies

UNITED NATIONS ASSISTANCE MISSION FOR IRAQ  
Iraq

**REQUEST FOR EXPRESSION OF INTEREST (EOI)**

This notice is placed on behalf of UNAMI. United Nations Procurement Division (UNPD) cannot provide any warranty, expressed or implied, as to the accuracy, reliability or completeness of contents of furnished information; and is unable to answer any enquiries regarding this EOI. You are therefore requested to direct all your queries to UNITED NATIONS ASSISTANCE MISSION FOR IRAQ using the fax number or e-mail address provided below.

**Title of the EOI:**  
One time Supply and delivery of Communication Equipment tools, cables and accessories to UNAMI Erbil, Iraq

**Date of this EOI:** 13 April 2015 **Closing Date for Receipt of EOI:** 27 April 2015

**EOI Number:** EOIUAM10968

**Address EOI response by fax or e-mail for the Attention of:** Unami Chief Procurement Officer

**Fax Number:** +965 24721899

**E-mail Address:** unami-eoi@un.org

**UNSPSC Code:** 43211600, 43221700, 43223300

**DESCRIPTION OF REQUIREMENTS**

1.0 United Nations Assistance Mission for Iraq (UNAMI) intend to solicit offers for the supply and delivery of Communication Equipment tools, cables and accessories to UNAMI Erbil, Iraq.

For this purpose UNAMI will undertake a competitive bidding exercise shortly, and accordingly would issue a bid/tender to those companies who would express their interest and provide initial relevant information as to their ability to fulfill UNAMI's requirement. The solicitation will be based on a detailed Statement of Requirement, UN General Conditions of Contracts and other related documents which will be provided by UNAMI to all companies who respond to this EOI and qualify for the tender.

In addition, the interested companies will be requested to complete a UNGM Vendor Registration (please see page 3 for information).

Please note on the following:  
 • This EOI is not an invitation for submission of a bid.  
 • UNAMI reserves the right in selecting the invitees for the competitive bidding based on substantial and proven records of performance in the subject field of activities and mere expressing an interest would not automatically warrant for bid/tender document.



3

# UNGM Tools – Useful Guidelines

## Contract awards – Types and award amounts

- Public
- Home
- Code of conduct
- Tender notices
- Contract awards
- Knowledge centre
- About UNGM
- Terms & Conditions
- Scam Alert
- Registration process
- UNSPSC
- FAQs

Title

Description

Reference

Supplier

Award Date between  and

Show more criteria

Title	Vendor	Award date	UN organization	Reference	Beneficiary country
<a href="#">ITB N° 93/2014- Location de Fontaines à Eau</a>	EDEN SPRINGS (SWITZERLAND) SA	10-Apr-2015	ILO	ITB N° 93/2014	Switzerland
<a href="#">Content Management System EnterpriseContent Management Solution</a>	EVERIS SPAIN S.L.	08-Apr-2015	WMO	DR/CER/CMS-ECM/06-2014	Switzerland
<a href="#">Framework Agreement for Textile Design Services and the Production of Soft Material Souvenir Products</a>	POTOMAC	06-Apr-2015	WMO	WMO/LCP/RFQ-001-2015	Switzerland
<a href="#">LTAs for supply of Pharmaceuticals</a>	Denk Pharma GmbH & Co KG Fresenius Kabi Imres BV Linepharma The Medical Export Group BV	01-Apr-2015	UNFPA	ITB No. UNFPA/DNK/ITB/14/027	Multiple destinations
<a href="#">Design and production of printed and digital versions of the UNFPA annual reports for 2014 and 2015</a>	Prographics, Inc.	01-Apr-2015	UNFPA	UNFPA/USA/15/012	United States of America
<a href="#">Production of Video featuring the use of ICTs Worldwide</a>	One day on Earth LLC	31-Mar-2015	ITU	PROC-AB-0273-15-SPM	Switzerland
<a href="#">Renovation of Clean Rooms in the Environmental Sample Laboratory (ESL), as per Statement of Work and documentation</a>	Cleanroom Technology Austria GmbH	26-Mar-2015	IAEA	RFQ 24739-AP	Austria
<a href="#">Development &amp; Provision of Assessment Centers for Leadership Pool</a>	Organisation Development & Research, Ltd.	23-Mar-2015	UNFPA	RFP 14/039	Multiple destinations
<a href="#">ILO HQ Building Renovation: "Démolition, désamiantage et installations de chantier"</a>	Consortium LMT SA/Implemia Suisse SA	23-Mar-2015	ILO	Appel d'Offres N° 38/2014	Switzerland
<a href="#">Radioactive waste processing and decommissioning at Vinča Site, Serbia</a>	consortium Tecubel S.A. - IRE-ELIT	20-Mar-2015	IAEA	RFP, No. 22006-RS	Serbia, Republic of



## 4 Knowledge Center

### Annual Statistical Report on UN procurement

UN procurement volume by country of supply

20  
16

Purchase orders and contracts over US\$30,000

Procurement by sectors of categories of goods and services



Top 10 items and product groups procured by the UN



ANNUAL STATISTICAL REPORT  
ON UNITED NATIONS PROCUREMENT

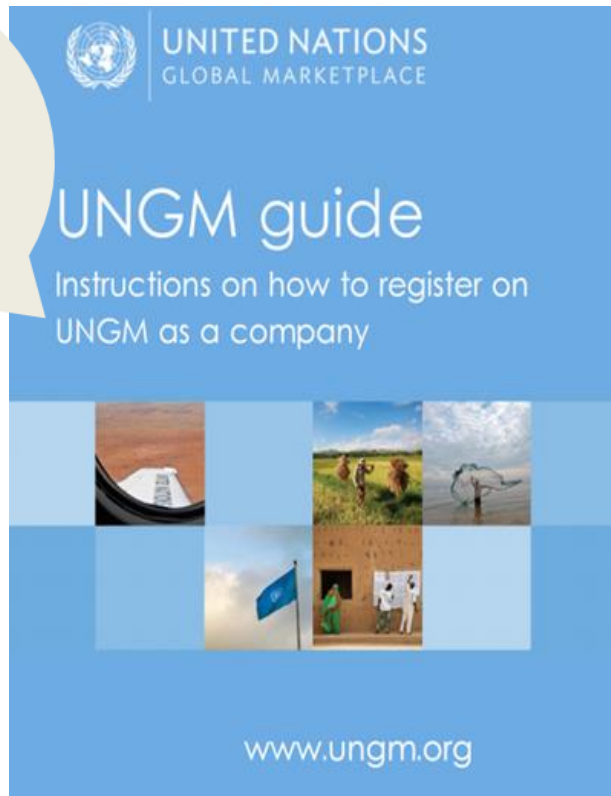


Provides data and analysis on the goods and services procured by the United Nations system in support of its operations



## 4 Knowledge Centre – Guides for UNGM Support

Step-by-step guide to register as a supplier



Step-by-step instructions on logging in to your account



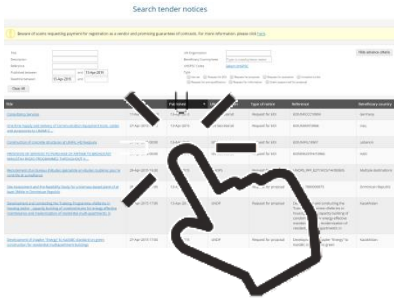
## 5 Tender Alert Service



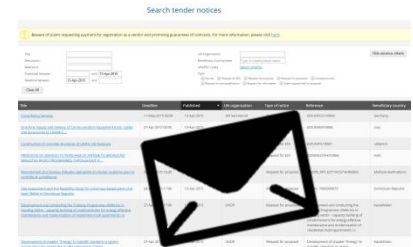
Identifying relevant tender is a time-consuming task



Deadlines are often short



Registered vendor can receive email alert when relevant business opportunities are published with the annual subscription cost of US\$250.



The same information is available at no cost on UNGM based on UNSPSC codes under 'Tender notices'.



## 6

# Contact UNGM



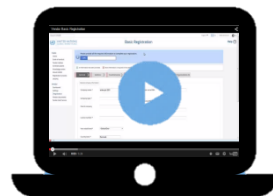
For more information, please visit [www.ungm.org](http://www.ungm.org)

For further assistance:



Do not hesitate to contact UNGM/VRMT

- ✓ Via the **Help functionality** available on the site
- ✓ Via email: [registry@ungm.org](mailto:registry@ungm.org) (UNGM Registration Questions)
- ✓ Via email: [register@un.org](mailto:register@un.org) (Vendor Registration and Management Team)



Check out our **video guidelines** and **FAQs**

# Questions?



Thank you





World Food Programme

SAVING  
LIVES  
CHANGING  
LIVES

# Introducing WFP Procurement USA

3 - 4 of April 2018

# CONTENTS

About WFP

WFP Procurement

Goods and Services Procurement

Food Procurement

Logistics Procurement

How to do business with WFP





**World Food Programme**

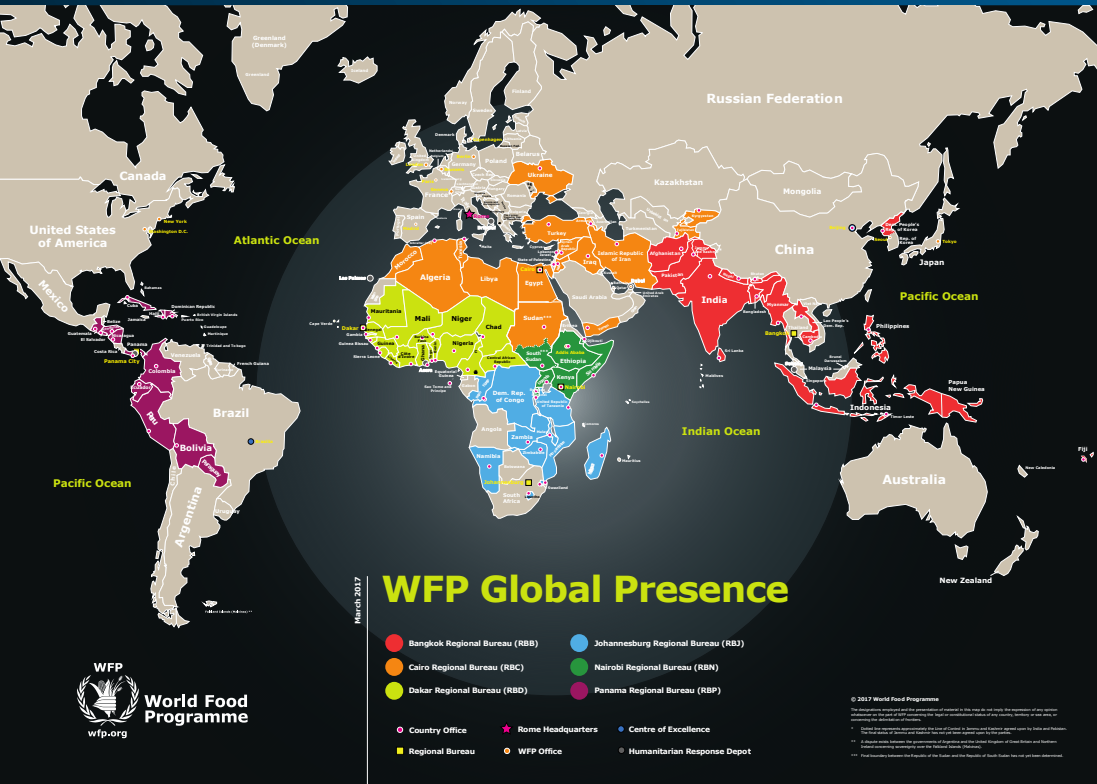
wfp.org

**The World Food Programme (WFP) is the leading humanitarian organization fighting hunger worldwide and working towards the global goal of ending hunger by 2030.**

**WFP has been delivering life-saving food in emergencies since 1962. We also work in recovery and sustainable development.**

**WFP is funded entirely by donations from governments, companies and private individuals.**





# GLOBAL PRESENCE

**WFP is headquartered in Rome. We have a global presence that includes:**

- 83 Country Offices worldwide
- 6 Regional Bureaux (Bangkok, Cairo, Dakar, Johannesburg, Nairobi and Panama)
- 14 Liaison Offices
- A vast supply chain logistics network that enables us to quickly deliver life-saving food assistance anywhere in the world





## FOOD DISTRIBUTIONS

**When food is not available on local markets, or people cannot get to the shops, we deliver food to them. We work with local NGO partners to organize the distributions.**

Foods provided can include:

- Flour/rice/bulgur
- Lentils/split peas
- Cooking oil
- Iodized salt

To prevent and treat malnutrition we provide specialized nutritional products formulated for particular nutritional needs.

# HUMANITARIAN LOGISTICS

WFP's supply chain logistics expertise helps many humanitarian organizations reach people in need.

- We manage the **United Nations Humanitarian Air Service (UNHAS)**. In 2016, WFP flew more than 282,000 humanitarian workers and 3,000 tons of cargo to 269 regular destinations.
- We manage the **United Nations Humanitarian Response Depots (UNHRD)**, a network of six strategically located emergency hubs around the world. In 2016, we dispatched US\$51 million in relief supplies to 81 countries.
- We provide **Logistics Services** directly to the humanitarian community. For example, the World Health Organization chose us to provide logistics and engineering services for them during the Ebola Outbreak in West Africa.



# WFP PROCUREMENT



# WFP Procurement

TOTAL IN 2017:  
USD 3.07 billion



Goods and Services  
USD 652.3 million



Food  
USD 1.4 billion



Logistics  
USD 1.02 billion

- WFP operates with a **decentralized procurement model**, based on value thresholds to activate/approve procurement actions at local, regional and HQ level



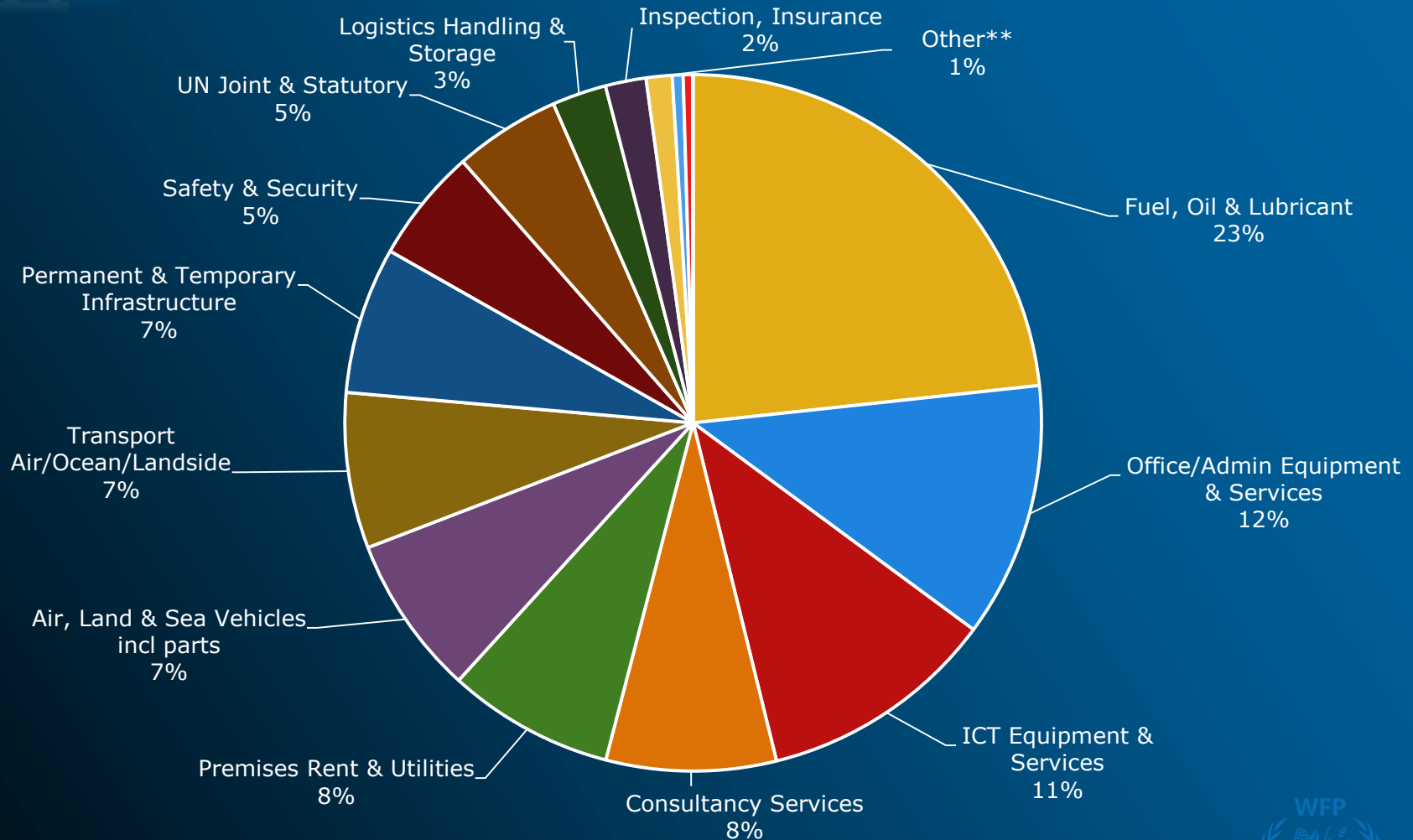


# GOODS AND SERVICES PROCUREMENT



# Key Categories

## Goods & Services purchased in 2017: USD 652.3 million





## USA vendors

## Goods & Services purchased from USA vendors



WFP Procurement purchased **USD 31.6 million** of goods and services in **2017** and **USD 39.2 million** in **2016**

In 2017 leading **categories of goods and services procured from USA suppliers:**

- ICT services
- Consultancy services
- Air operations - aircraft ground handling
- Fuel, drums, oil & lubricant for Jet A1 fuel-aviation
- Medical/health goods and services
- Armored or specialized vehicles
- IT equipment - laptop computers and other

Total value of purchases \$ 39,201,142

2016

Total value of purchases \$ 31,648,438

2017





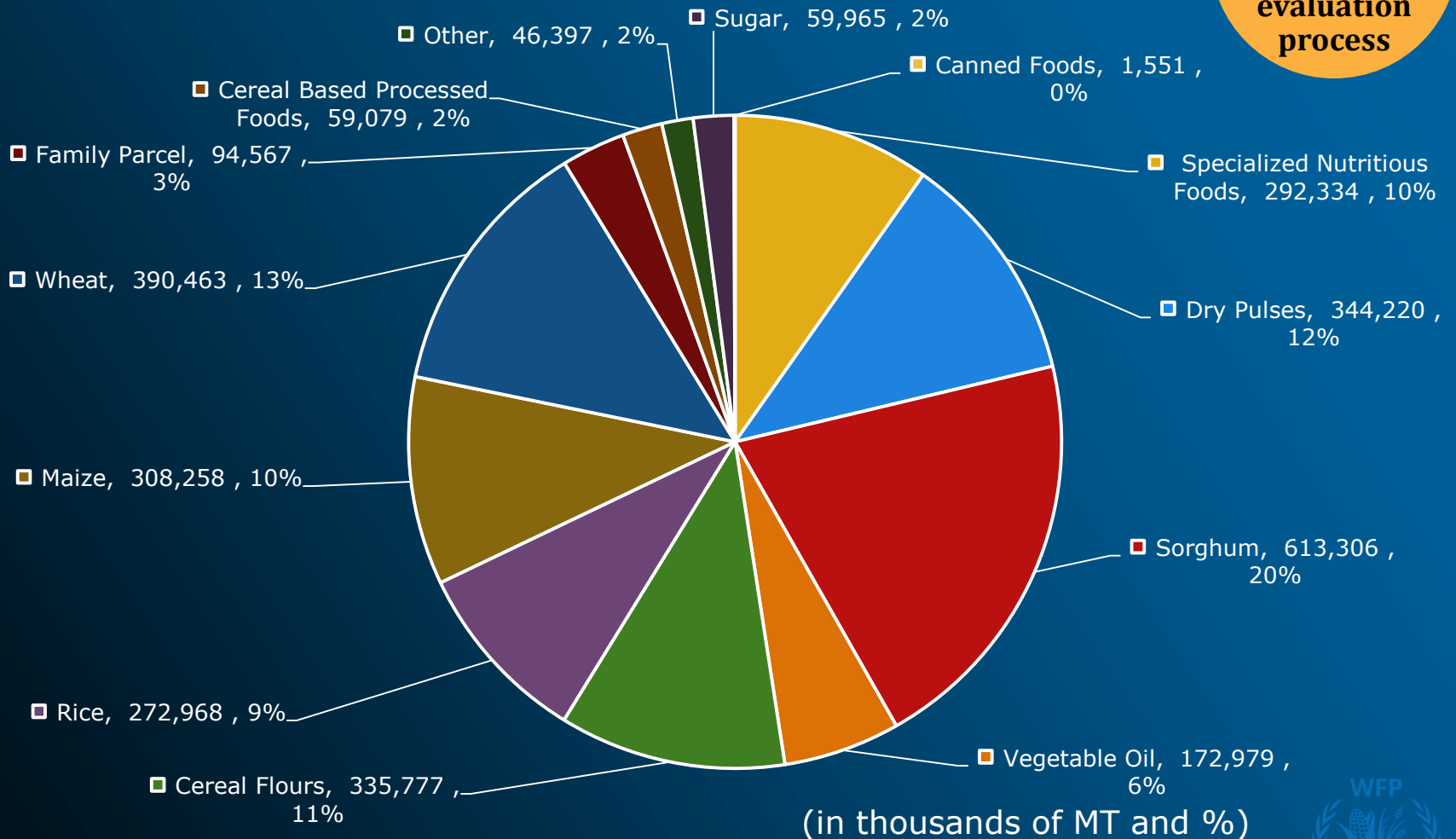
# FOOD PROCUREMENT



# Key Categories

## WFP Global Food Purchases in 2017: USD 1.4 billion

**FOOD suppliers undergo a Vendor-evaluation process**





# Food Procurement

## WFP Global Food Purchases CONDITIONS

### Conditions affecting food procurement:

- Donor country conditions/restrictions (origin/ destination/quality /packing /marking etc.)
- Recipient country requirements (product/origin/packing/import regulations)
- Impact on local market/economy (harvest/lean period/surplus)





# LOGISTICS PROCUREMENT



# Logistics Procurement

In 2017 procured: **USD 1.02 billion** and **handled 4.5 million metric tons of food**



Land  
USD 403 million



Ocean  
USD 183 million



Air\*  
USD 245 million



Other transport related costs\*\*  
USD 183 million

\*Air: cost cover the transport of food, passengers and misc.

\*\* Like: Equipment, Utilities, Supplies, Materials, and other related products





## USA vendors

## WFP Food purchased from USA vendors



WFP Logistics procured from USA suppliers:

**USD 47.7 million** in **2017** and  
**USD 46.2 million** in **2016**

In 2017 leading **categories**  
**procured from USA suppliers:**

- Ocean Transportation
- Overland Transportation
- Port Operations
- Ocean Transportation Inventory

# For new vendors

## How to do business with WFP?



1. Check out procurement page on [www.wfp.org](http://www.wfp.org)
2. Understanding WFP's G&S requirements
3. Send a presentation of your products to WFP at [newsuppliers@wfp.org](mailto:newsuppliers@wfp.org)
4. Read & acknowledge the UN Supplier Code of Conduct
5. Register on [www.ungm.org](http://www.ungm.org) to be in the Vendor lists of UN
6. When requested, register on WFP e-tendering platform In-tend
7. Respond to solicitation requests, when invited

### UNGM

It is the UN global marketplace and serves as point of entry and for sourcing vendors for entire UN

### In-tend

It is WFP's e-tendering portal. Vendor shall register there when requested so they can be invited to submit offers to specific tenders for their products.



# QUESTIONS, COMMENTS






**UN Procurement Seminar  
Wisconsin  
5 April 2018**

unicef 



# Agenda

- UNICEF Mandate
  - UNICEF Procurement Overview
  - Procurement performance by USA Vendors
  - UNICEF Procurement Principles and Processes
  - How to become a Supplier to UNICEF
  - UNICEF Product Innovation Process
  - Questions and Answers
- 

# UNICEF Mandate

## UNICEF's mission statement

UNICEF is mandated by the United Nations General Assembly to advocate for the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential.



Health



Nutrition



WASH



Education



Child  
Protection



HIV/AIDS



Social  
Inclusion

# UNICEF – how we work

- Works across **190** countries and territories
- Works with **governments** based on country specific agreements to address country specific needs and contexts
- Supports global efforts and works in **partnerships** with governments, other UN organizations
- Is entirely **funded by voluntary contributions** from the public and the private sector; it does not receive funding from the UN
- Has an annual budget of approximately **USD 5 billion** to achieve results for children
- Works in **Programmes, Advocacy, Innovation, Technical Assistance,**
- **Supplies** are an important component of this budget and are a direct expression of children's rights





# UNICEF Procurement Overview

# UNICEF Supply

UNICEF Supply Division is UNICEF's **supply & logistics** headquarters located in Copenhagen, Denmark

It is also home to the **largest humanitarian warehouse**

Other UNICEF warehouse hubs are located in **Dubai, Shanghai, Panama, and Djibouti**

UNICEF's Supply Community of **1023 supply** and logistics staff serve children in 94 countries

- Supports results for children with an **effective, efficient supply operation**
- Helps meet UNICEF's Core Commitments for Children in emergencies by providing rapid **response to emergency supply and logistics** needs
- Contributes to **influencing markets** to ensure sustainable access to essentials supplies for children
- Serves as a **centre of expertise** and knowledge on essential supplies for children and supply chains and build capacities of national governments
- Provides **procurement services** to governments and development partners on strategic-essential supplies
- Establishes **policies for supply chain** activities
- Uses product **innovation** to increase results and decrease costs

# UNICEF procurement value by major commodity groups (2016)



**Vaccines**  
\$1.643 billion



**Pharmaceuticals**  
\$160.6 million



**Water & Sanitation**  
\$108.2 million



**Nutrition**  
\$150.6 million



**Medical supplies**  
\$138.7 million



**Bed nets**  
\$90.7 million



**Education**  
\$83.8 million

**\$3.519 billion**

of supplies + services for 147  
countries and areas

**\$1.73 billion**

in procurement on behalf of  
80 self-financing governments  
and partners

**\$2.637 billion**

supplies

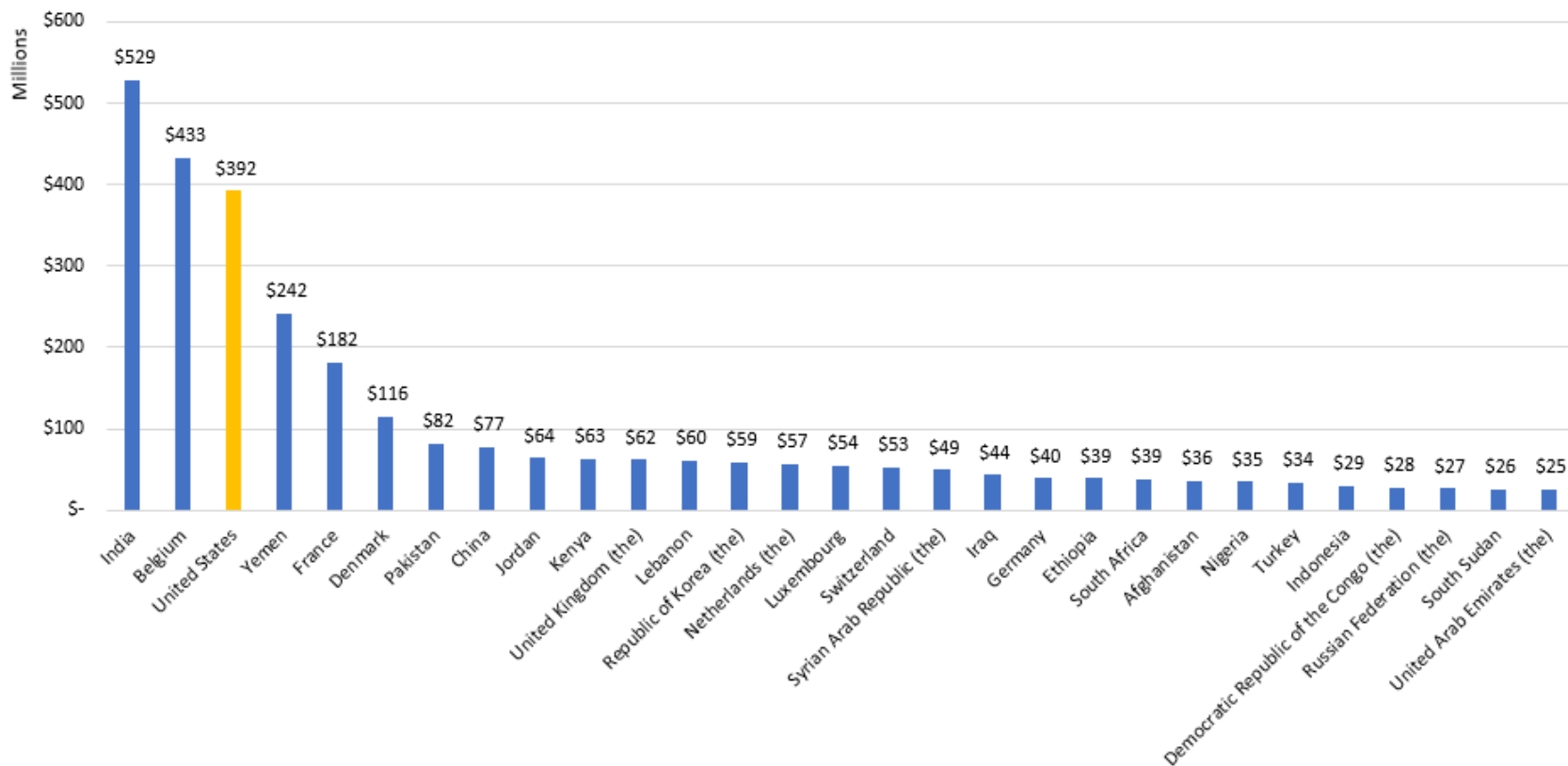
**\$882 million**

services

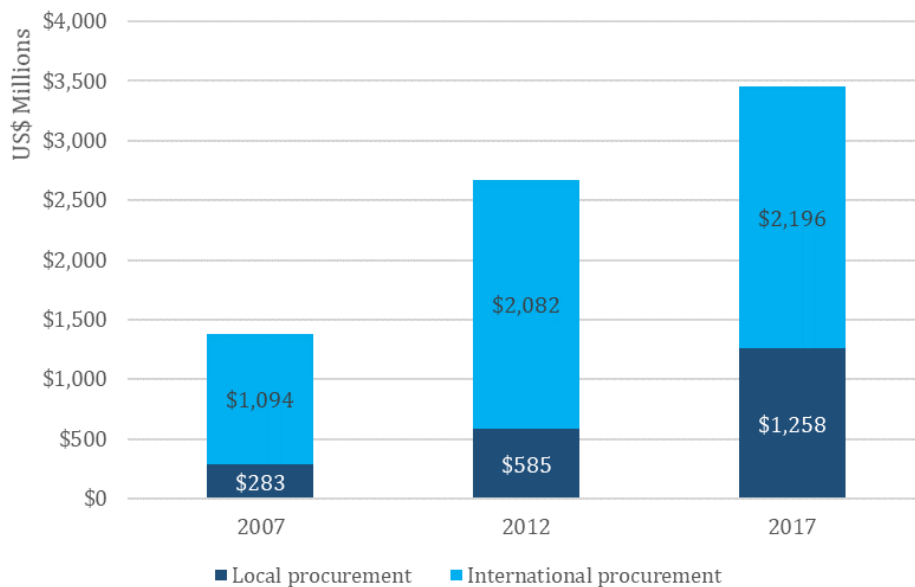
**81%** of UNICEF procurement is in  
collaboration with other UN agencies  
(\$2.858 billion)

# USA was the 3rd largest supplier country to UNICEF in 2017

UNICEF's supplier countries with more than \$25M procurement, in 2017



# UNICEF procurement is increasing – both local and international



2.5x growth in UNICEF procurement over 10yrs

Local and international procurement grown at same rate

Faster growth in recent OMP period

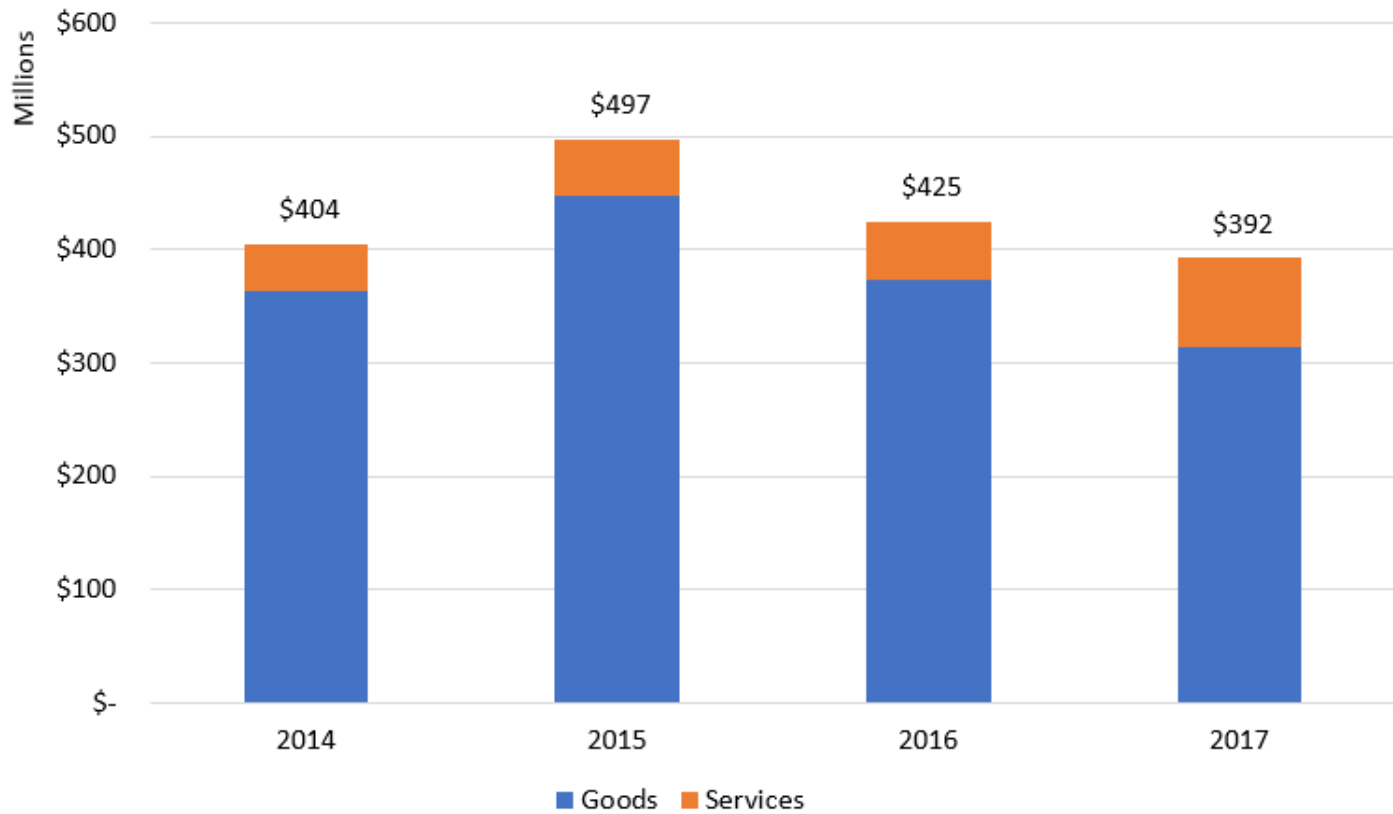
Increases can be explained by:

- **Increasing aid flows** over decade
- **Growing ambitions** (e.g. to reach more children with more vaccines, to reduce inequities)
- **Proliferation of partnerships** (Gavi, GFATM, GAIN, GPE...) with supply component
- **Drive towards the MDGs and SDGs**
- **Increasing number of emergencies** and protracted crises

Sources: UNICEF Supply Division, (data on file), 2018

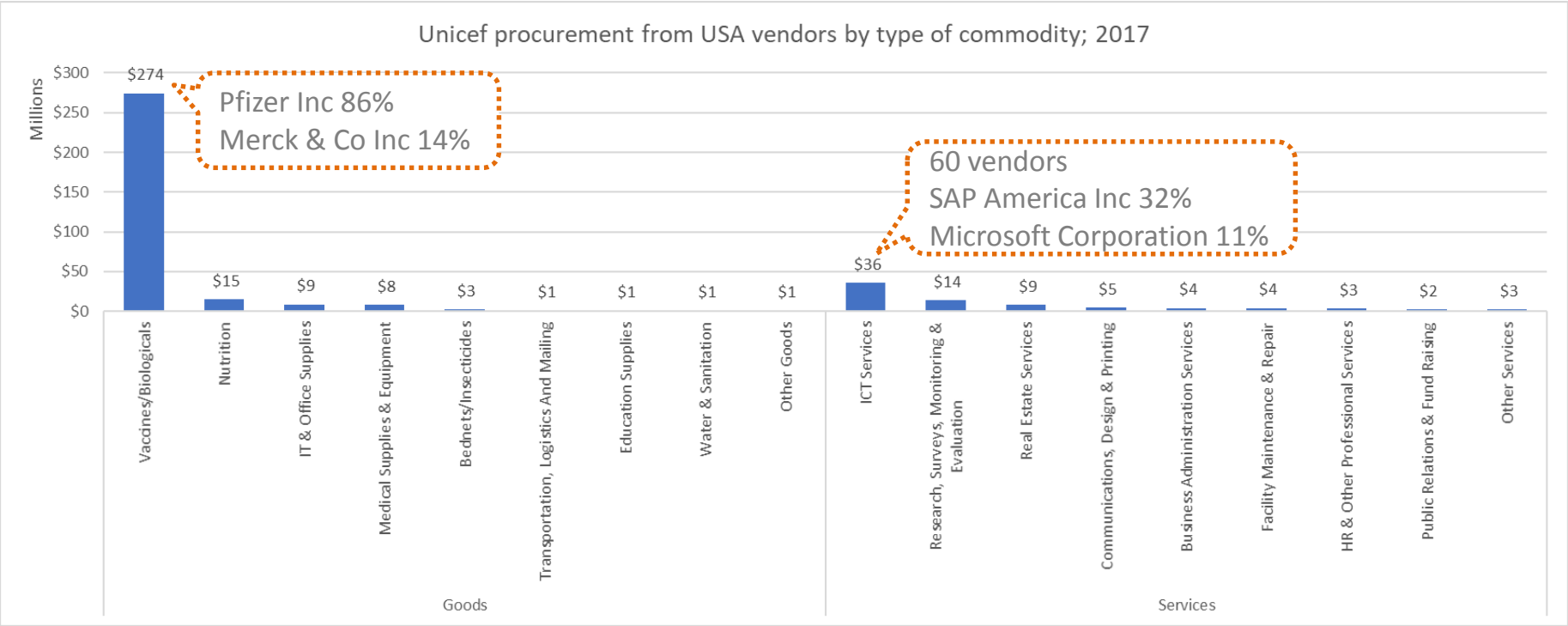
NB: Value of procurement by UNICEF, both including goods and services, and both PS and Programme funded procurements

## UNICEF's yearly procurement from US suppliers

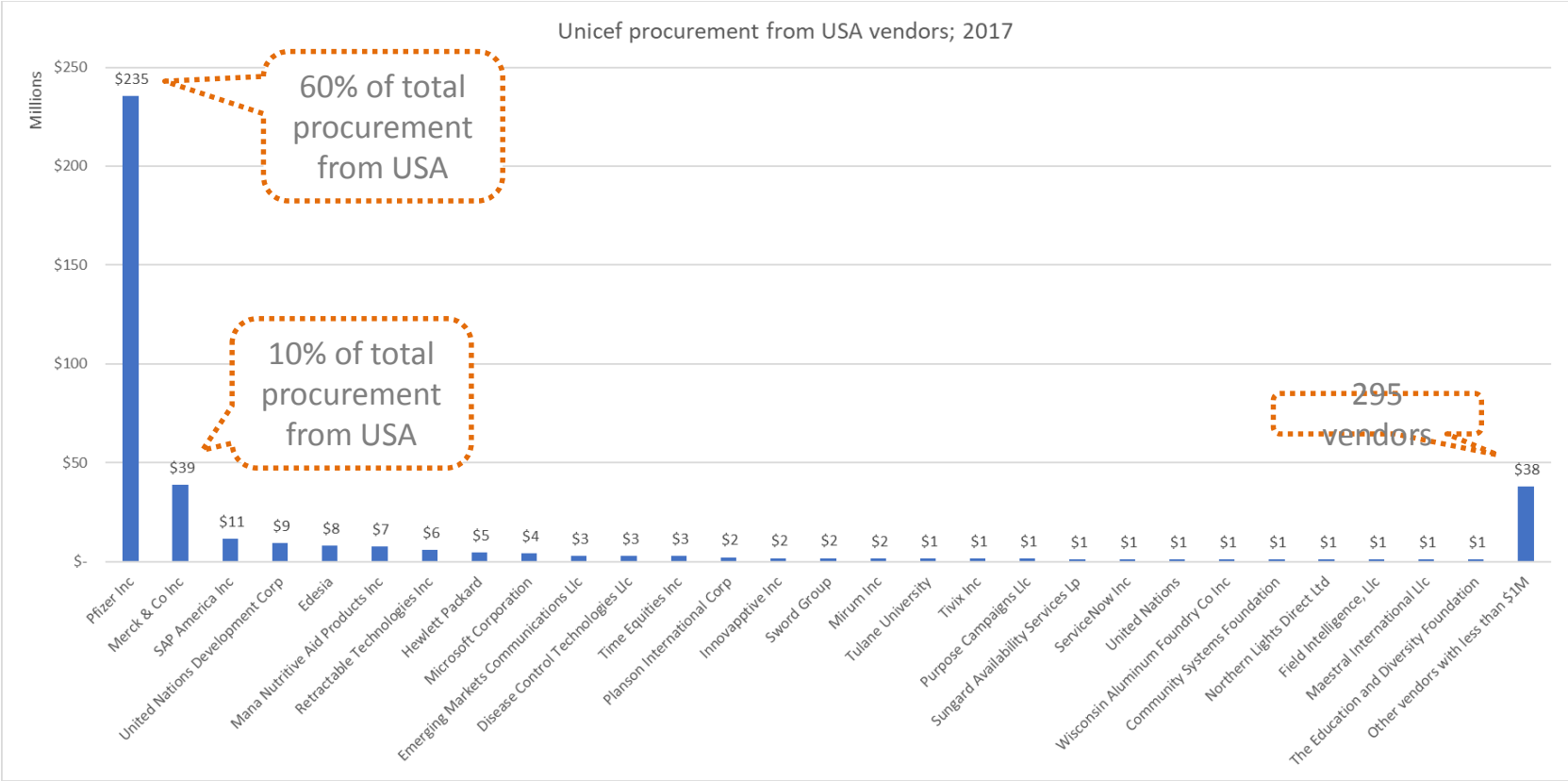


UNICEF works with a base of ~330 vendors from USA per year, procuring from them a vast range of commodities. The highest procurement values are on Vaccines and ICT services

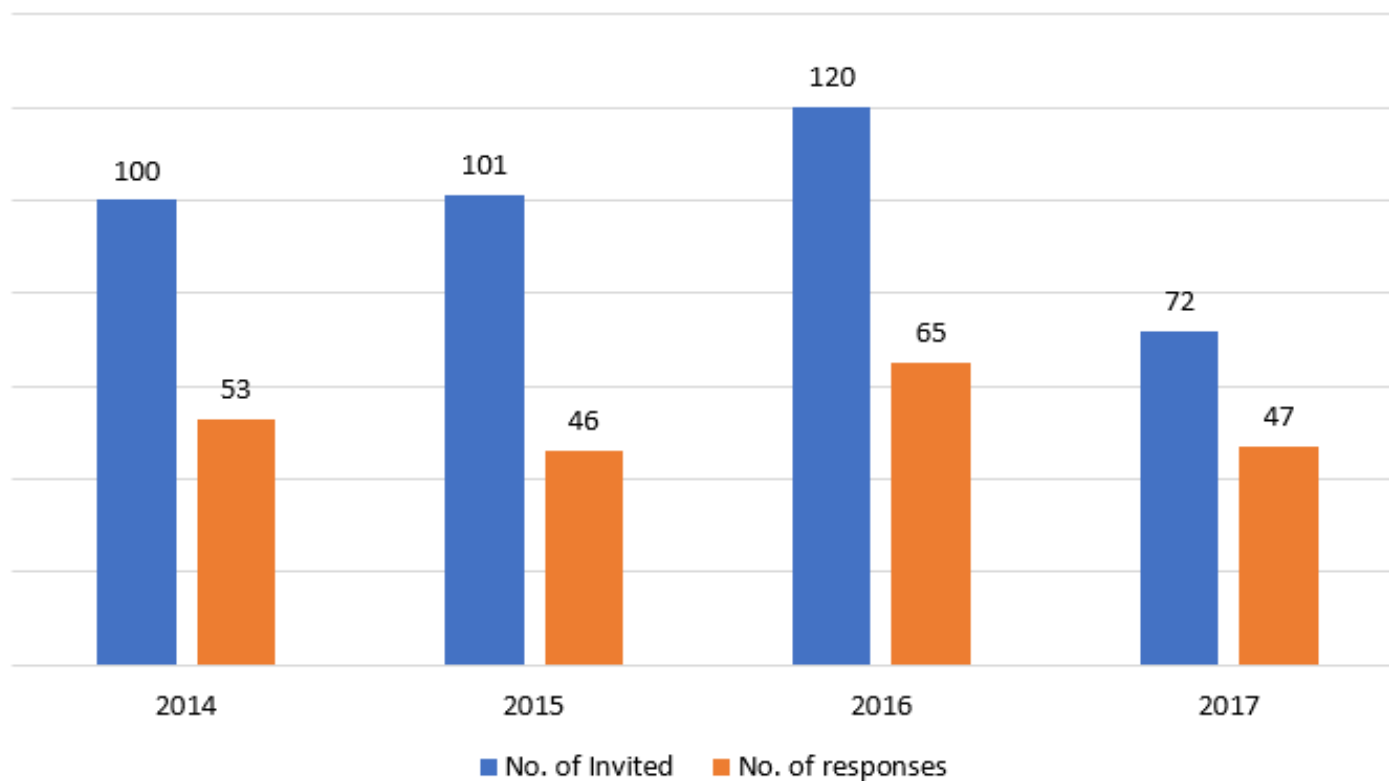
Unicef procurement from USA vendors by type of commodity; 2017



# 2 vendors represented 70% of total procurement value from USA vendors in 2017



US vendors' responsiveness to UNICEF SD tenders has increased steadily from 53% to 65% over this period



# UNICEF Global warehousing & transport (2016)



## Technical Support

- Emergencies
- Local kit packing
- Warehouse assesment
- Warehouse inventory management
- Training

**25% of the outgoing orders are for emergency response**

## \$114.4 million value of throughput:

- \$ 103.7m from Copenhagen
- \$ 1.4m from Dubai
- \$ 433,709 from Panama

## 241,976 kits packed and shipped:

- 143,068 shipped from Copenhagen
- 4,402 shipped from Dubai
- 303 shipped from Panama

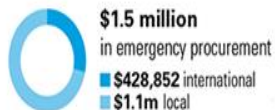
# EMERGENCIES



# Emergencies

Critical supply responses in 2016

## REFUGEE AND MIGRANT CRISIS IN EUROPE



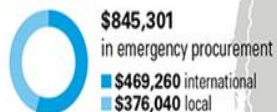
## SYRIA & REGION



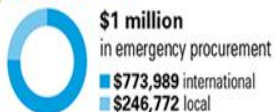
## IRAQ



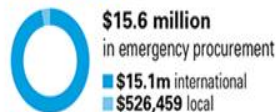
## HAITI



## ECUADOR



## NIGERIA



## SOUTH SUDAN



## YEMEN



# Emergency preparedness and response

- **Horn of Africa** (e.g., largest ever scale-up of RUTF, goods-in trust)
- **Pakistan** (e.g., > 60% of supplies were locally procured)
- **Syria** (protracted, logistics in the midst of conflict; air drops of nutrition supplies)
- **Philippines** (local inventory was key, deployed broader range of Supply staff, push logistics)
- **Iraq** (quick decision-making on site with affected population)
- **CAR & S. Sudan** (regionally led response)
- **Ebola** (able to quickly develop new specs/kits and sources, pre-book air charters 40% savings; push-logistics; HSS/SCS at district)
- **Yemen** (CAA permits, establish new Hub)
- **Nepal** (new monitoring tools)
- **Zika** (real time rapid development of vaccine & diagnostics)
- **North East Nigeria** (Security: new accessible areas)
- **Haiti** (accessibility)
- **Eastern Caribbean Area** (multiple country response with logistics between islands)
- **Bangladesh/Myanmar** (access to the affected population with rapid response using CIK)

**Universal factors:** Timely decision-making & agility, Real-time Monitoring, Preparation saves time and money



**Procurement for  
Government and Partners**

# Procurement Services – Overview 2016

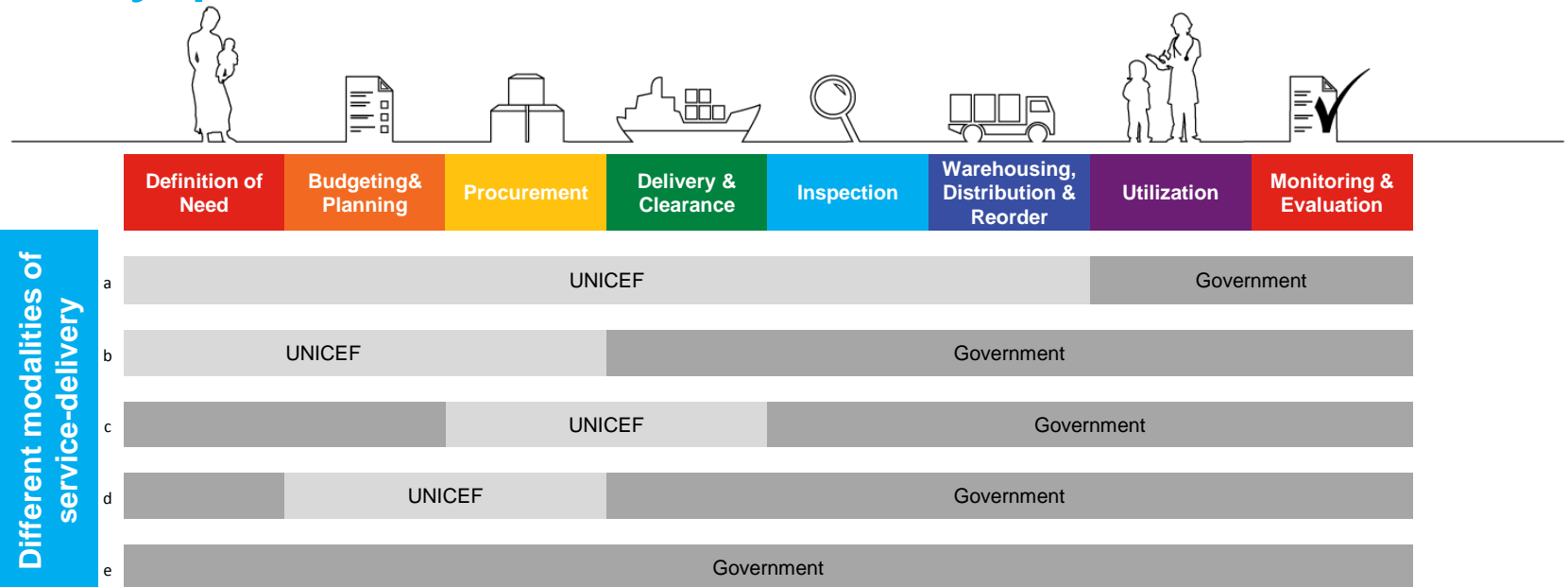
- Procurement and services on behalf of governments and other partners. Strategic development tool and transitional mechanism until sufficient capacity is developed
- 2016: 112 countries: 53% LDC

Country	2015	2016	%
Nigeria	187	193	11%
Pakistan	147	162	9%
Ethiopia	129	102	6%
India	107	114	7%
Bangladesh	102	90	5%
Congo, Dem. Rep	106	74	4%
Sudan	63	52	3%
Kenya	58	42	2%
Tanzania, Uni. Re	47	53	3%
Uganda	36	59	3%
All other countries	739	794	46%
<b>Grand Total</b>	<b>1,720</b>	<b>1,735</b>	

# STRENGTHENING SUPPLY CHAINS



# UNICEF's support to supply chain operations differ by product, sector, transaction



**Capacity Development:** Focus on sharing UNICEF added-value (expertise on markets, products, inventory, monitoring & convene StS (predominantly e)

**Strengthening together** (a, b, c, d)

**Optimising UNICEF** (a, b, c)



# Procurement information





# UNICEF Procurement Principles and Processes



# UNICEF guiding procurement principles(1)

Each UN organization  
has a  
**different mandate**

but

all UN organizations  
share the  
**same procurement  
principles**

- Fairness, integrity and transparency through competition  
(clear & appropriate regulations/rules applied to all suppliers, fair process, equal treatment of suppliers, transparent system)
- Economy and effectiveness  
(meet requirement in terms of quantity, quality, timeliness at the right place. Economy=minimize cost, Effectiveness=meet end-user interest)
- Best value for money  
(Consider the optimum combination of factors in meeting the end user needs; BVM does not mean lowest cost but best ROI)
- Promotion of objectives of UNICEF  
(fulfilling the mandate, goals and objectives)



# UNICEF guiding procurement principles(2)

- only purchases goods and equipment to implement its **mandate**
- purchases primarily from **manufacturers** and **authorized representatives**
- **evaluates and registers** suppliers with which it does business
- uses **competitive tendering** for all procurement ([procurement policies](#))
- invites an appropriate **geographical range** of suppliers to tender
- purchases products that comply with recognized [technical standards](#)
- **does not** purchase from companies employing [child labor](#), nor manufacturers of [land mines](#) and their components (**Supplier Code of Conduct**)
- **does not** purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities



# UNICEF guiding procurement principles(3)

## UN Supplier Code of Conduct

### Children's Rights and Business Principles

No Child Labor, No Landmines

UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children

### UN Supplier Code of Conduct

Zero-tolerance for all forms of fraud and corruption

Information disclosure policy

Zero tolerance policy on gifts and hospitality from suppliers

All UN and UNICEF registered suppliers sign on to the UN Code of Conduct. (rev. Sept 2013).

- Based on the UN charter, the principles of the Global Compact and ILO standards;
  - ✓ *The UN expects that these principles apply to suppliers and their employees, parent, subsidiary or affiliate entities, and subcontractors; that they are seen as minimum standards that suppliers strive to meet and exceed them.*
- The code addresses:
  - **Labour conditions:** Freedom of Association, no force or compulsory, no child labour, discrimination, standards for working conditions.
  - **Human Rights:** No Harassment, Harsh or Inhumane Treatment, no manufacture or sale of mines.
  - **Environment:** Compliance with regulations, manage chemical and hazardous materials; waste and air emissions, Minimize Waste, Maximize Recycling.
  - **Ethical conduct:** No corruption, conflict of interest declaration, no gift and hospitality, post employment restrictions.

# Types of competition

- **Open**

- Open competition / Maximized access
- Public advertising of a tender
- All qualified can participate

- **Limited**

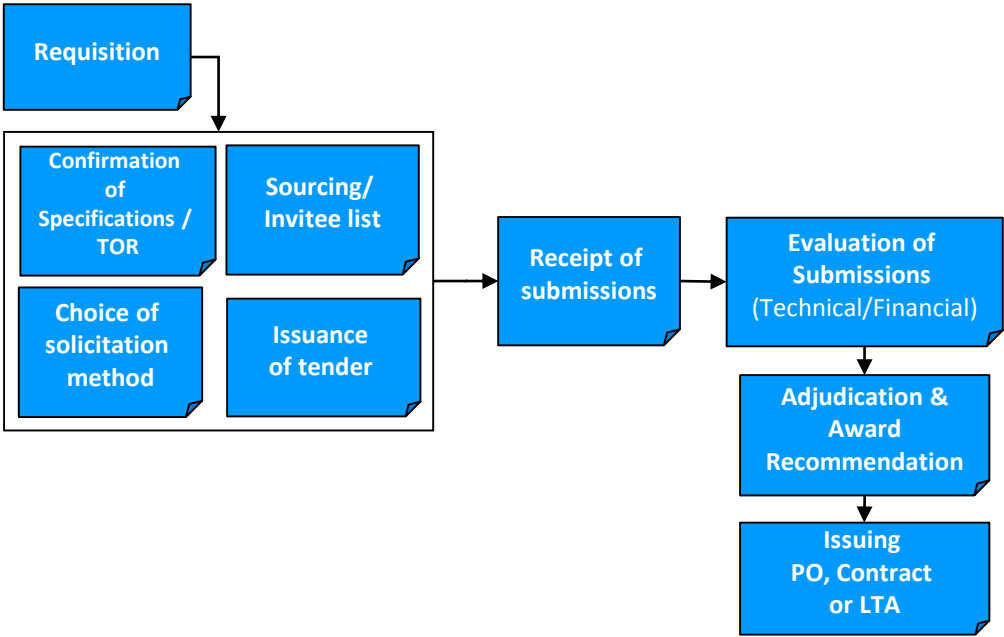
- Open Expression of Interest (Eoi) or pre-qualification process
- Predetermined qualifications for participation in the tender
- Short listing

- **Direct procurement**

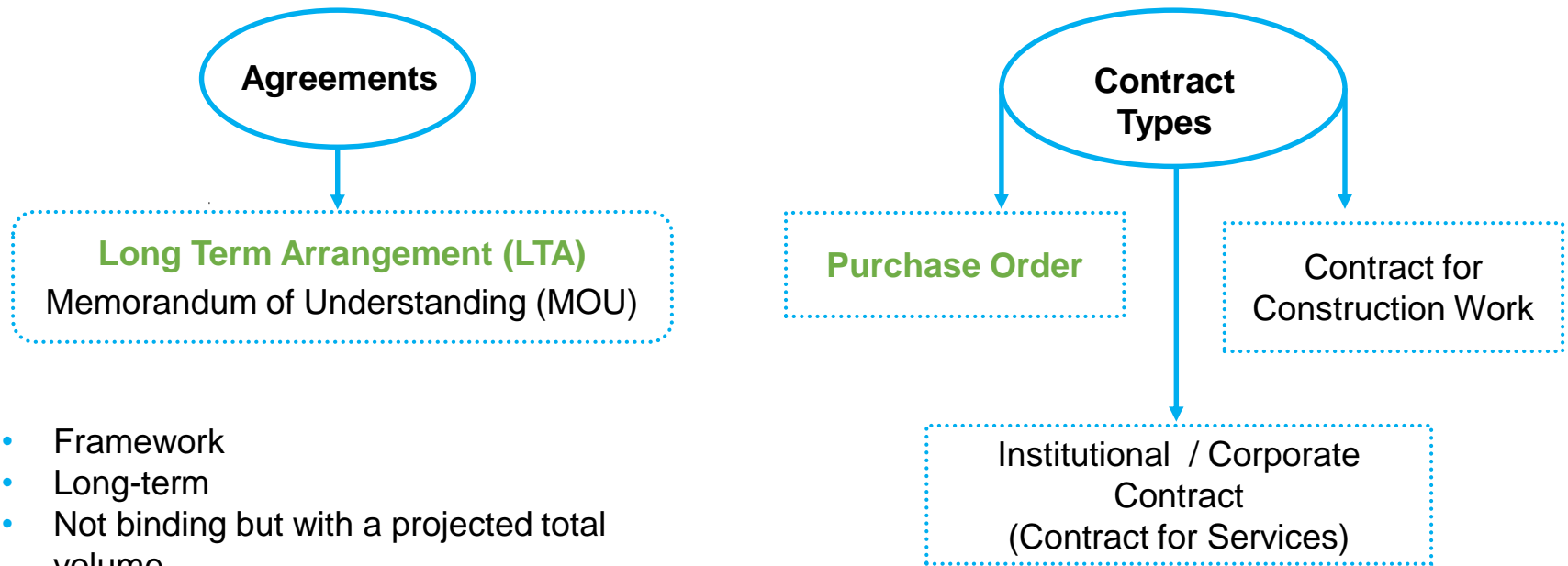
- Waiver of competition as per exceptions defined in Financial Regulations and Rules (FRRs)



# Procurement Workflow



# Contractual instruments



- Framework
- Long-term
- Not binding but with a projected total volume
- Non-exclusive
- Contractual obligations only begin once purchase order is issued



How to become a  
supplier to UNICEF?



# Familiarize yourself with UNICEF Supply

## Supplies and Logistics

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Partnerships

Influencing markets

Commitment to transparency

Supplies on the way to...

Procurement and Supply Management Systems

Warehouse operations

The Supply Community

**Annual Report**

For suppliers and service providers

Procurement Services

Strengthening supply chains

Immunization

## Supply Annual Report 2015



[<< Previous page](#)

**2015: Agile, resilient and sustainable supply chains for children**

*Improving accessibility, bridging financing gaps, generating savings and strengthening supply chains with governments*

In 2015, UNICEF, in collaboration with governments and partners, procured a record \$3.428 billion in supplies and services for children, including \$1.755 billion of supplies procured on behalf of 102 governments. The 2015 Supply Annual Report provides an overview of key UNICEF Supply activities that focus on competition, transparency and collaboration to achieve sustainable markets to achieve value for money, working with governments and partners to build strong supply chains and build technical capacity, effective emergency response to support the millions of children caught in crisis and conflict, and real-time innovation to prepare and respond to health emergencies.

The 2015 Supply Annual Report shares insights on UNICEF's rapidly expanding supply financing solutions area of work, which helps address market uncertainties and influence lower prices for life-saving commodities and strengthen countries' financial self-sustainability to ensure the timely availability supplies. Notably, these efforts contributed to price savings of over \$422.8 million in 2015, bringing UNICEF's cumulative savings since 2012 to \$1.068 billion.

As in previous year's, the report with its annexes is a useful reference on UNICEF procurement across key commodity groups and lists UNICEF suppliers by country.

[WWW.UNICEF.ORG/SUPPLY](http://WWW.UNICEF.ORG/SUPPLY)

# Familiarize yourself with UNICEF Supply

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## Supplies and Logistics

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Procurement Services

Strengthening supply chains

Immunization

Health emergency supplies

HIV

Malaria

Medical devices

Supplies for children with disabilities

Medicines

### \$10 million to enable UNICEF procurement of Zika diagnostic tests

UNICEF has launched a Request for Proposal (RFP) for the supply of Zika virus (ZIKV) diagnostics for testing. [Read the press release here.](#)

ZIKV | IEHK (PEP) KIT UPDATE | RUTF | PENTA PRICE DROP

[WWW.UNICEF.ORG/SUPPLY](http://WWW.UNICEF.ORG/SUPPLY)

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- Tender Calendars
- Contract Awards
- Supplier meetings
- Target Product Profiles

Procurement Services



## For suppliers and service providers

UNICEF Supply Division is responsible for offshore procurement on behalf of UNICEF Country Offices, headquarters and Procurement Services partners, and for oversight of all UNICEF procurement. UNICEF procured \$3.428 billion worth of supplies and services in 2015 alone, including \$2.49 billion worth of [offshore supplies](#) and services.

All UNICEF procurement supports UNICEF goals and priorities for children and women. UNICEF maintains the highest level of integrity in its procurement activities. The organization evaluates and registers suppliers with which it does business. It also ensures that all potential suppliers are subject to the same conditions and that information received is confidential.

Information on key commodities, large contract awards, and top supplier countries can be found in the Supply Annual Report 2015. Please consult the [Supply Catalogue](#) for specifications for the 2,000 standard UNICEF commodities.

Suppliers should also refer to pages under the relevant programme areas, e.g. Immunization, Medicines, etc., where other useful information may be posted, such as details of supplier meetings.

### Latest

Following changes to WHO's PEP guideline, the IEHK2011 PEP kit (S9901003) has been discontinued and replaced with IEHK2016, PEP kit (S9901013). Please read the latest [technical bulletin](#)

updated 30 January 2017

UNICEF requires suppliers and their employees to comply with the highest ethical and legal standards of conduct. UNICEF – and the UN – has a zero tolerance policy on gifts and hospitality. Suppliers are reminded not to send or offer gifts or hospitality to UNICEF personnel. Letters in [English](#), [French](#) and [Spanish](#) give more detail and contact information.

updated 13 December 2016

WHO priority list of applications for pre-qualification of vaccines to fight major childhood diseases, such as rotavirus, meningitis, pneumococcal pneumonia, diphtheria

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[UNICEF Supply Catalogue](#)

[UNICEF Supply Catalogue](#)

[French and Spanish](#)



[WWW.UNICEF.ORG/SUPPLY](http://WWW.UNICEF.ORG/SUPPLY)

# Find out what UNICEF procures

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## UNICEF supplies

### Offshore Supplies

The bulk of UNICEF offshore (global) procurement is for essential commodities for children. These include:

- Vaccines and immunization supplies
- Pharmaceuticals and micronutrients
- Medical supplies and equipment
- Educational supplies
- Therapeutic foods
- Vehicles
- IT equipment



The 2,000 (approximate) standard commodities procured by UNICEF are listed in the [Supply Catalogue](#). The catalogue provides technical specifications for most items. **UNICEF does not procure any type of used or second-hand merchandise.**

### Local Procurement

UNICEF Country Offices also procure a range of commodities. However, local procurement is not allowed for vaccines, auto-disable syringes, safety boxes (for disposal of injection equipment), pharmaceuticals, micronutrients and therapeutic foods. Suppliers should contact their [nearest UNICEF Country Office](#) for further information.

### Food and Clothing

UNICEF does not procure food, other than specific therapeutic foods for use in emergency situations. Generally, UNICEF does not procure clothing, except in limited quantities for very specific emergency situations.

### Special Projects

In rare cases, UNICEF procures goods and services that fall outside the major commodity groups listed above. These goods are usually for special projects or emergency programming, and need to be procured at short notice. Please consult our Expressions of Interest on a regular basis for current requirements.

[Technical Standards](#)



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# Find out how UNICEF procures

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...

## Procurement Policies

UNICEF follows the [Common Guidelines for Procurement by Organizations in the UN System](#).

The objective of procurement activities within UNICEF is the timely acquisition of the right goods, works and services, while addressing:

- UNICEF's mandate;
- fairness, integrity and transparency, through competition;
- economy and effectiveness; and;
- best value for money.

Further, UNICEF:

- only purchases goods and equipment to implement its mandate;
- purchases primarily from manufacturers and authorized representatives;
- evaluates and registers suppliers with which it does business;
- uses primarily competitive tendering for all procurement;
- invites an appropriate geographical range of suppliers to tender;
- purchases products that comply with recognised [technical standards](#);
- does not purchase from companies employing child labour, nor manufacturers of land mines and their components (see paragraphs below).

**UN Supplier Code of Conduct and the Global Compact**

Companies doing business with the United Nations are required to accept and comply with the [UN Supplier Code of Conduct](#).

The UN Supplier Code of Conduct reflects the ten principles of the Global Compact in the areas of human rights, labour, environment and anti-corruption. The Global Compact is a voluntary international network set up to advance responsible corporate citizenship and universal social and environmental principles. The UN strongly encourages all suppliers to actively participate in the Global Compact – for more information, please visit the Global Compact website at: [www.unglobalcompact.org](http://www.unglobalcompact.org)

**Children's Rights and Business Principles**

The [Children's Rights and Business Principles](#) provide a comprehensive framework for understanding and addressing the

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Please scroll down to view the list of Procurement Policies.

[WWW.UNICEF.ORG/SUPPLY](http://WWW.UNICEF.ORG/SUPPLY)

# Become a supplier and express interest

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## Become a supplier

### UNICEF supplier

UNICEF:

- only purchases goods and equipment to implement its mandate; purchases primarily from manufacturers and authorized representatives;
- evaluates and registers suppliers with which it does business;
- uses competitive tendering for all procurement;
- invites an appropriate geographical range of suppliers to tender;
- purchases products that comply with recognised [technical standards](#);
- **does not** purchase from companies employing [child labour](#), nor manufacturers of [land mines](#) and their components.
- **does not** purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities.

If your company sells items of interest to UNICEF, complies with our [procurement policies](#) and has export capabilities, you are invited to send your company profile following the steps described below. If your profile matches our needs, we will contact you for further information.

### Application to become a UNICEF supplier

UNICEF is interested in diversifying its supplier base and in finding new suppliers that can provide quality goods at competitive prices. By searching in the on-line UNICEF Supply Catalogue, companies can determine if they can supply products that either exactly match, or are similar to the products we procure.

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Invitations for Expressions of Interest (EOI)

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# Regularly check procurement opportunities

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## Tender Calendars

**This page contains the plans for issuance of tenders by UNICEF SUPPLY DIVISION**

Interested [eligible suppliers](#) are encouraged to submit:

- A covering letter expressing their interest in accordance with requirements in each bid plan;
- Relevant information about their company (company profile)

**N.B.:** Companies interested in participating in any of the listed bidding exercises should be registered with the United Nations Global Marketplace. Visit the following website and follow the instructions to complete your firm's registration: [www.unqm.org](http://www.unqm.org)

- [2017 Tender calendar - Contracting Centre](#)
- [2017 Tender Calendar - Essential Medicines Unit](#)
- [2017 Tender Calendar - Nutrition Unit](#)
- [2017 Tender Calendar - WASH Unit](#)
- [2017 Tender Calendar - Education Unit](#)
- [2017 Tender Calendar - Safe Injection Devices and Waste Management](#)
- [H2-2016 to H1-2017 Tender Calendar for Vaccines](#)
- [2016 Tender Calendar- Medical Devices and Laboratory Supplies](#)
- [2016 Tender Calendar - Water, Sanitation and Hygiene \(WASH\)](#)
- [2016 Tender Calendar HIV/Aids and Malaria](#)
- [2016 Tender Calendar - Contracting Centre](#)
- [2015 Tender Calendar - Medical devices and laboratory supplies - updated on 16 June 2016](#)
- [2015 Tender Calendar - Safe Injection Devices and Waste Management](#)
- [2014 Tender Calendar - Medical devices and laboratory supplies - updated on 27 May 2016](#)
- [2013 Tender Calendar - Cold Chain Equipment](#)

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# Participate in tenders

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## Bidding Opportunities

### What supplies and services is UNICEF looking for?

This is the area where UNICEF posts bidding opportunities mainly for its headquarters requirements, but also on occasion UNICEF regional or country office requirements.

In addition, bidding opportunities from UNICEF and other UN organizations are available at [UNGM](#).

- [RFPS-PFP-2017-171057 - Long Term Arrangement for Services for Filming and Video Production in support of UNICEF's Private Fundraising Activities - Response deadline 16:00 Geneva time on 05 April 2017](#)
- [RFPS-PFP-2017-171034 - Consultancy for the Development and Delivery of Emergency Fundraising Simulations - Response deadline 16:00 Geneva time on 28 March 2017](#)
- [Request for Information - Vehicle and Fuel Management Tracking System - Response deadline 17:00 \(Copenhagen Time \) on 13 April 2017](#)
- [Request for Proposal LRPS-2017-9130312 - Regional Study on the intersections between Violence against Women \(VAW\) and Violence against Children \(VAC\) - Response deadline 10:00 am \(Bangkok time\) on 17 March 2017](#)
- [Request for Proposal LRPS-2017-9130308 - Conduct of Assessment of East Asia and Pacific Regional Situation and Key Areas in Gender-Responsive Adolescent Health \(GRAH\) - Response deadline 10:00 am \(Bangkok time\) on 17 March 2017](#)
- [RFPS-PFP-2017-171048 - Quantitative Market Research Services: Priority Audiences Identification and Profiling - Response deadline 16:00 Geneva time on 17 March 2017](#)
- [Request for Proposal LRPS-2017-9130143 - Response deadline 10:00 am \(Bangkok time\) on 6 March 2017](#)
- [RFPS-USA-2017-502430 – Social Media Management and Analytics Services - Response deadline latest by 23.59 \(New York time\) on 12 March 2017](#)
- [RFP-DAN-2017-502425 for the procurement of Zika Virus \(ZIKV\) Diagnostics \(for testing at Point-of-Care\), including for access to an Advance Purchase Commitment \(APC\) for delivery during 2017-2019 - Response deadline 16:00 hours \(Copenhagen time\) on 7 March 2017](#)

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Become a supplier

Click [here](#) to find out how to become a supplier for UNICEF.

Short term opportunities

[WWW.UNICEF.ORG/SUPPLY](http://WWW.UNICEF.ORG/SUPPLY)

# Other useful tips (1) ...

- ✓ Keep up-to-date information on your company and its products
- ✓ Subscribe to the Tender Alert Service to receive automatic email alerts when tenders of your interest are published in UNGM
- ✓ Check procurement notices in UNGM regularly
- ✓ Familiarize yourself with the UN Supplier Code of Conduct and with UNICEF's General Terms and Conditions for the Procurement of Goods and the Contracting of Services
- ✓ Company profiles should be summarized in one page and presentations should be brief
- ✓ Respond promptly to an inquiry or to the Request for Proposal from UNICEF
- ✓ If you are not interested or unable to participate in a tender, inform UNICEF in order to keep your organization on our list of active vendors



## Other useful tips (2) ...

- ✓ Always respond when invited to submit an offer, even if you should not be in a position to participate, in order to keep your organization on the active list
- ✓ Study tender documents carefully, ask for clarification if there is any uncertainty
- ✓ Ensure that your offer meets ALL requirements, including quality certificates, financial statements, catalogues, submission forms etc., in requested format and language
- ✓ Meet the submission deadline
- ✓ Attend public bid openings when invited
- ✓ ... and don't give up: developing and establishing contacts and business with UN agencies requires the same time as dealing with another new market



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## PROCUREMENT USEFUL LINKS

For suppliers & service providers

[http://www.unicef.org/supply/index\\_suppliers.html](http://www.unicef.org/supply/index_suppliers.html)

Tender calendar

[http://www.unicef.org/supply/index\\_25983.html](http://www.unicef.org/supply/index_25983.html)

Bidding opportunities

[http://www.unicef.org/supply/index\\_25947.html](http://www.unicef.org/supply/index_25947.html)

Contract awards

[http://www.unicef.org/supply/index\\_27009.html](http://www.unicef.org/supply/index_27009.html)

Supply Annual Report

[http://www.unicef.org/supply/files/UNICEF\\_Supply\\_Annual\\_Report\\_2014\\_web.pdf](http://www.unicef.org/supply/files/UNICEF_Supply_Annual_Report_2014_web.pdf)

Supply Catalogue

[https://supply.unicef.org/unicef\\_b2c/app/displayApp/\(layout=7.0-12\\_1\\_66\\_67\\_115&carearea=%24ROOT\)/.do?rf=y](https://supply.unicef.org/unicef_b2c/app/displayApp/(layout=7.0-12_1_66_67_115&carearea=%24ROOT)/.do?rf=y)





Thank you!





# DOING BUSINESS WITH UNDP

Ali Tahsin Jumah

Chief, Central Procurement Unit

Bureau of Management Services

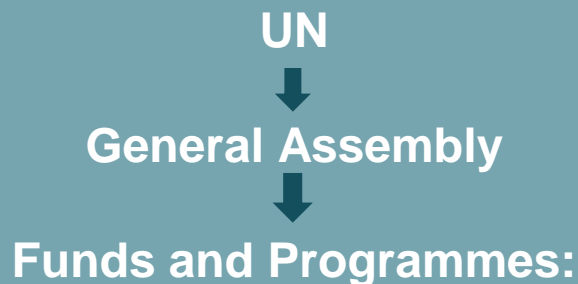
# STRUCTURE OF THE PRESENTATION



- Mandate and Work
- Procurement in UNDP
- Working in UNDP
- Q&A and Contact



# UNDP IN THE UN SYSTEM



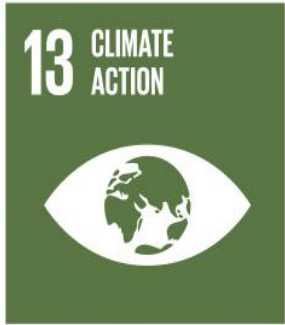
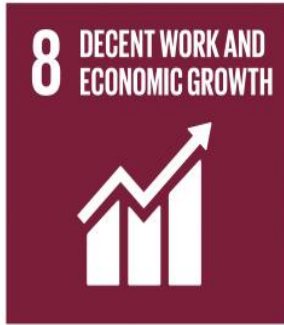
- **UNDP**, United Nations Development Programme
  - UNCDF, United Nations Capital Development Fund
  - UNV, United Nations Volunteers
- **UNEP**, United Nations Environment Programme
- **UNFPA**, United Nations Population Fund
- **UN-Habitat**, United Nations Human Settlements Programme
- **UNICEF**, United Nations Children's Fund
- **WFP**, World Food Programme (UN/FAO)



# MANDATE



1. Focuses on specific development issues
2. Works with:
  - National Governments
  - Private sector
  - Institutions
  - Civil Society Organizations
3. Is global: 177 countries / 5 Regional Bureaus
4. UNDP coordinates all United Nations (UN) development activities at the country level through the Resident Coordinator system



5 GENDER EQUALITY

6 CLEAN WATER AND SANITATION

11 SUSTAINABLE CITIES AND COMMUNITIES

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

17 PARTNERSHIP FOR THE GOALS

**Focuses on specific development issues, including SDGs.**

SUSTAINABLE DEVELOPMENT GOALS

# FOCUS AREAS

## Democratic Governance and Peacebuilding

UNDP supports, on average, 26 elections every year.



# FOCUS AREAS

## Sustainable development

Over the past four years, UNDP has mobilized nearly USD 2 billion in funding for sustainable development.



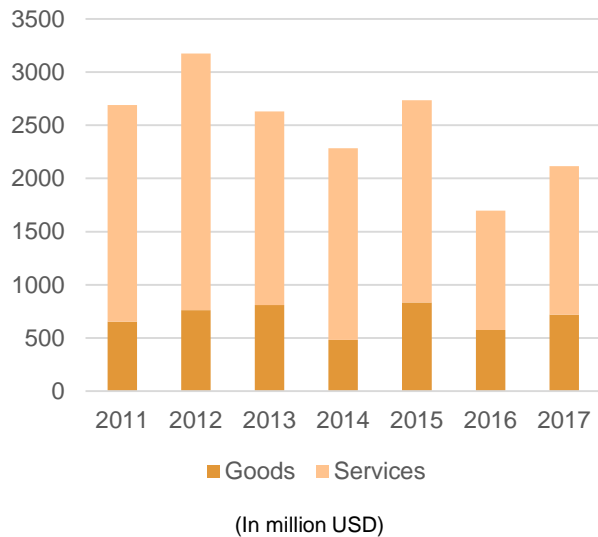
# FOCUS AREAS

## Climate and disaster reliance

UNDP and its partners respond to natural disasters all over the world. In the aftermath of the Hurricane Irma that took place in 2017, UNDP supported recovery efforts and crisis management.



# PROCUREMENT IN UNDP



- One of the largest procurers of goods in the UN system (4<sup>th</sup>)
- In 2016, UNDP's procurement volume was **>1,6 billion USD : 9,58%** of total UN procurement
- In 2017 the procurement volume increased to **>2.1 billion USD**

# PROCUREMENT IN UNDP

## General Principles

1

**Best value for money.**

2

**Fairness, integrity and transparency.**

3

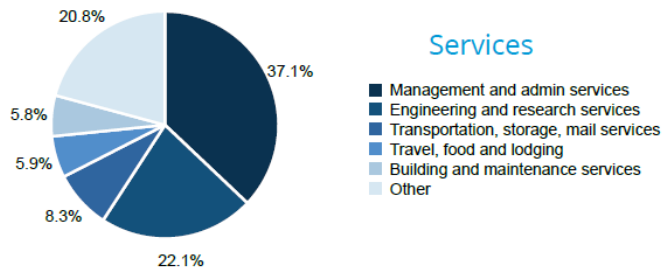
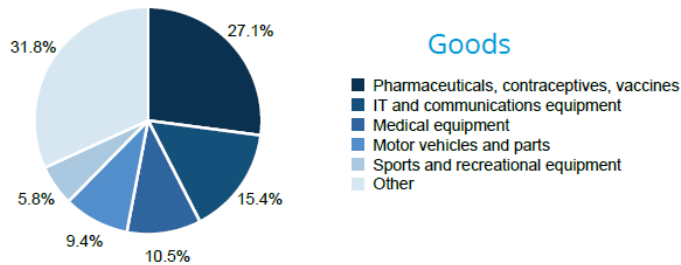
**Effective international competition.**

4

**In the best practice for UNDP.**

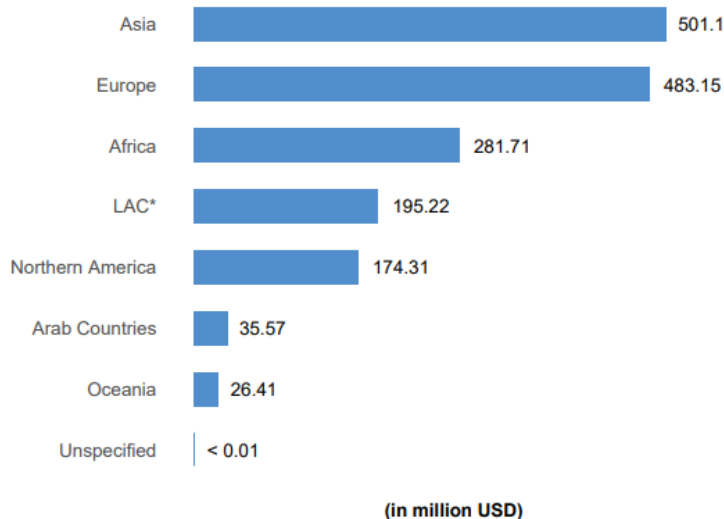
# PROCUREMENT IN UNDP

## What we buy



# PROCUREMENT IN UNDP

## Procurement by regions

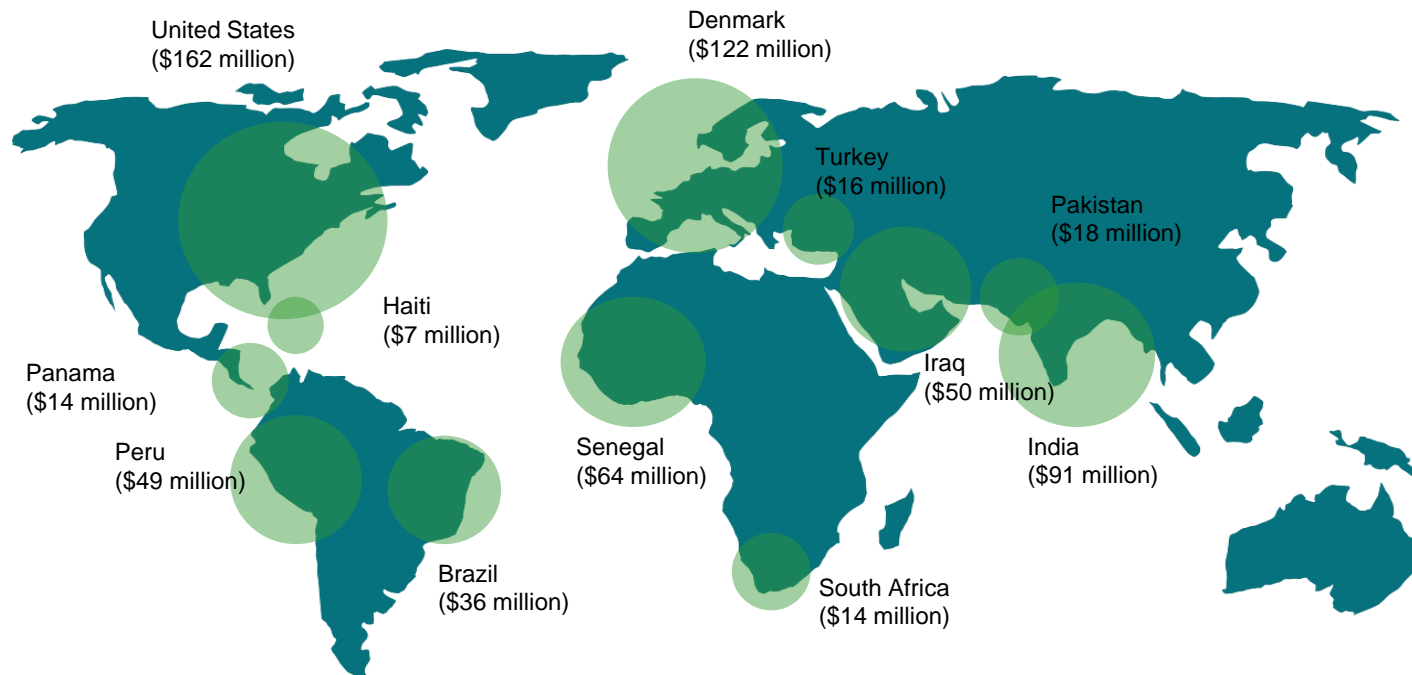


- Procures more different types of goods and services (>3,500) and in more countries than any other UN agency.
- UNDP had vendors from **209** different countries in 2016

# PROCUREMENT IN UNDP



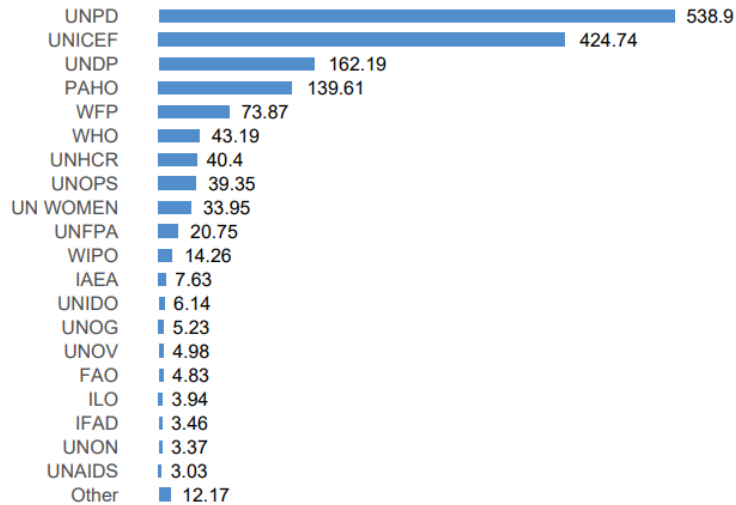
## Where we buy



# PROCUREMENT IN UNDP



## What we buy from American vendors



(in million USD)

In 2016, USA was the **1st** largest supplier to the UN system  
**> \$1,585 million**

Procurement by UNDP projects:  
**> \$162.1 million**

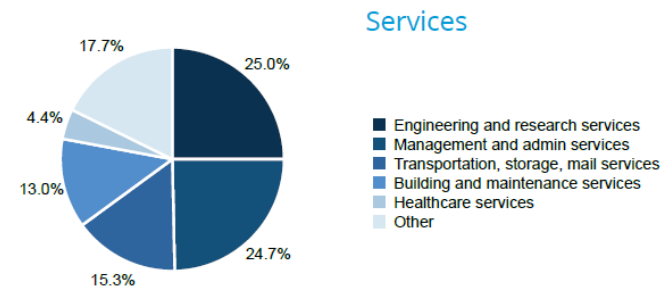
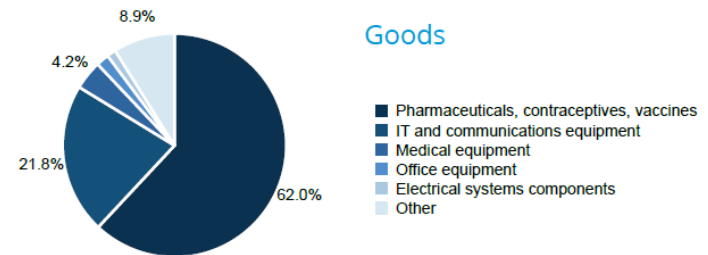
# PROCUREMENT IN UNDP



## What we buy from American vendors

• **10,545 American companies** are registered on UNGM as potential suppliers for the UN

• **38 different UN organizations** procured goods and services from this country in 2016



# WORKING WITH UNDP



## Identifying business opportunities

- Advertised, open, competitive process.
- Decentralized – responsibility and ownership vested with Country Offices.
- Every Country Office is a potential business partner.



# WORKING WITH UNDP

## UNDP

UNDP's online procurement notices  
[procurement-notice.undp.org](https://procurement-notice.undp.org)

Open UNDP with our projects  
[open.undp.org](https://open.undp.org)

Doing business with UNDP

## General Business Guide

UN Global Marketplace  
[ungm.org](https://ungm.org)

UN development business with  
procurement notices  
[devbusiness.com](https://devbusiness.com)

# Procurement Notices



- General information**
- Procurement at UNDP
  - Sustainable procurement
  - Procurement training
  - About us

- Business opportunities**
- Procurement notices
  - Contract awards

- Vendors**
- Doing business with UNDP
  - How we buy
  - Qualifications and eligibility
  - Protest and sanctions
  - Supplier ethics/code of conduct (pdf)
  - More information for bidders

**Current Procurement Notices** | Search Notices | Awards

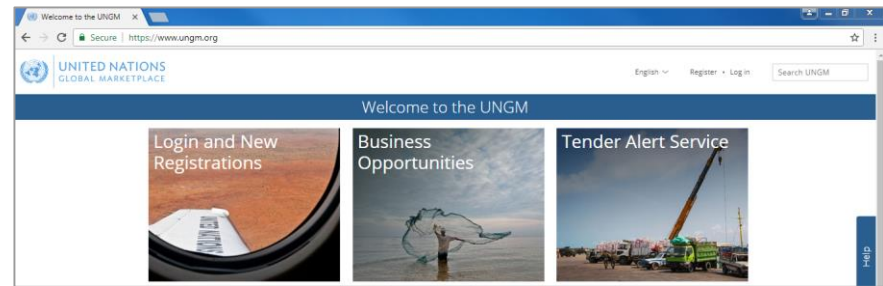
## Current Procurement Notices

Development Area	Ref No	Title	UNDP Office	UNDP Country	Deadline	Posted
CONSULTANTS	45167	<a href="#">Proceso A20158-000388 - Diseño y ejecución de una Expedición BIO en el municipio de Anorí (Antioquia), en el marco del Programa Colombia BIO de Colciencias</a>	UNDP Country Office	COLOMBIA	10-Apr-18	28-Mar-18
IT / COMPUTERS	45166	<a href="#">ARG/15/008 LPI 01/2018 "Adquisición de Licencias VMWare"</a>	PNUD ARG/15/008	ARGENTINA	10-Apr-18	28-Mar-18
FORESTRY	45153	<a href="#">International Consultant for UNDP-GEF Midterm Review of the GEF funded Seychelles' Protected Areas Finance Project</a>	UNDP Country Office	SEYCHELLES	10-Apr-18	28-Mar-18
OTHER	45165	<a href="#">Appel d'offres n° UNDP/RFQ/2018/026 ACQUISITION DE KIT DE COIFFURE</a>	Côte d'Ivoire	COTE D'IVOIRE	09-Apr-18	28-Mar-18
OTHER	45162	<a href="#">Appel d'offres n° UNDP/RFQ/2018/025 ACQUISITION DE KIT DE COUTURE</a>	Côte d'Ivoire	COTE D'IVOIRE	09-Apr-18	28-Mar-18
HEALTH	45164	<a href="#">LPN 03/2018 Adquisicion de Insumos de Odontología.</a>	ARG/15/006	ARGENTINA	02-May-18	28-Mar-18
HEALTH	45163	<a href="#">LPN 02/2018 Aduision de Medicamentos Oncológicos</a>	ARG/15/006	ARGENTINA	27-Apr-18	28-Mar-18
CONSULTANTS	45161	<a href="#">Consultant (e) National (e) pour l'étude d'identification des groupements féminins et les besoins spécifiques en formation (associations, groupements et coopératives) PTFM</a>	CONAKRY	GUINEA	05-Apr-18	28-Mar-18
CONSTRUCTION	45160	<a href="#">ITB-181-18-Re-Construction of partially damaged Big Badana Primary Mixed School in Hamdaniya, Ninewa Governorate;</a>	Iraq	IRAQ	12-Apr-18	28-Mar-18
CONSTRUCTION	45159	<a href="#">RFQ-179-18-Renovation of Aljazeera Mixed School, Kirkuk Governorate</a>	Iraq	IRAQ	10-Apr-18	28-Mar-18

UNDP  
notices  
online

# WORKING WITH UNDP

## Supplier registration



- Register with the United Nations Global Marketplace.
- About UNGM:
  - Single window for registration with the UN system
  - Allows the supplier to keep current business information available to all UN organisations
- You can subscribe to the UNGM Tender Alert Service

# WORKING WITH UNDP



## How to market UNDP

- Register at UNGM\
  - Introduce your company
  - Contact the Resident Representative
  - Visit the Country Office
- 
- Visit the UNDP Procurement website
  - Review the Activity Workplan
  - Meet the Project Manager and others concerned
  - Visit [open.undp.org](https://open.undp.org)



# United Nations Development Programme Our Projects

Last Updated: 28-February-2018

Home > Our Projects >

**Projects**

MAP | LIST

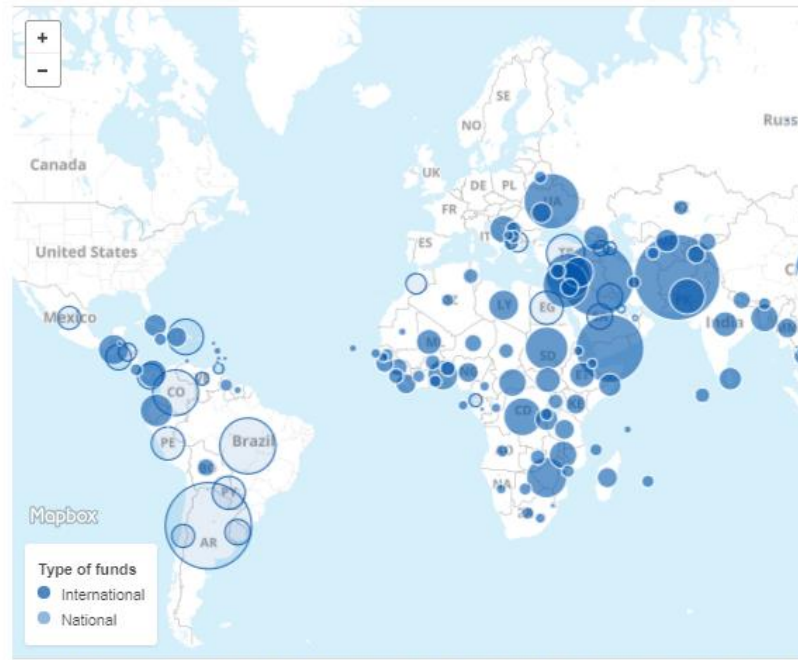
Search in filters

YEAR

**x 2018**

- COUNTRY OFFICE / OPERATING UNIT
- REGION
- THEMES
- FUNDING BY COUNTRY
- BUDGET SOURCE

- Top Donors
- About
- Feedback
- Download



\* The boundaries and names shown and the designations used on this map do not imply official endorsement or acceptance by the United Nations.

Embed +

<b>\$4,737.98M</b>
2018 Budget
<b>\$366.36M</b>
2018 Expense
<b>3,339</b>
Projects
<b>797</b>
Budget Sources
<b>0.702</b>
HDI Global

# How to market UNDP

# How to market UNDP

UNDP Projects

Not secure | open.undp.org/#project/00075193

UNDP around the world - About us - Publications - News Centre - Funding -

United Nations Development Programme  
**Our Projects**  
 Last Updated: 26 February 2018

Home > Our Projects > Nepal > 00075193 > [Embed](#)

**Projects**  
 Top Donors  
 About  
 Feedback  
 Download

## Micro-Enterprise Development Programme (Medep) IV

Micro-Enterprise Development Programme (MEDEP) IV. MEDEP aims to reduce poverty through creating and developing micro-enterprises and generating employment in rural areas of Nepal.

**Location**

**Project Timeline**  
 August 2013 - July 2018

	Budget	Expense		
2013	\$3,133,499.00	\$2,661,371.00		
2014	\$7,312,945.00	\$7,018,982.00	-132%	-182%
2015	\$10,504,839.00	\$9,590,824.00	-43.6%	-36.6%
2016	\$10,835,668.00	\$9,849,970.00	-2.1%	-2.7%
2017	\$6,144,162.00	\$5,311,180.00	-43.3%	-46.1%
2018	\$1,426,026.00	\$1,301.00	-78.5%	-100.0%

**Nepal at a glance in 2018**

Projects	25
Budget Sources	22
Budget	\$14,458,670.00
Expense	\$1,312,300.00

\* The boundaries and names shown and the designations used on this map do not imply official endorsement or acceptance by the United Nations.

**Implementing Organization**  
 National Execution

**Budget Sources**  
 UNDP, AusAID, COI, PROJECT, R\_Keikaku, DPA, DFATD, Intel, DEN

**Total Documents: 31**

- MEDEP IV\_Project Document
- AWP 2018
- 2018 Q1 Annual Work Plan
- Revised budget

### Summary of Purchase orders (contracts) issued over USD 15,000

A single Purchase Order (PO) can be issued to purchase goods or services for one or more projects. For those POs, the amount displayed is for one project only. Thus, there may be entries for less than USD 15,000, even though the total amount of that particular PO is actually more than USD 15,000. The balance amount will be displayed on other relevant project pages.

PO ID	Vendor	Description	Date	Amount (USD)
1 25844	CENTRE FOR EMPOWERMENT AND DEVELOPMENT	Comprehensive MED Model Manual Development Package	Feb 2, 2018	\$29,078.80

# WORKING WITH UNDP

## How to partner with UNDP

- Contact Country Offices, Regional Bureaus, Regional Centres and Private Sector Division: [contactpsd@undp.org](mailto:contactpsd@undp.org)
- Visit: [business.un.org](http://business.un.org)
- Information for private sector partners: [http://www.undp.org/content/undp/en/home/partners/private\\_sector.html](http://www.undp.org/content/undp/en/home/partners/private_sector.html)





QUESTION  
S

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## **Ali Tahsin Jumah**

Chief, Central Procurement Unit

OSO / BMS, New York

[ali.tahsin.jumah@undp.org](mailto:ali.tahsin.jumah@undp.org)