

**UN Procurement Seminar
Wisconsin
5 April 2018**

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

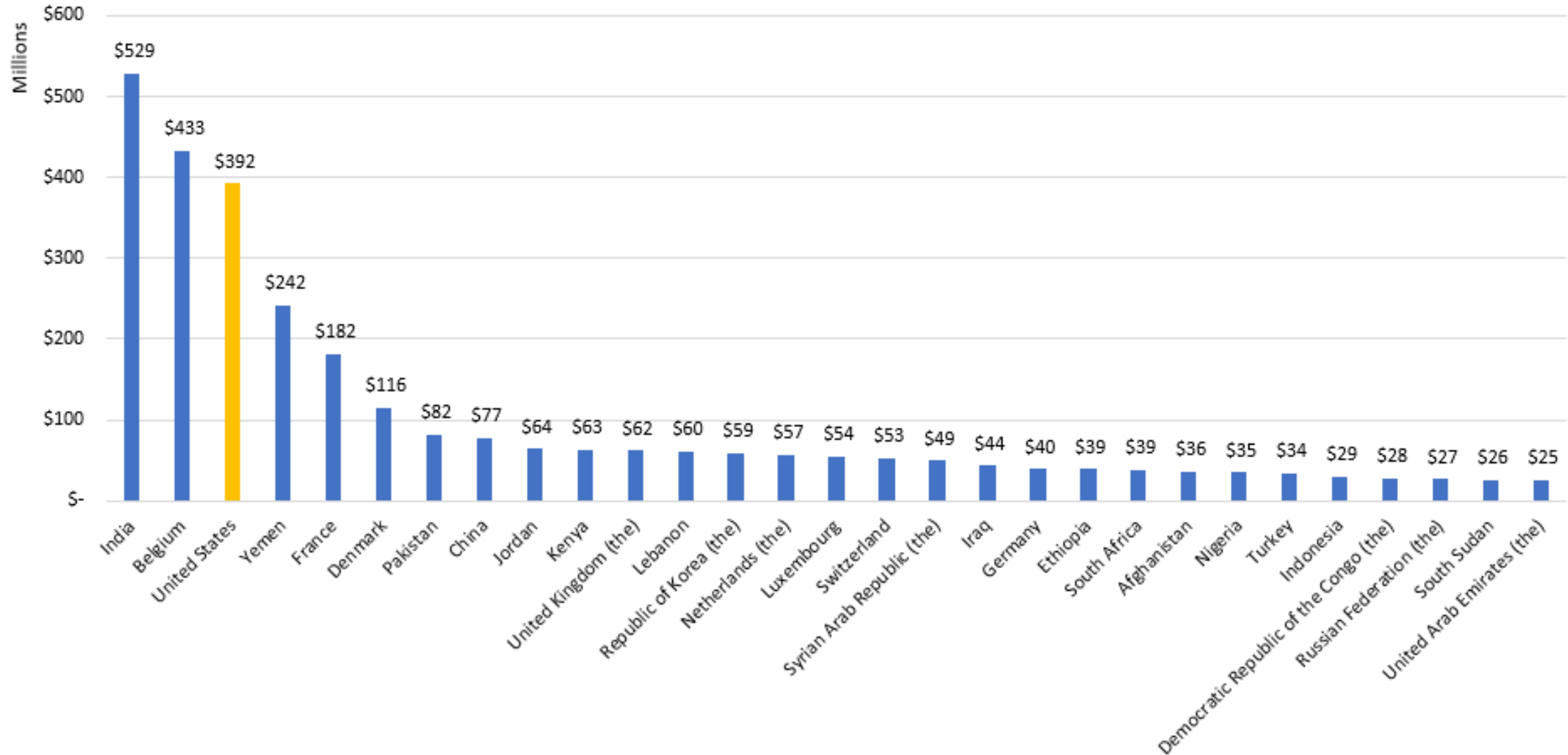
\$882 million

services

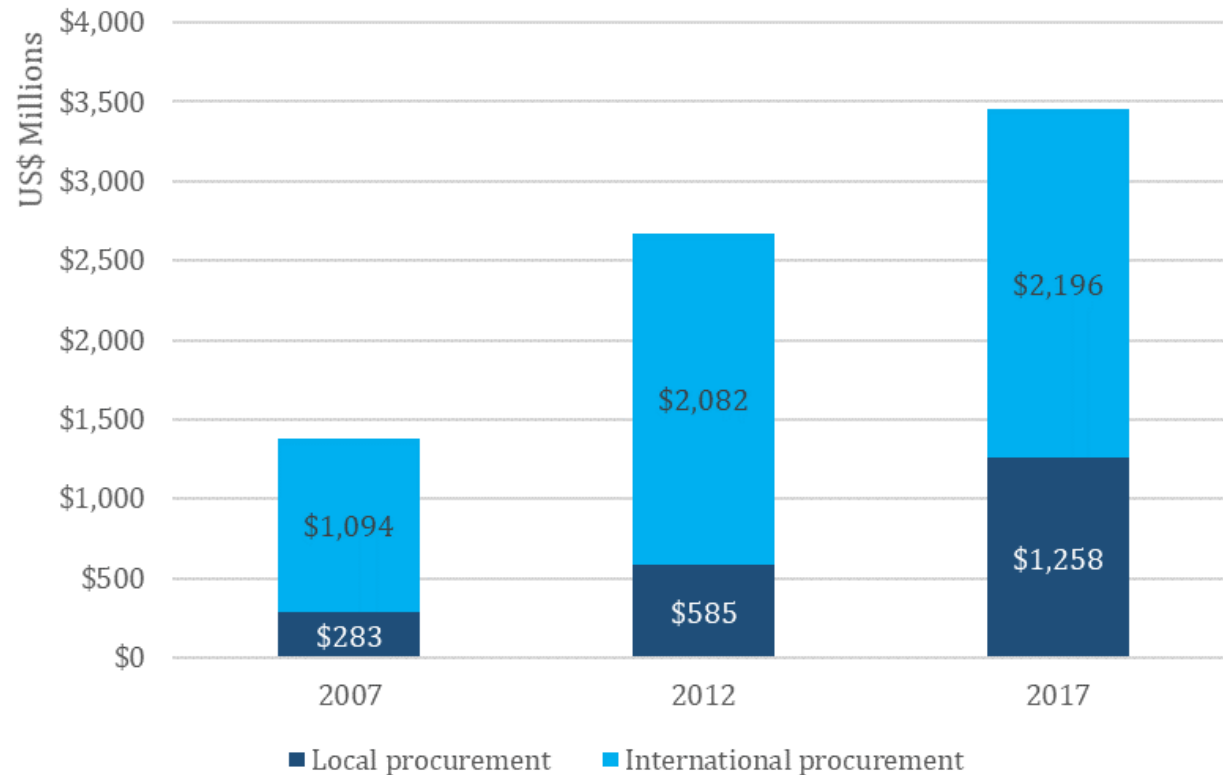
81% of UNICEF procurement is in collaboration with other UN agencies (\$2.858 billion)

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

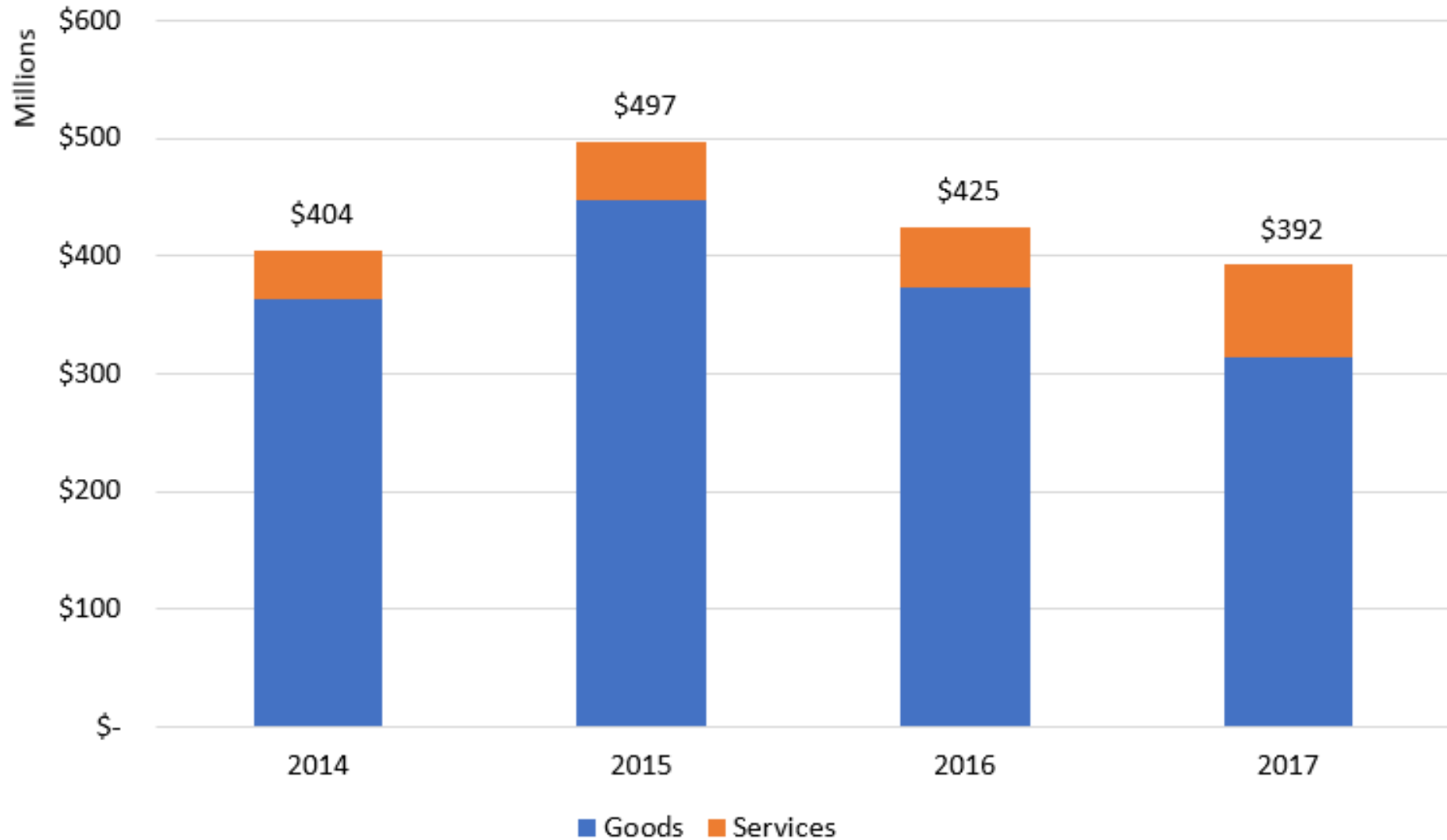
Increases can be explained by:

- **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

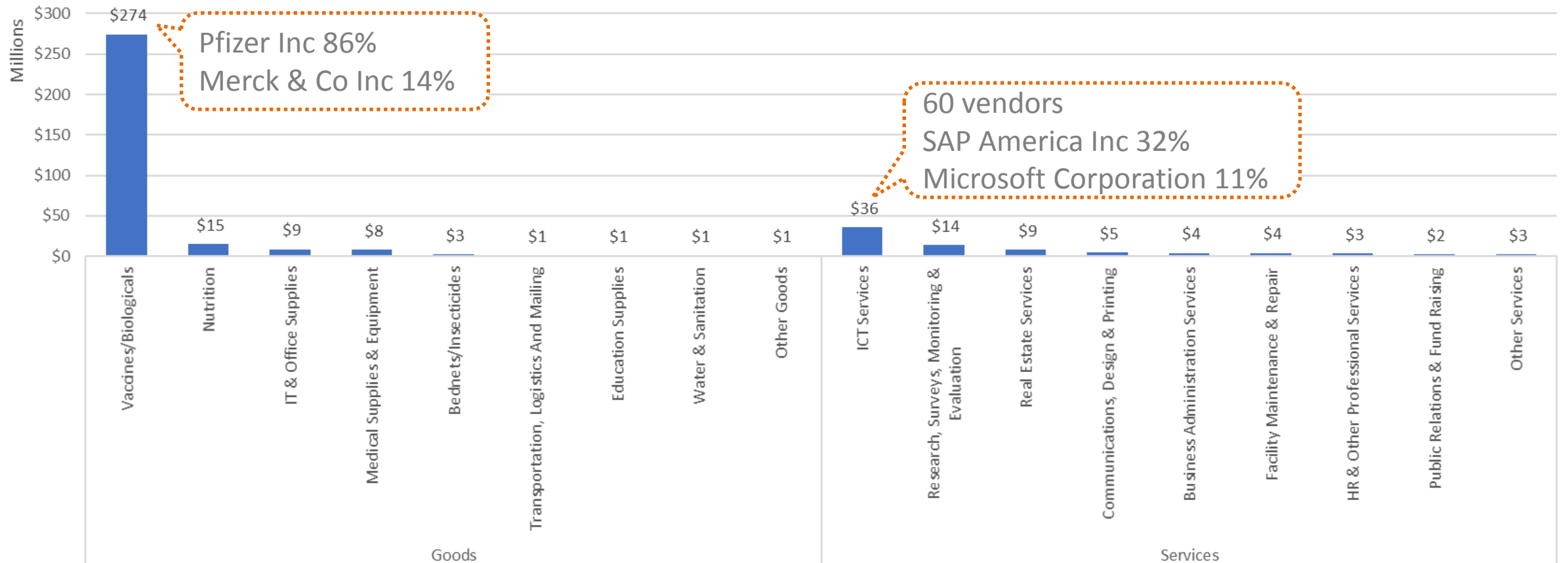
NB: Value of procurement by UNICEF, both including goods and services, and both PS and Programme funded procurements

UNICEF's yearly procurement from US suppliers

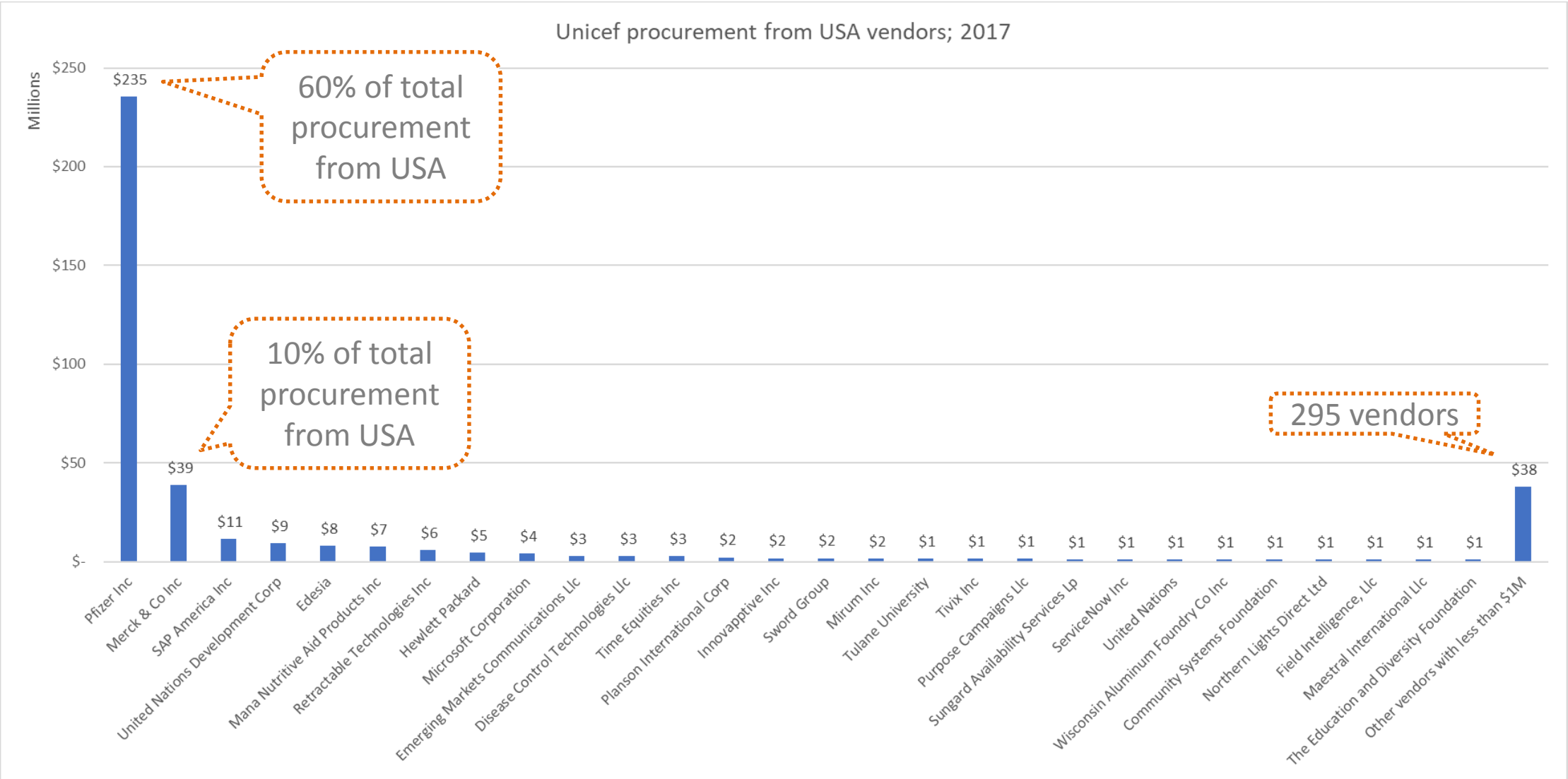


UNICEF works with a base of ~330 vendors from USA per year, procuring from them a vast range of commodities. The highest procurement values are on Vaccines and ICT services

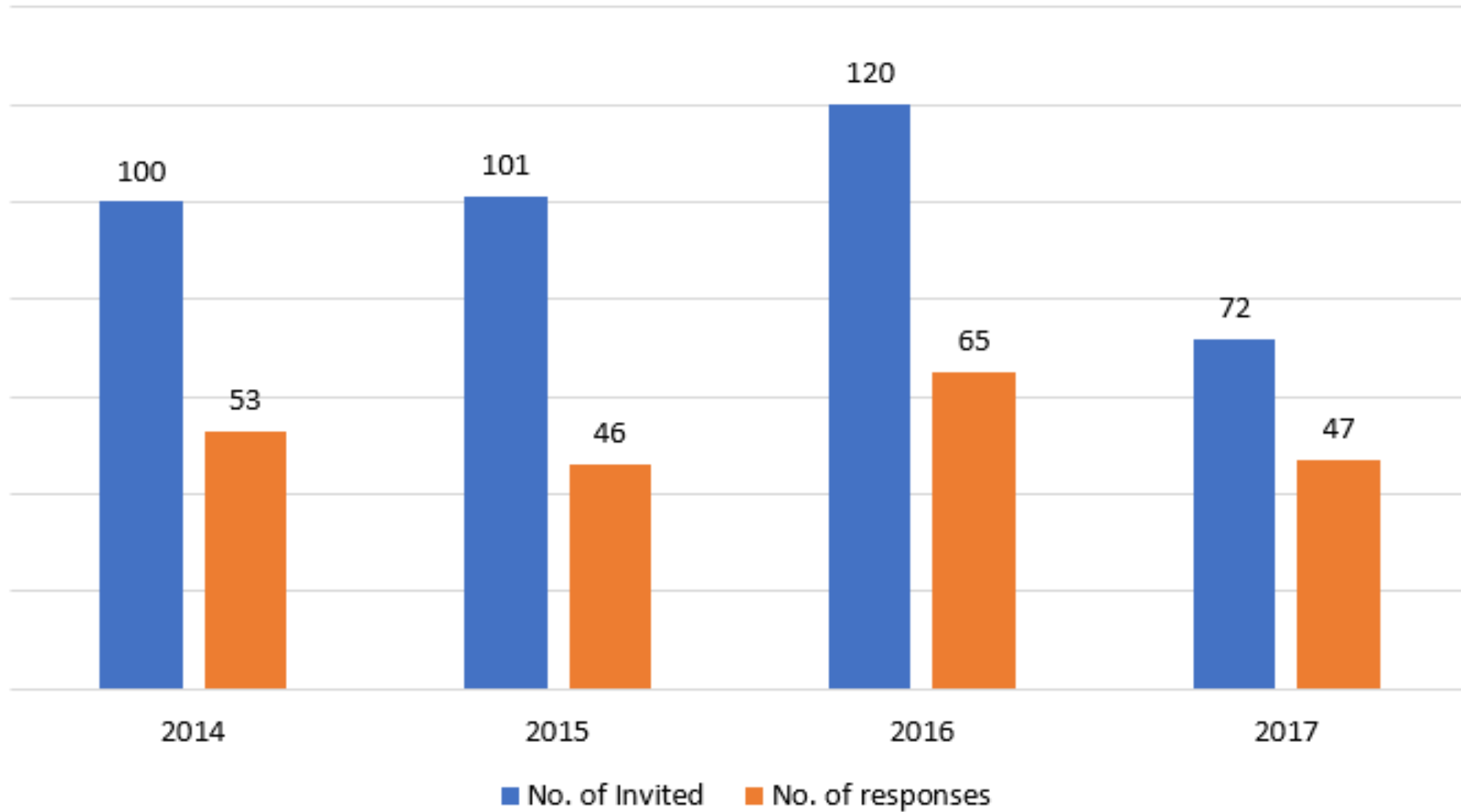
Unicef procurement from USA vendors by type of commodity; 2017



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)

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unicef 

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

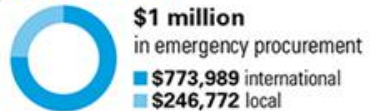
REFUGEE AND MIGRANT CRISIS IN EUROPE



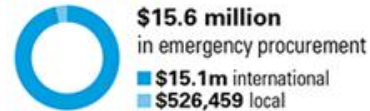
HAITI



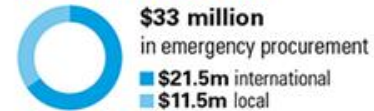
ECUADOR



NIGERIA



SOUTH SUDAN



YEMEN



SYRIA & REGION



IRAQ



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

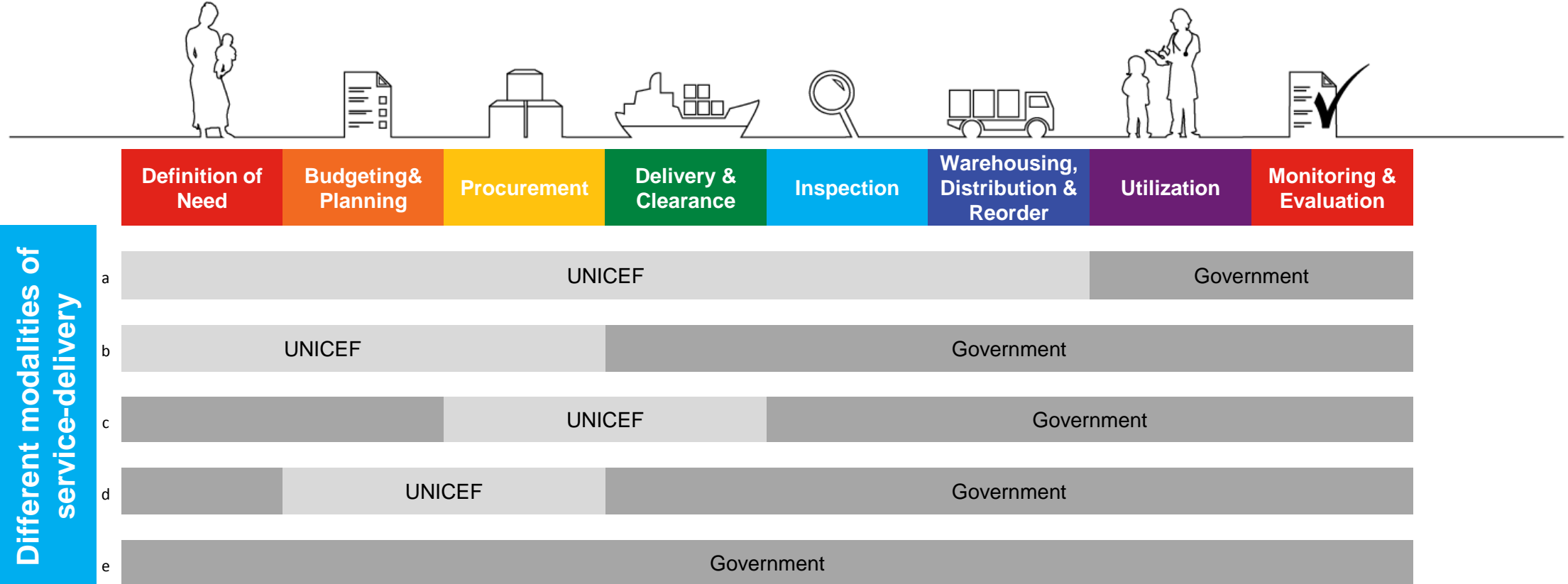
- Procurement and services on behalf of governments and other partners. Strategic development tool and transitional mechanism until sufficient capacity is developed
- 2016: 112 countries: 53% LDC

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%
Grand Total	1,720	1,735	

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

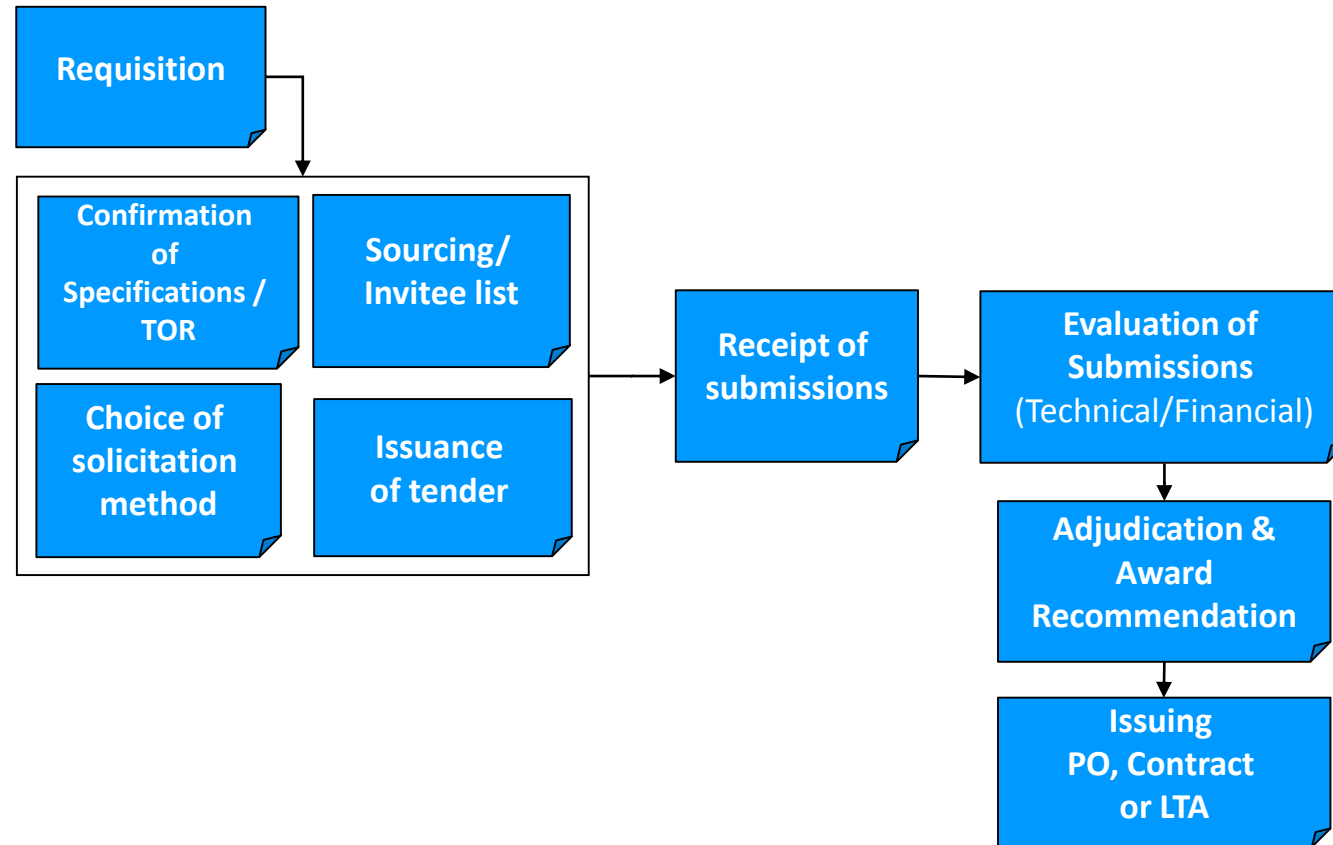
- **Limited**

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

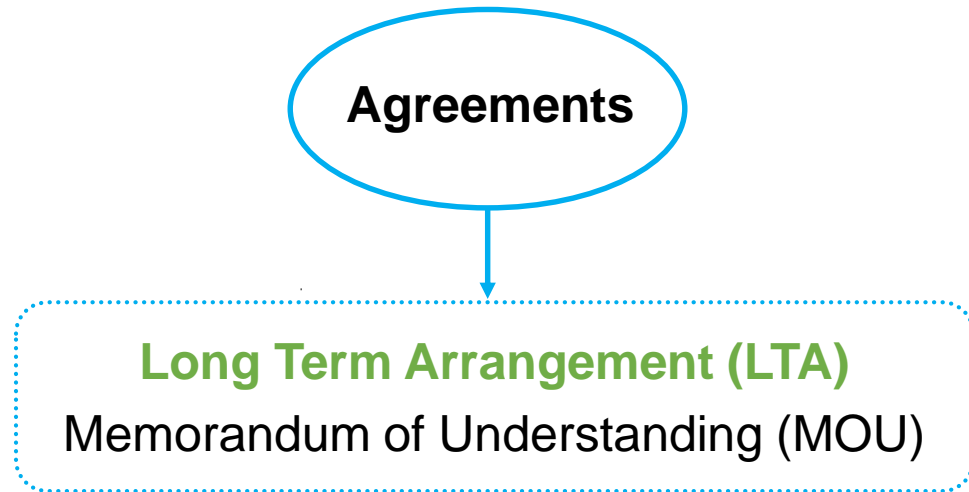
- **Direct procurement**

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

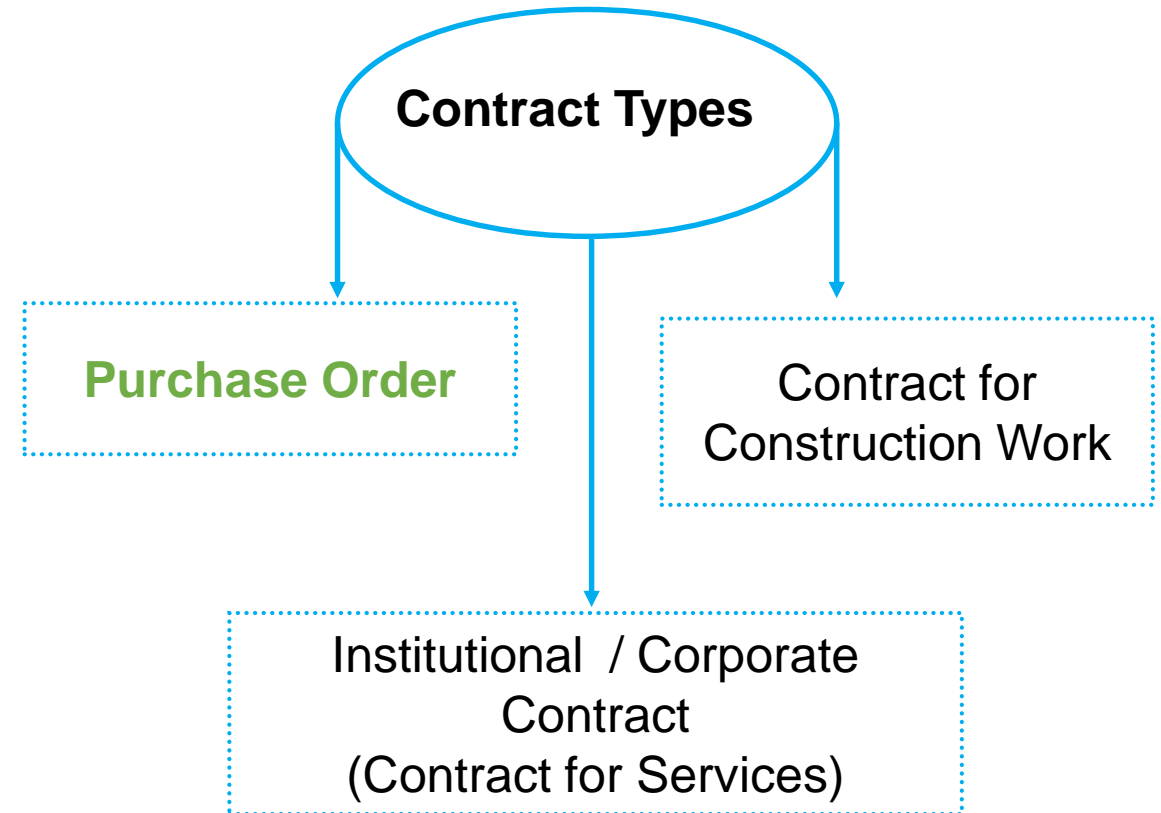
Procurement Workflow



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

Supply home

About Supply

The UNICEF Supply Chain

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



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.

[<< Previous page](#)

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

Familiarize yourself with UNICEF Supply

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Supplies and Logistics

About Supply

For suppliers and service providers

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

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Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

- Become a supplier
- UNICEF supplies
- Procurement Policies
- Technical Standards
- Technical Bulletins
- Quality Assurance
- Bidding Opportunities
- 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 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 polio, Hib meningitis pneumonia, diarrhoea

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UNICEF Supply Catalogue

[UNICEF Supply Catalogue](#)

[French and Spanish](#)



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Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

[UNICEF supplies](#)

Procurement Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product Profiles

Procurement Services

Strengthening supply chains

Immunization

Health emergency supplies

HIV

Malaria

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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Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding

Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product Profiles

Procurement Services

Strengthening supply chains

Immunization

Health emergency supplies

HIV

Malaria

.. . . .

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

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.

Become a supplier and express interest

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Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product Profiles

Procurement Services

Become a supplier

UNICEF supplier

UNICEF:

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- 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

Supplies and Logistics

Supply home

About Supply

For suppliers and
service providers

Become a supplier

UNICEF supplies

Procurement
Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding
Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product
Profiles

Procurement Services

Strengthening supply
chains

Immunization

Health emergency
supplies

HIV

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

- [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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Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product Profiles

Procurement Services

Strengthening supply chains

Immunization

Health emergency supplies

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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Children need your help



Children worldwide need your help right now. Please donate what you can today.

DONATE NOW 

Become a supplier

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

Short term opportunities

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

PROCUREMENT USEFUL LINKS

For suppliers & service providers

http://www.unicef.org/supply/index_suppliers.html

Tender calendar

http://www.unicef.org/supply/index_25983.html

Bidding opportunities

http://www.unicef.org/supply/index_25947.html

Contract awards

http://www.unicef.org/supply/index_27009.html

Supply Annual Report

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!