



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

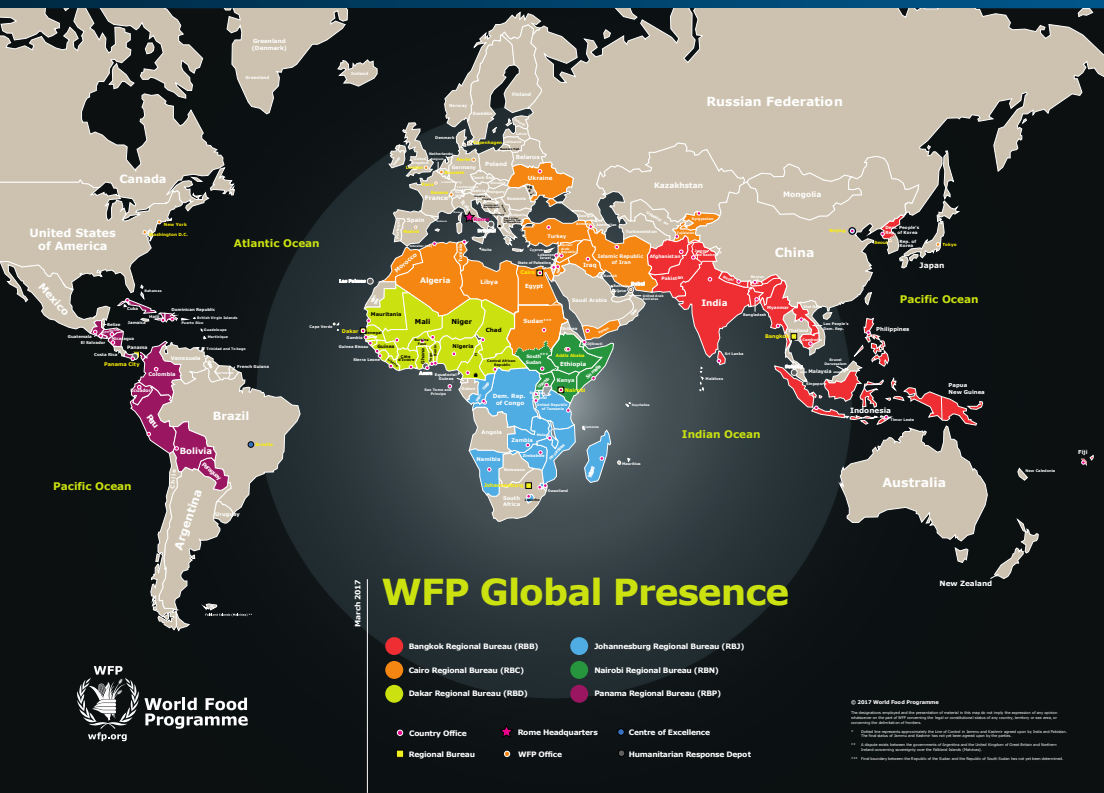
wfp.org

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



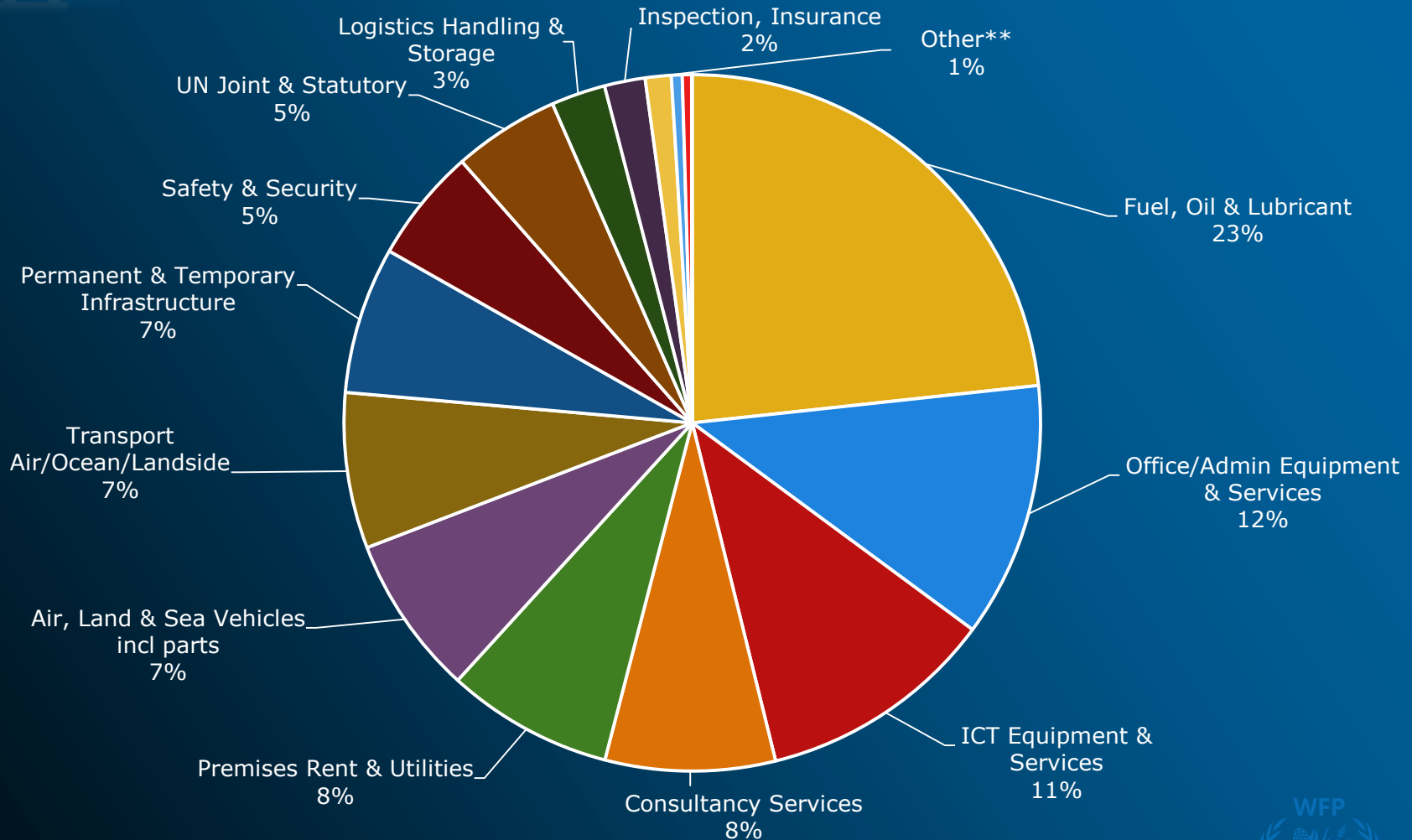


GOODS AND SERVICES PROCUREMENT



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





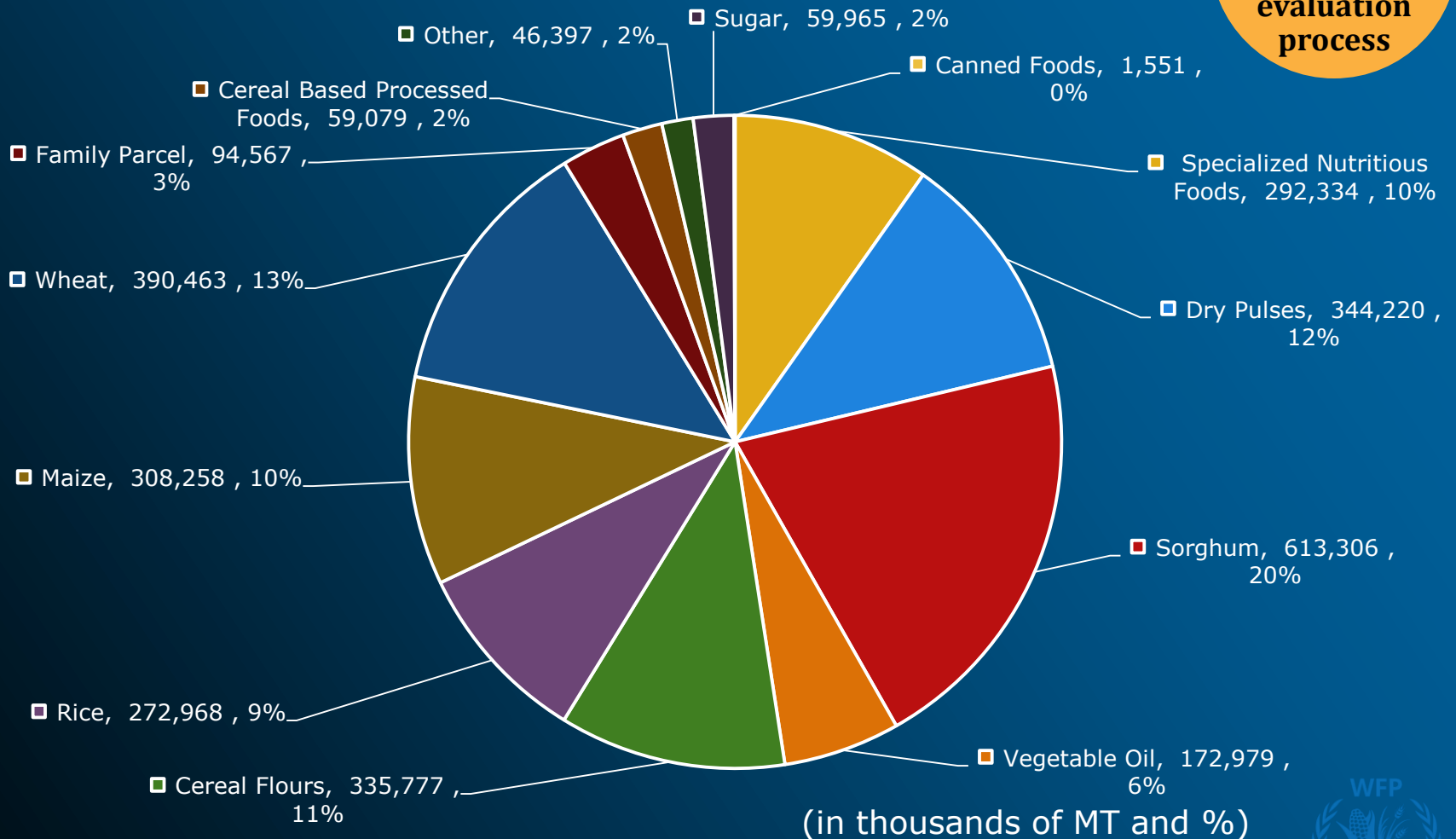
FOOD PROCUREMENT



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?

Understand
WFP'S
Requirements

Promote
your
products

Register on
UNGM (and
In-tend)

Participate
to WFP
tenders

1. Check out procurement page on www.wfp.org
2. Understanding WFP's G&S requirements
3. Send a presentation of your products to WFP at newsuppliers@wfp.org
4. Read & acknowledge the UN Supplier Code of Conduct
5. Register on 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

