



DOING BUSINESS WITH THE UNITED NATIONS (UN)

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Agenda



- UN Procurement & Statistics
- Supplying the UN
- General UN Procurement Procedures
- Practical Tips





UN Procurement & Statistics



High Level Committee of Management's Procurement Network



Heads and Directors of 40 Agencies

Procurement & United Nations ultimate goals



The Sustainable Development Goals 2015-2030

<https://sustainabledevelopment.un.org/>



The UN Global Compact and the Supplier Code of Conduct

- ❖ The UN strongly encourages all vendors to actively participate in the **Global Compact**

The Global Compact promotes principles of **human rights, labour, environment and ethical conduct**

www.unglobalcompact.org



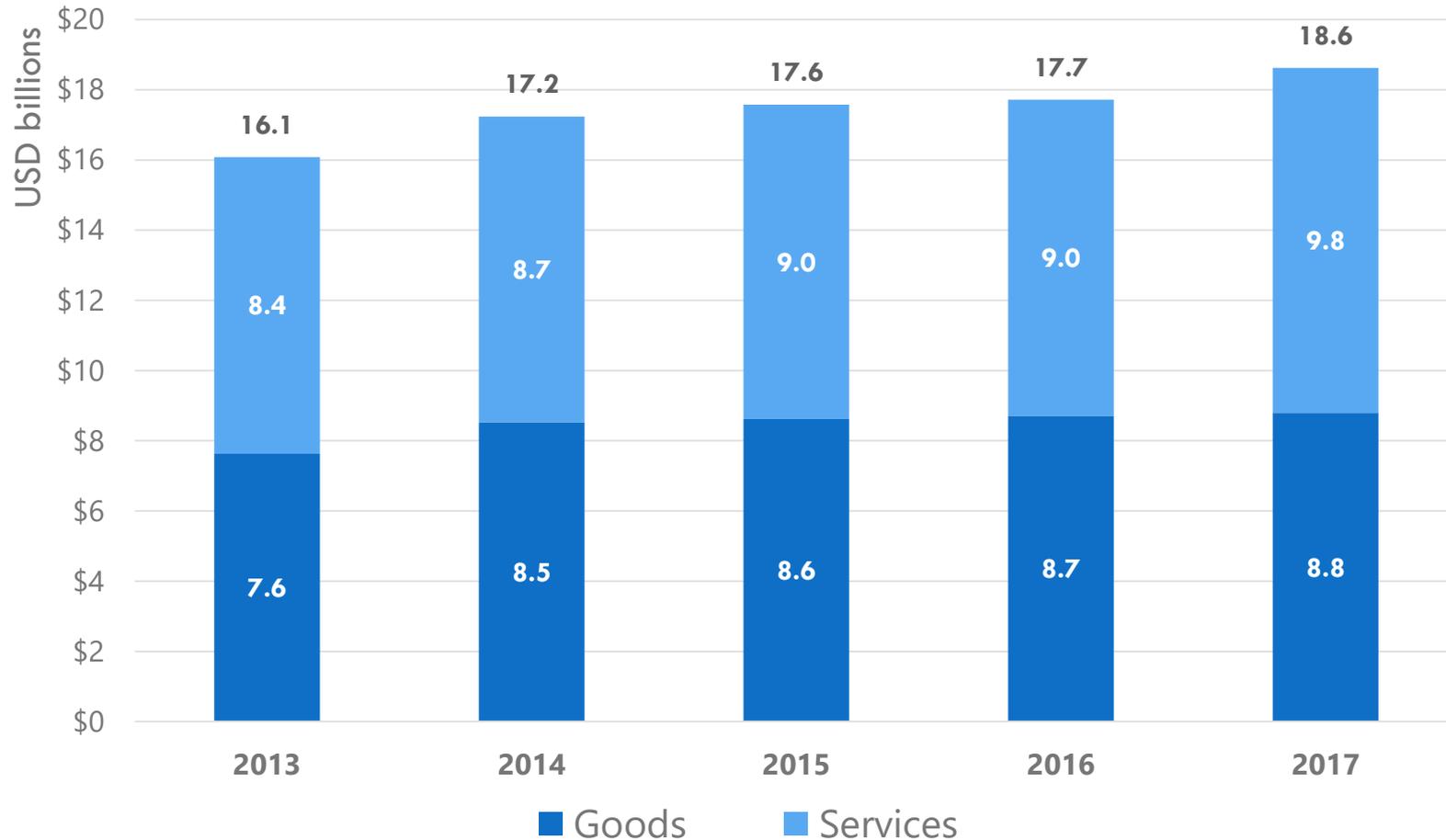
- ❖ The **UN Supplier Code of Conduct** based on same principles as above and should inspire business practices of suppliers

The UN Supplier Code of Conduct provides minimum standards expected of suppliers to the UN

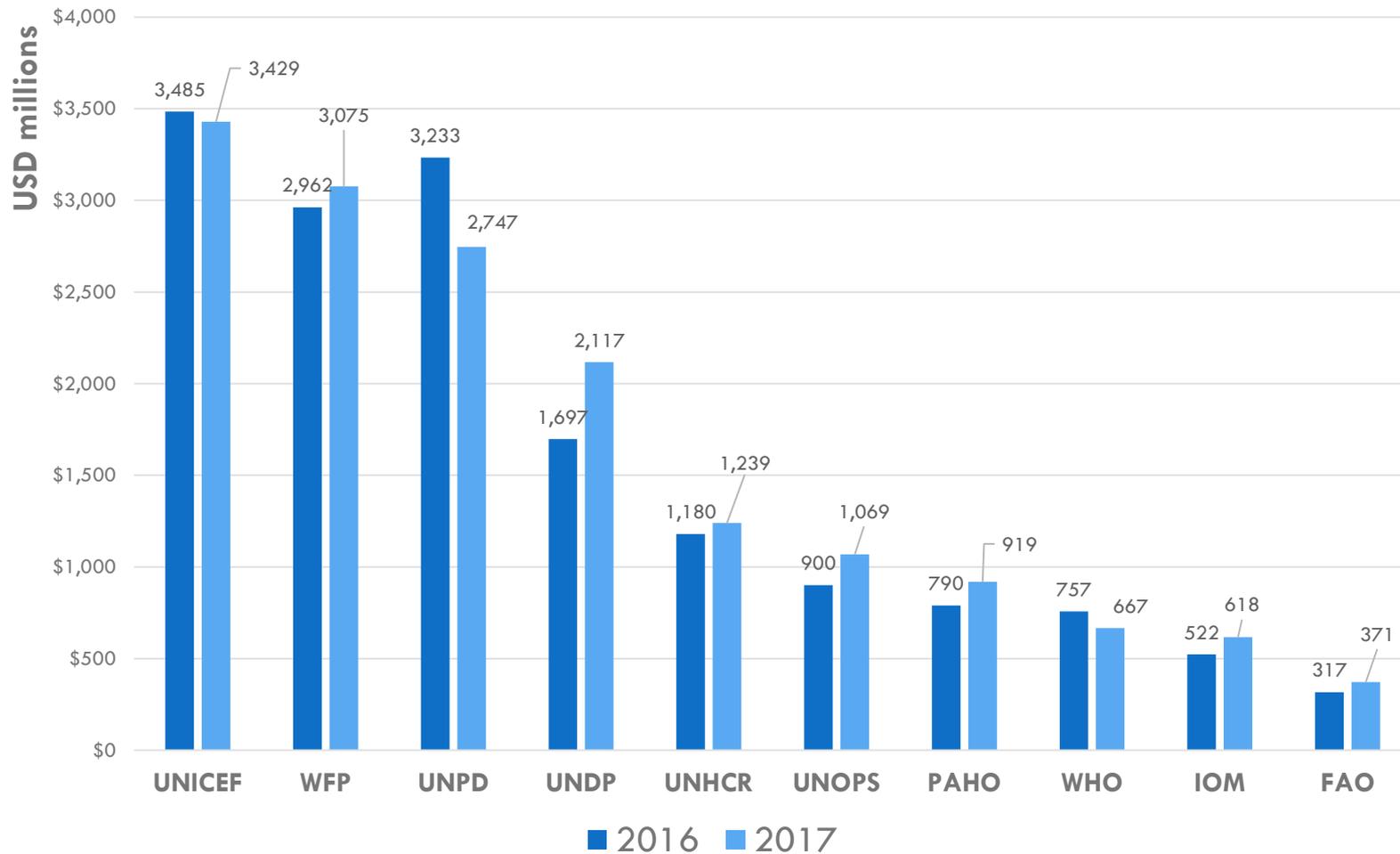
<https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct>



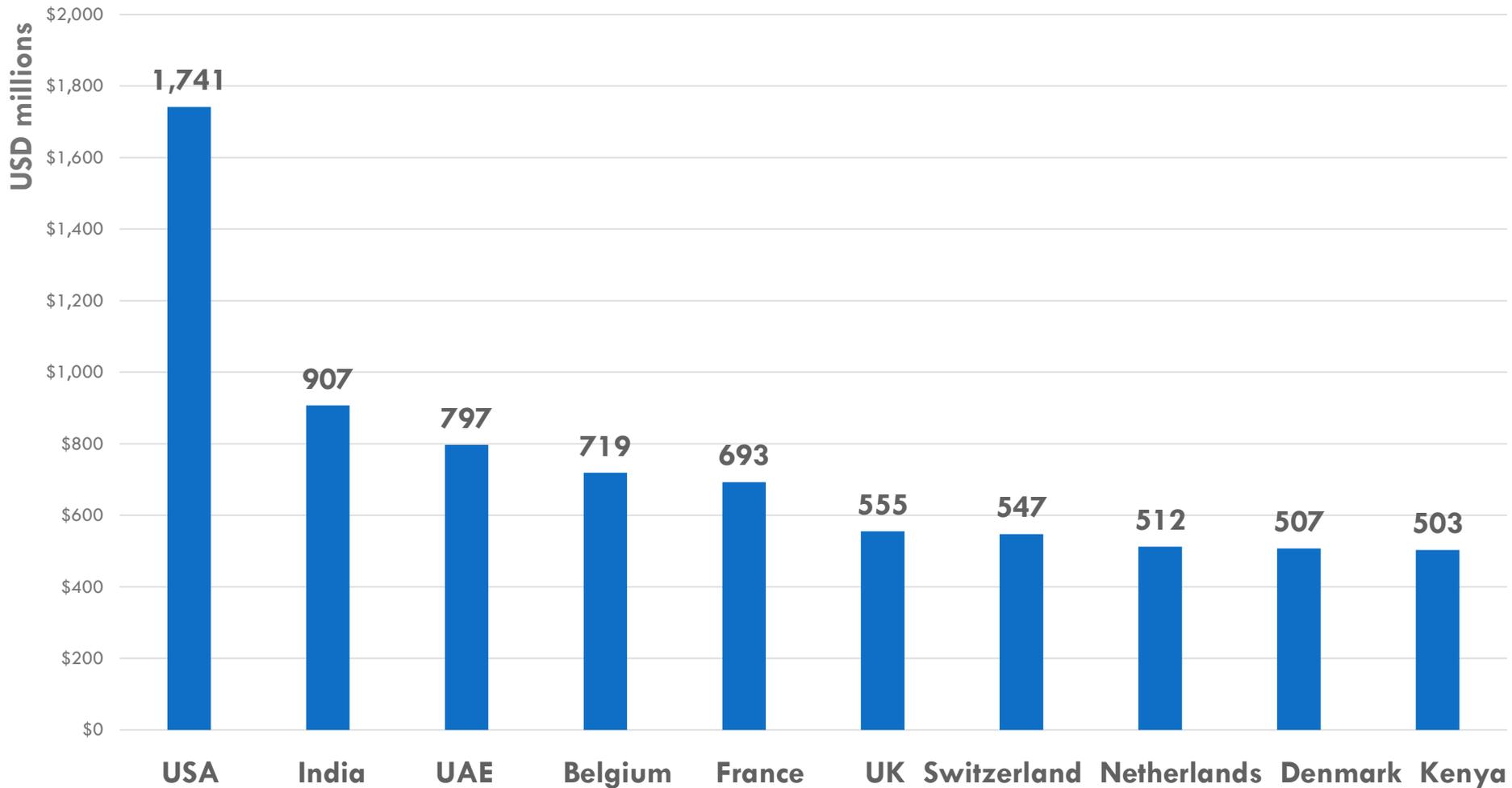
Total UN procurement of goods and services 2013-2017



Procurement volume of the 10 principal UN organizations 2016 and 2017



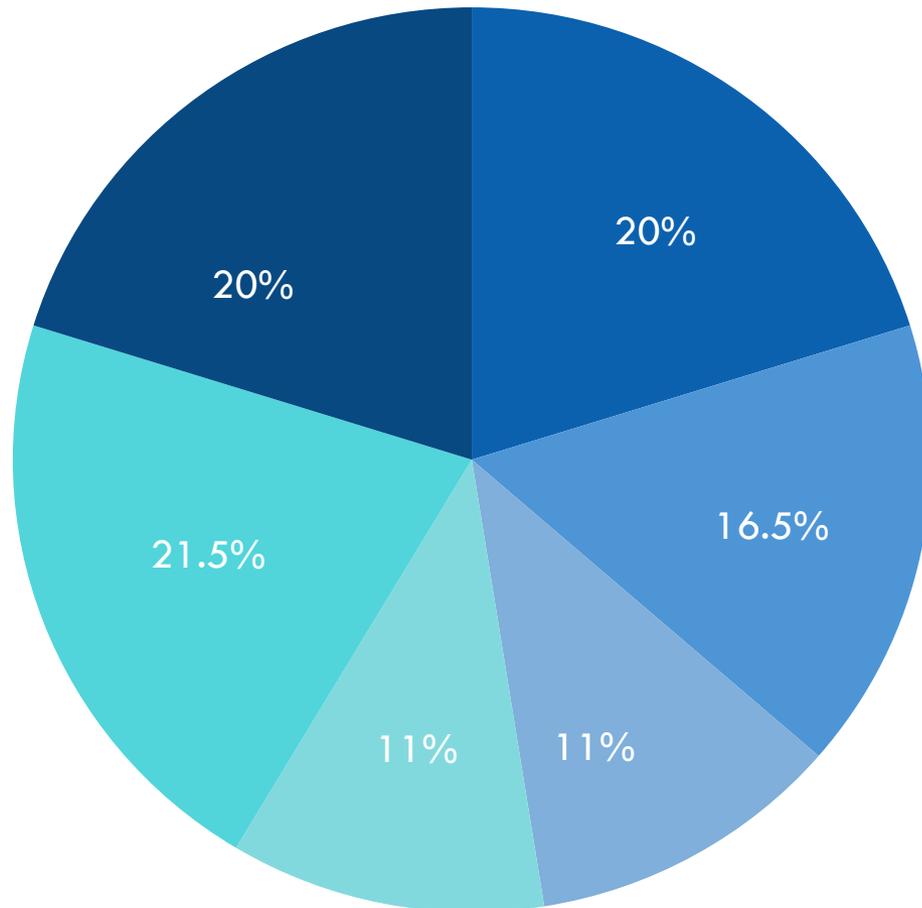
Top 10 countries of supply to the UN System 2017



What did the UN buy in 2017?

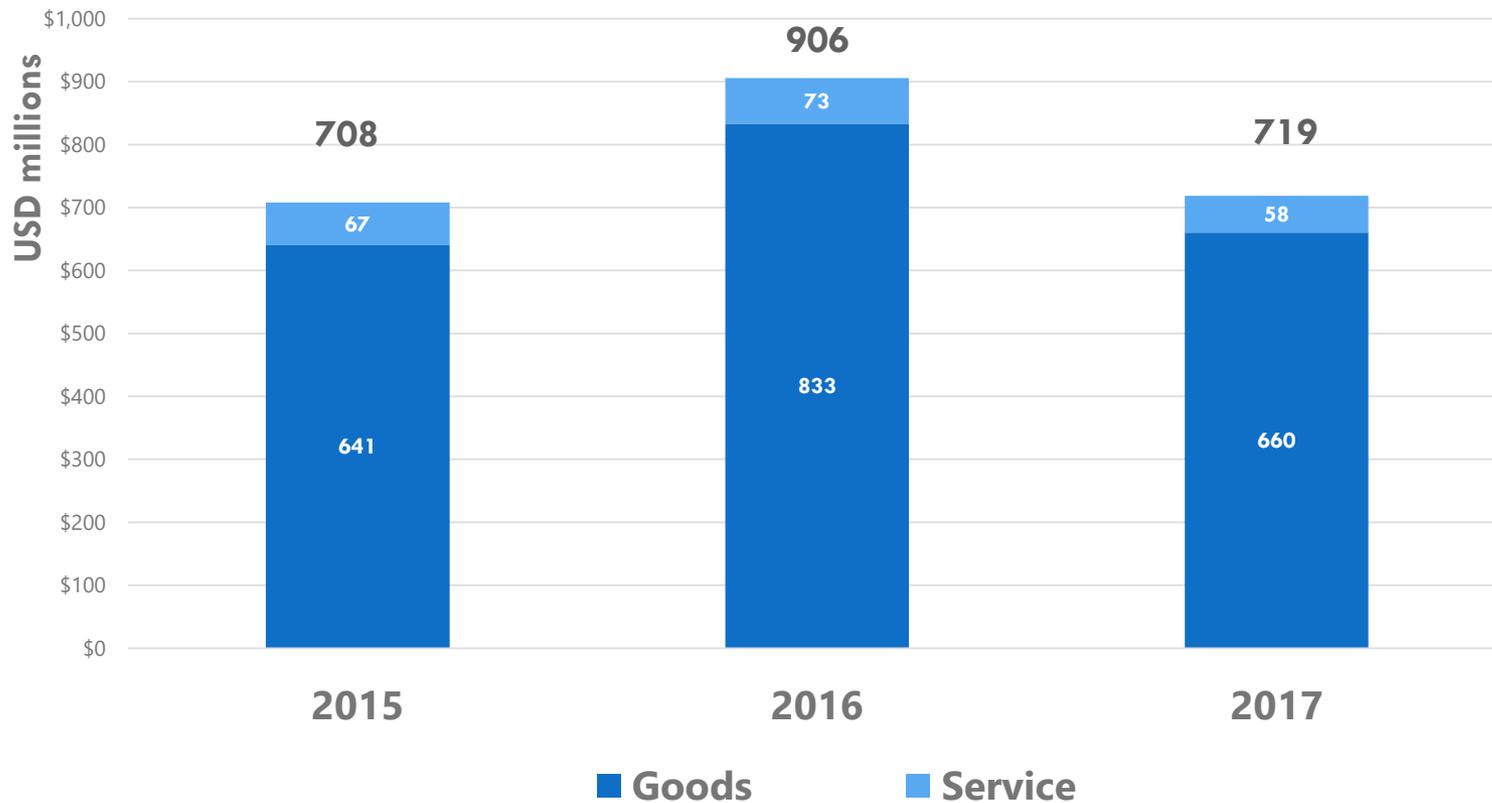


Top 5 sectors (80% of total UN procurement)



- Health
- Transport
- Food & farming
- Construction & engineering
- Consultancy, Administration & Operations
- Other goods & services

UN procurement from Belgium



Top agencies

UNICEF

PAHO

WFP

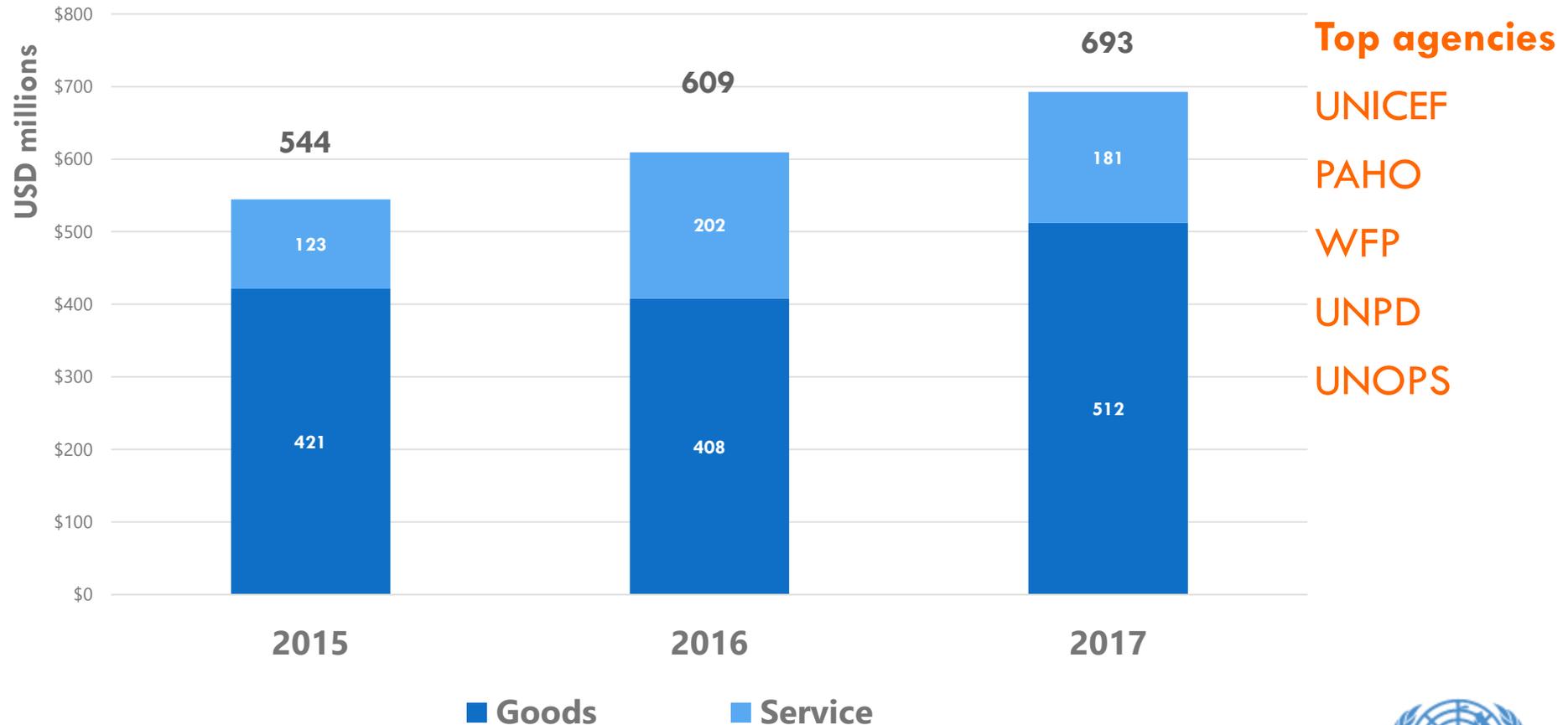
ITU

UNHCR

Top sector: Pharmaceuticals



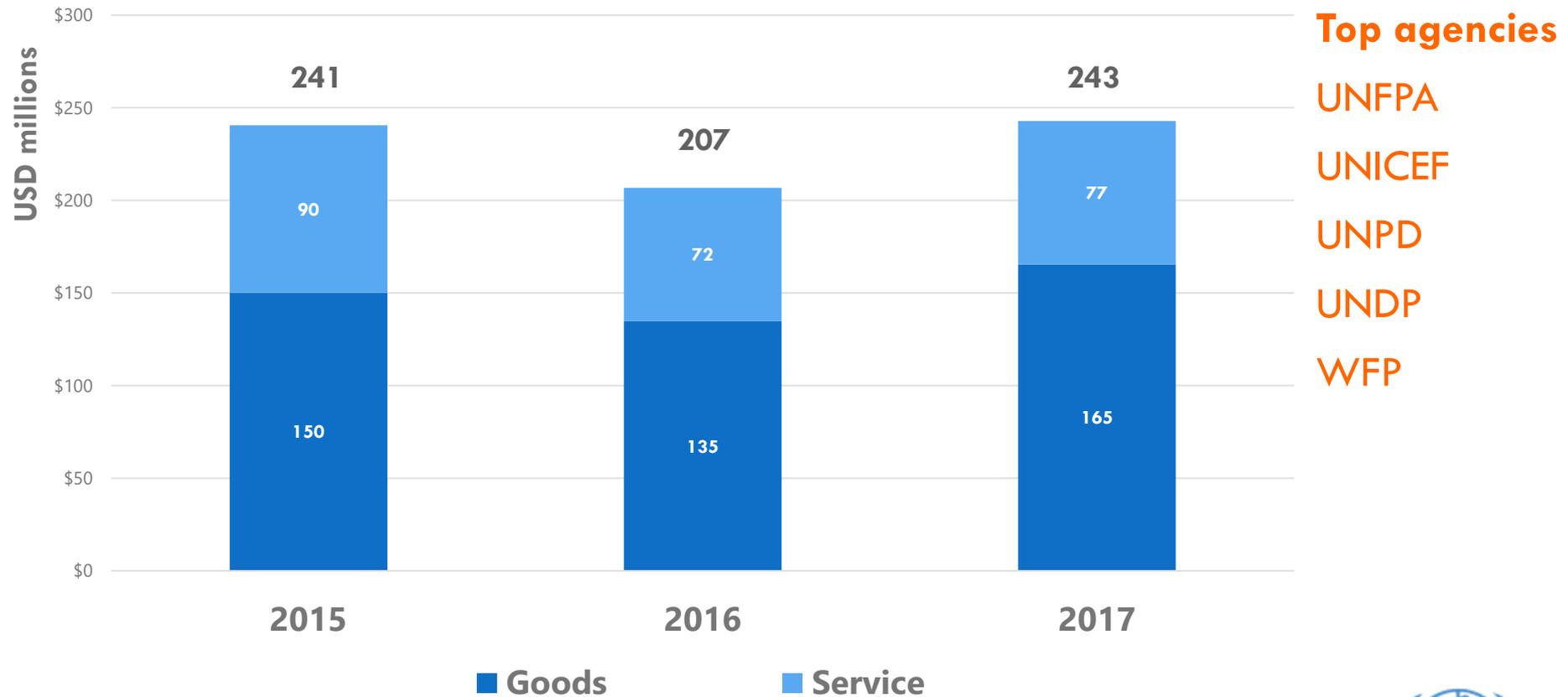
UN procurement from France



Top sectors: Pharmaceuticals, lab/medical equipment, construction & engineering



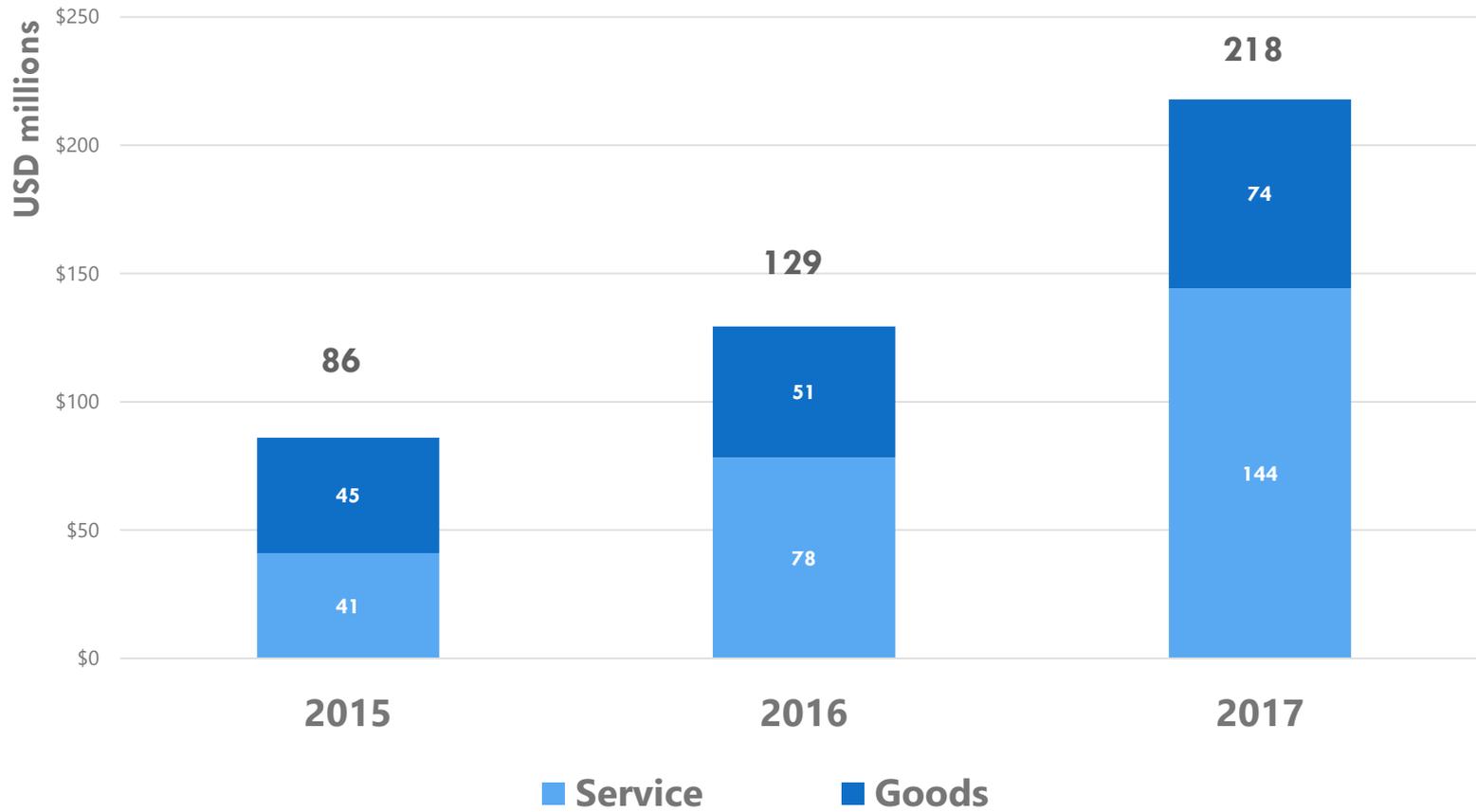
UN procurement from Germany



Top sectors: Contraceptives, vaccines, transportation, administrative services



UN procurement from Austria



Top agencies

- IAEA
- UNIDO
- UNDP
- UNOV
- WHO

Top sectors: Lab/medical equipment, office equipment, facility construction & maintenance





Supplying the UN





The United Nations System

UN Principal Organs

General Assembly

Security Council

Economic and Social Council

Secretariat

International Court of Justice

Trusteeship Council⁵

Subsidiary Bodies

Main and other sessional committees
Disarmament Commission
Human Rights Council
International Law Commission
Standing committees and ad hoc bodies

Subsidiary Bodies

Counter-terrorism committees
International Criminal Tribunal for Rwanda (ICTR)
International Criminal Tribunal for the former Yugoslavia (ICTY)
Military Staff Committee
Peacekeeping operations and political missions
Sanctions committees (ad hoc)
Standing committees and ad hoc bodies

UN-HABITAT United Nations Human Settlements Programme

UNHCR Office of the United Nations High Commissioner for Refugees

UNICEF United Nations Children's Fund

UNODC United Nations Office on Drugs and Crime

UNRWA¹ United Nations Relief and Works Agency for Palestine Refugees in the Near East

UN-Women United Nations Entity for Gender Equality and the Empowerment of Women

WFP World Food Programme

Research and Training Institutes

UNICRI United Nations Interregional Crime and Justice Research Institute

UNIDIR¹ United Nations Institute for Disarmament Research

UNITAR United Nations Institute for Training and Research

UNRISD United Nations Research Institute for Social Development

UNSSC United Nations System Staff College

UNU United Nations University

Other Entities

UNAIDS Joint United Nations Programme on HIV/AIDS

UNISDR United Nations International Strategy for Disaster Reduction

UNOPS United Nations Office for Project Services

Related Organizations

CTBTO PrepCom Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization

IAEA² International Atomic Energy Agency

OPCW Organisation for the Prohibition of Chemical Weapons

WTO³ World Trade Organization

Advisory Subsidiary Body

UN Peacebuilding Commission

Specialized Agencies⁴

ILO International Labour Organization

FAO Food and Agriculture Organization of the United Nations

UNESCO United Nations Educational, Scientific and Cultural Organization

WHO World Health Organization

World Bank Group

+ **IBRD** International Bank for Reconstruction and Development

+ **IDA** International Development Association

+ **IFC** International Finance Corporation

+ **MIGA** Multilateral Investment Guarantee Agency

+ **ICSID** International Centre for Settlement of Investment Disputes

IMF International Monetary Fund

ICAO International Civil Aviation Organization

IMO International Maritime Organization

ITU International Telecommunication Union

UPU Universal Postal Union

WMO World Meteorological Organization

WIPO World Intellectual Property Organization

IFAD International Fund for Agricultural Development

UNIDO United Nations Industrial Development Organization

UNWTO World Tourism Organization

Functional Commissions

Crime Prevention and Criminal Justice
Narcotic Drugs
Population and Development
Science and Technology for Development
Social Development
Statistics
Status of Women
Sustainable Development
United Nations Forum on Forests

Regional Commissions

ECA Economic Commission for Africa

ECE Economic Commission for Europe

ECLAC Economic Commission for Latin America and the Caribbean

ESCAP Economic and Social Commission for Asia and the Pacific

ESCWA Economic and Social Commission for Western Asia

Other Bodies

Committee for Development Policy

Committee of Experts on Public Administration

Committee on Non-Governmental Organizations

Permanent Forum on Indigenous Issues

United Nations Group of Experts on Geographical Names

Other sessional and standing committees and expert, ad hoc and related bodies

Departments and Offices

EOSG Executive Office of the Secretary-General

DESA Department of Economic and Social Affairs

DFS Department of Field Support

DGACM Department for General Assembly and Conference Management

DM Department of Management

DPA Department of Political Affairs

DPI Department of Public Information

DPKO Department of Peacekeeping Operations

DSS Department of Safety and Security

OCHA Office for the Coordination of Humanitarian Affairs

OHCHR Office of the United Nations High Commissioner for Human Rights

OIOS Office of Internal Oversight Services

OLA Office of Legal Affairs

OSAA Office of the Special Adviser on Africa

OSRSG/CAAC Office of the Special Representative of the Secretary-General for Children and Armed Conflict

UNODA Office for Disarmament Affairs

UNOG United Nations Office at Geneva

UN-OHRLS Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States

UNON United Nations Office at Nairobi

UNOV United Nations Office at Vienna

NOTES:

¹ UNRWA and UNIDIR report only to the General Assembly.

² IAEA reports to the Security Council and the General Assembly.

³ WTO has no reporting obligation to the General Assembly (GA) but contributes on an ad hoc basis to GA and ECOSOC work inter alia on finance and developmental issues.

⁴ Specialized agencies are autonomous organizations working with the UN and each other through the coordinating machinery of ECOSOC at the inter-governmental level, and through the Chief Executive Board for Coordination (CEB) at the inter-secretariat level. This section is listed in order of establishment of these organizations as specialized agencies of the United Nations.

⁵ The Trusteeship Council suspended operation on 1 November 1994 with the independence of Palau, the last remaining United Nations Trust Territory, on 1 October 1994.

UN System of Organisations

- The United Nations is **not a single organisation**
- Each organisation is **a market in itself**
 - different functions, characteristics and requirements
- Important to **recognise** the above if you wish to do business with the UN



Are you ready to supply the UN?

- ❑ Market knowledge
- ❑ Suitable products/services
- ❑ Export experience, references
- ❑ Competitive prices
- ❑ Networks/partners
- ❑ Capacity - personnel/financial
- ❑ Intercultural skills, languages
- ❑ Flexibility, accuracy
- ❑ Persistence and patience



Step-by-step towards success

- Market research, identify relevant UN Organisations, register (with accurate coding)
- Understand the procurement practices, seek opportunities, subscribe to tender alerts
- Bid according to tender documents, seek clarification
- Performance



Web-based information

UN Procurement's single commercial and procurement portal:
United Nations Global Marketplace (UNGM) www.ungm.org



UNITED NATIONS
GLOBAL MARKETPLACE

Welcome to the UNGM

Register



Business
Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre





UN Procurement Procedures



Guiding Principles for UN Procurement

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

- Best interests of the UN Organisation
- Best value for money
- Integrity, accountability, transparency
- Fairness, effective competition



Common General Terms & Conditions

- Cover both procurement of goods and contracting of services
- Most provisions are common within the UN system, but can be differences
- Potential suppliers are encouraged to familiarise themselves with the UN General Terms & Conditions

Other **specific Terms and Conditions** are part of the contract (e.g. deliverables, delivery timeline, payment schedules, TOR, etc.)



How is the procurement method decided?

- the value of the procurement
- the nature of the goods and services to be procured
- critical dates for delivery



Types of solicitation

* Thresholds may vary

Request for Quotation (RFQ) - less formal solicitation used for lower value procurement (< USD 30,000*)

Invitation to Bid (ITB) - formal solicitation method for well-defined goods (or services); contract award is based on lowest priced acceptable bid (> USD 30,000)

Request for Proposal (RFP) - formal solicitation, generally for services, whereby the contract award is based on a combined (weighted) evaluation of both the technical solution and price (> USD 30,000)

Pre-tender/market research:

Request for Expression of Interest (REOI),
Request for Information (RFI), Pre-qualification



In summary

Up to 30,000 USD*

- Informal, simplified acquisition procedure
- Requests for Quotation (RFQ)
- Minimum 3 responsive quotes recommended
- Lowest priced, technically acceptable bidder or best value bidder

Above 30,000 USD*

- Invitation to Bid (ITB) and Request for Proposal (RFP)
- Open and formal: advertised (on the web) generally larger shortlist (minimum 6 potential bidders, 3 to comply)
- Public bid opening
- CPO approval after review and recommendation by Contract Committees

* Thresholds may vary



In addition . . .

Long Term Agreement/Frame Agreement

Based on ITB or RFP process

2-4 years period

Potentially more than one LTA for same goods/service

Single tendering exercise **reduces administrative effort**

The supplier benefits in terms of **continuity of supply**

Direct Contracting

Exception to the rule

Extreme emergency

Sole source

If competitive bidding process has failed for valid reason

Very stringent controls and has to be well justified



Evaluation Criteria

- Acceptance of UN payment terms, terms & conditions etc.
- Technical requirements being met
- Delivery time & terms (Incoterms)
- Supply according to recognised international/national standards
- Sustainability criteria



Evaluation Criteria

- Supporting documentation provided incl. references
- Proven production capacity & financial strength
- Warranty conditions & appropriate after-sales service
- Price



Practical Tips

General

- Always respond to bid invitations – if you cannot submit an offer, inform accordingly

Bid Preparation

- Study bid documents, conditions and requirements carefully
- Ask for clarification if uncertain
- Ensure that your offer meets ALL bidding requirements
- Technical specifications – read carefully and meet minimum requirements



Practical Tips

- Provide quality statements – international/national standards
- Submit bid, catalogues etc. in requested language
- Prepare bid to facilitate work of procurement officer - requested format, use submission forms

Bid Submission

- Meet deadline
- Attend public bid openings, whenever called

Remember

- Learning process





Thank you!



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