

Panorama delle organizzazioni Internazionali

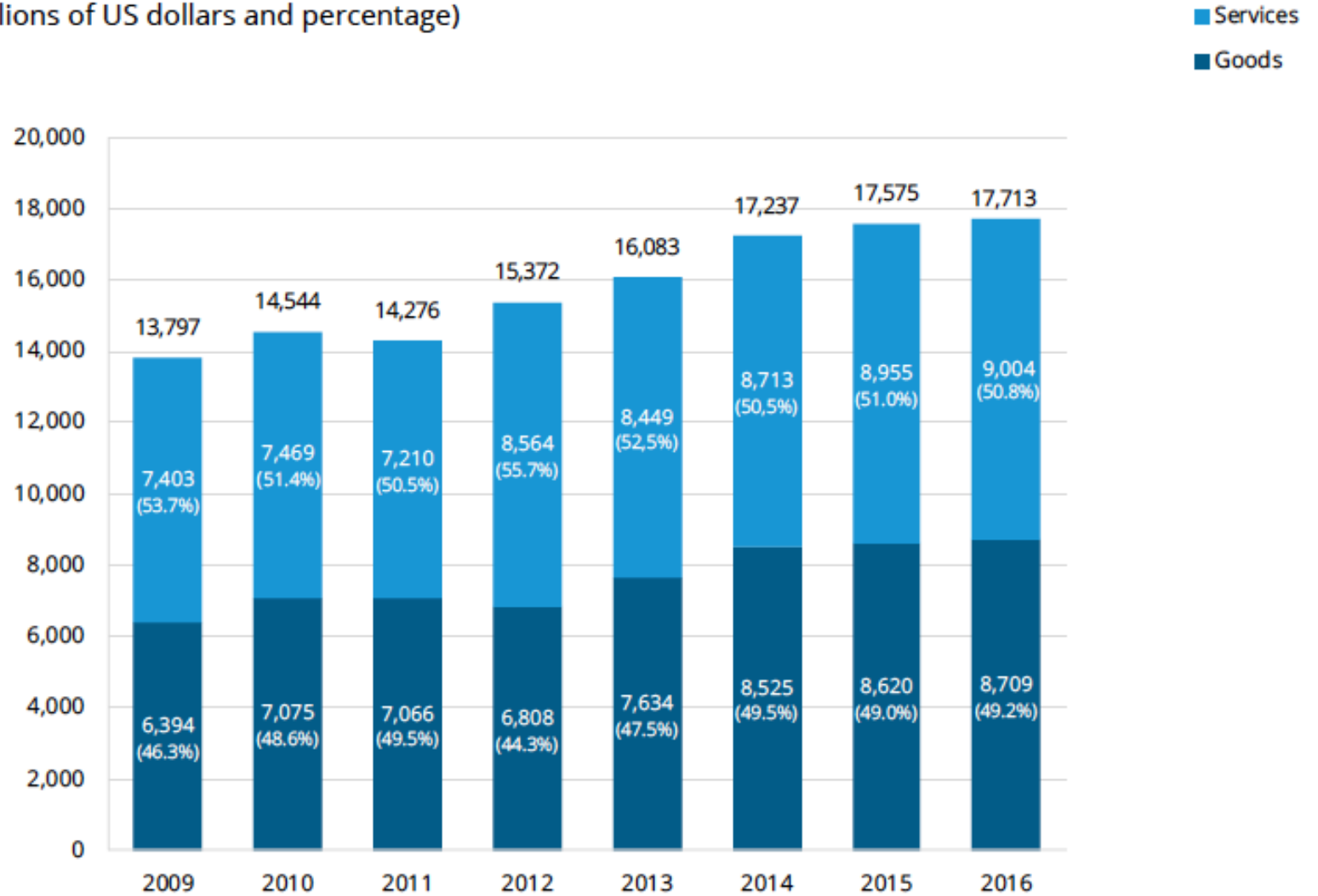
Umberto Dosselli

(GinevraOnu.Scienza@esteri.it)

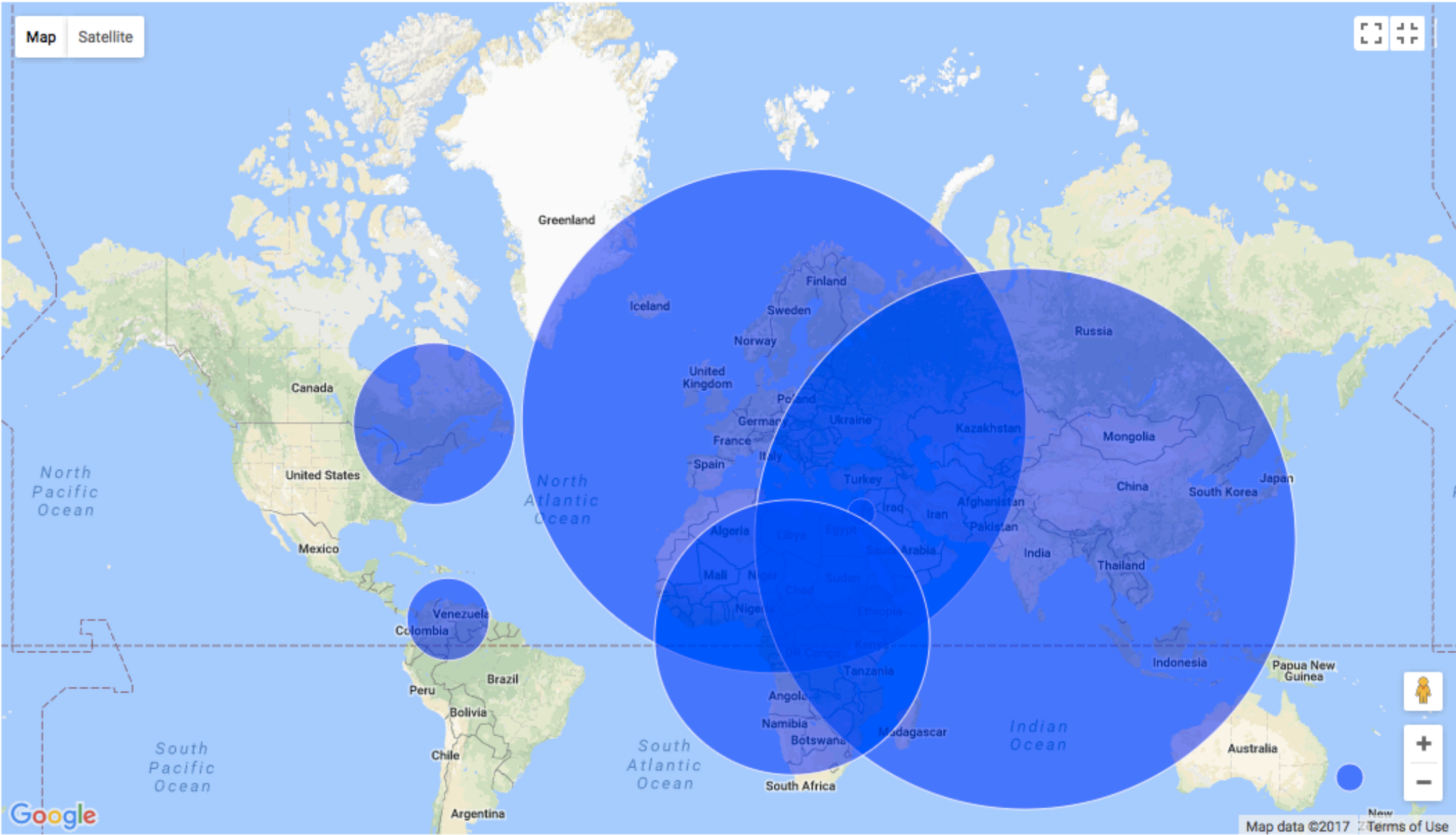
- Le Organizzazioni Internazionali : importanti sedi di incontri multilaterali con spettro d'azione amplissimo (Disarmo, Diritti Umani, WMO, OMS, ITU, WTO,FAO, WFP, ...)
- Ginevra luogo particolarmente “denso” di OO. II. : oltre ONU e sue Agenzie “tecniche” sede anche di CERN, Croce Rossa, etc.
- Oltre che luogo “politico” OO.II. anche importanti Centri di Spesa: nel 2016 il solo ONU (e sue Agenzie) ha speso in Beni e Servizi circa 17 miliardi US\$
- Di questa parte oltre 5 miliardi spesi in Europa

Total procurement of goods and services, 2009-2016

(in millions of US dollars and percentage)



Source: <https://www.ungm.org/Public/ASR>



Map Satellite



North Pacific Ocean

North Atlantic Ocean

South Pacific Ocean

South Atlantic Ocean

Indian Ocean

Google

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Table 1 – Top ten countries supplying the UN system in 2016 (in millions of US dollars and percentage of overall procurement volume)

Countries	Goods	Services	Total	% of total
United States of America	700.63	885.36	1,585.99	8.95%
India	902.59	161.97	1,064.55	6.01%
Belgium	833.20	72.77	905.97	5.11%
United Arab Emirates	725.00	143.83	868.83	4.91%
Denmark	247.92	490.70	738.62	4.17%
Turkey	574.49	74.55	649.04	3.66%
France	407.84	201.63	609.48	3.44%
United Kingdom of Great Britain and Northern Ireland	185.29	420.20	605.49	3.42%
Switzerland	98.25	342.37	440.61	2.49%
Netherlands	338.22	90.03	428.25	2.42%
Top 10 total	5,013.42	2,883.41	7,896.83	44.58%
Grand total	8,708.92	9,003.61	17,712.53	100%

Source: <https://www.ungm.org/Public/ASR>

In europa.....

Country	Goods	Services	Total
Total	\$2,832,811,566.95	\$2,620,881,317.06	\$5,453,692,884.01
Belgium	\$833,198,676.65	\$72,767,435.64	\$905,966,112.28
Denmark	\$247,922,831.08	\$490,698,598.58	\$738,621,429.65
France	\$407,842,150.58	\$201,633,412.03	\$609,475,562.61
United Kingdom of Great Britain and Northern Ireland	\$185,289,193.86	\$420,203,359.67	\$605,492,553.54
Switzerland	\$98,245,468.12	\$342,365,813.46	\$440,611,281.58
Netherlands	\$338,221,541.30	\$90,027,385.77	\$428,248,927.07
Italy	\$153,269,396.27	\$184,734,044.14	\$338,003,440.40
Russian Federation	\$78,868,697.74	\$248,762,759.90	\$327,631,457.64
Germany	\$134,930,148.56	\$71,865,356.23	\$206,795,504.79
Ukraine	\$54,100,865.80	\$100,330,570.38	\$154,431,436.18
Austria	\$51,062,405.24	\$78,318,785.64	\$129,381,190.89
Greece	\$18,273,908.43	\$45,386,634.06	\$63,660,542.49
Norway	\$28,638,298.07	\$32,594,209.83	\$61,232,507.90
Spain	\$19,474,191.19	\$36,859,949.26	\$56,334,140.45

(2016)

Source: <https://www.ungm.org/Public/ASR>

Qualche esempio: WHO

Country	Goods	Services	Total
Total	\$88,703,617.74	\$192,453,322.86	\$281,156,940.60
Switzerland	\$8,600,652.69	\$71,903,529.23	\$80,504,181.92
United Kingdom of Great Britain and Northern Ireland	\$9,436,945.22	\$27,734,389.26	\$37,171,334.48
Netherlands	\$30,246,904.68	\$6,182,087.07	\$36,428,991.75
France	\$8,644,003.66	\$15,269,397.97	\$23,913,401.63
Denmark	\$13,004,191.98	\$5,603,588.58	\$18,607,780.56
Germany	\$8,664,498.62	\$5,314,046.52	\$13,978,545.15
Romania	\$87.64	\$13,022,977.05	\$13,023,064.68
Serbia	\$1,234.05	\$8,524,951.88	\$8,526,185.92
Italy	\$450,333.98	\$5,918,811.50	\$6,369,145.48
Belgium	\$540,580.91	\$4,910,933.08	\$5,451,513.99
Norway	\$348,669.67	\$3,762,737.00	\$4,111,406.67
Austria	\$2,917,294.56	\$1,124,345.20	\$4,041,639.77
Russian Federation	\$341,443.62	\$3,409,273.24	\$3,750,716.87
Spain	\$55,993.98	\$3,500,313.17	\$3,556,307.14

Source: <https://www.ungm.org/Public/ASR>

Altro esempio: ILO

Country	Goods	Services	Total
Total	\$1,599,184.18	\$51,642,491.01	\$53,241,675.19
Switzerland	\$814,631.46	\$23,304,237.18	\$24,118,868.64
Italy	\$38,646.75	\$12,175,131.25	\$12,213,778.00
Denmark	\$375,170.10	\$2,734,462.50	\$3,109,632.60
Russian Federation	\$47,599.92	\$2,955,104.42	\$3,002,704.34
United Kingdom of Great Britain and Northern Ireland	\$65,882.09	\$2,900,200.37	\$2,966,082.46
France	\$18,881.88	\$2,483,071.86	\$2,501,953.74
Belgium	\$15,799.71	\$1,102,249.71	\$1,118,049.42
Germany	\$6,417.22	\$818,133.20	\$824,550.42
Spain	\$7,950.74	\$461,106.22	\$469,056.96

Source: <https://www.unghm.org/Public/ASR>

... continuando: UNOG

Country	Goods	Services	Total
Total	\$10,053,832.01	\$72,713,797.01	\$82,767,629.02
Switzerland	\$6,267,606.97	\$33,468,982.69	\$39,736,589.66
United Kingdom of Great Britain and Northern Ireland	\$702,571.90	\$33,017,308.91	\$33,719,880.81
France	\$227,563.52	\$2,410,730.19	\$2,638,293.71
Italy	\$218,947.69	\$1,695,282.67	\$1,914,230.36
Norway	\$151,894.00	\$1,055,079.12	\$1,206,973.12
Unspecified Countries	\$938,247.16	\$87,396.87	\$1,025,644.03
Ireland	\$492,077.71	\$154,236.10	\$646,313.81
Germany	\$555,314.47	\$88,334.01	\$643,648.48
Belgium	\$45,117.71	\$240,155.39	\$285,273.10
Denmark	\$207,638.80		\$207,638.80

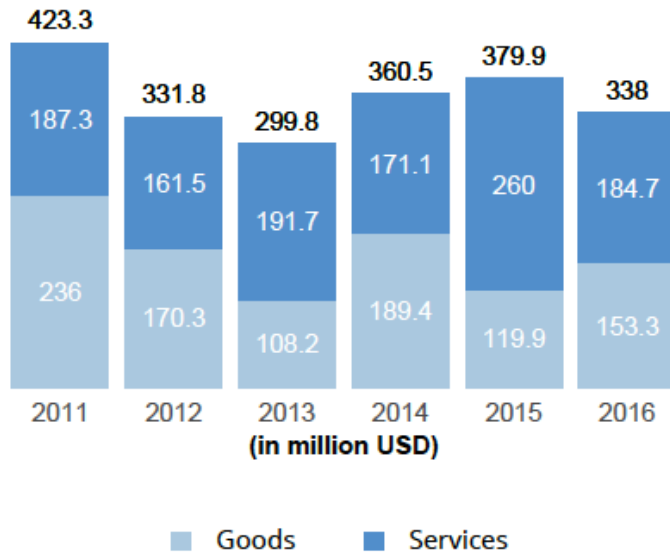
Source: <https://www.ungm.org/Public/ASR>

...ancora qualche numero sulla situazione procurement italiano vs Sistema ONU



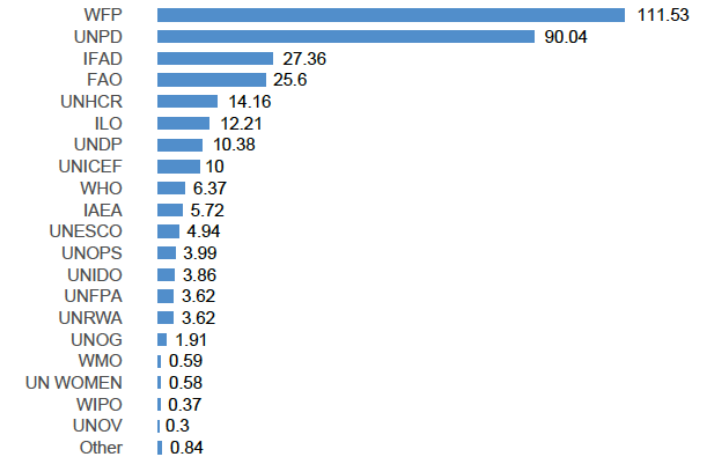
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Goods and services distribution



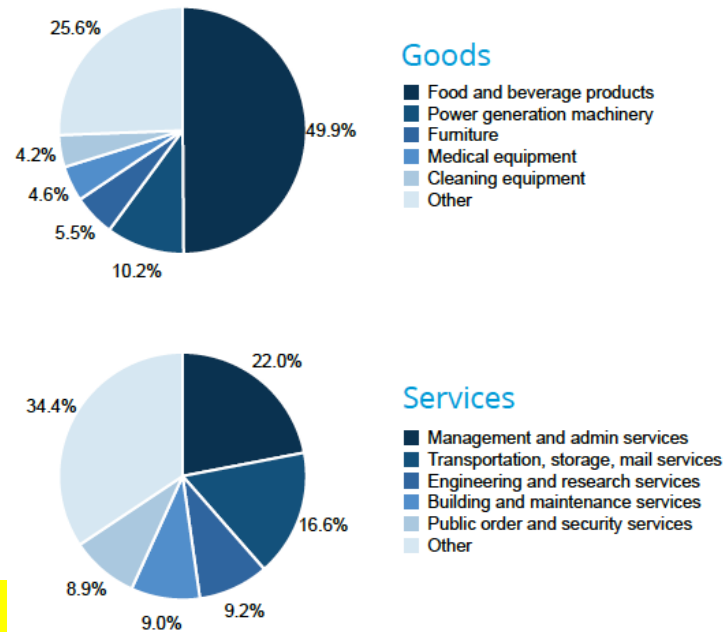
(Italy vs UNGM in 2016)

Procurement by UN organizations



(in million USD)

Categories distribution



Source: <https://www.ungm.org/Public/ASR>

- la collocazione italiana puo' migliorare e ampie possibilita' esistono
- Tipicamente procurement delle OO.II. organizzato con regole e strutture che vanno conosciute e seguite
- UNGM (vastamente in uso nel sistema ONU), CERN, Croce Rossa
- ulteriore complicazione: business all'Estero ulteriormente complicato (specialmente per PMI) da necessita' di impiantare strutture lontane da casa madre

- giornata di oggi organizzata per aggiornare su procedure, distinguo e possibilita' di supporto
- vari attori sono a fianco dell'Imprenditoria italiana per rafforzare presenza internazionale (ICE, Camere Commercio, Rete Diplomatica)
- alcuni strumenti gia' esistono per diffondere l'informazione (per es. il database MAECI EXTENDER: extender.esteri.it (forse oggi qualche buona notizia su ulteriori possibilita'...))

- e ora la parola ai professionisti !

- GRAZIE per l'attenzione !