

Doing Business with the United Nations



Rome, 24 October 2017

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Purchase and Transportation Section
United Nations Office at Geneva (UNOG)*

US\$ 17.8 billion in 2016



ITALY

4082 companies are registered on UNGM as potential suppliers for the UN

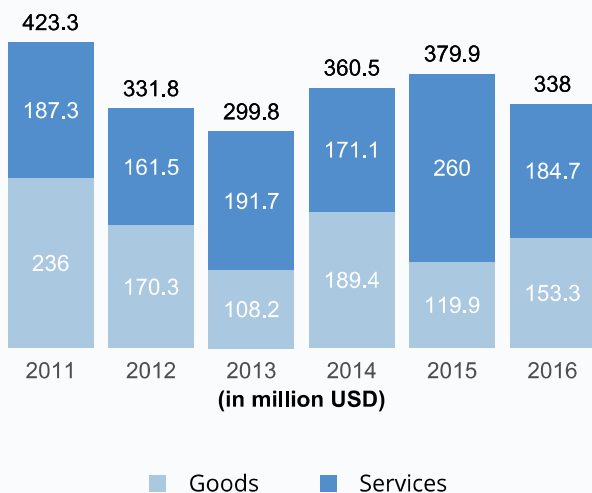
34 different UN organizations procured goods and services from this country in 2016



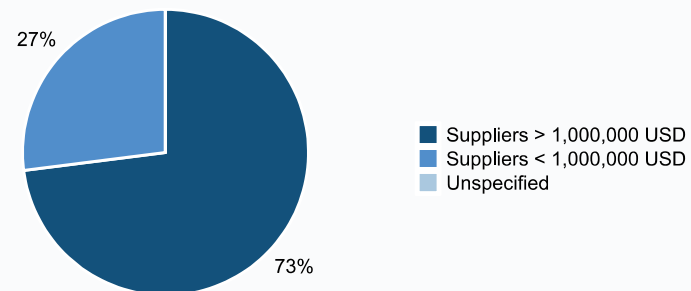
Procurement value: 338 million USD
Growth over previous year: -11.03%
% of total UN procurement: 1.91%

12nd largest country supplier to the UN system in 2016

1 Goods and services distribution



2 Suppliers distribution



Total number of suppliers: 2128
Total number of suppliers with volume > 1 million USD: 49



ITALY

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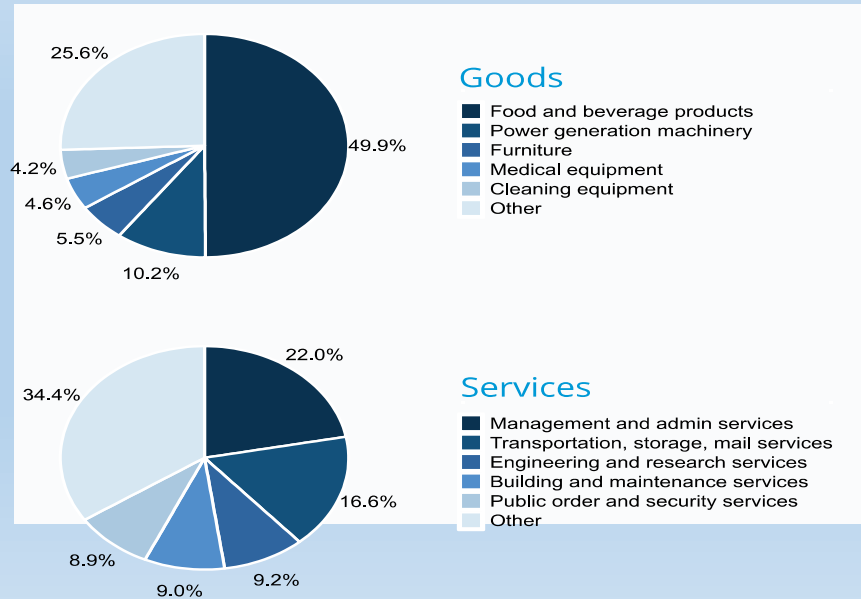
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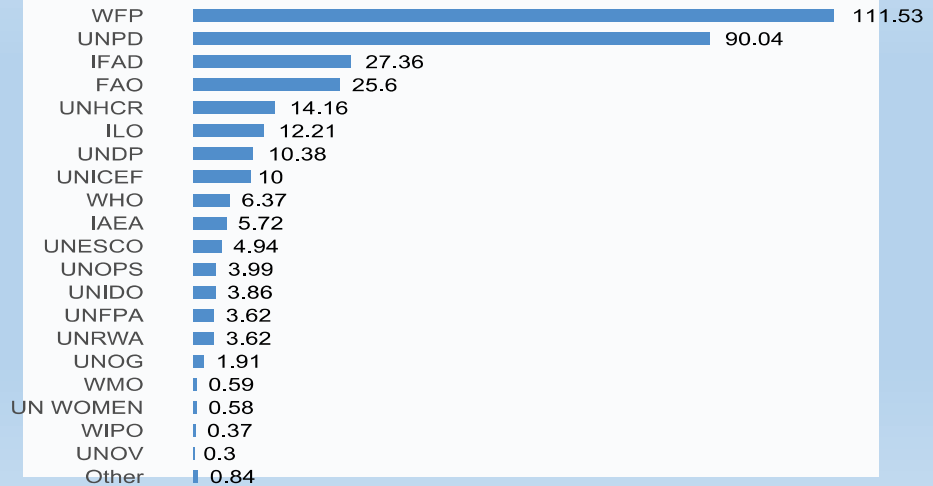
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3 Categories distribution



4 Procurement by UN organizations



(in million USD)

THE 7 HABITS OF HIGHLY SUCCESSFUL SUPPLIERS TO THE UNITED NATIONS



#1

**They identify main
goods/services purchased by
each UN Organization**



Doing Business with the United Nations

Table 7. Top ten categories on UNSPSC® family level within the health procurement sector, 2016 (in millions of US dollars and percentage)

Categories (UNSPSC® family level)	Total UN	Largest Procuring Organization	Organization Amount	Share of organization (%)
Immunomodulating drugs	612.1	PAHO	579.4	94.64%
Comprehensive health services	444.2	WHO	389.6	87.72%
Clinical nutrition	151.1	UNICEF	151.0	99.98%
Amebicides and trichomonacides and antiprotozoals	140.2	UNDP	115.0	82.04%
Contraceptives incl. condoms, estrogen, progestins	92.9	UNFPA	92.7	99.73%
Mobile medical services products	76.3	UNDP	27.1	35.53%
Patient care and treatment products and supplies	49.6	UNDP	27.8	56.04%
Antiviral drugs	40.1	PAHO	40.0	99.91%
Hormones and hormone antagonists	37.9	UNDP	30.2	79.74%
Medical practice	23.5	UNPD	16.4	69.82%
Top 10 Total	1,667.9		1,469.3	
Grand Total	3,964.4			

Source: UNOPS Annual Statistical Report, 2016



#2

**They know which UN Agencies
operate in their geographical
area and that could potentially
buy their goods and services**



Doing Business with the United Nations



The United Nations System

UN Principal Organs

General Assembly

Security Council

Economic and Social Council

Secretariat

International Court of Justice

Trusteeship Council⁶

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)

Funds and Programmes¹

UNCTAD United Nations Conference on Trade and Development
• **ITC** International Trade Centre (UNCTAD/WTO)
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

UNHCR Office of the United Nations High Commissioner for Refugees

UNICEF United Nations Children's Fund

UNODC United Nations Office on Drugs and Crime

UNRWA² 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

UNIDIR² 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 Preparatory Commission Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization

IAEA^{1,3} International Atomic Energy Agency

OPCW Organisation for the Prohibition of Chemical Weapons

WTO^{1,4} World Trade Organization

Advisory Subsidiary Body
Peacebuilding Commission

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

Specialized Agencies^{1,5}

FAO Food and Agriculture Organization of the United Nations
ICAO International Civil Aviation Organization
IFAD International Fund for Agricultural Development
ILO International Labour Organization
IMF International Monetary Fund
IMO International Maritime Organization
ITU International Telecommunication Union
UNESCO United Nations Educational, Scientific and Cultural Organization
UNIDO United Nations Industrial Development Organization

UNWTO World Tourism Organization

UPU Universal Postal Union

WHO World Health Organization

WIPO World Intellectual Property Organization

WMO World Meteorological Organization

World Bank Group

• **IBRD** International Bank for Reconstruction and Development
• **ICSID** International Centre for Settlement of Investment Disputes
• **IDA** International Development Association
• **IFC** International Finance Corporation
• **MIGA** Multilateral Investment Guarantee Agency

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
SRSG/CAAC Office of the Special Representative of the Secretary-General for Children and Armed Conflict
SRSG/SVC Office of the Special Representative of the Secretary-General on Sexual Violence in 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 The United Nations, its Funds and Programmes, the Specialized Agencies, IAEA and WTO are all members of the United Nations System Chief Executives Board for Coordination (CEB).

² UNRWA and UNIDIR report only to the General Assembly (GA).

³ IAEA reports to the Security Council and the GA.

⁴ WTO has no reporting obligation to the GA, but contributes on an ad hoc basis to GA and Economic and Social Council (ECOSOC) work on, inter alia, finance and development issues.

⁵ Specialized Agencies are autonomous organizations whose work is coordinated through ECOSOC (intergovernmental level) and CEB (inter-secretariat level).

⁶ The Trusteeship Council suspended operation on 1 November 1994, as on 1 October 1994 Palau, the last United Nations Trust Territory, became independent.

This is not an official document of the United Nations, nor is it intended to be all inclusive.

Doing Business with the United Nations

The UN is made up of a variety of organizational entities:

- ❑ **Funds & Programmes** : UNDP, UNOPS, UNICEF, WFP, etc.
- ❑ **Specialised Agencies**: FAO, UNESCO, ITU, ILO, WIPO, etc.
- ❑ **Secretariat**:
 - UNHQs
 - Offices Away from Headquarters (OAHs): UNOG, UNON, etc.
 - Commissions: ECA, ECE, etc.
 - Tribunals: ICTR, ICTY, etc.
 - Field Peacekeeping Missions: MONUSCO, MINUSCA, etc.



#3

They find out about Low Value
Procurement



Solicitation methods at the UN Secretariat

- ❑ **Low Value**: For purchases below US\$ 10,000. Award is based on lowest acceptable quotation.
- ❑ **RFQ – Request For Quotation**: Less formal solicitation used for lower value procurement (< US\$ 40,000 but > US\$ 10,000)
- ❑ **ITB – Invitation to Bid**: Formal solicitation method for well-defined goods/services. Contract award is based on the lowest substantially conforming Bid. (> US\$ 40,000)
- ❑ **RFP – Request For Proposal**: Formal solicitation method generally for services where contract award is based on a combined (weighted) evaluation of both the technical and financial offer (> US\$ 40,000)



#4

If they're not interested or unable to participate in a tender, they inform the UN agency that invited them



Doing Business with the United Nations

United Nations Office at Geneva

Purchase and Transportation Section



Office des Nations Unies à Genève

Section des achats et des transports

Friday 18 November 2016

IMPORTANT: In order for your company to remain in good standing as a registered vendor, you must return a completed copy of this acknowledgement letter even if you do not intend to submit a proposal at this time.

ANNEX A **ACKNOWLEDGEMENT LETTER**

Subject: ITBS-3400004544; Corporate Video Production Services

We, the undersigned, acknowledge receipt of your Invitation to Bid (ITB) No. **ITBS-3400004544** and hereby confirm that we:

☒ INTEND

☐ DO NOT INTEND

to submit a bid to UNOG by the deadline date **Tuesday 6 December 2016 at 17:00 PM (Geneva Time)**, and that if we submit a bid, we:

☐ INTEND

☒ DO NOT INTEND

to send one (1) authorized representative to observe the public opening procedure that will take place on **Wednesday 7 December 2016 at 10:00 AM (Geneva Time)** at Palais des Nations, Geneva.



#5

They request for a DEBRIEFING after receiving the letter of regret notifying them that their offer was unsuccessful



Doing Business with the United Nations

Office des Nations Unies à Genève



United Nations Office at Geneva

Section des achats et des transports, Services centraux d'appui, Division de l'administration
Purchase and Transportation Section, Central Support Services, Division of Administration
Bureau PN37-2, Palais des Nations, CH-1211 Genève 10, Tel. (022) 917 23 29, Fax (022) 917 00 13

22 December 2016

Letter of Regret

VENDOR AFP-Services

Attention: Mr. Jonathan Dillon

ADDRESS 11-13 Place de la Bourse
Paris, 75002 France

Telephone No.: +33 14 041 7719

Subject: ITBS-3400004544 Corporate Video Production Services for OHCHR
Opening Date: 14 December 2016

Dear Mr. Dillon,

#6

They check regularly tender notices



Doing Business with the United Nations

www.ungm.org

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GLOBAL MARKETPLACE

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Code of conduct

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Contract awards

Tender Alert Service

Knowledge centre

UNSPSC

FAQs

Press release

Title

Description

Reference

Published between

Deadline between

21-Oct-2017

and

21-Oct-2017

and

21-Oct-2017

Clear All

Show more criteria

Displaying results 1 to 15 of 500

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
Express Interest	Procurement of digital X-ray system for the Hospital in Prokuplje	06-Nov-2017 11:00 (GMT 0.00)	21-Oct-2017	UNOPS	Invitation to bid	ITB/2017/1372	Serbia, Republic of

Registration is Mandatory for UN Secretariat !!!





UNOG
THE UNITED NATIONS OFFICE AT GENEVA

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Working for Peace, Rights and Well-being

[ACCESSIBILITY AT UNOG](#)[A](#) [A](#) [A](#) [A](#)

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Annual Report

Sustainable Development at UNOG

Procurement

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Upcoming Business Opportunities

1. The notice(s) below is/are posted for information only and do(es) not constitute an invitation to bid or to submit proposals.
2. The information contained in this page is intended primarily to encourage new vendors of relevant products and services to register in the [United Nations Global Marketplace \(UNGM\)](#) with the UN Secretariat.
3. Vendors who are interested in participating in these or any future solicitations, are requested to register in UNGM as a first step to potentially do business with the UN Secretariat.
4. Vendors who are registered in UNGM, and who are interested in participating in any of the advertised solicitations below are encouraged to express their interest to the Purchase and Transportation Section in writing as soon as possible, to the following fax number +41(0)22 917 00 13 and email to tenders@unog.ch.
5. To know more about the United Nations Secretariat and the UN agencies business opportunities, please visit the [United Nations Global Marketplace \(UNGM\)](#).

Code	Title	Date
ITB 2016-035	Webcast Services for UNFCCC conference COP 22/CMP 12 taking place from Monday, 6 November to Sunday 20 November 2016 (13 out of 14 Days), Location: Marrakech, Morocco	21 September 2016
EOIUNOG12854	Construction of a new office building ("Building H") at the Palais des Nations in Geneva, Switzerland.	26 August 2016

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#7

**They ask for the annual
procurement / acquisition plan**



HOW to contact UNOG?

procurement@unog.ch



GRACIAS

Спасибо

شكرا

MERCI

THANK YOU

谢谢

