

Introduction to United Nations Procurement

Carmela Mammias

U.S. Commercial Service -
New York, New York

www.trade.gov/united-nations



U.S. Commercial Service

- * The U.S. Commercial Service is part of the International Trade Administration, an agency of the United States Department of Commerce
- * Trade specialists in over 100 U.S. cities and 70 countries worldwide

Our mission:

- ▶▶ To promote the export of goods & services from the United States, particularly by small and medium-sized businesses
- ▶▶ To represent U.S. business interests internationally
- ▶▶ To help U.S. businesses find qualified international buyers, distributors and agents



About 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

Funds and Programmes¹

UNDP United Nations Development Programme
• **UNCDF** United Nations Capital Development Fund
• **UNV** United Nations Volunteers
UNEP² United Nations Environment Programme
UNFPA United Nations Population Fund
UN-HABITAT³ United Nations Human Settlements Programme

UNICEF United Nations Children's Fund
WFP World Food Programme (UN/FAO)

Research and Training

UNIDIR United Nations Institute for Disarmament Research
UNITAR United Nations Institute for Training and Research
UNSSC United Nations System Staff College
UNU United Nations University

Subsidiary Organs

Counter-terrorism committees
International Criminal Tribunal for Rwanda (ICTR)

International Criminal Tribunal for the former Yugoslavia (ICTY)

Mechanism for International Criminal Tribunals (MICT)
Military Staff Committee

Peacekeeping operations and political missions

Sanctions committees (ad hoc)
Standing committees and ad hoc bodies

Functional Commissions

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

Regional Commissions⁸

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
UNAIDS Joint United Nations Programme on HIV/AIDS
UNEGN United Nations Group of Experts on Geographical Names

Research and Training

UNICRI United Nations Interregional Crime and Justice Research Institute
UNRISD United Nations Research Institute for Social Development

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
PBSO Peacebuilding Support Office
SRSG/CAAC Office of the Special Representative of the Secretary-General for Children and Armed Conflict
SRSG/SYC Office of the Special Representative of the Secretary-General on Sexual Violence in Conflict
UNISDR United Nations Office for Disaster Risk Reduction

UNODA United Nations Office for Disarmament Affairs

UNODC¹ United Nations Office on Drugs and Crime
UNOG United Nations Office at Geneva
UN-OHRLLS Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States
UNON United Nations Office at Nairobi
UNOP² United Nations Office for Partnerships
UNOV United Nations Office at Vienna

Advisory Subsidiary Body

Peacebuilding Commission

Related Organizations

CTBTO Preparatory Commission
Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization
IAEA^{1,3} International Atomic Energy Agency
ICC International Criminal Court
ISA International Seabed Authority
ITLOS International Tribunal for the Law of the Sea
OPCW³ Organisation for the Prohibition of Chemical Weapons
WTO^{1,4} World Trade Organization

HLPF

High-level Political Forum on sustainable development

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 Group⁷
• **IBRD** International Bank for Reconstruction and Development
• **IDA** International Development Association
• **IFC** International Finance Corporation

Notes:

- 1 All members of the United Nations System Chief Executives Board for Coordination (CEB).
- 2 UN Office for Partnerships (UNOP) is the UN's focal point via which the United Nations Foundation, Inc.
- 3 IAEA and OPCW report 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 (inter-governmental 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.
- 7 International Centre for Settlement of Investment Disputes (ICSID) and Multilateral Investment Guarantee Agency (MIGA) are not specialized agencies but are part of the World Bank Group in accordance with Articles 57 and 63 of the Charter.
- 8 The secretariats of these organs are part of the UN Secretariat.

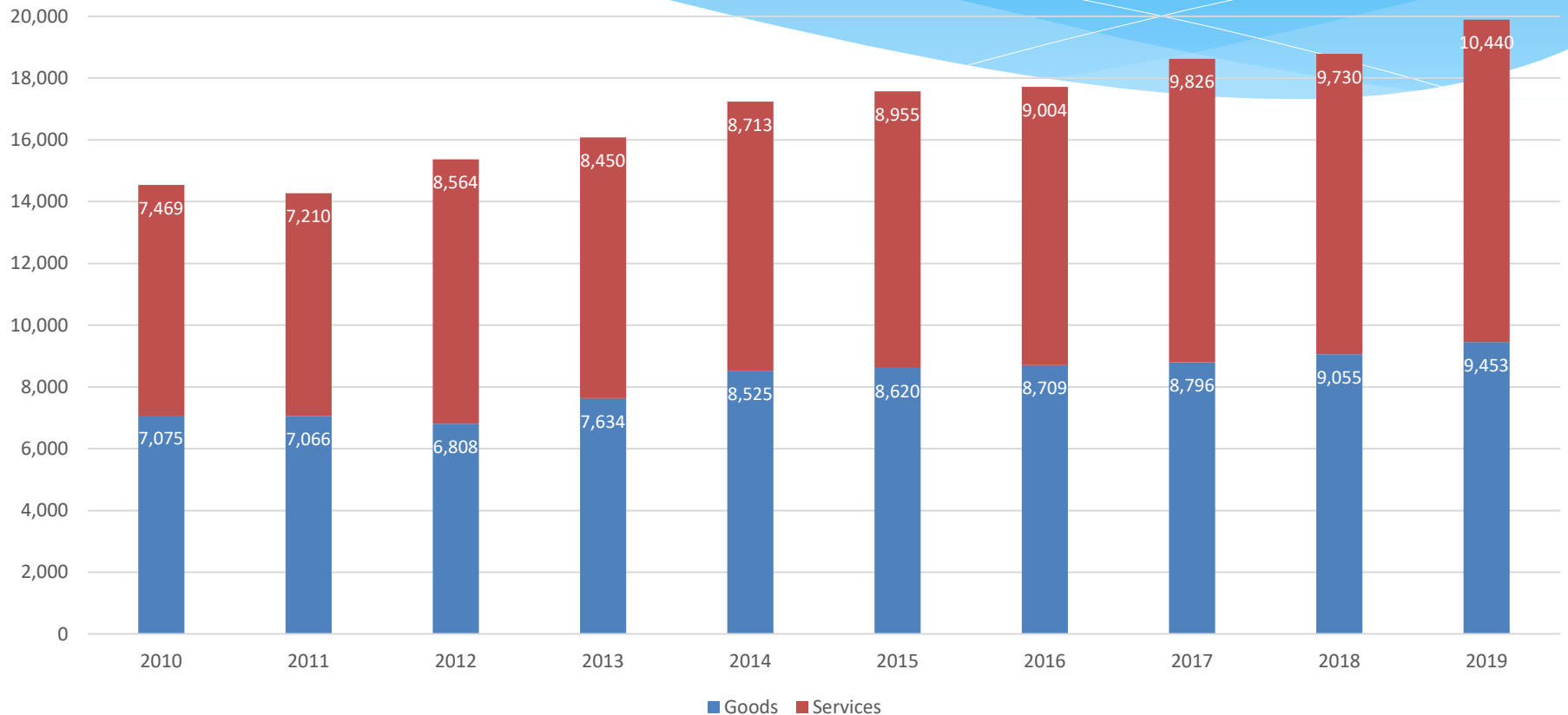
This Chart is a reflection of the functional organization of the United Nations System and for informational purposes only. It does not include all offices or entities of the United Nations System.

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Revised by the United Nations Department of Public Information. DPI/2015/REV.1/15/2014 - September 2015

\$19.9 Billion Annual Procurement Market

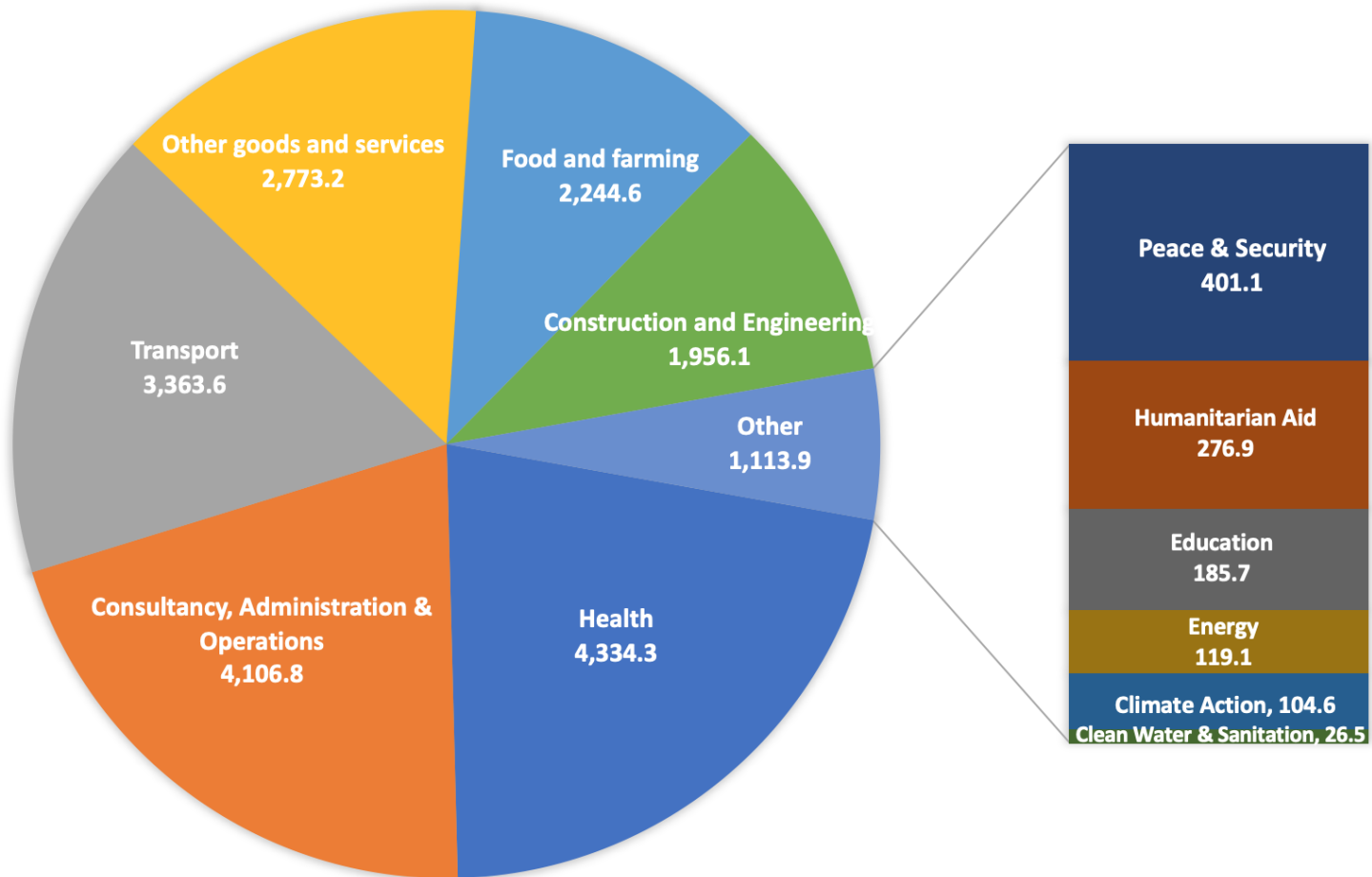
Figure 1. Total UN Procurement of Goods and Services (USD Millions), 2010-2019



2019 Annual Statistical Report on United Nations Procurement

Distribution of Procurement by Sector

FIGURE 2. DISTRIBUTION OF UN PROCUREMENT BY SECTOR (USD MILLIONS), 2019



Categories of Procurement: Key Goods

Rank	Good	Total	%
	Total	\$8.25 billion	41.45%
1	Pharmaceuticals incl. Contraceptives and Vaccines	\$3.23 billion	39.28%
2	Food and Beverage Products	\$2.07 billion	25.11%
3	Medical Equipment and Accessories and Supplies	\$740 million	8.98%
4	Fuels and Fuel Additives and Lubricants and Anticorrosive Materials	\$599 million	7.27%
5	Information Technology Broadcasting and Telecommunications	\$461 million	5.59%
6	Motor Vehicles and their Accessories and Components	\$411 million	4.98%
7	Office Equipment and Accessories and Supplies	\$210 million	2.55%
8	Laboratory and Measuring and Observing and Testing Equipment	\$190 million	2.30%
9	Apparel, Luggage, and Personal Care Items	\$176 million	2.13%
10	Structures and Building and Construction and Manufacturing Components and Supplies	\$148 million	1.80%



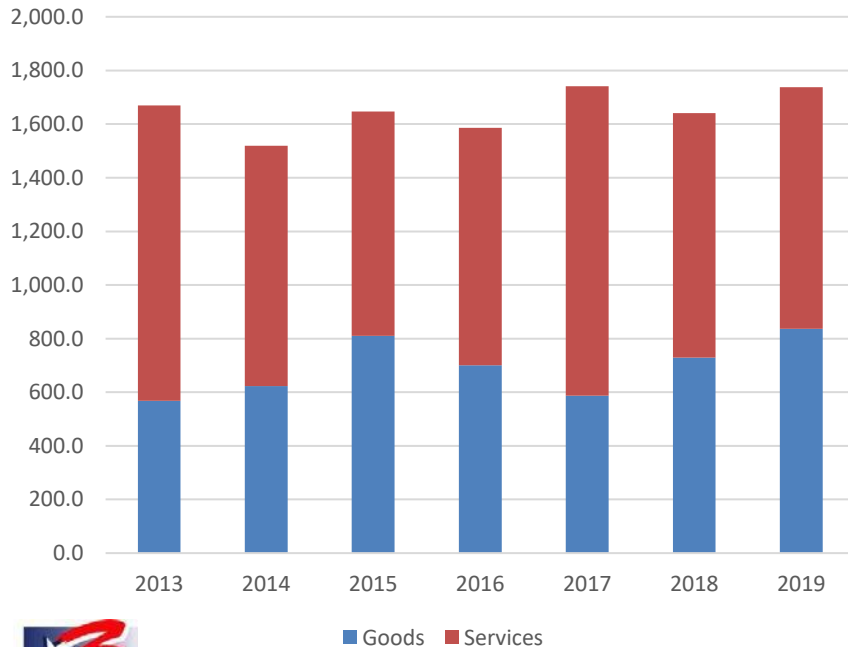
Categories of Procurement: Key Services

Rank	Service	Total	%
	Total	\$9.34 billion	46.96%
1	Transportation and Storage and Mail Services	\$2.65 billion	28.40%
2	Management and Business Professionals and Administrative Services	\$1.78 billion	19.08%
3	Building and Facility Construction and Maintenance Services	\$1.37 billion	14.67%
4	Engineering and Research and Technology Based Services	\$1.09 billion	11.63%
5	Travel and Food and Lodging and Entertainment Services	\$572 million	6.12%
6	Financial and Insurance Services	\$557 million	5.97%
7	Healthcare Services	\$350 million	3.75%
8	Public Order and Security and Safety Services	\$340 million	3.64%
9	Education and Training Services	\$330 million	3.54%
10	Editorial and Design and Graphic and Fine Art Services	\$298 million	3.19%

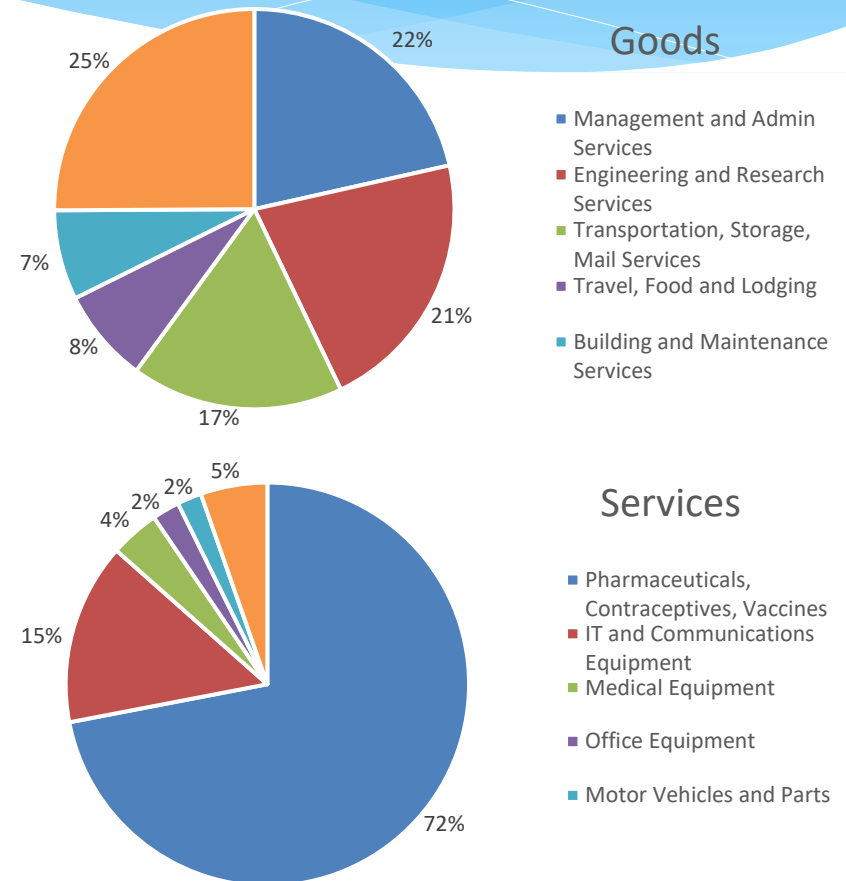


U.S. Supplier Data 2019

Goods and Services Distribution
(USD millions)



U.S. Procurement by Category



Top 4 UN Procurers – 61%

International Children's Fund UNICEF	World Food Programme WFP	Secretariat - UN Procurement Division UN/PD	UN Development Programme UNDP
\$3.83 Billion	\$3.64 Billion	\$2.51 Billion	\$2.08 Billion
<ul style="list-style-type: none"> • Vaccines • Pharmaceuticals • Nutrition • Medical Supplies & Equipment • International Freight • Water & Sanitation • Bed Nets & Insecticides • Construction • Education 	<ul style="list-style-type: none"> • Food Commodities <ul style="list-style-type: none"> • Wheat • Rice • Maize • Logistics <ul style="list-style-type: none"> • Land • Ocean • Air Goods & Svcs <ul style="list-style-type: none"> • Fuel • Office/Admin Equipment & Svcs • ICT Equipment & Svcs 	<ul style="list-style-type: none"> • Air Transportation Services • Fuels and lubricants • Food Rations/Catering Svcs • Engineering & Construction • Related Svcs • Freight Forwarding & Delivery Services • IT and Communications Equipment 	<ul style="list-style-type: none"> • Laboratory & Medical Equipment • Vehicles • Voter Registration Kits • IT and Communications Equipment • Consulting Svcs • Construction Services • Transportation Svcs

Top 10 Procuring Agencies

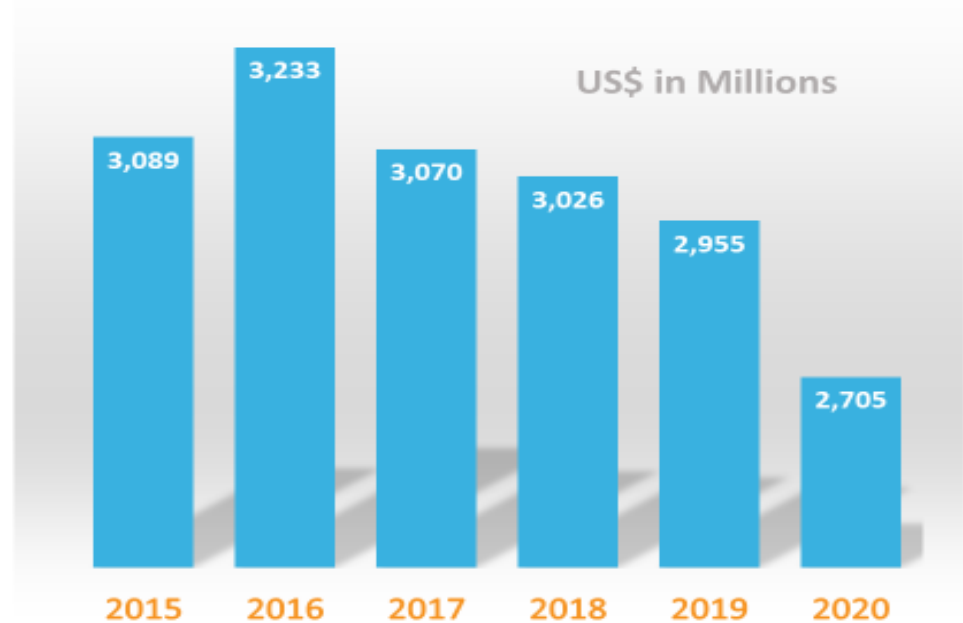
Rank	Agency	Total Spending
1	UNICEF	\$3.83 billion
2	World Food Programme (WFP)	\$3.64 billion
3	UN Secretariat	\$2.51 billion
4	UN Development Programme (UNDP)	\$2.08 billion
5	UN High Commissioner on Refugees (UNHCR)	\$1.14 billion
6	UN Office for Project Services (UNOPS)	\$1.10 billion
7	Pan American Health Organization (PAHO)	\$1.01 billion
8	International Organization for Migration (IOM)	\$960 million
9	World Health Organization (WHO)	\$893 million
10	UN Population Fund (UNFPA)	\$404 million



UN Procurement Division

UN Secretariat
Procurement
Volume
(2015-2020)

In 2020, UNPD purchased USD 61.7 million dollars in the
Pharma and Health Category



UN Procurement Division

MAJOR MEDICAL COMMODITIES PROCURED BY THE UN



VACCINES



OUTSOURCING OF
MEDICAL
PERSONNEL



AEROMEDICAL
EVACUATION
TEAMS



BLOOD PRODUCTS



DRUGS FOR
MALARIA



DRUGS FOR
SURGERY



BASIC CARE
DRUGS



VARIETY OF
PHARMACEUTICALS



MEDICAL
EQUIPMENT



MEDICAL
CONSUMABLES



UNICEF

UNICEF procurement value for health-related supplies (2020)

UNICEF procured \$4.68 billion worth of goods and services in 2020 out of which \$3.23 billion was on goods.

The health-related commodity groups and most common items procured are listed below, including the percentage from total procurement value



\$1.413 billion (31.6%)
Vaccines/biologicals



\$143.5 million (3.2%)
Pharmaceuticals



\$830.6 million (18.6%)
Medical supplies and equipment



\$103.8 million (2.3%)
Cold chain equipment



\$172.4 million (3.9%)
Nutrition supplies



\$36.0 million (0.8%)
Bed nets

COVID-19 non-immunization supplies

\$242.0 million*

In support of 139 countries shipped half a billion items of personal protective equipment and other non-immunization supplies including:

200 million Medical masks

195.3 million Gloves

15 million N95 respirators

5.7 million Gowns

2.7 million Face shields

1.1 million Goggles

3.3 million Molecular diagnostics

16,795 Oxygen concentrators

Source: <https://www.unicef.org/supply/resources/annual-reports>

*COVID-19 non-immunization supplies included in overall expenditure for medical supplies and equipment.



UNICEF

Current and Expected Trends

Covid Devices and Supplies

- * Diagnostics, Oxygen Therapy, and Vaccines
- * Digital Health Services for low resource settings



UN High Commissioner on Refugees (UNHCR)

Historical expenditure of Essential Medicines and Medical Supplies from January to December 2019:

- * Medicines: USD 11,912,096
- * Medical Supplies: USD 9,691,376



Is My Business a Fit for the UN?



General Requirements

- * Company in business at least 3 years
- * Has financial standing to honor a contract – typically looking at revenues of some multiple of contract value
- * International capacity
- * Agree to the UN Supplier Code of Contact



How to Find Out More?



United Nations Global Marketplace

UNGM is the **procurement portal of the UN system**

UN procurement staff

Vendor community



- * Potential vendors may register with any of the **26 UN organizations** using UNGM as their vendor database (=99% of the total UN procurement spent)
- * UNGM provides an excellent springboard for vendors to introduce their products and services to many **UN organizations, countries and regions**

UNGM Homepage

Welcome to the UNGM

Login and New Registrations



Business Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre



About UNGM



Terms & Conditions



UNGM News & Alerts



Business Opportunities → Tender Notices

Title

 Description

 Reference

 Published between and
 Deadline between and

Type organization abbreviation
 UN Organization
 Type a country/area name
 Beneficiary Country/area
[Select UNSPSC](#)
 UNSPSC Codes
 Type
 Not set Request for EOI Request for proposal
 Request for quotation Invitation to bid
 Request for pre-qualification Request for information
 Grant support-call for proposal Pre-bid notice

[Clear All](#)
[Hide advance criteria](#)

Displaying results 1 to 15 of 45777

Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
ITB-2017-099-I-TIP Services	11-Jul-2017 14:01 (GMT 1.00)	21-Jun-2017	WTO	Invitation to bid	Invitation To Bid to seek a company to provide a s	Switzerland
MAINTENANCE AND SERVICING OF AUXILLARY MACHINES AT THE UNON PUBLISHING SERVICES SECTION	06-Jul-2017 00:00 (GMT 0.00)	21-Jun-2017	UN Secretariat	Request for EOI	EOIUNON14008	Kenya
Thrid party monitoring services for Iraq Humanitarian Pooled Fund (IHPP)	05-Jul-2017 00:00 (GMT 0.00)	21-Jun-2017	UN Secretariat	Request for EOI	EOIUNOG14006	Iraq
PROVISION OF UNARMED SECURITY GUARD SERVICES	06-Jul-2017 00:00 (GMT 0.00)	21-Jun-2017	UN Secretariat	Request for EOI	EOIUNIOGBIS14005	Guinea-Bissau
Supply and Delivery of Plumbing and Drainage Materials to Various Mission Destinations.	05-Jul-2017 00:00 (GMT 0.00)	21-Jun-2017	UN Secretariat	Request for EOI	EOIRPO14003	Congo, The Democratic Republic of



Current U.S. Opportunities

Title

Description

Reference

Published between and

Deadline between and

Hide advance criteria

UN Organization

Beneficiary Country/area

UNSPSC Codes [Select UNSPSC](#)

51200000 - Immunomodulating drugs [\[remove\]](#)

Type

Not set Request for EOI Request for proposal

Request for quotation Invitation to bid

Request for pre-qualification Request for information

Grant support-call for proposal Pre-bid notice

Clear All

Displaying results 1 to 15 of 136

Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
Expression of interest for prequalification of companies to provide services for provision of work force management (Human and Financial Resource Management) for Communication Network and Community-ba	10-Jul-2017 14:00 (GMT 5.00)	18-Jun-2017	UNICEF	Request for EOI	EOI CBV	Pakistan
Pre-bid conference - Combined pharmaceuticals and medical devices	30-Jun-2017 23:59 (GMT 2.00)	16-Jun-2017	UNFPA	Pre-bid notice	UNFPA/DNK/ITB/17/017	Multiple destinations
UNICEF wishes to receive Proposals for Pneumococcal Vaccines for Delivery under the terms and conditions of the Advance Market Commitment	04-Jul-2017 12:00 (GMT 2.00)	06-Jun-2017	UNICEF	Request for proposal	RFP-DAN-2017-502488	Multiple destinations
Meningococcal W - Containing Conjugate Vaccine for Armenia, Nigeria and State of Palestine.	14-Jun-2017 16:00 (GMT 2.00)	01-Jun-2017	UNICEF	Request for proposal	RFP-2017-502522	Multiple destinations



Contract Awards

1. Search with keywords and UNSPSCs

Search contract awards

Search filters:

- Title:
- Description:
- Reference:
- Supplier:
- Award Date between: and
- UN Organization:
- Country/area:
- UNSPSC Codes: [Select UNSPSC](#)

[Hide advance criteria](#)

[Clear All](#)

Showing awards 1 to 15 of 28

Title	Vendor	Award date	UN organization
Supply of tires for Shrek-I Mine Protected Vehicles in UNMAS Mali Program 17-0038/17-0087 Revised	RX Tooling Corporation	30-May-2017	UNOPS
Freight forwarding services for shipment of mine protected vehicles	Kuehne + Nagel A/S	09-May-2017	UNOPS
Supply of spare parts for puma mine protected vehicles for UNMAS Mali Programme	P C A GENERAL TRADING L.L.C	03-Feb-2017	UNOPS

General | Supplier | Contacts | UNSPSC

General information

Title: Supply of tires for Shrek-I Mine Protected Vehicles in UNMAS Mali
UN organization: United Nations Office for Project Services
Reference: ITB/2017/713
Award date: 30-May-2017
Contract value (\$): 149420.00
Description: Tender description: Supply of tires for Shrek-I Mine Protected Vehicles in UNMAS Mali

IMPORTANT NOTE: Interested vendors must respond to this tender using the UNOPS full UNOPS tender details, request clarifications on the tender, and submit a vendor registration as a UNOPS vendor at the UNGM portal and be logged into UNGM. For guidance on responding to UNOPS tenders in the UNOPS eSourcing system, please refer to the user guide and other documents at: <https://esourcing.unops.org/#/Help/Guides>

Countries

Mali

2. Click for Contract Details

Supply of tires for Shrek-I Mine Protected Vehicles in UNMAS Mali Program 17-0038/17-0087 Revised	RX Tooling Corporation	30-May-2017	UNOPS
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Registration Process on UNGM

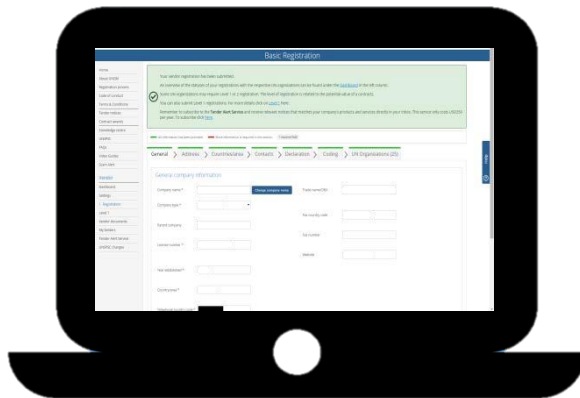
3 registration levels

Level is determined by the monetary value of potential contracts

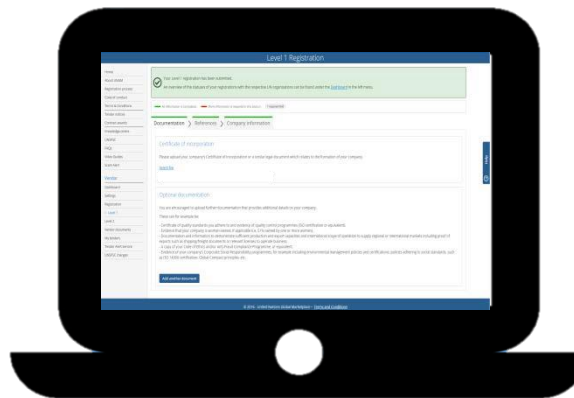
Basic registration

Level 1

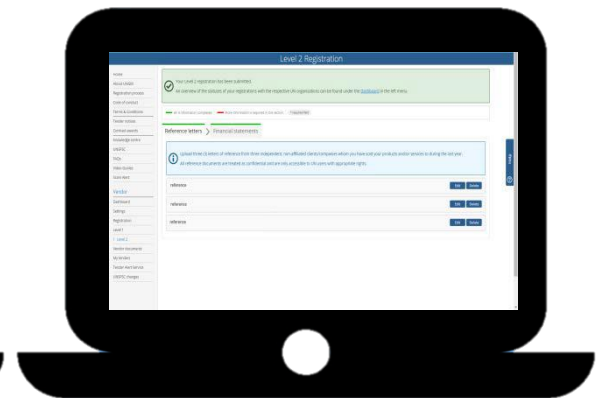
Level 2



Common registration process



Some UN organizations require additional information



Certificate of Incorporation & References

Reference letters & Financial statements

Basic Registration

Contract Awards Up to \$40,000

- * Basic vendor information (name, address, etc.)
- * Acceptance of UN Supplier Code of Conduct
- * Information on countries in which you do business
- * Classification of your goods and services (UNSPSC Codes):

A - Raw Materials, Chemicals, Paper, Fuel ▶

B - Industrial Equipment & Tools ▶

C - Components & Supplies ▶

D - Construction, Transportation & Facility Equipment & Supplies ▶

E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals ▶

F - Food, Cleaning & Service Industry Equipment & Supplies ▶

G - Business, Communication & Technology Equipment & Supplies ▶

H - Defense, Security & Safety Equipment & Supplies ▶

I - Personal, Domestic & Consumer Equipment & Supplies ▶

J - Services ▶



Level 1 Registration

Contract Value Less than \$500,000

- * The vendor has been in business for a minimum of 3 years
- * Current certificate of incorporation or equivalent document verifying legal status/capacity
- * Details and email addresses of at least 3 independent, non-affiliated references whom you have done business with
- * Names of owner(s) and principals (including parent company, subsidiaries/affiliates, CEO/Managing Director, and those with controlling interests, if applicable). The names of intermediaries, agents and/or consultants, (if any) used in relation to United Nations contracts or bids/proposals.



Level 2 Registration

Contract Value \$500,000 and Above

- * Reference letters from three independent, non-affiliated clients/companies, you have done business with
- * Financial documents including Income Statements and Balance Sheet (audited/certified financial statements or equivalent) for the last three years, to be submitted with auditors report



More Information

- * www.export.gov/unitednations
- * www.UNGM.org



Questions?

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DEPARTMENT OF
**OPERATIONAL
SUPPORT**



DOING BUSINESS WITH THE UNITED NATIONS

**Marta García-Argeñal – UN Procurement Division
US Healthcare Alliance (USAHA) 15 June 2021**

INNOVATION. COLLABORATION. HARD WORK.



CHARTER *of* THE UNITED NATIONS

AND STATUTE *of* THE
INTERNATIONAL COURT
OF JUSTICE



ARTICLE 1 THE PURPOSES OF THE UNITED NATIONS ARE:

To maintain
International Peace
and Security

To promote
Economic and
Social Development

To promote
Human Rights

WHAT YOU NEED TO KNOW TO WORK WITH THE UN



EVERYWHERE

The United Nations is made up of different organizational entities (Funds & Programmes, Specialized Agencies, Secretariat)



SPECIALIZED

Each organization has a distinct and separate mandate covering the political, economic, social, scientific, technical, and humanitarian fields.



BEST MATCH

Depending on the goods/services you offer, you need to identify UN organizations that will procure your goods & services



SUPPLY CHAIN MANAGEMENT



DEPARTMENT OF
**OPERATIONAL
SUPPORT**



OFFICE OF SUPPLY CHAIN MANAGEMENT



LOGISTICS



PROCUREMENT



**UNIFORMED
CAPABILITIES
SUPPORT**



**AVIATION
SAFETY**



**ENABLING &
OUTREACH**



DEPARTMENT OF
OPERATIONAL
SUPPORT



MISSION

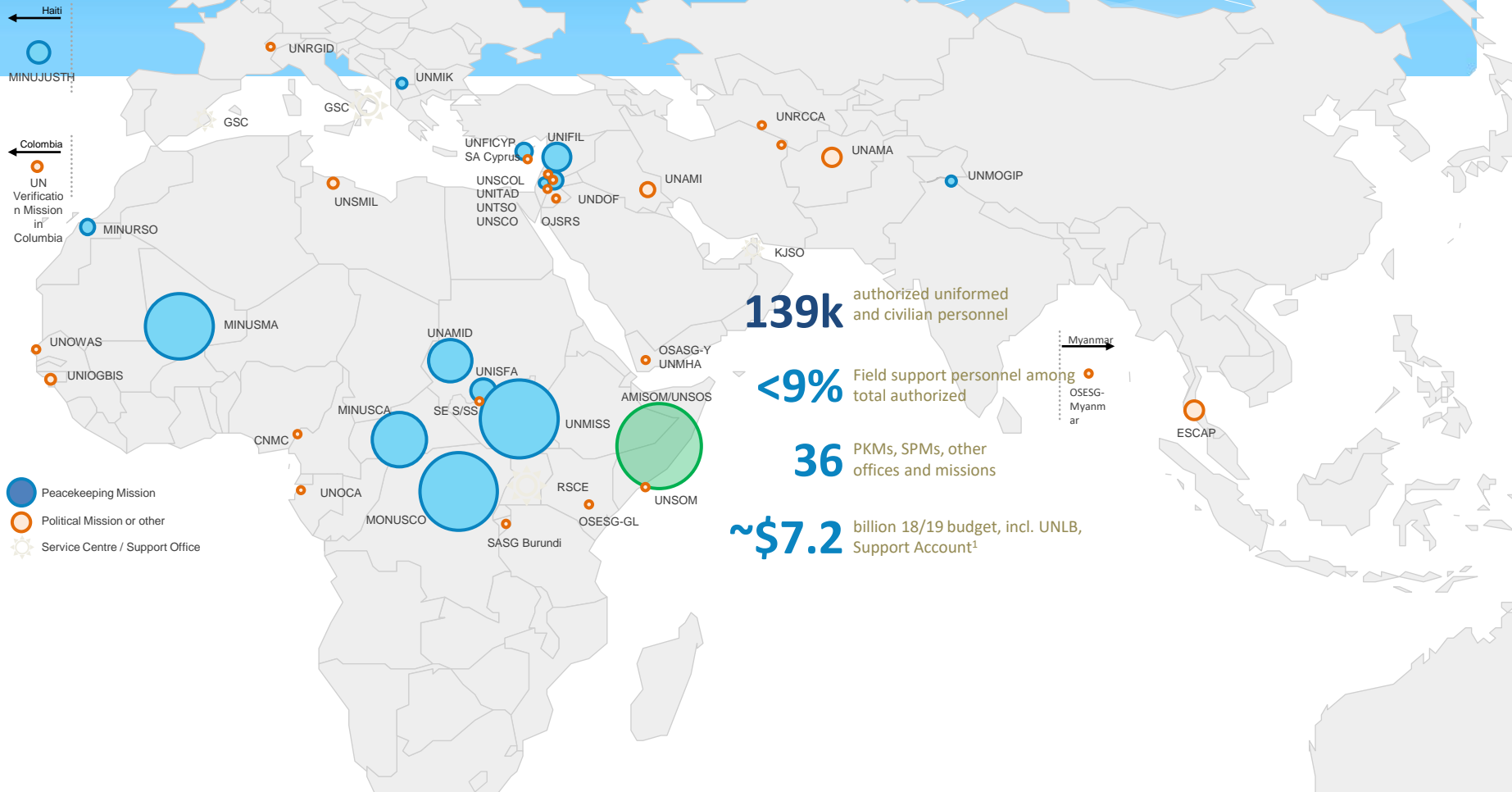
We provide efficient, agile, responsive, and accountable end-to-end uniformed capabilities and supply chain solutions to our global clients and partners.

VISION

We support our clients and partners globally to fulfill their mandates by providing the goods and services they need, when they need them, where they need them, and at the best price.

WHERE WE WORK

WE SUPPORT **36** PEACE OPERATIONS IN OVER **30** COUNTRIES
(12 PKO, 25 SPM / OTHERS)



- Peacekeeping Mission
- Political Mission or other
- ★ Service Centre / Support Office

139k authorized uniformed and civilian personnel

<9% Field support personnel among total authorized

36 PKMs, SPMs, other offices and missions

~\$7.2 billion 18/19 budget, incl. UNLB, Support Account¹

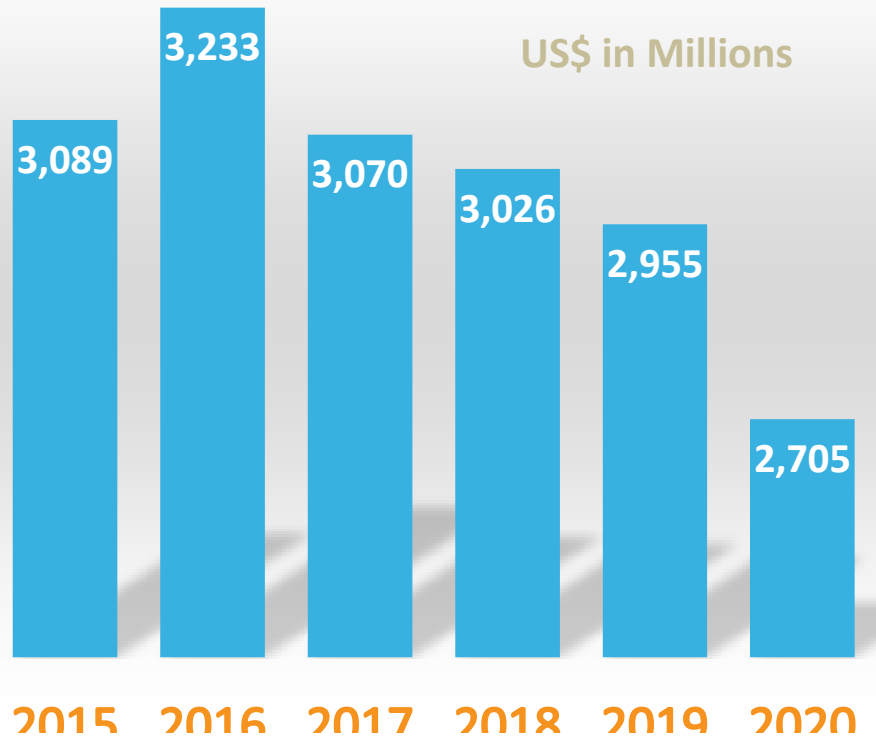


**PEACEKEEPING
PROCUREMENT
AND THE
HEALTHCARE SUPPLY
CHAIN**



In 2020, UNPD purchased USD 61.7 million dollars in the Pharma and Health Category

UN



MAJOR MEDICAL COMMODITIES PROCURED BY THE UN



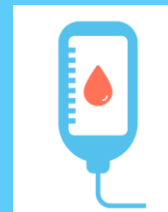
VACCINES



OUTSOURCING OF
MEDICAL
PERSONNEL



AEROMEDICAL
EVACUATION
TEAMS



BLOOD PRODUCTS



DRUGS FOR
MALARIA



DRUGS FOR
SURGERY



BASIC CARE
DRUGS



VARIETY OF
PHARMACEUTICALS



MEDICAL
EQUIPMENT



MEDICAL
CONSUMABLES





CHALLENGES IN PHARMA AND HEALTH PROCURMENT

-  1 EFFICIENT, AGILE, CLIENT-ORIENTED AND ACCOUNTABLE CONTRACTORS
-  2 MINIMIZING THE RISK OF COUNTERFEIT PRODUCTS
-  3 CONNECTING WITH SPECIALIZED WHOLESALERS/MANUFACTURERS
-  4 IMPROVING COLD CHAIN SHIPPING
-  5 DEMAND MANAGEMENT/ INVENTORY MANAGEMENT AND DISTRIBUTION
-  6 MULTIPLE SOURCING TO AVOID SUPPLY CHAIN DISRUPTIONS
-  7 INNOVATION & ALIGNMENT WITH THE SUSTAINABLE DEVELOPMENT AGENDA

1



PROVISION OF HEALTHCARE GOODS AND SERVICES TO THE UN



Provision of products and services for Peacekeeping, Political Missions and UN Entities



Procurement centers in catering too Mission's routine and emergency requirements



Requirement of processes to ensure adequate stocks are always available with adequate WHMS



UN sets up contracts to ensure relationship with vendor based on estimates which do not commit the organization unless specific orders under the contract are placed

2



INCREASING ACCESS FOR MISSIONS THROUGH QUALITY PRODUCTS



Contractors are awarded for a list of items for specific orders from Missions



UN has embargo exceptions for the delivery of goods



The mode of shipment for all drugs is by Air, DAP for emergency orders and FCA for regular orders.



Packing in accordance with the WHO Good Distribution Practices (GDPs), the UN Recommendations on Transport of Dangerous Goods, and regulations of the IATA Rules on Dangerous Goods

3



QUALITY STANDARDS FOR DRUGS AND MEDICAL CONSUMABLES



Produced and delivered in compliance with WHO Good Manufacturing Practice (GMP), and Good Distribution Practice (GDP) standards respectively.



WHO requirements for the collection, processing, packaging, labeling and quality control for such products.



Certificate of Origin and Certificate of Analysis may be required on random basis



Contractors need to provide UN with necessary information on Narcotics and Controlled substances or Dangerous Goods for obtaining import licenses



UN requests shelf life of items at the time of shipping are at least 80% of original shelf life remaining for all Pharma and Medical Consumables.



All drugs shall be labeled in the English Language using generic nomenclature in accordance with WHO Standards



Notify the UN when any drug is withdrawn from circulation due to adverse reactions from its use

UPCOMING TENDER OPPORTUNITIES



**Medical Personnel:
AMET Teams and Damage
Control Surgery Teams
Medical Personnel to staff a
Level 1 or 2 Hospital in
Afghanistan**



**Pharmaceutical and Vaccines:
Drugs for Surgery
Drugs for Malaria
Vaccines including Covid-19
Emergency Replenishment of
Pharma for Covid-19**



**Medical Equipment and
Consumables:
Diagnostic Equipment,
Reagents and Consumables
Rapid Test Kits
Sutures
Emergency Replenishment of
ICU Equipment Covid-19**

UN Procurement Principles



Best Value for Money:

Optimal Combination of Quality (performance, reliability, etc.) and Cost (Life cycle costs, not just purchase price) ownership)



Fairness, Integrity and Transparency:

Impartial treatment of all suppliers, procurement opportunities, policies and procedures are public



Effective Competition:

Fostering Competition as the key to achieving BVM by identifying as many prospective independent and complete bids as possible



Best Interest of the UN:

Derived by the objective of procurement assisting the organization to fulfill its goals and objectives.

These principles
are applied
throughout the
procurement
process

KEY SUCCESS FACTORS TO BE A UN SUPPLIER



1

- **Be Prepared:**

- All opportunities are published in [UNGM](#) (register, pick the right commodity code, make sure your contact details are updated and generic)
- Regularly review your business position and strategies to see if tendering is right for you at this time
- [Learn about what the organization as bought in the past from](#)

2

- **To Bid or not to Bid:**

- Keep abreast and respond to Expression of Interests (EOI's) and Requests for Information (RFI's)
- Understand how bids will be evaluated and the buyers' requirements
- Create an in-house tendering data repository

3

- **Plan your Bid**

- Know the strategy to win each type of solicitation
- Never underestimate the time required to prepare a bid
- Who in your company should be involved
- Timeline of Activities – ask for more time if the deadline is unrealistic

4

- **Think like a Buyer**

- Assume the organization doesn't know your company and answer questions as fully as possible
- Read the instructions and respond in line with the criteria (order of criteria matters)
- Be Precise, substantiate your responses with past experience evidence

**Register!!!!
Criteria!!!**

Select the Right Tender!!!

Identify the Evaluation

KEY SUCCESS FACTORS TO BE A UN SUPPLIER



1

- **Maximize your competitive advantage:**
 - Demonstrate your added value (strengths)
 - Keep your competitors in mind to ensure you can bring better value for money
 - Set prices realistically full cost recovery but also be competitive

2

- **Study the Terms**
 - Read the Contract Template and Terms and Conditions and share with your legal counsel
 - Understand the UN has privileges and immunities
 - Use the correct tender templates

3

- **Prepare a Bid Document you are proud of**
 - Prepare a professionally presented proposal – Proofread your proposal
 - Be precise, identify details that are important for compliance of criteria to make reading the proposal easier
 - Remember Quality is always better than quantity but check that you have submitted everything

4

- **Make sure you get feedback**
 - If you are not successful don't lose heart...
 - UN vendors who participate in high value procurement (over USD 200,000) get an opportunity to obtain additional information on their unsuccessful bids through the debrief process

**Maximize your advantages!!!!
Debrief!!!**

Read the Contract Terms!!!

Ask for a



DEPARTMENT OF
OPERATIONAL
SUPPORT

THANK YOU!



Please take our survey

