



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



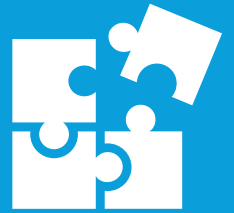
EVERYWHERE

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
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OFFICE OF SUPPLY CHAIN MANAGEMENT



LOGISTICS



PROCUREMENT



**UNIFORMED
CAPABILITIES
SUPPORT**



**AVIATION
SAFETY**



**ENABLING &
OUTREACH**



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A white UN water truck is parked next to a blue metal water tower. A person in military uniform stands on the truck's tank, and another person is visible near the water tower. The truck has 'UN' markings on its side. The background shows a clear blue sky with some clouds.

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.

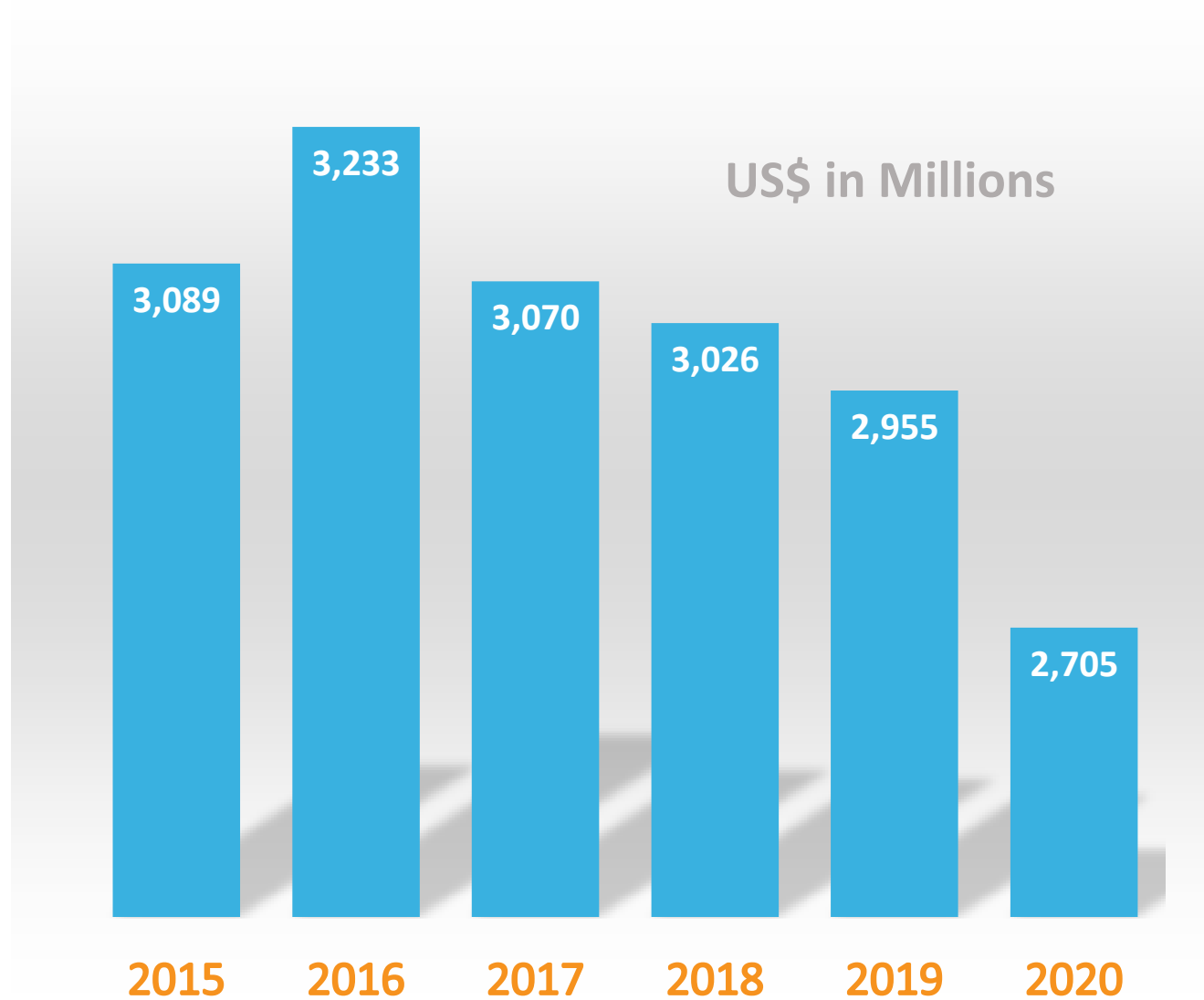


PEACEKEEPING PROCUREMENT AND THE HEALTHCARE SUPPLY CHAIN



UN Secretariat Procurement Volume (2015-2020)

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



MAJOR MEDICAL COMMODITIES PROCURED BY THE UN



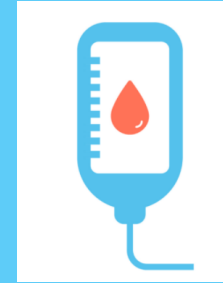
VACCINES



**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

-  EFFICIENT, AGILE, CLIENT-ORIENTED AND ACCOUNTABLE CONTRACTORS
-  MINIMIZING THE RISK OF COUNTERFEIT PRODUCTS
-  CONNECTING WITH SPECIALIZED WHOLESALERS/MANUFACTURERS
-  IMPROVING COLD CHAIN SHIPPING
-  DEMAND MANAGEMENT/ INVENTORY MANAGEMENT AND DISTRIBUTION
-  MULTIPLE SOURCING TO AVOID SUPPLY CHAIN DISRUPTIONS
-  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 to 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!!!!

Select the Right Tender!!!

Identify the Evaluation Criteria!!!

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!!!

Read the Contract Terms!!!

Ask for a Debrief!!!



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THANK YOU!



Please take our survey

