



**Presented by:
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United Nations Secretariat Procurement Division
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DOING BUSINESS WITH THE UNITED NATIONS (UN)



Overview

- The United Nations is made up of a variety of organizational entities:
 - Funds & Programmes
 - Specialised Agencies,
 - **Secretariat: UNHQs, Offices Away From Headquarters, commissions, tribunals and field peacekeeping missions.**
- Each organization has a distinct and separate mandate covering the political, economic, social, scientific, humanitarian, and technical fields.





Overview

EACH ORGANISATION.....

- has its own specific requirements for goods and services
- may conduct its own procurement activities
- follows, in general, common principles for procurement rules and regulations
- constitutes a separate and distinct customer/partner
- has its own tempo, portfolio, specific characteristics

YOU MUST LEARN ABOUT IT





Useful General Addresses

www.iaea.org

www.ilo.org

www.intracen.org

www.unesco.org

www.unfpa.org

www.unhcr.ch

www.unicef.org

www.unido.org

www.unops.org

www.undp.org

www.un.org

www.unrwa.org

www.wfp.org

www.wipo.int

www.fao.org

www.itu.int

www.ifad.org

www.uneca.org

International Atomic Energy Agency

International Labour Organisation

International Trade Centre

UN Educational, Scientific and Cultural Organization

UN Populations Fund

UN High Commissioner for Refugees

UN Children's Fund

UN Industrial Development Organisation

UN Office for Project Services

UN Development Program

UN Secretariat

UN Relief and Works Agency

World Food Programme

World Intellectual Property Organisation

Food and Agricultural Organization

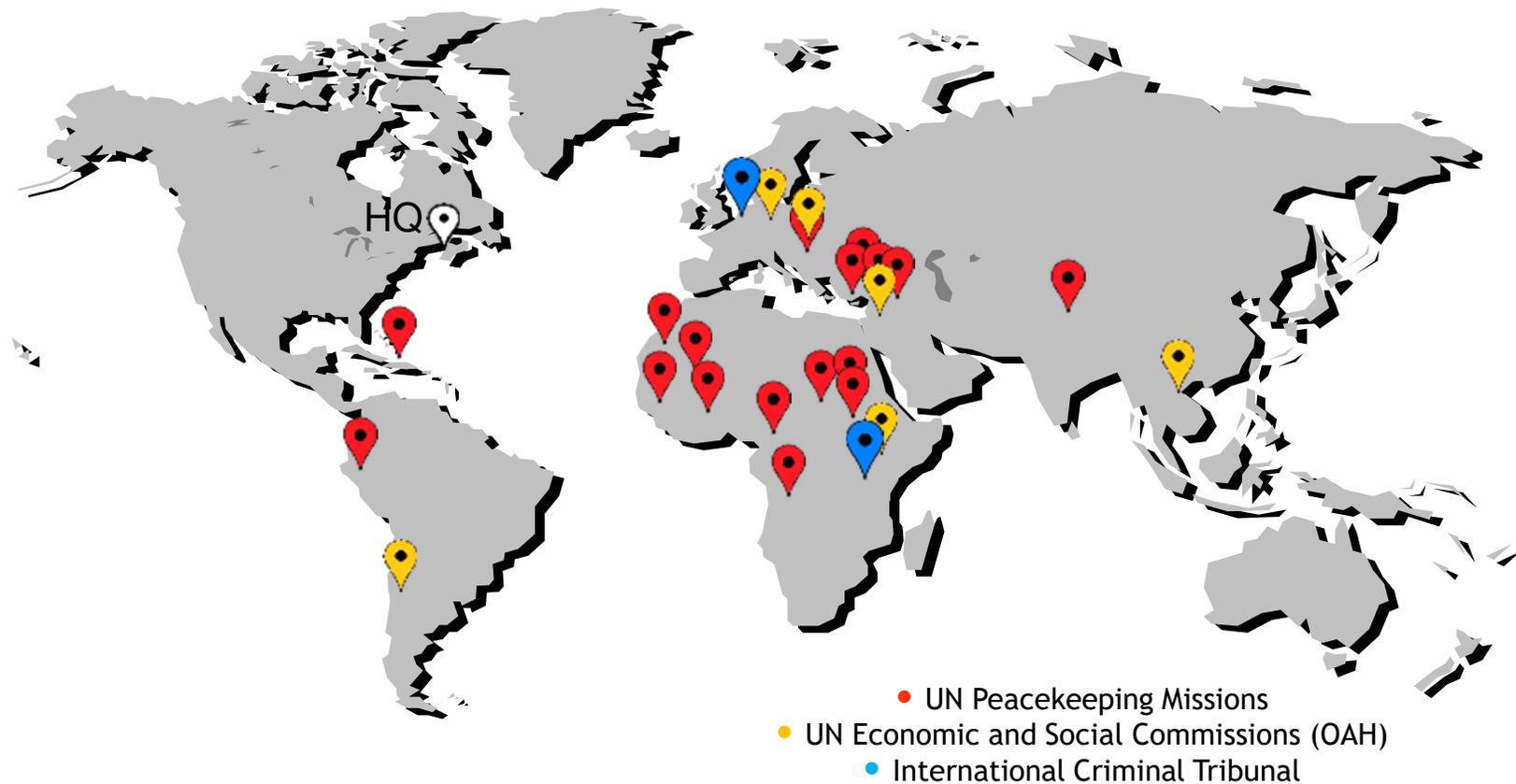
International Telecommunications Union

International Fund for Agricultural Development

United Nations Economic Commission for Africa



The United Nations Secretariat - Area of operation

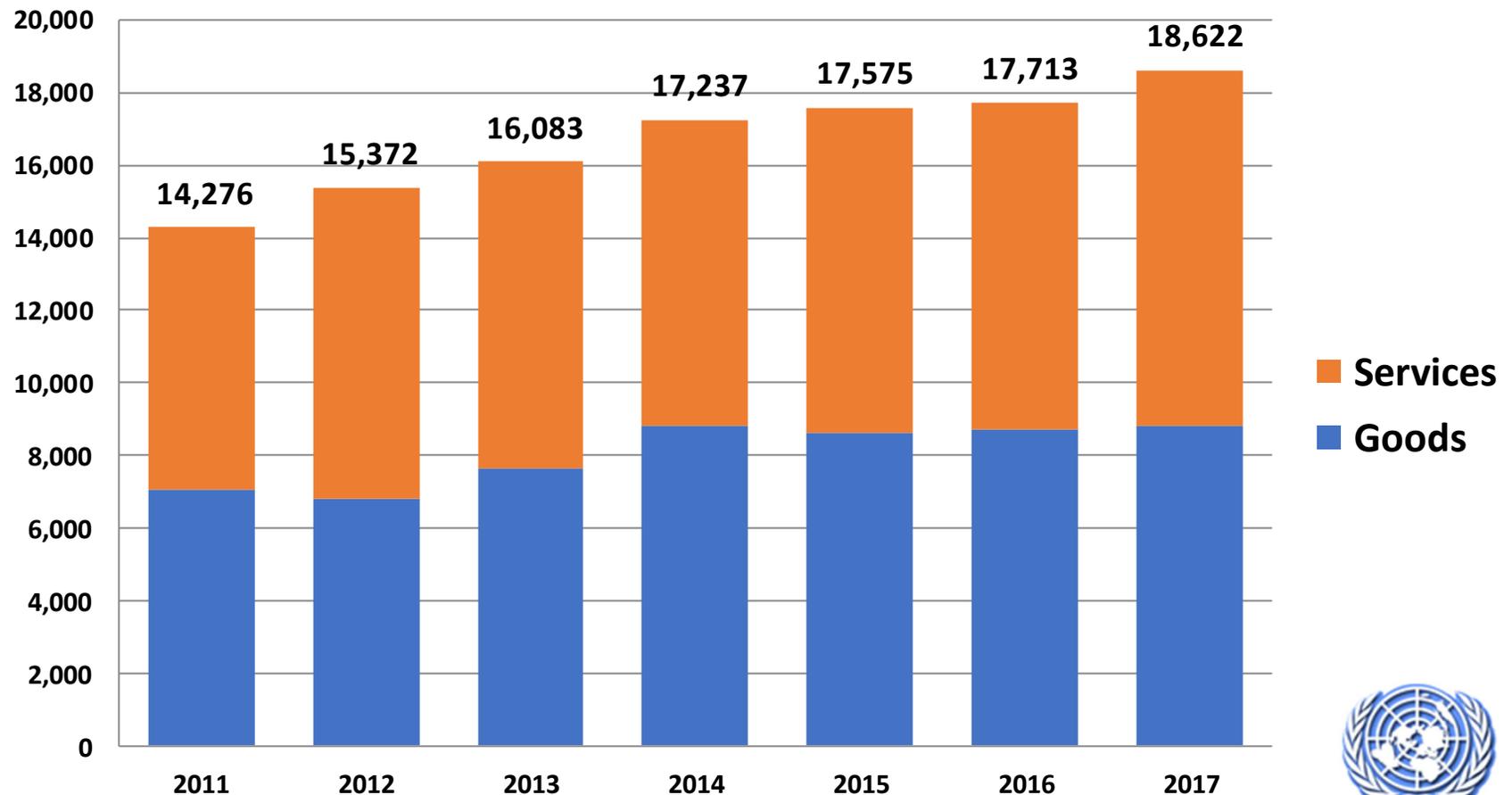




Statistics (UN procurement system)



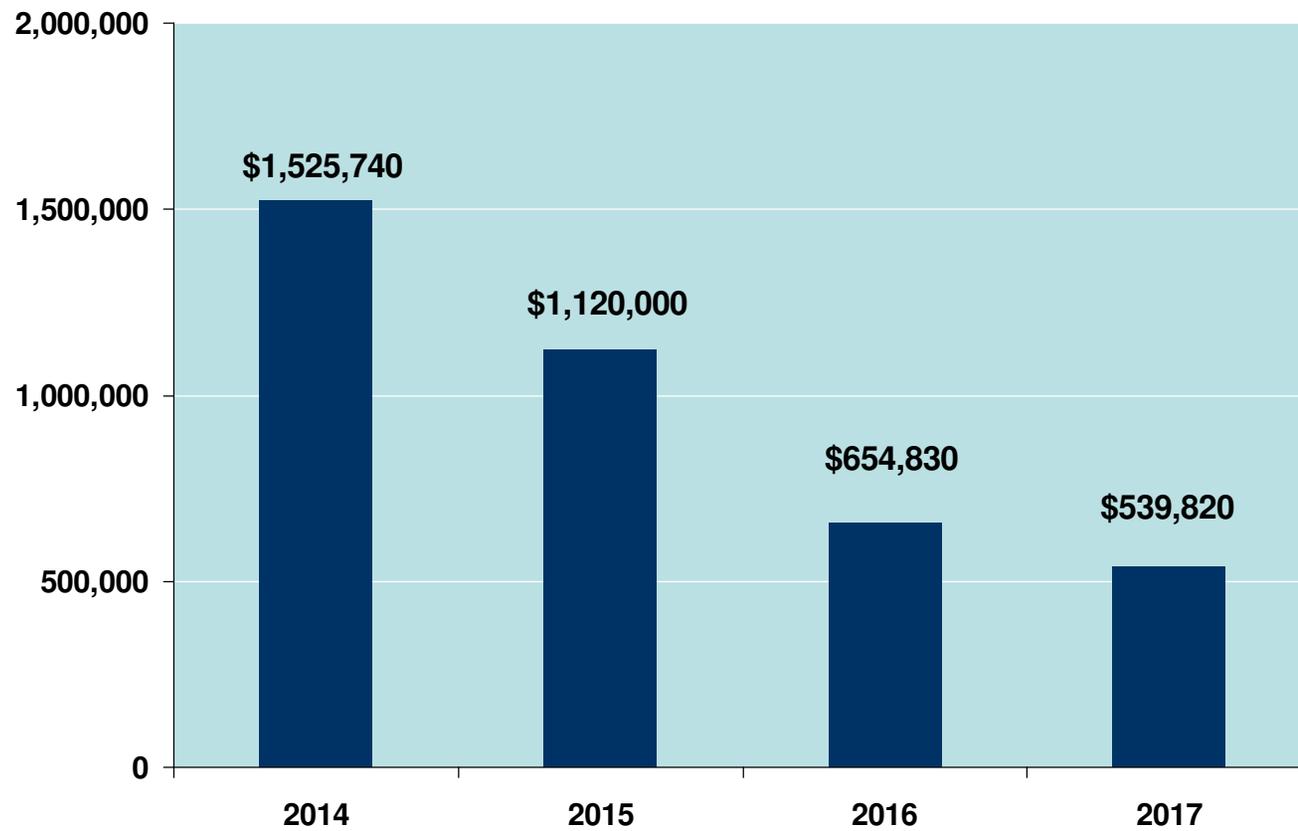
Total UN Procurement of Goods and Services – UN system (US\$ M), 2011-2017





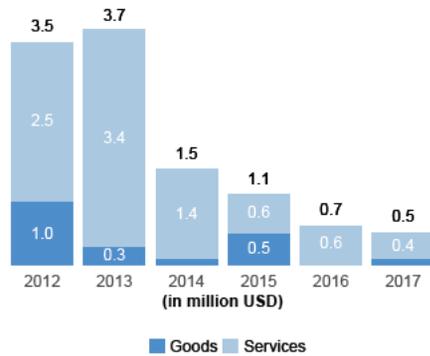
Business Placed with Estonian suppliers 2014-2017, UN System

* from UN Annual Statistical Report, in \$USD

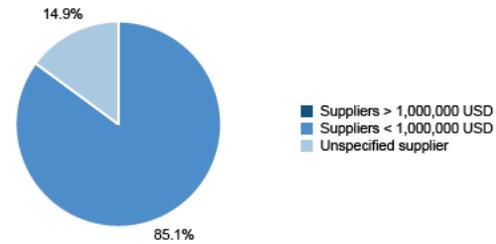


Estonia – UN System 2017

1. Goods and services distribution

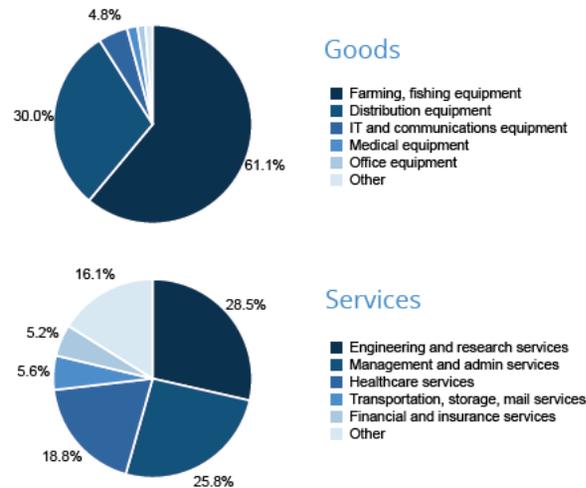


2. Supplier distribution

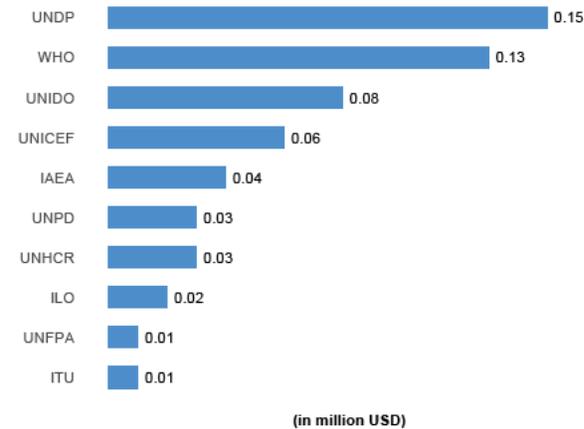


Share of total procurement volume by suppliers with aggregate volume greater or less than 1 million USD.
 Total number of suppliers: 64
 Total number of suppliers with volume > 1 million USD: 0

3. Procurement by category

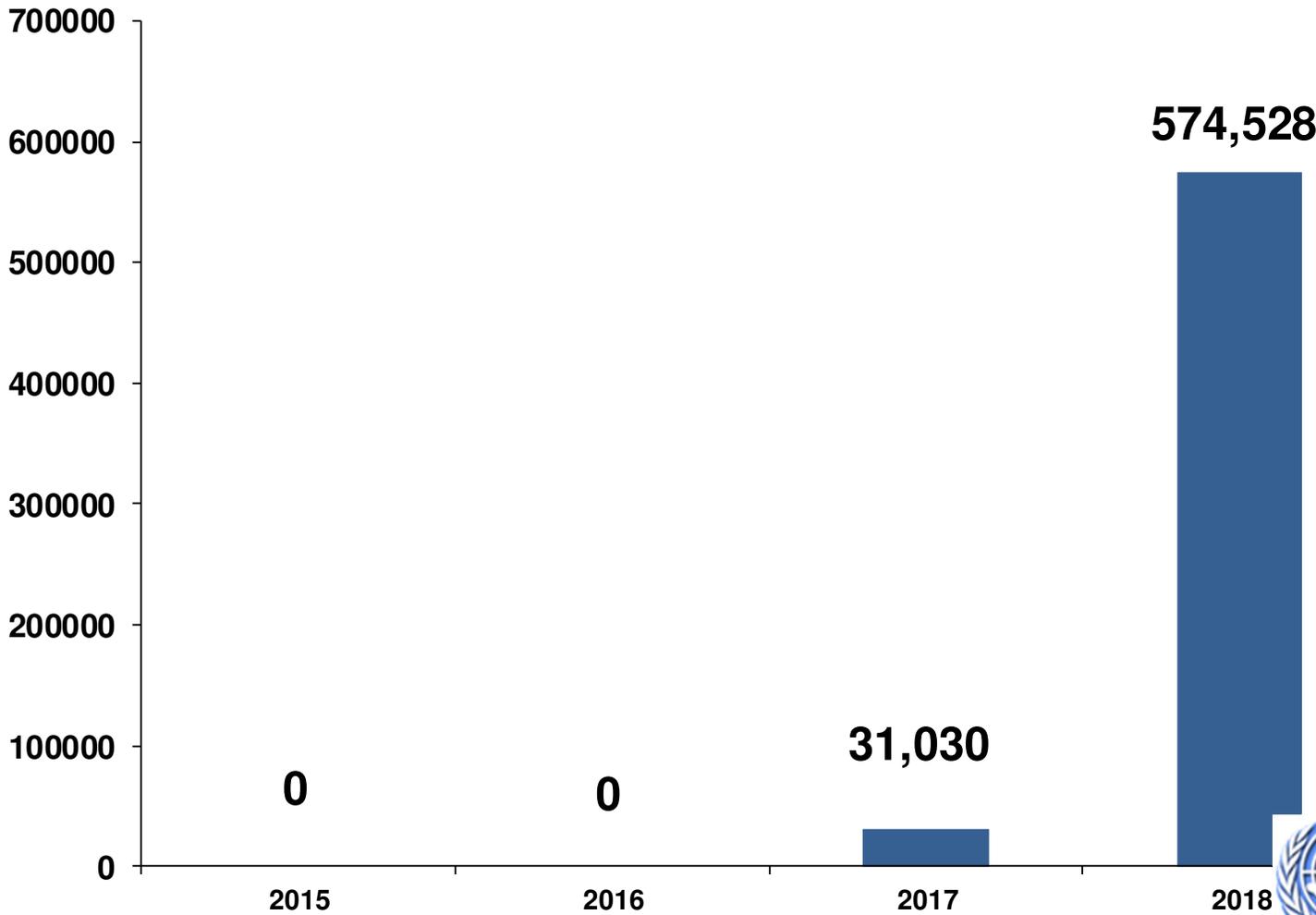


4. Procurement by organization





Procurement Volume from Estonia, UN Secretariat— 2015-2018



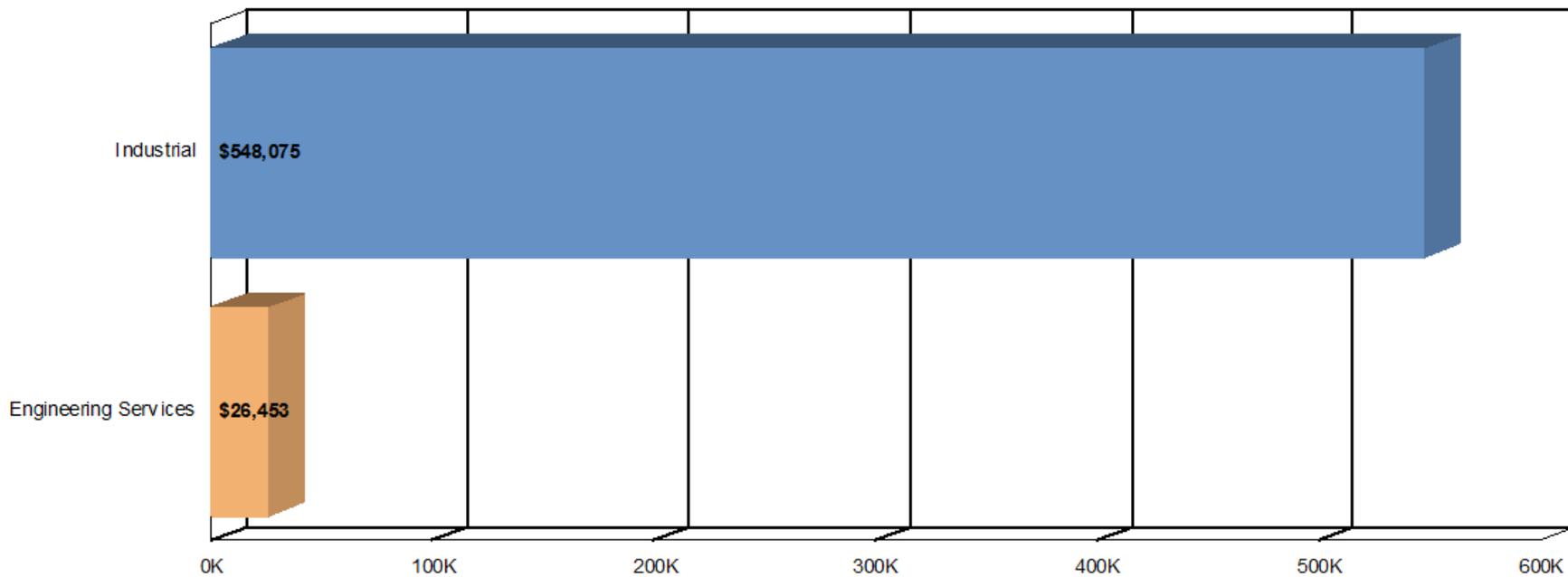
Estonia Procurement Volume – 2018

(with UN Secretariat/UNPD)

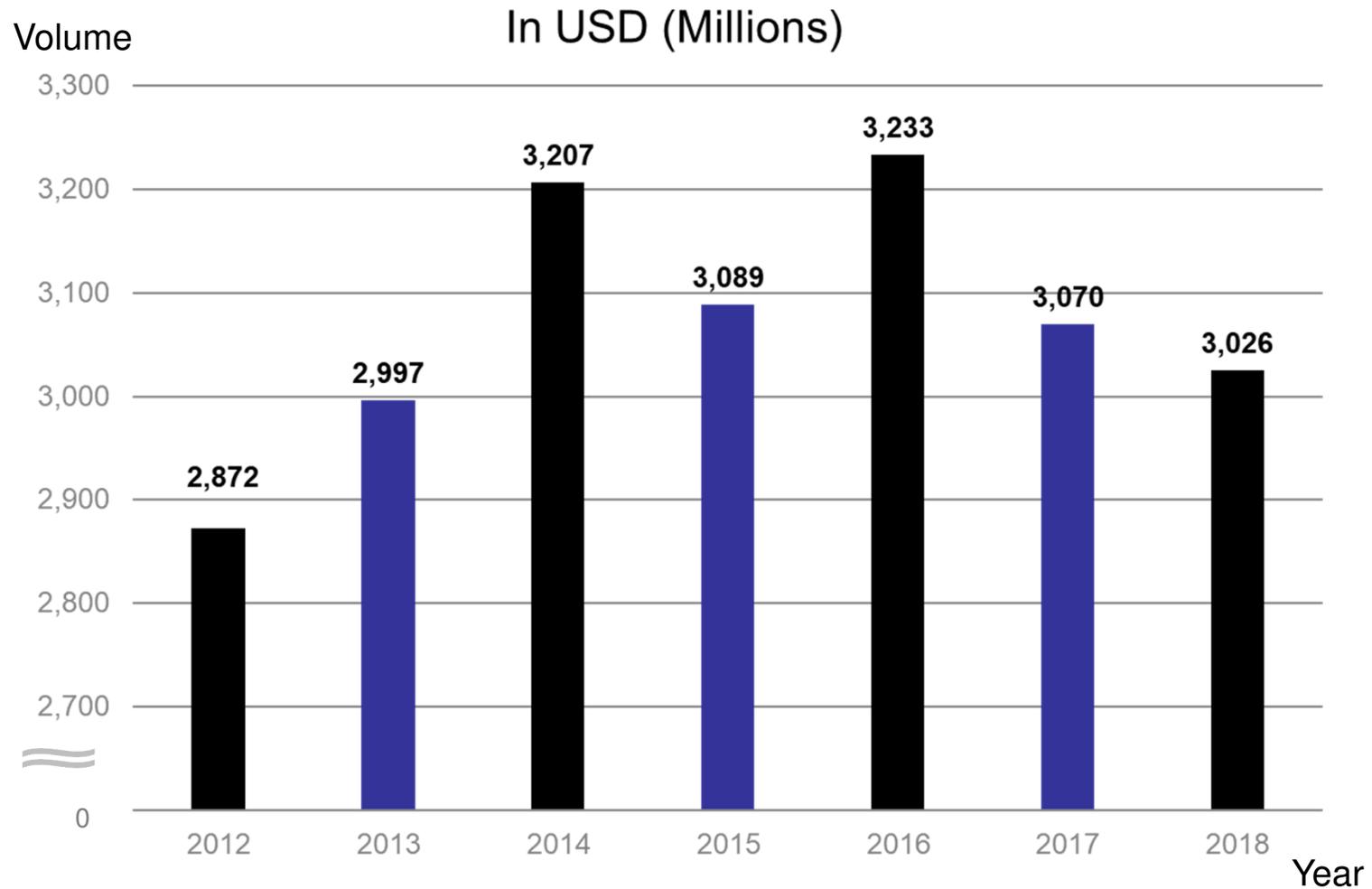
2018

\$574,528

Procurement Volume Top 5 Commodities
2018

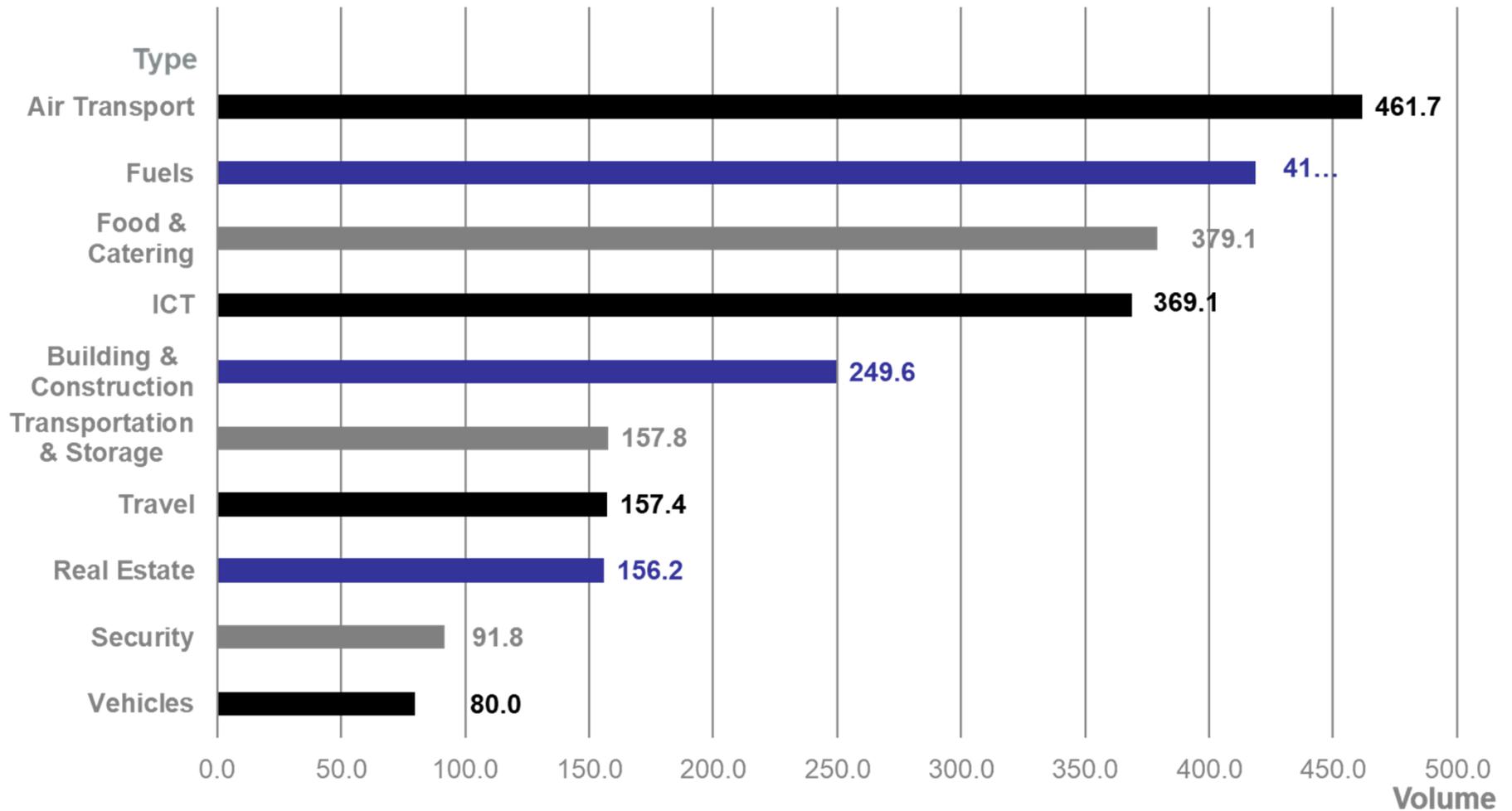


UNPD Procurement Volume 2012 to 2018



Major commodities procured by UNPD in 2018

In USD (Millions)





Thresholds/Award for types of solicitation

- **Up to 40,000 USD - Requests for Quotation (RFQ)**

Local, informal, simplified acquisition procedure

- **Above 40,000 USD- Invitation to Bid (ITB) and Request for Proposal (RFP)**

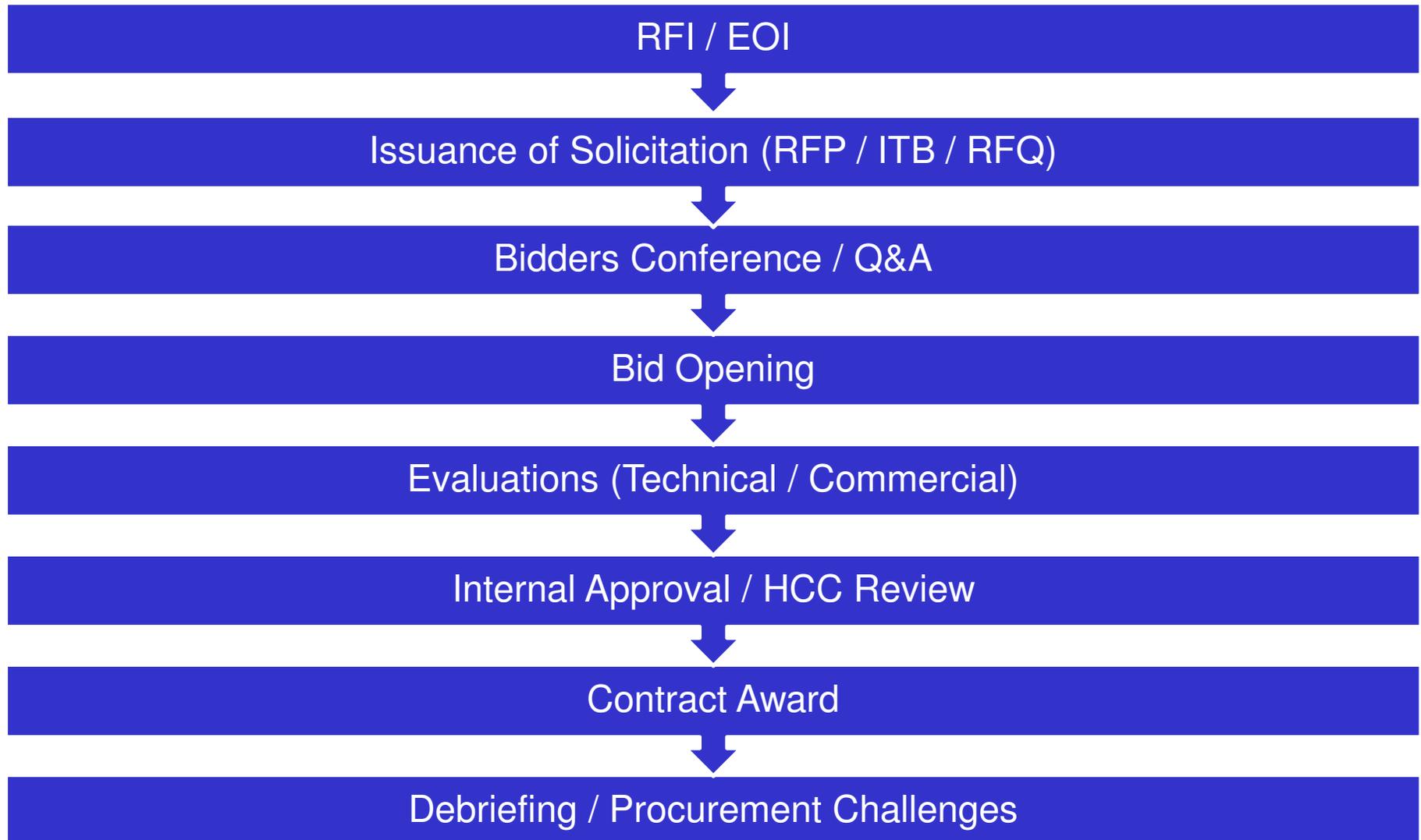
Open and formal: advertised (on the web) generally larger shortlist (minimum 6 potential bidders)

Public bid opening

- Review and recommendation by independent body for higher value contracts



Typical Tender Process





Register on-line at: www.ungm.org

Registration is Mandatory!!!



UNITED NATIONS
GLOBAL MARKETPLACE

Welcome to the UNGM

Register



Business
Opportunities



SAMPLE OF EXPRESSION OF INTEREST (EOI) FORM (PD website)

To be filled by the Vendor (All fields marked with an '*' are mandatory)

COMPANY INFORMATION	
UN Vendor ID Number**:	UNGM Vendor ID Number*:
Company Name *:	
Company Contact *:	
Address *:	
City *:	
Country *:	
Telephone Number *:	
Fax Number *:	
Email Address:	
Company Website:	

We declare that our company fully meets the prerequisites A, B, C, D and E, for eligibility to register with the United Nations as outlined in the paragraph 1 of the EOI INSTRUCTIONS page.

Signature: _____

Date: _____

Name and Title: _____

**** If not already registered with UN Procurement Division, please use the following URL to register at United Nations Global Marketplace (UNGM): www.ungm.org. Registration at UNGM is mandatory for responding to this EOI. The following information is available about the registration process.**



SAMPLE OF TENDER NOTICES ON UNGM website)

Search tender notices

- Home
- About UNGM
- Registration process
- Code of conduct
- Terms & Conditions
- > **Tender notices**
- Contract awards
- Tender Alert Service
- Knowledge centre
- UNSPSC
- Help Centre
- Press release

Wish you had known about a tender earlier? Wish you had more time?
We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title
 Description
 Reference
 and Published between
 and Deadline between

Displaying results 1 to 15 of 764

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
<input type="button" value="Express Interest"/>	Tender for procurement of Chromebooks	17-May-2019 17:59 (GMT 3.00)	02-May-2019	FAO	Request for information	2019/FECEO/FECEO/101786	Georgia
<input type="button" value="Express Interest"/>	Supply and Delivery of Ordinary Cement DAP MINUSCA Integrated Warehouse, Bangui, Central African ...	15-May-2019 00:00 (GMT 0.00)	02-May-2019	UN Secretariat	Request for EOI	EOIMINUSCA16316	Central African Republic
<input type="button" value="Express Interest"/>	2019/FLCOL/FLCOL/101785 CAL DOLOMITA Ca Mg (CO3)2 (carbonato doble de calcio y magnesio)	10-May-2019 17:00 (GMT -6.00)	02-May-2019	FAO	Invitation to bid	2019/FLCOL/FLCOL/101785	Colombia
<input type="button" value="Express Interest"/>	Adquisición de Canoe Slalom Gates en el marco de la Organización de los XVIII Juegos Panamericanos y Sextos Juegos Parapanamericanos Lima 2019	07-May-2019 17:00 (GMT 0.00)	02-May-2019	UNOPS	Request for quotation	RFQ/2019/9636	Peru
<input type="button" value="Express Interest"/>	EM/RO Long Term Agreement for purchase of iPhones and other Apple Products	11-May-2019 00:30 (GMT 2.00)	02-May-2019	WHO	Invitation to bid	EM/RGO/DAF/LSP/P/0003547	Egypt

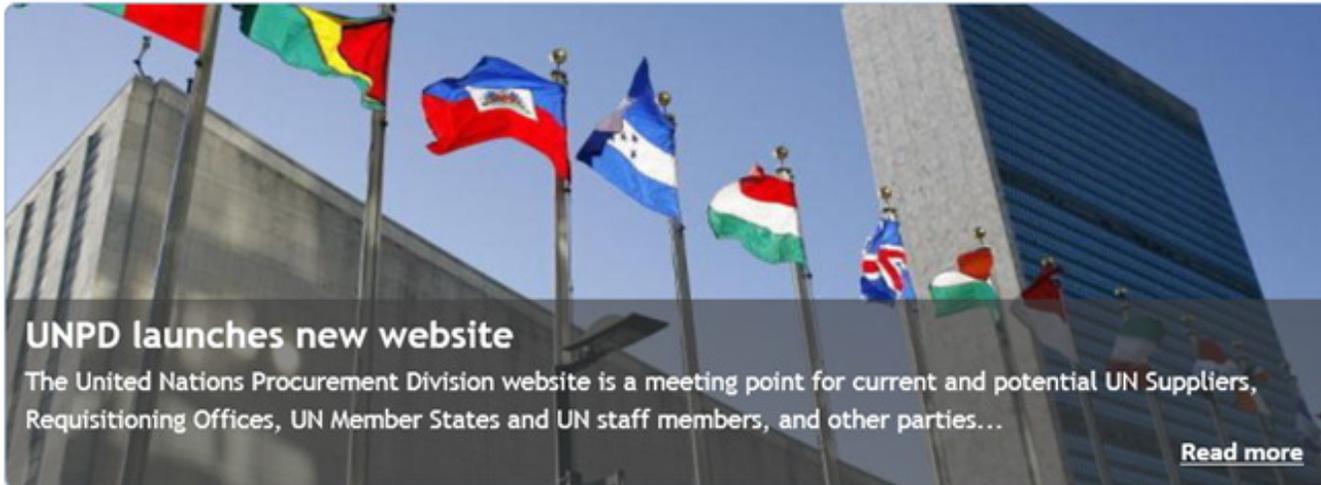
Click on “Express Interest” for further details





UNPD's Global Support Centre (formerly Regional Procurement Office (RPO)), Entebbe, Uganda

- Established to create peacekeeping procurement capacity in a conflict-free location close to large UN Missions in order to attract and retain qualified and experienced procurement staff and reduce the footprint and exposure to individual missions.
- Conducts cross-cutting regional acquisition activities;
- Consolidates requirements from several UN Missions to set up regional contracts;
- Streamline acquisition process;
- Provide technical assistance to UN Missions;
- Provide stand-by acquisition capability for UN Missions at start-up.



UNPD launches new website

The United Nations Procurement Division website is a meeting point for current and potential UN Suppliers, Requisitioning Offices, UN Member States and UN staff members, and other parties...

[Read more](#)

UNPD launches new website

Chief Procurement Officers meet in New York for annual conference

Business Seminars: learn more about business opportunities with the UN

Welcome to the United Nations Procurement Division (UNPD)

Welcome to the United Nations Procurement Division's website. To learn more [About Us](#) and the many opportunities this site offers please see the key features of each of the above listed options. The menu is specifically designed to meet the increasing demands of Vendors seeking registration and Business Opportunities with the UN. Information about the UN General [Conditions of Contract](#) and contract Awards is equally available at this site.

Top Stories

UNPD launches new website

Thursday, 3 July 2014

The United Nations Procurement Division website is a meeting point for current and potential UN Suppliers, Requisitioning Offices, UN Member States and UN staff members, and other parties...

Latest Bulletins

- 23 Apr 14 - Updated UN responses to the questions from Air Charter Conference (18 Dec 2013):...
- 03 Apr 14 - Registration for Air Transportation Companies (01 December 2013):...
- 18 Dec 13 - Air Charter Conference (18 Dec 2013): presentation and form for...
- 03 Oct 13 - Updated: Transition in solicitation methodology for long-term air...
- 30 Jul 13 - ICAO Study on transition in solicitation methodology for air charter...

www.un.org/Depts/ptd



Identify Relevant Agencies

Annual Statistical Report on United Nations Procurement



<https://www.ungm.org/Public/KnowledgeCentre>





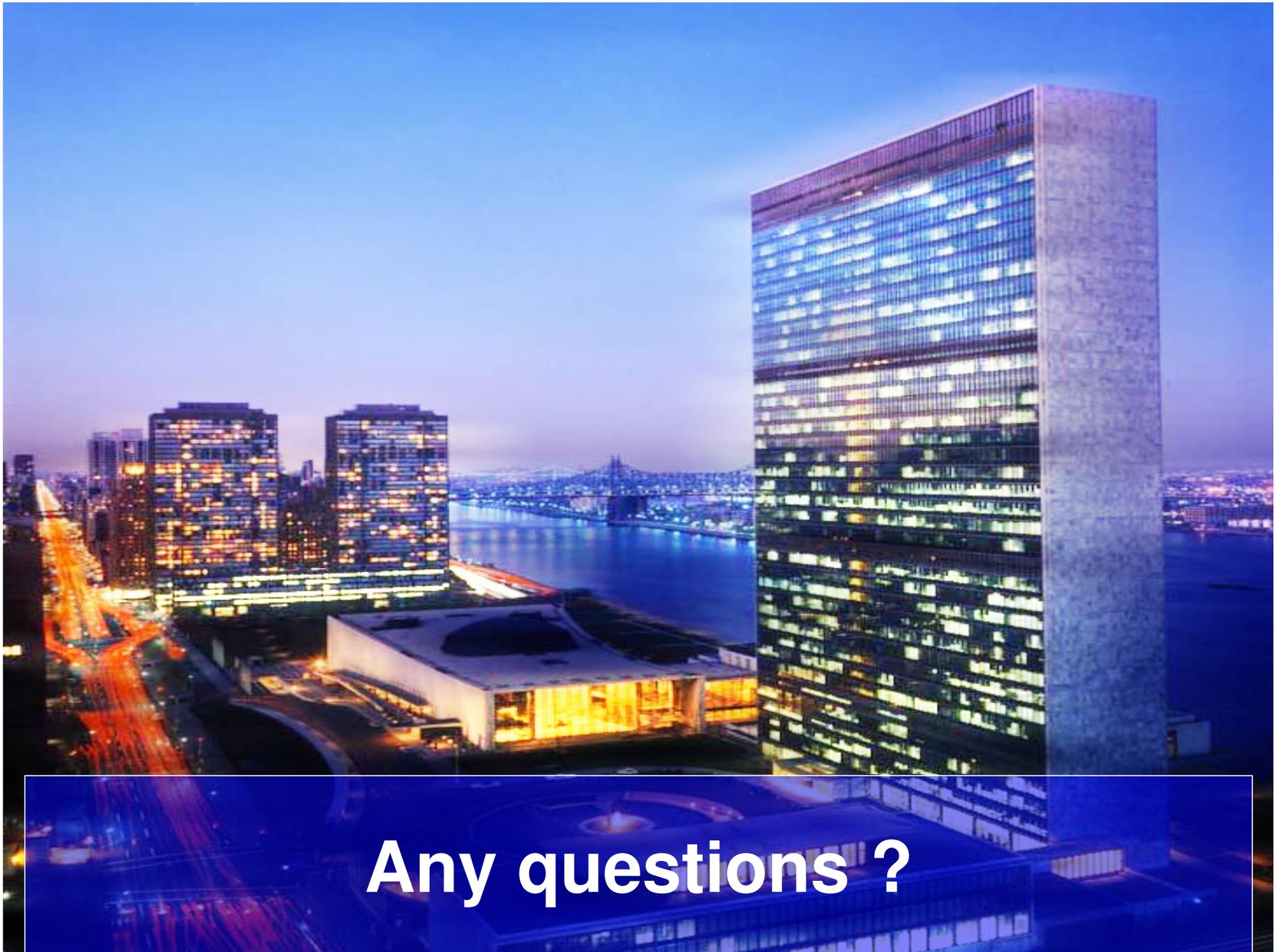
UN Procurement Mobile App for iOS (new release) and Android



<https://market.android.com/details?id=org.UN.PD.MobileApp>

<http://itunes.apple.com/us/app/un-procurement/id473333632>





Any questions ?