

Doing Business with the United Nations

Joseph Khamis
United Nations Office at Vienna
Procurement Unit
October 2020





Outline

- ❑ **UN Secretariat – Area of Operation**
- ❑ **UN Procurement Volume and Statistics**
- ❑ **UN Procurement Major Commodities**
- ❑ **Procurement Volume by Italian Supplier**
- ❑ **UNOV Procurement Volume**
- ❑ **UN Procurement Principles**
- ❑ **Typical UN Procurement Workflow**
- ❑ **Vendor Registration and doing Business with the UN**
- ❑ **Q&A**

The United Nations Secretariat - Area of Operation



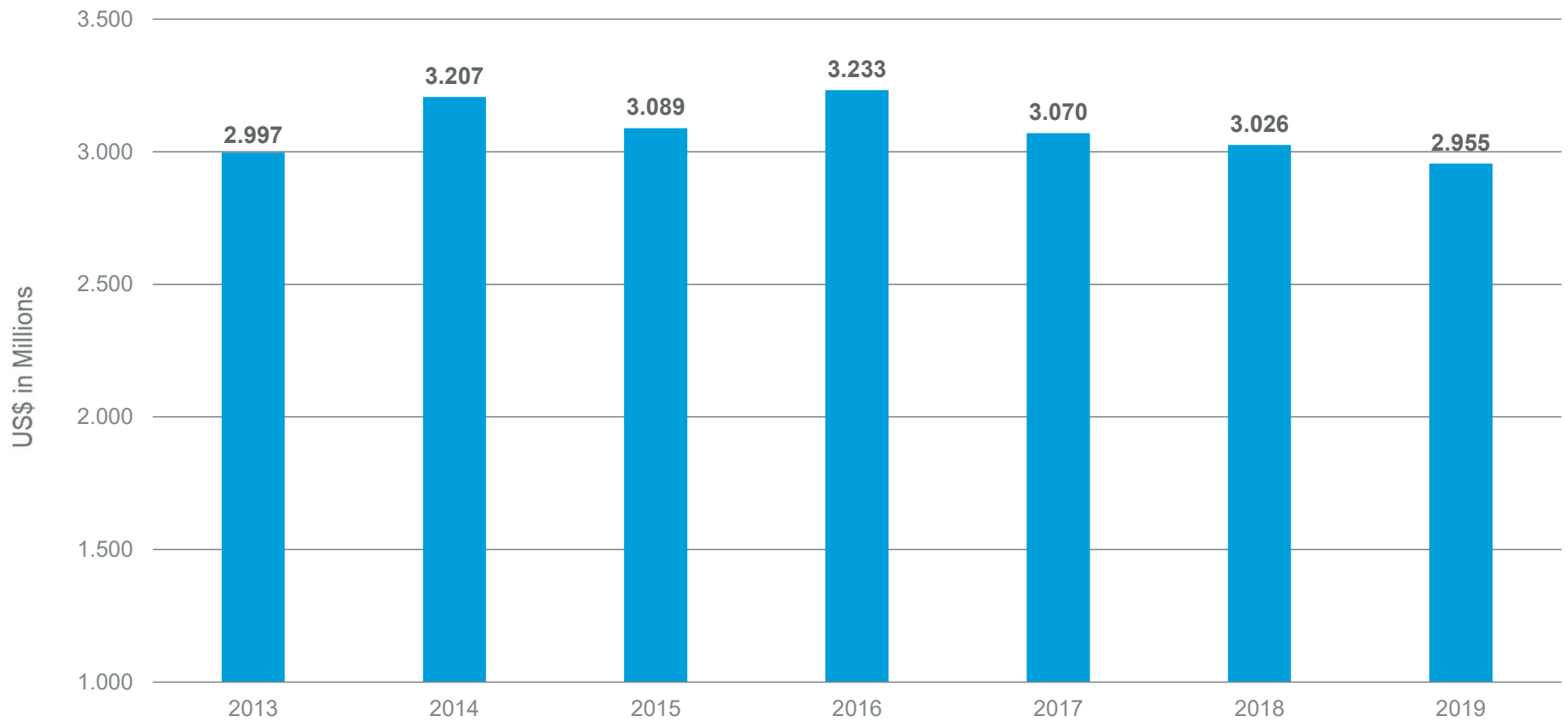
- UN Peacekeeping Missions
- UN Economic and Social Commissions and OAHs
- International Criminal Tribunal



UNITED NATIONS
OFFICE AT VIENNA

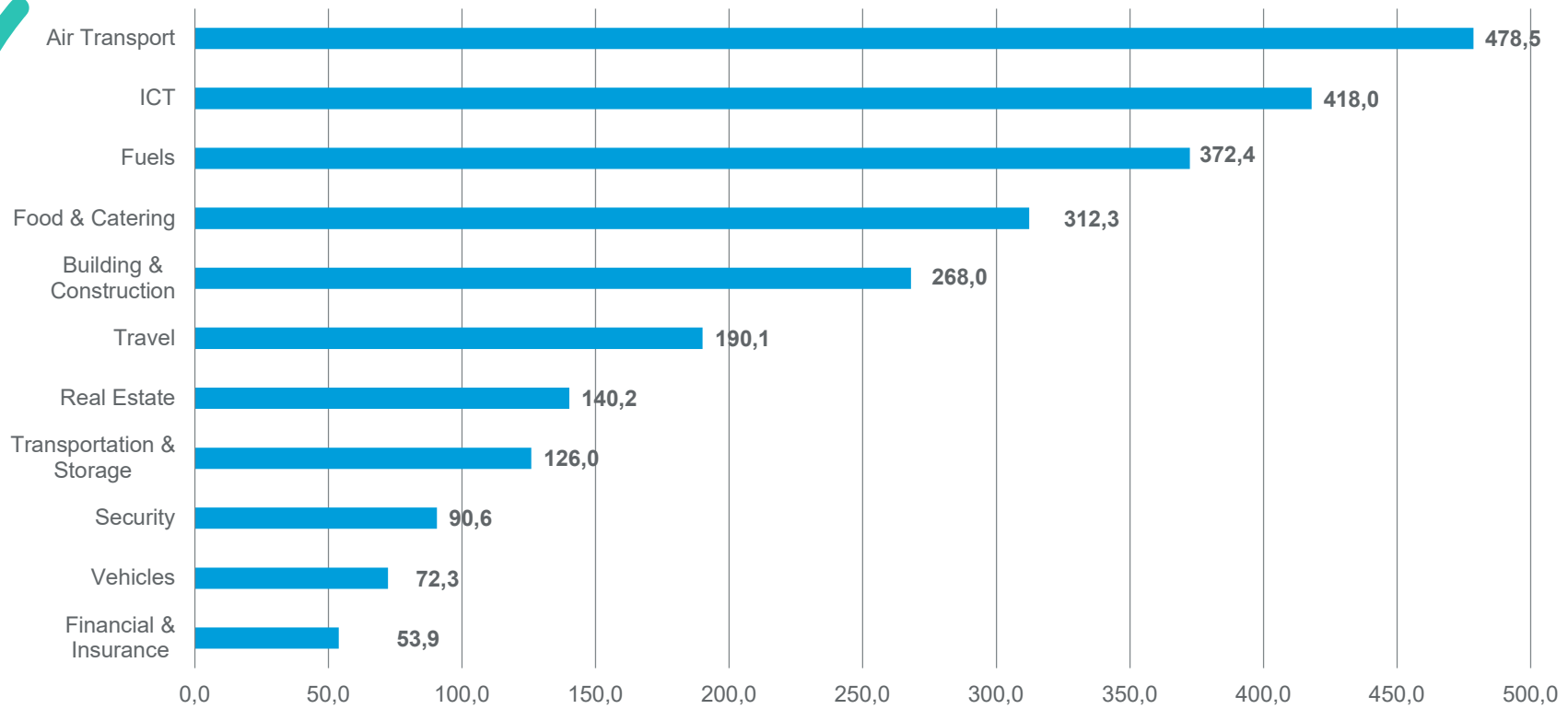


UNPD Procurement Volume 2013 to 2019





UNPD Procurement by Major Commodity 2019



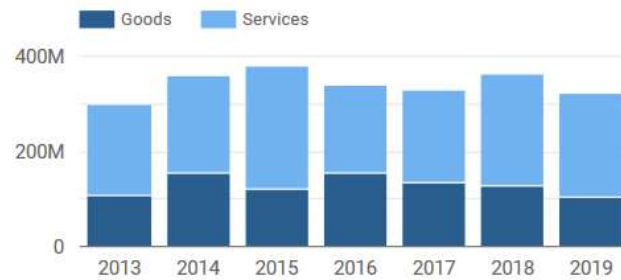
Procurement Volume by Italian Supplier

Italy - 2019

ungm.org/ASR

Procurement value for the year (USD)	UN organizations procuring from the country	Percentage of total UN procurement from the country	Ranking of supplier country by procurement value	Number of suppliers registered in UNGM
\$323.25M	35	1.62%	14th	5,443

Goods and services distribution (USD)



Supplier distribution

Share of total procurement based on suppliers' aggregate volume



Total number of suppliers: 2,185
Number of suppliers with volume ≥ 1M USD: 55

Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Management and Admin Services	49.4M
Food and Beverage Products	49.2M
Transportation, Storage, Mail Servic...	32.1M
Engineering and Research Services	24.7M
Public Order and Security Services	19.5M

Procurement by organization

Organization	Procurement amount (USD)
UNOV	895.4K
UN Women	809.3K
UNRWA	484.8K
WMO	315.7K
UNON	287.4K



Annual Statistical Report on United Nations Procurement

Ref: https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_country



UNITED NATIONS
OFFICE AT VIENNA

UNOV Procurement Volume

UNOV - 2019

ungm.org/ASR

Procurement value for the year (USD)

\$118.37M

Number of countries the organization procured from

155

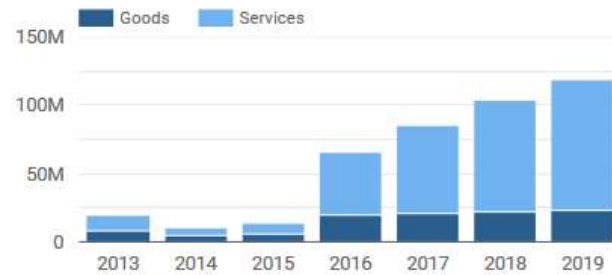
Percentage of total UN procurement by the agency

0.60%

Ranking of organization by procurement value

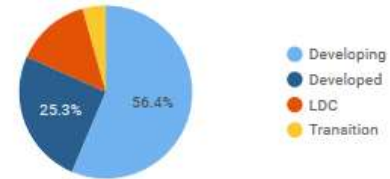
20th

Goods and services distribution (USD)



Supplier country development status

Share of total procurement based on supplier country development status



Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Travel, Food and Lodging	50.1M
Building and Maintenance Services	8.9M
Management and Admin Services	7.4M
Financial and Insurance Services	7.1M
IT and Communications Equipment	6M

Procurement by region

Region	Procurement amount (USD)
Asia	35.9M
Africa	28.4M
Europe	26.3M
Latin America and the Caribbean	23.5M
Northern America	4.1M



Annual Statistical Report on United Nations Procurement

Ref: https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_organization



UNITED NATIONS
OFFICE AT VIENNA

UN Procurement Principles

Procurement activities of the UN system are based on the following principles:

- The objectives/needs of the UN Organization
- Fairness, integrity & transparency
- Effective international competition
- Best value for money

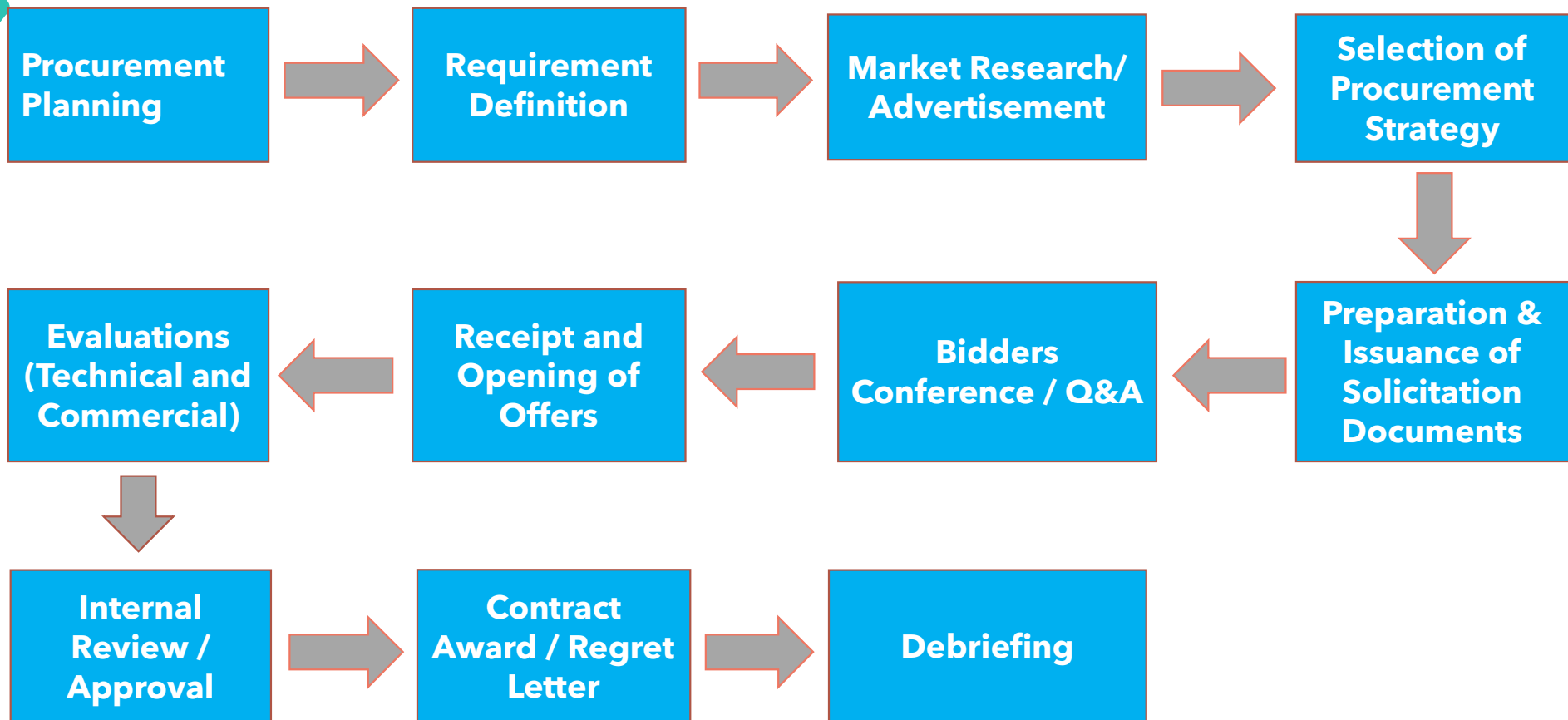
These principles cover procurement stages from sourcing to execution of a procurement contract.





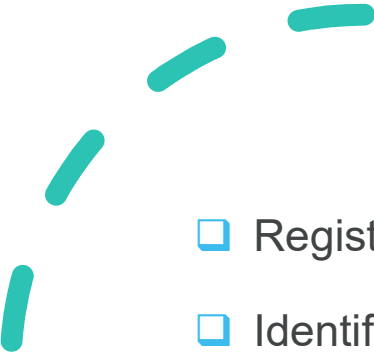
UNITED NATIONS
OFFICE AT VIENNA

Typical UN Procurement Workflow





Doing Business with the UN System

- 
- Registration on the United Nations Global Marketplace
 - Identify Relevant UN System Organizations and their Requirements
 - United Nations Procurement Mobile App
 - Frequently Asked Questions



UNITED NATIONS
OFFICE AT VIENNA



Registration on the United Nations Global Marketplace (UNGM)

- UNGM is the UN global vendor portal.
- Registration is mandatory for all Commercial Vendors.
- Vendors can introduce their products and services to many UN organizations, countries and regions by only completing one registration form.
- UNGM also enables vendors to keep abreast of upcoming tender notices. By subscribing to the Tender Alert Service, vendors can receive relevant business opportunities emailed directly.
- <https://www.ungm.org>

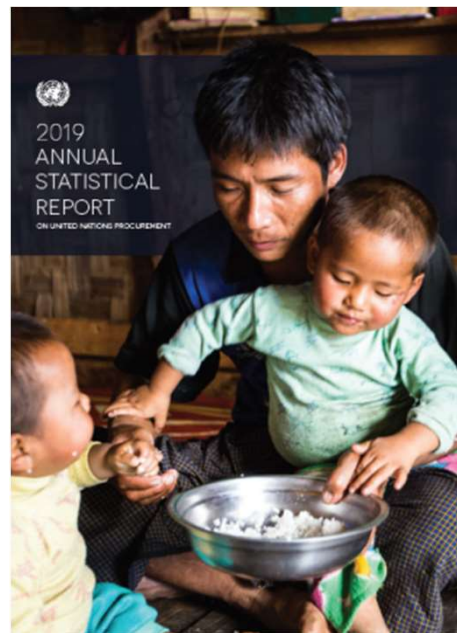


Identify Relevant UN System Organizations and their Requirements

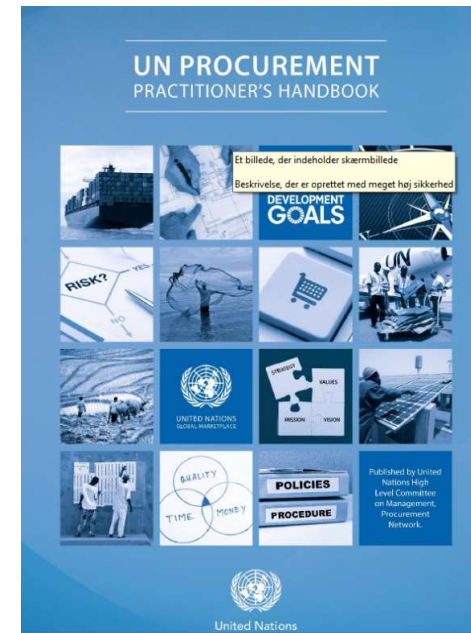
UNGM Knowledge Centre



Annual Statistical Report



UN Procurement Practitioners Handbook



United Nations Procurement Mobile App

The "UN Procurement" Mobile App offers real-time access to information related to business opportunities, business seminars schedule and contract awards. Features of the Mobile App include:

- Event calendar including Business Opportunities, Seminars, Public Tender Openings, and official UNHQ Holidays.
- Purchase Orders and Contracts Monthly Awards data that can be filtered by year, month and commodity group.
- Procurement Bulletins providing timely updates on a wide range of topics.
- Comprehensive search functionality throughout the Application.
- Ability to easily share information and add events to your calendar.
- Multi-Year Statistical data.
- Other Procurement Resources.

Some features are only available for iOS. An update to the Android version is coming soon.





UNITED NATIONS
OFFICE AT VIENNA

Common Questions

I am a small vendor. Is it worthwhile for me to register when the UN is such a large organization? Do I have an opportunity to do business with the United Nations Secretariat?

- Yes, of course. The United Nations procures on an international basis from vendors of all sizes and from all geographical locations. Sometimes our requirements are large and sometimes our requirements are small. For this reason, we have different levels of registration and companies can choose the level at which they wish to register based on the size of their company and the size of contract that they are able to manage. A description of the different levels of registration and the requirements for each level can be found at the UNGM website.

We have a new product that we believe the United Nations should know about. Who should we talk to? Could you please give me names of persons from the UN Secretariat who are in charge of “XYZ” products?

- Contact information for UN Secretariat Procurement can be found in the Contact Us section of the UNPD website and on the UNGM website for other Agencies, Funds and Programmes.

THANK YOU!!
ANY
QUESTIONS,
PLEASE?

