

# UN PROCUREMENT



Presented by

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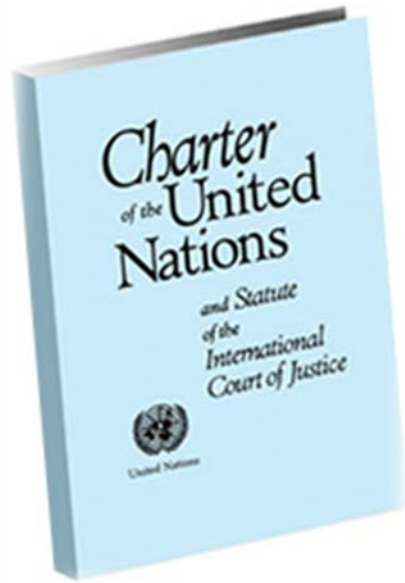
# Overview

1. Introduction to UN Procurement
2. UN Secretariat – Facts & Figures
3. The Procurement Process
4. Registration & Useful Information to get started

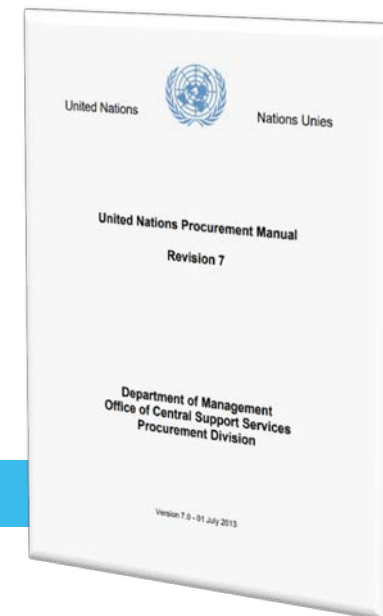
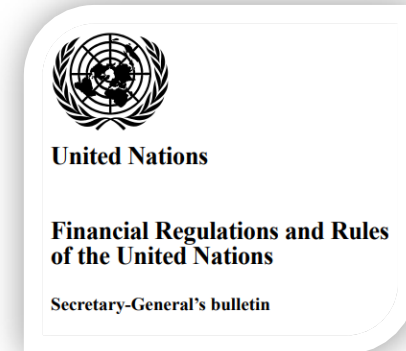
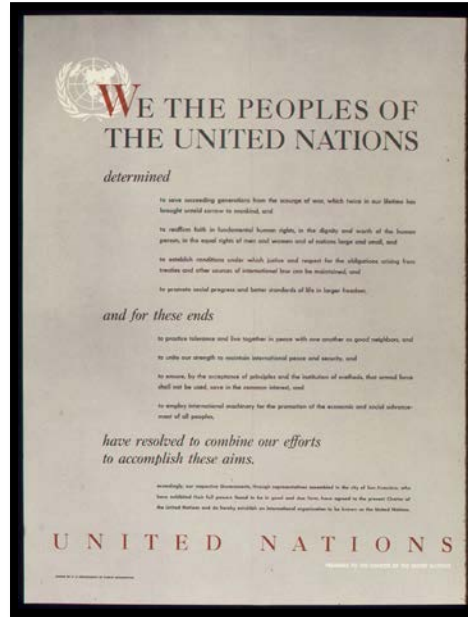


# UN Procurement

## Framework of Policies and Procedures



The Charter of the United Nations (also known as the UN Charter) of 1945 is the foundational treaty of the United Nations





# Principles of UN Procurement

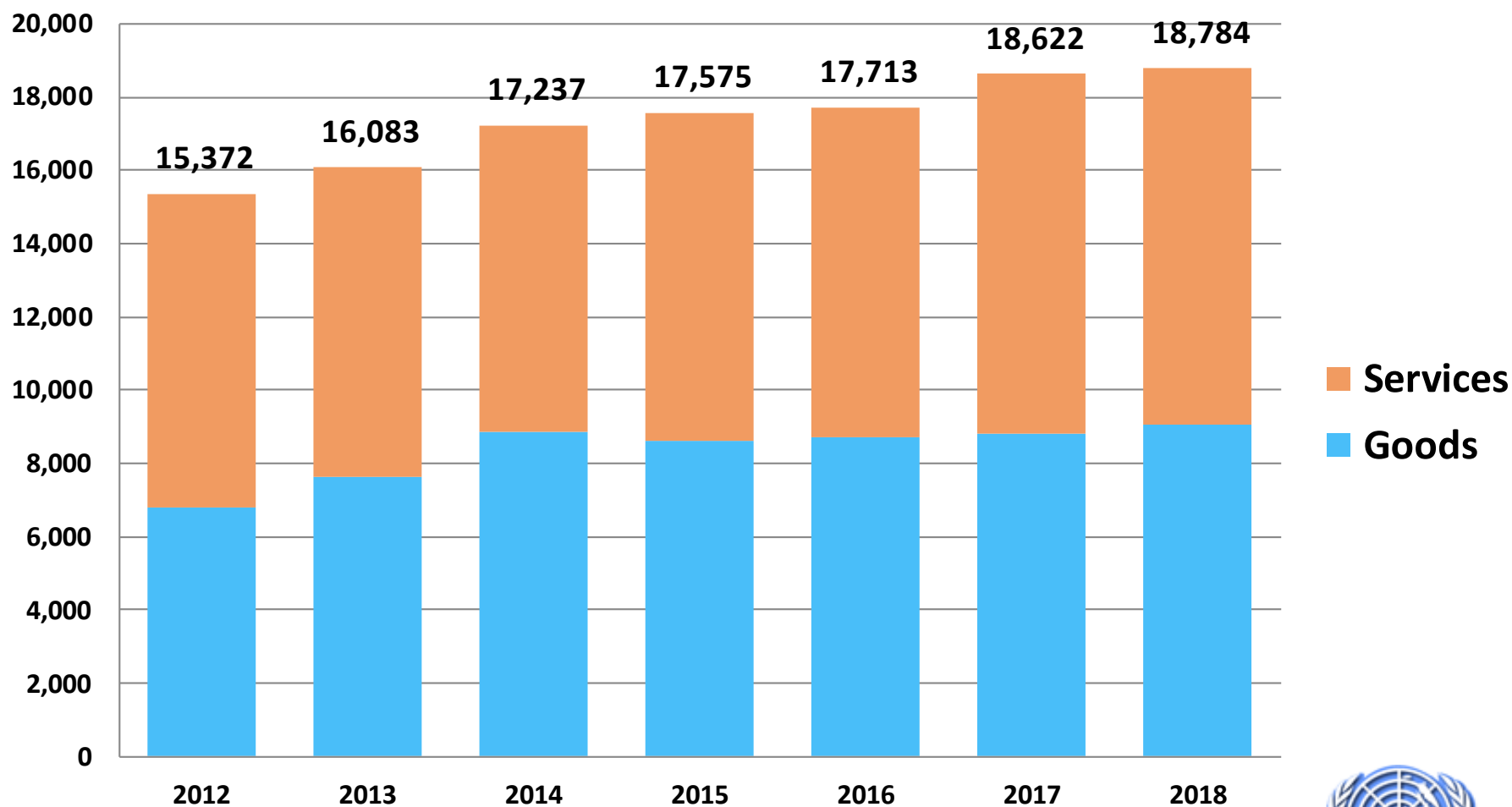
- Procurement activities of the UN system are based on the following principles:
  - **The Objectives/ Needs of the UN Organization**
  - **Fairness, Integrity & Transparency**
  - **Effective International Competition**
  - **Best Value for Money (BVM)**
- These principles cover procurement stages from sourcing to execution of a procurement contract.





# Total UN Procurement of Goods and Services

UN system (US\$ M), 2012-2018



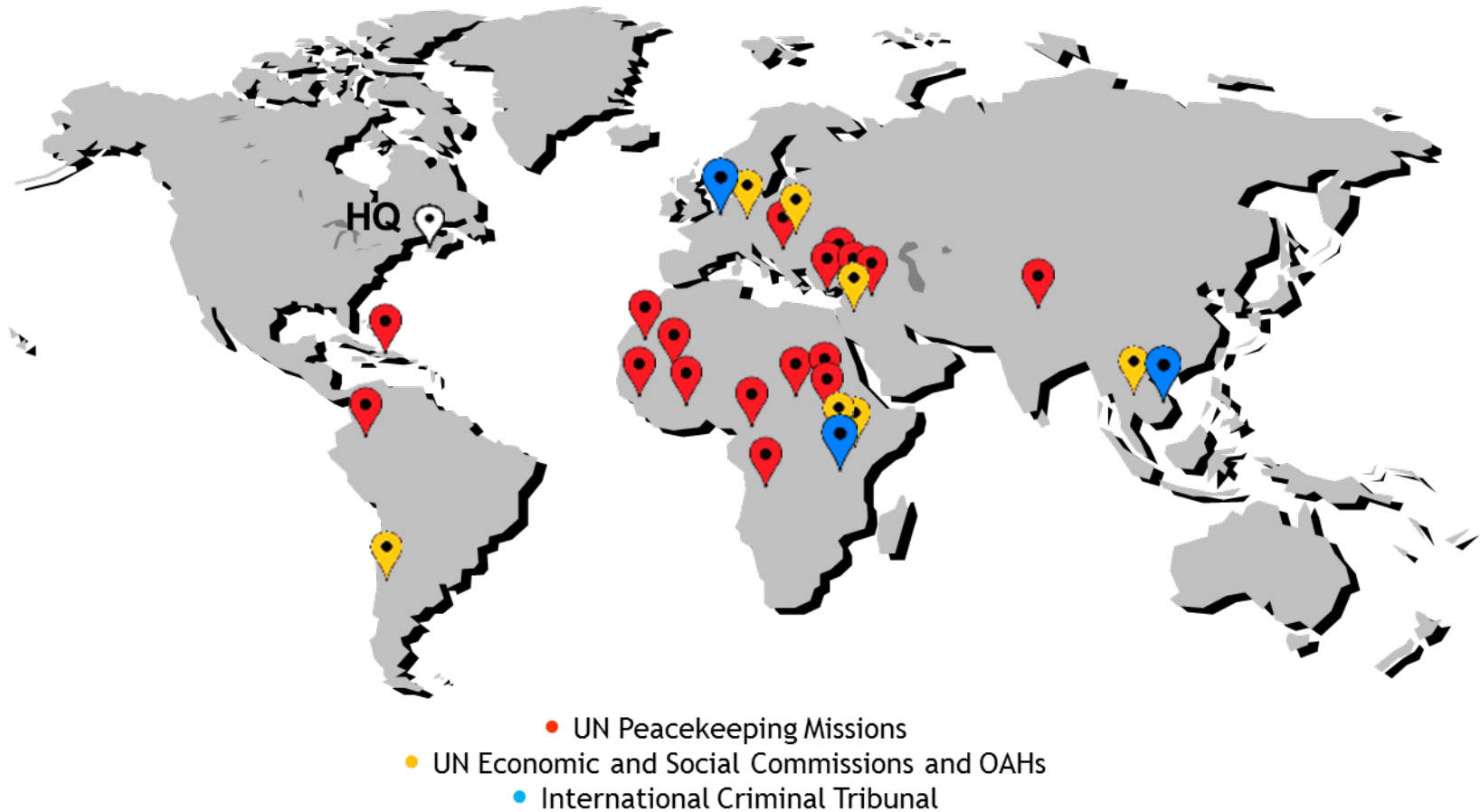


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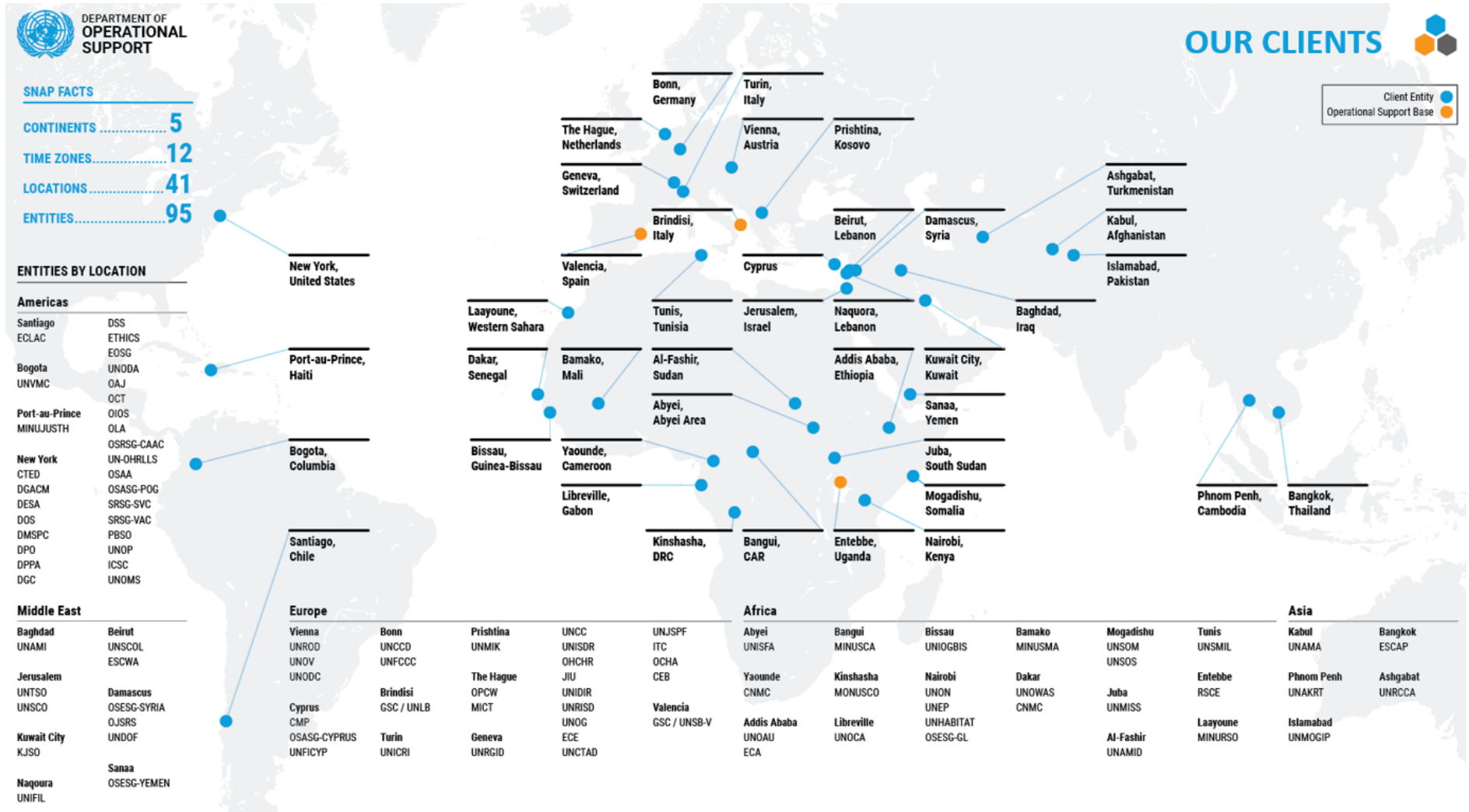
# The United Nations Secretariat - Area of operation







# The United Nations Secretariat – DOS Clients







# Peacekeeping Environment

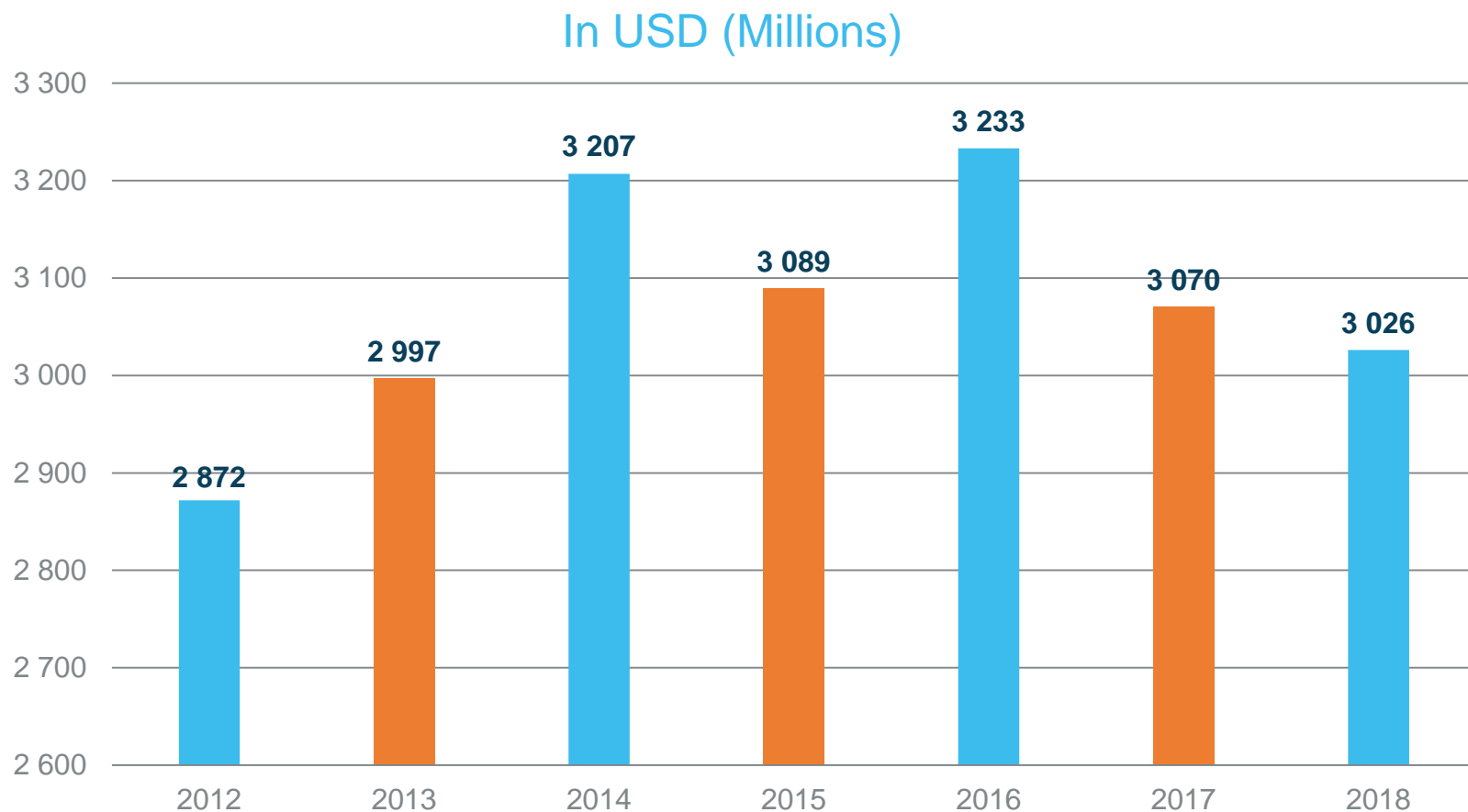
- Little or no infrastructure
- Limited resources
- Harsh environment
- Dynamic
- Complex operation
- Volatile





# UNPD Procurement Volume

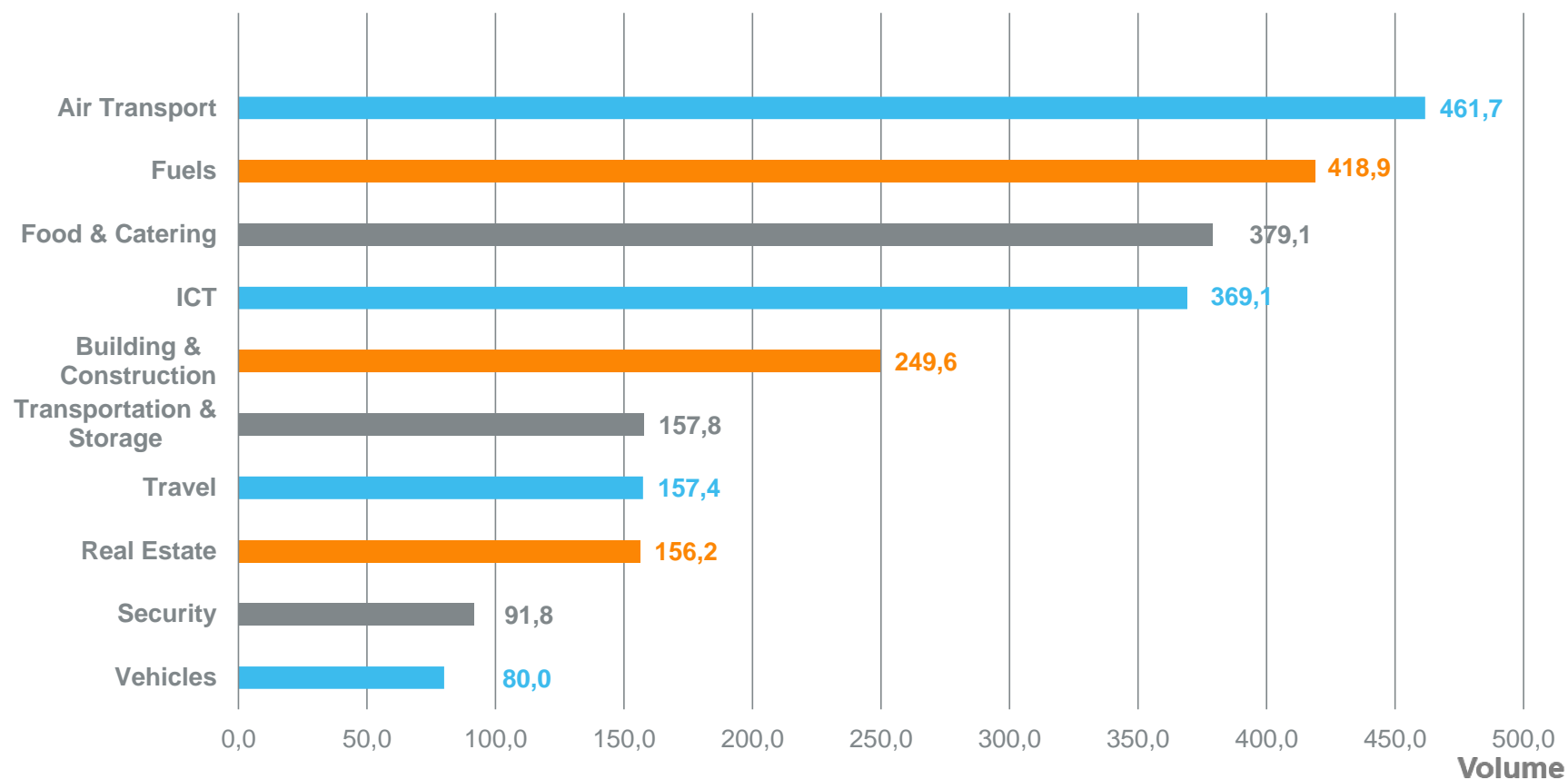
2012 to 2018





# Major commodities procured by UNPD in 2018

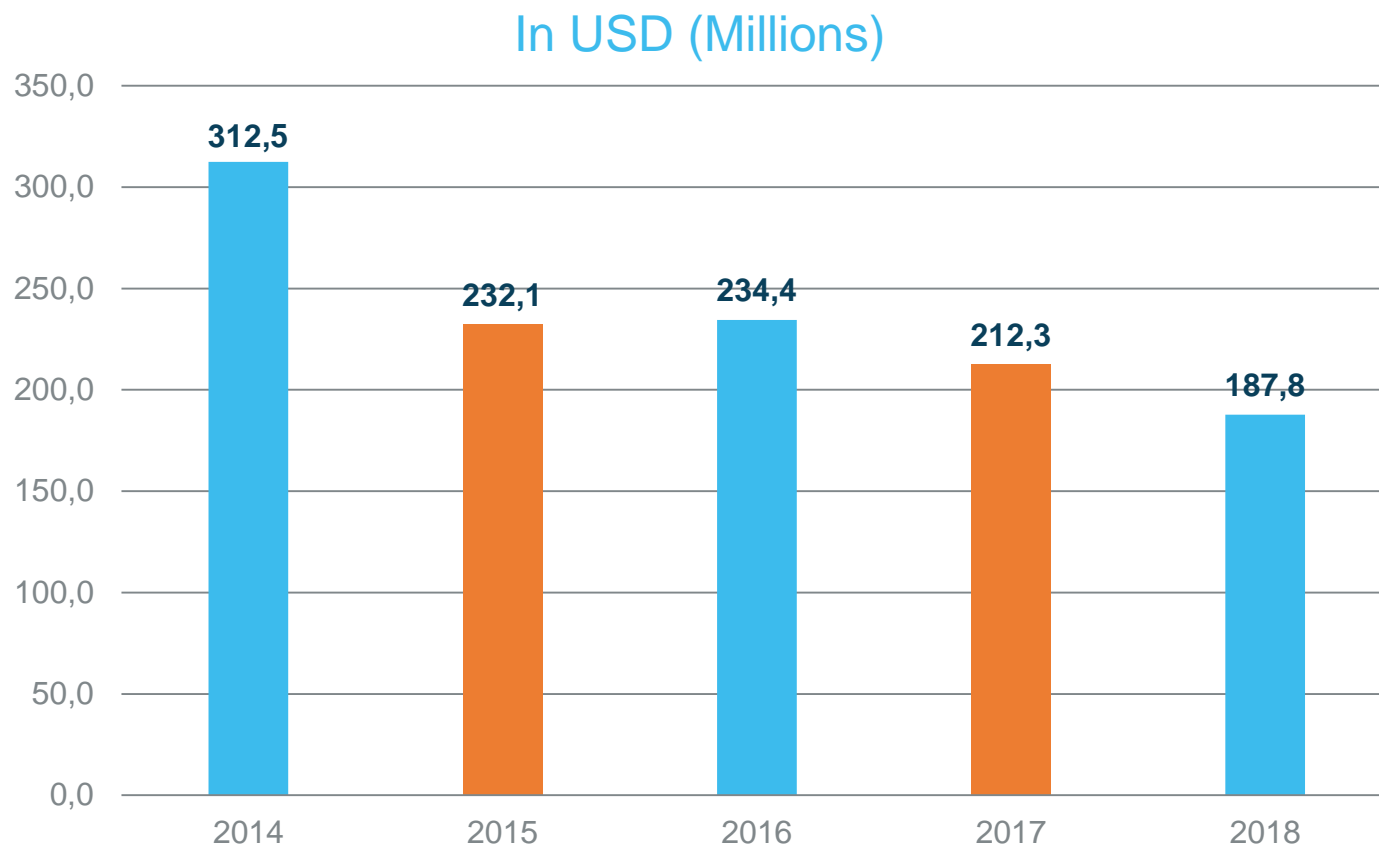
In USD (Millions)





# UNPD Procurement Volume with Russian Suppliers

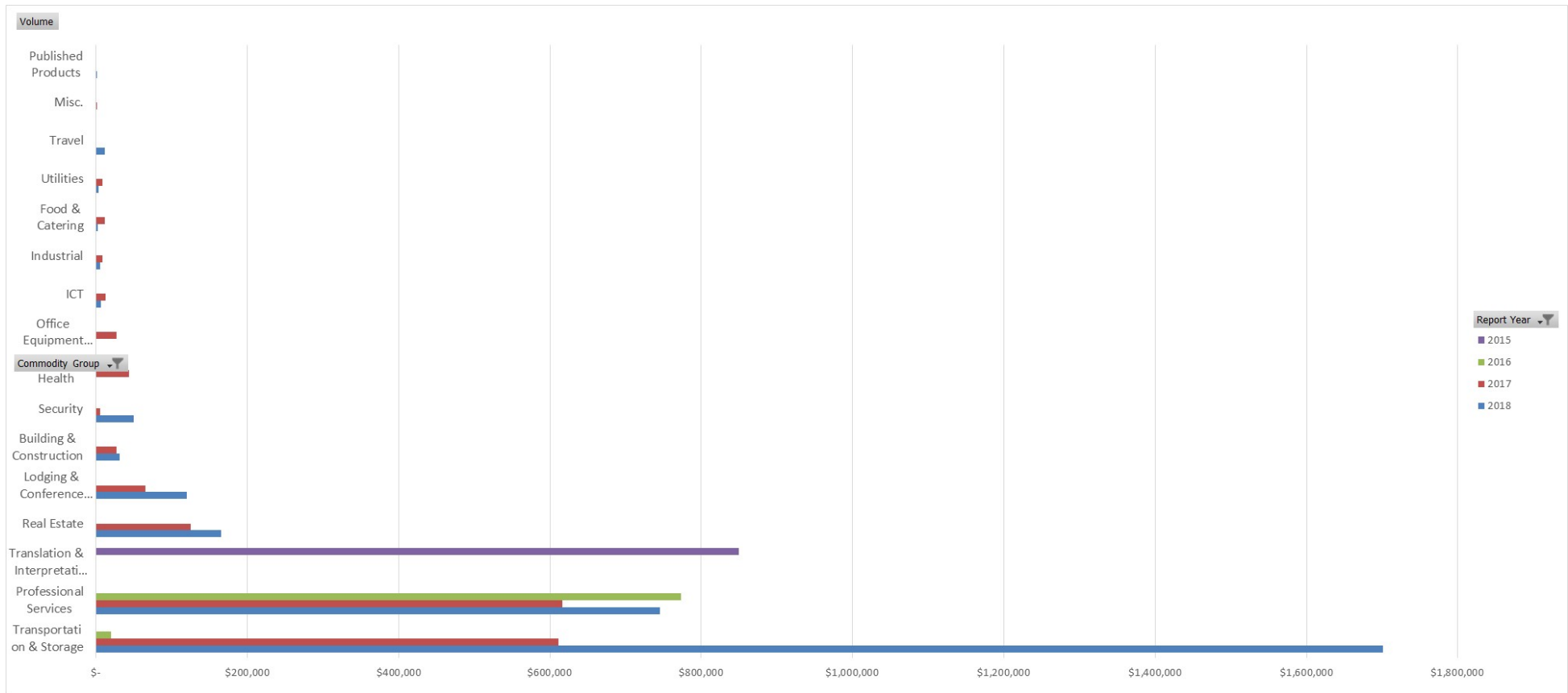
2014 to 2018





# UNPD Procurement Volume with Russian Suppliers (by Commodity/ Category)

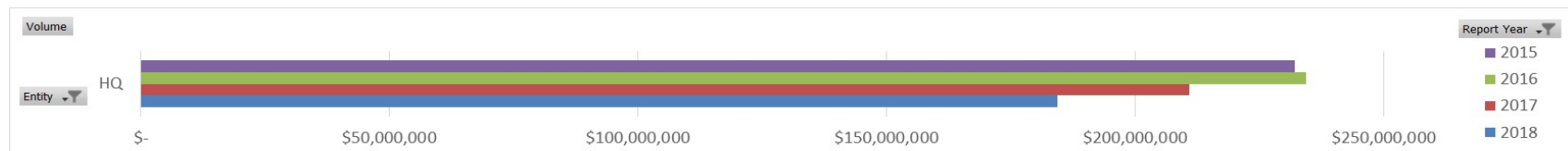
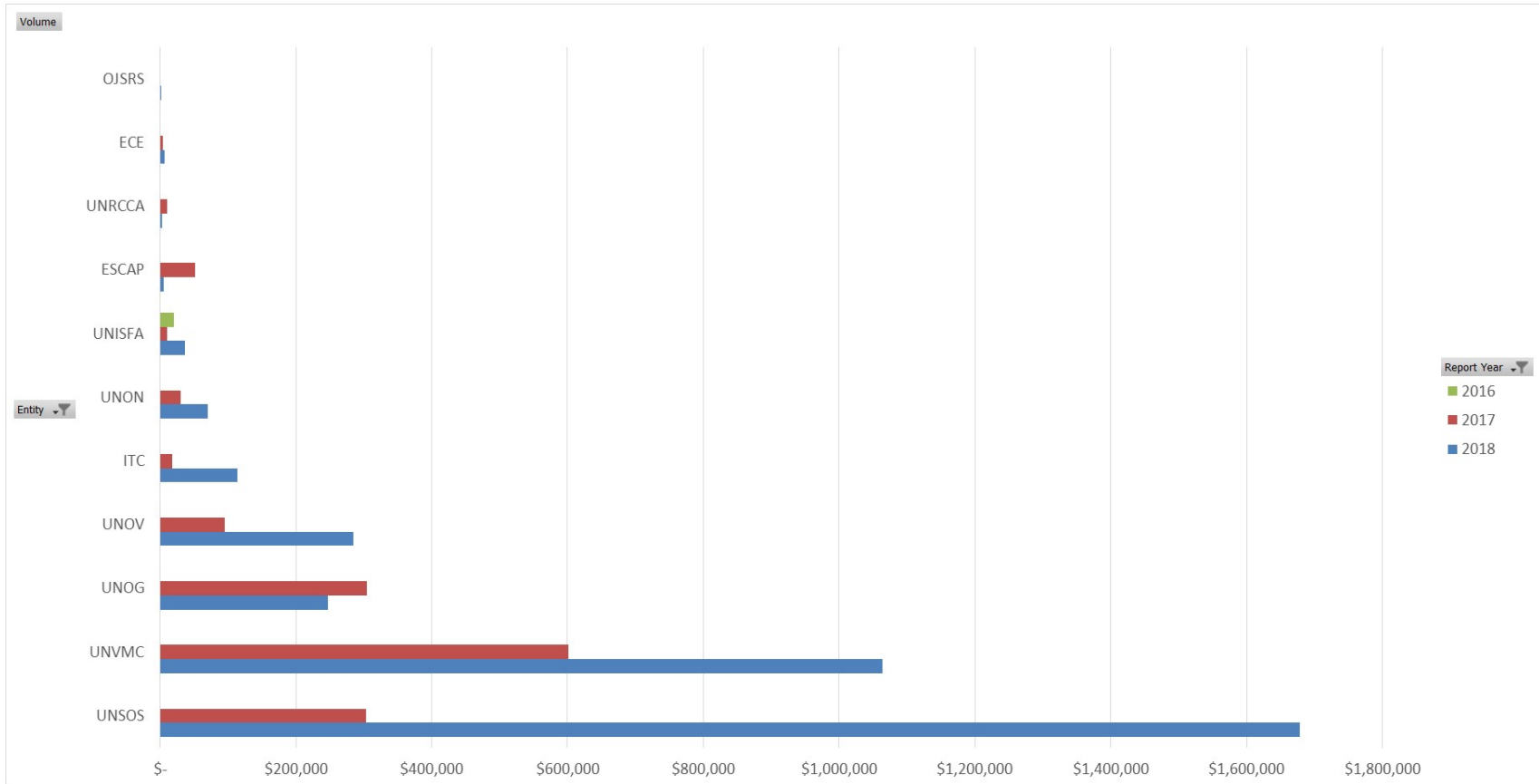
2015 to 2018





# UN Procurement Volume with Russian Suppliers (by UN Secretariat Purchasing Entity)

2015 to 2018







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# Advertisement of UN Procurement



## Financial Regulation 5.13

**Tenders for equipment, supplies and other requirements shall be invited by advertisement**

**Expression of Interest:** Advertising typical for all formal solicitations (ITB, RFP) with est. value > \$ 40,000 but not for informal solicitations (RFQ)

Advertising generally means the announcement of the tender solicitation through the posting of a Request for Expression of Interest (REOI) on UN/PD's website ([www.un.org/depts/ptd](http://www.un.org/depts/ptd)) and / or the UNGM ([www.ungm.org](http://www.ungm.org))

Prospective Vendors who respond to REOI, and who are deemed qualified upon completion of an objective evaluation of their submission, will receive the final tender solicitation document in addition to Vendors in UNGM Centralized vendor database

**Market Research:** Internet & trade publications and journals; Information exchange with other UN Agencies; Selection from vendor database based on commodity codes (UNSPSC) provided by vendor in the registration process.

**FACT:** Today there are over active 650 EOIs published on UNGM.



# Methods of Solicitation



## Financial Rule 105.14

Procurement contracts shall be awarded on the basis of effective international competition, and to this end a competitive solicitation process

### Formal methods of solicitations

“An **Invitation to Bid (ITB)** shall be used for the **procurement of goods [and simple services] with standard and clear specifications...**” “...qualified bidder whose bid substantially conforms to the requirements set forth in the Solicitation Documents and is evaluated to be the one with the **lowest cost to the United Nations.**”

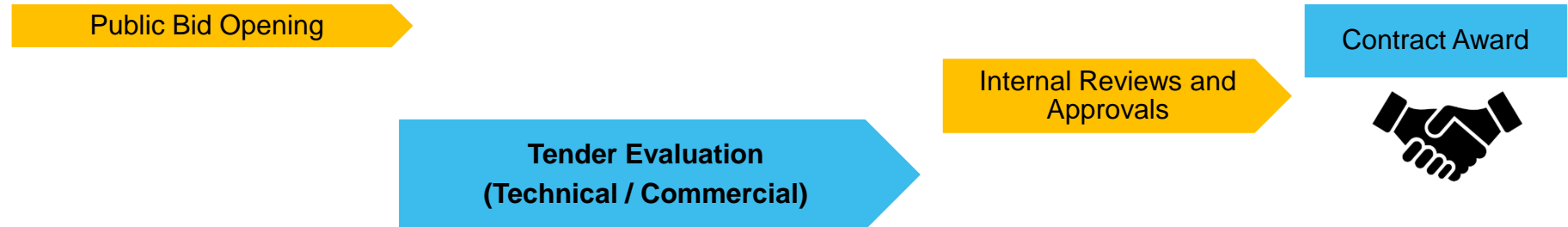
“A **Request for Proposals (RFP)** shall be used for procurement of goods, services or works that cannot be quantitatively or qualitatively expressed in sufficient detail to allow for use of an ITB...”. Typically used for complex and high value goods and services.

### Informal Methods of Solicitations

A Request for Quotation (RFQ) shall be used for the procurement of goods, services or works with standard and clear specifications and a total estimated value up to USD 40,000.



# Bid/ Proposal Evaluation Process



**Tender Evaluation** is completed by an Evaluation Team based on pre-determined criteria found in the Source Selection Plan (SSP). There are separate Evaluation Teams for Technical and Commercial parts. The Evaluation differs depending on the solicitation method used...

**For ITBs** - After the completion of the technical evaluation, **award is recommended to the lowest cost acceptable bid.**

**For RFPs** - After the completion of the technical evaluation, **financial evaluation will ONLY be carried out for technically compliant proposals**

**Recommend award of contract to the proposal with the highest combined / weighted scores from the technical and commercial evaluations.**



# Contract Award Process

Contract Awards exceeding USD 1,000,000 require review by the Headquarters Committees on Contract (HCC) and approval by ASG/ OSCM.

**Award may be split up between multiple bids/ proposals**

After obtaining internal approval, the successful vendor(s) is notified

**Contract Negotiations (case by case)**

Signing of the contract

**Posting on UNPD website**

Notification to unsuccessful bidders...Post Award Process



# Post Award Process

**Debriefs** - UNPD offers vendors who participated in high value solicitations (more than USD 200,000) an opportunity to obtain additional information on their unsuccessful proposals or bids.

The objective is for the vendor to better understand strengths and weaknesses of their proposal, as a collaborative learning opportunity for unsuccessful bidders and for the UN to exchange additional information.

Please refer to <https://www.un.org/Depts/ptd/complaints/debriefing-and-procurement-challenges-faq>

The **Award Review Board (ARB)** provides an opportunity to unsuccessful bidders/proposers who have participated in a high value competitive procurement process, whereby they may file a procurement challenge on a post award basis, against a contract awarded by the United Nations. The ARB is an independent body, separate from UNPD and the Requisitioner.





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# UNGM Registration is Mandatory for UN/PD



UNITED NATIONS  
GLOBAL MARKETPLACE

Welcome to the UNGM

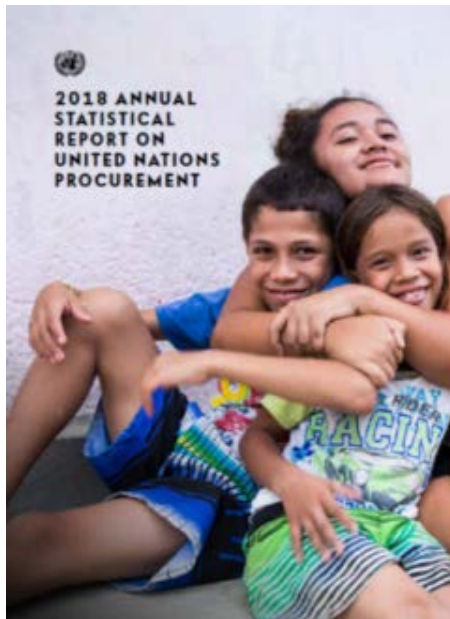


[www.ungm.org](http://www.ungm.org)



# Identify Relevant Agencies

Annual Statistical Report on United Nations Procurement



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



# Procurement Website: [www.un.org/depts/ptd](http://www.un.org/depts/ptd)

The screenshot shows the UNPD website with a blue header featuring the UN logo and the text "Procurement Division". A search bar is located on the right. Below the header is a navigation menu with links: HOME, VENDORS, BUSINESS OPPORTUNITIES, AWARDS, STATISTICS, and ABOUT US. The main content area includes a large banner with the headline "UNPD launches new website" and a sub-headline "Chief Procurement Officers meet in New York for annual conference". Below the banner is a "Welcome to the United Nations Procurement Division (UNPD)" section. To the right is a "Latest Bulletins" section listing several updates. At the bottom left, there is a "Top Stories" section with a link to the "UNPD launches new website" article.

**Procurement Division**

Search...

HOME VENDORS BUSINESS OPPORTUNITIES AWARDS STATISTICS ABOUT US

**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](#)

**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...

<http://www.un.org/depts/ptd/unpd-launches-new-website>

**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...



# UN Procurement Mobile App

- Real-Time access to business opportunities such as Requests for EOIs.
- Procurement Statistics.
- Convenient sharing and contact functionality.
- Mobile access to resources such as the Procurement Manual.

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

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







# Any Questions?

