

The background of the slide is a photograph of three workers on a roof installing solar panels. One worker in a red shirt and red helmet is crouching on the right side, another in a blue and red shirt and red helmet is standing on the left, and a third in a yellow helmet is kneeling in the foreground. The roof is covered with rows of blue solar panels under a bright blue sky with scattered white clouds.

DOING BUSINESS WITH UNDP

Gerard Gomez
OIC, Procurement
Bureau of Management Services

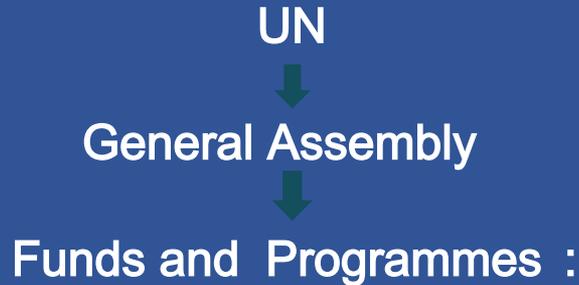
STRUCTURE OF THE PRESENTATION



- Mandate and Work
- Procurement in UNDP
- Working with UNDP
- Q&A



UNDP IN THE UN SYSTEM



- **UNDP**, United Nations Development Programme
 - UNCDF, United Nations Capital Development Fund
 - UNV, United Nations Volunteers
- **UNEP**, United Nations Environment Programme
- **UNFPA**, United Nations Population Fund
- **UN-Habitat** , United Nations Human Settlements Programme
- **UNICEF**, United Nations Children's Fund
- **WFP**, World Food Programme (UN/ FAO)



MANDATE



1. Focuses on specific development issues

2. Works with:

- National Governments
- Private sector
- Institutions
- Civil Society Organizations

3. Is global: 177 countries / 5 Regional Bureaus



UN
DP

1 NO POVERTY

2 ZERO HUNGER

3 GOOD HEALTH AND WELL-BEING

4 QUALITY EDUCATION

5 GENDER EQUALITY

6 CLEAN WATER AND SANITATION

7 AFFORDABLE AND CLEAN ENERGY

8 DECENT WORK AND ECONOMIC GROWTH

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

10 REDUCED INEQUALITIES

11 SUSTAINABLE CITIES AND COMMUNITIES

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

14 LIFE BELOW WATER

15 LIFE ON LAND

16 PEACE, JUSTICE AND STRONG INSTITUTIONS

17 PARTNERSHIPS FOR THE GOALS

SUSTAINABLE DEVELOPMENT GOALS

Focuses on
**specific
development
issues,** including
SDGs

FOCUS AREAS

Democratic Governance and Peacebuilding

UNDP supports, on average, 26 elections every year.



Climate, disaster recovery and health

UNDP supports recovery that helps people build back better, and that reduces risk and build resilience.



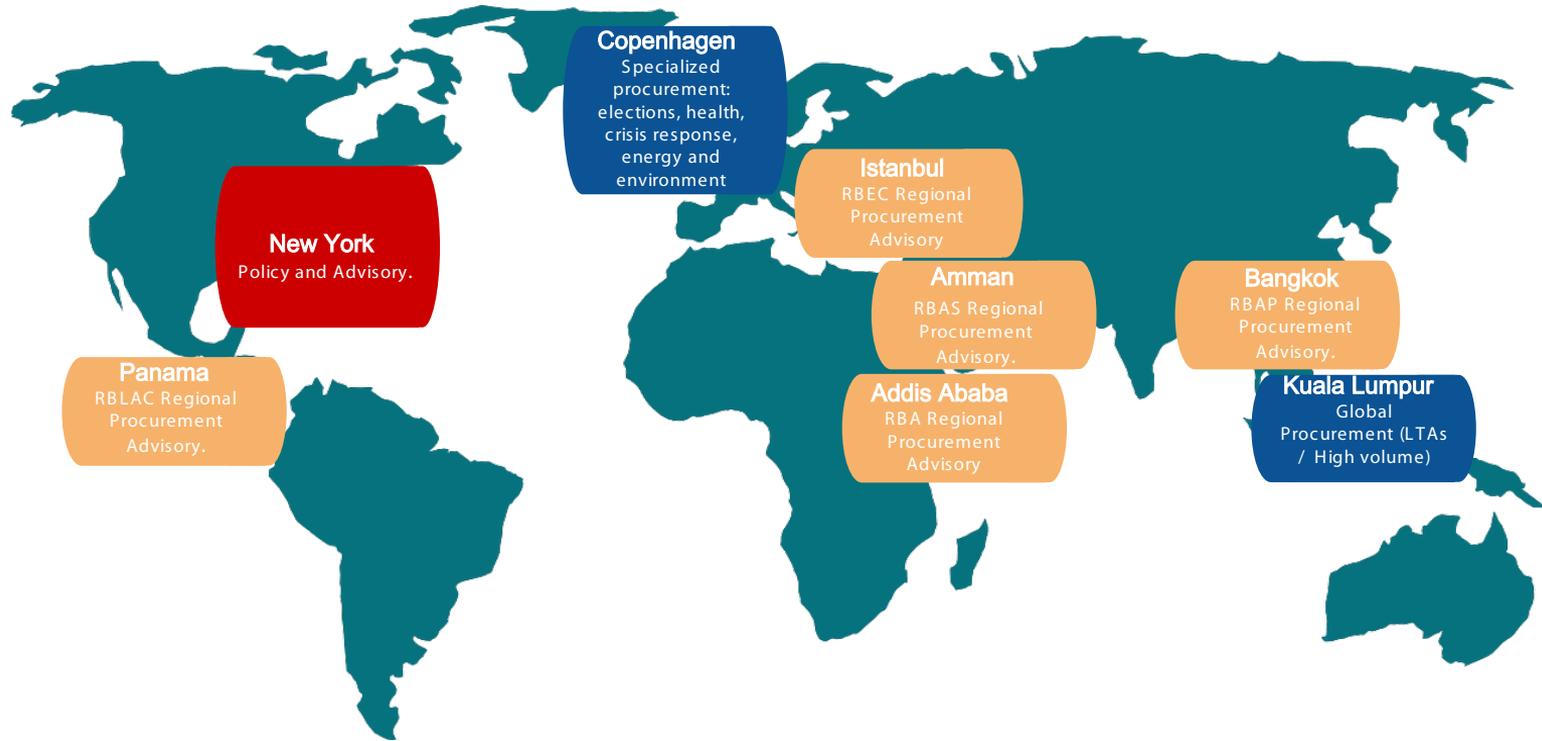
Sustainable development

Over the past four years, UNDP has mobilized nearly USD 2 billion in funding for sustainable development.

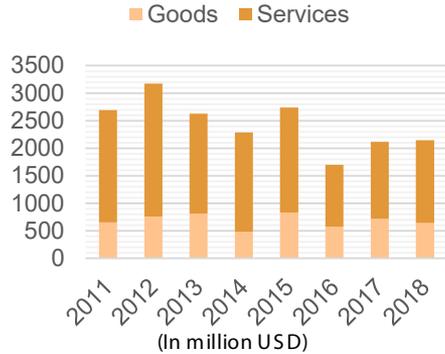




GLOBAL PROCUREMENT SUPPORT



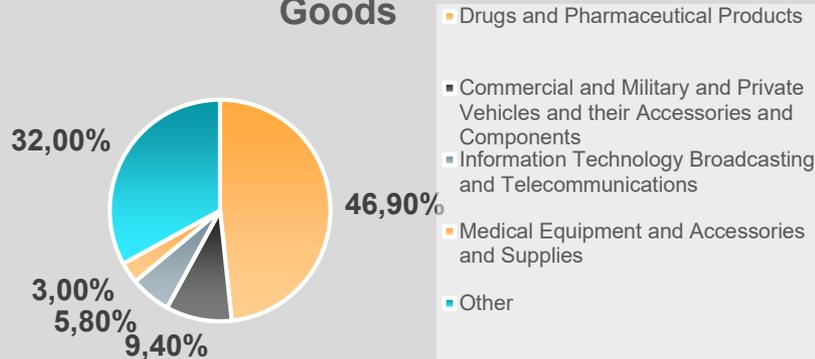
PROCUREMENT IN UNDP



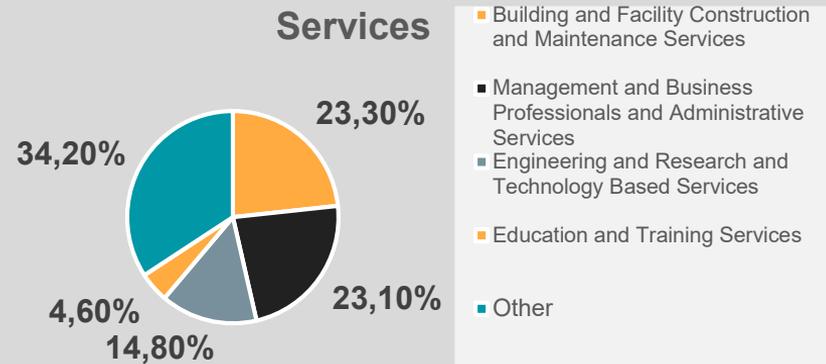
- One of the largest procurers of goods in the UN system (4th)
- In 2018, UNDP's procurement volume was > **2.14 billion USD** : **11.37%** of total UN procurement
- The procurement volume in **2018** is slightly **26 million** higher than **2017**



Goods



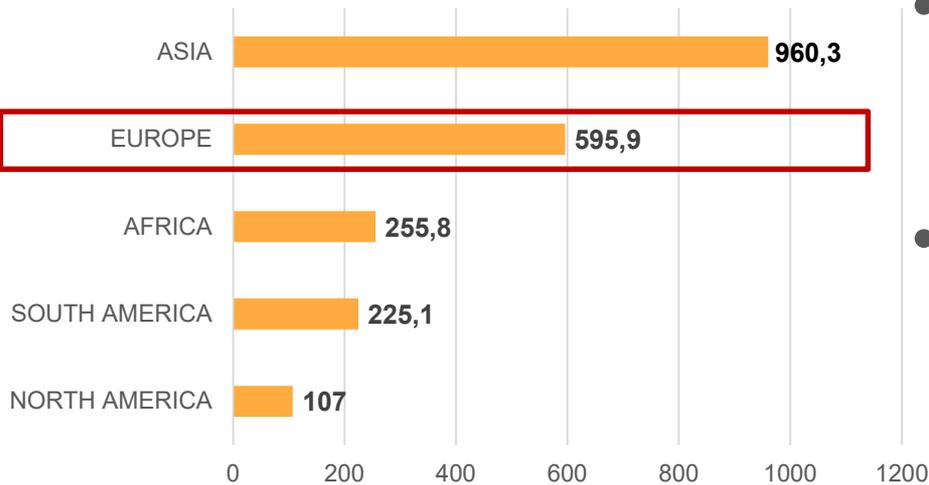
Services



PROCUREMENT IN UNDP

Where we buy (by vendor country)

(In million USD)



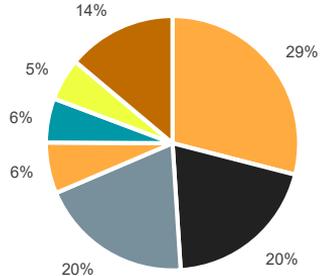
- Procures more different types of goods and services (>3,500) and in more countries than any other UN agency.
- UNDP had vendors from >190 different countries in 2018

PROCUREMENT IN UNDP



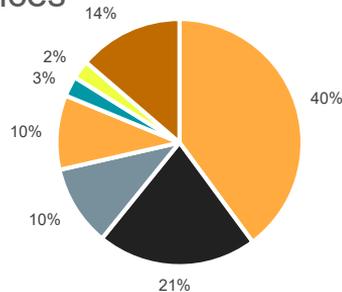
What we buy from German vendors

Goods



- Mobile medical services products
- Laboratory and scientific equipment
- Hormones and hormone antagonists
- Patient care and treatment products and supplies
- Computer Equipment and Accessories
- Mining and quarrying machinery and equipment
- Others

Services



- Business administration services
- Professional engineering services
- Computer services
- Manufacturing technologies
- Vocational training
- Community and social services
- Others

In 2018, Germany was the **22nd largest** supplier to the UN system
> \$232 million

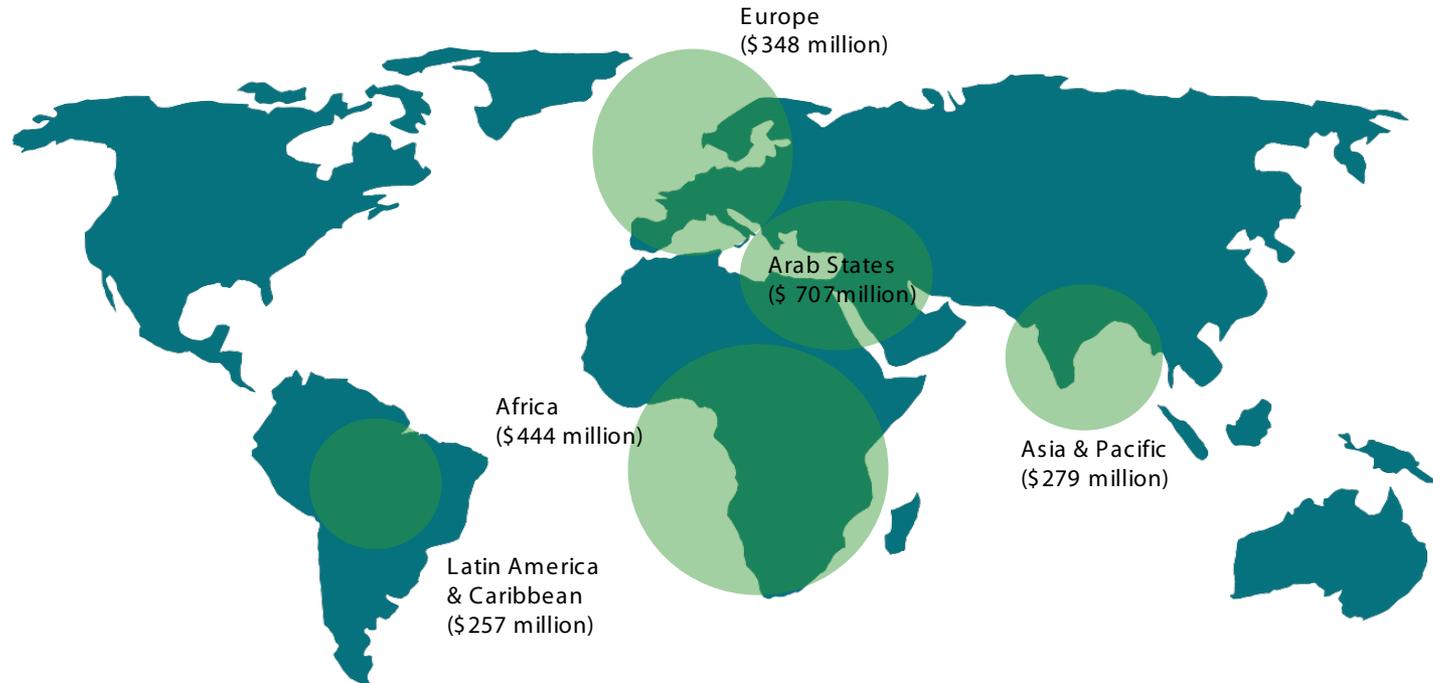
Procurement by UNDP projects:
> \$19.7 million

UNDP is the **4th** UN agency in
terms of procurement to German
vendors

PROCUREMENT IN UNDP



How much procured by region?



PROCUREMENT IN UNDP

General Principles

1

Best value for money .

2

Fairness,
integrity and
transparency.

3

Effective
international
competition.

4

In the best interest
for UNDP .

WORKING WITH UNDP

Identifying business opportunities

- Advertised, open, competitive process.
- Decentralized – responsibility and ownership vested with Country Offices.
- Every Country Office is a potential business partner.



WORKING WITH UNDP

UNDP

UNDP's online procurement notices
procurement-notice.undp.org

Open UNDP with our projects
open.undp.org

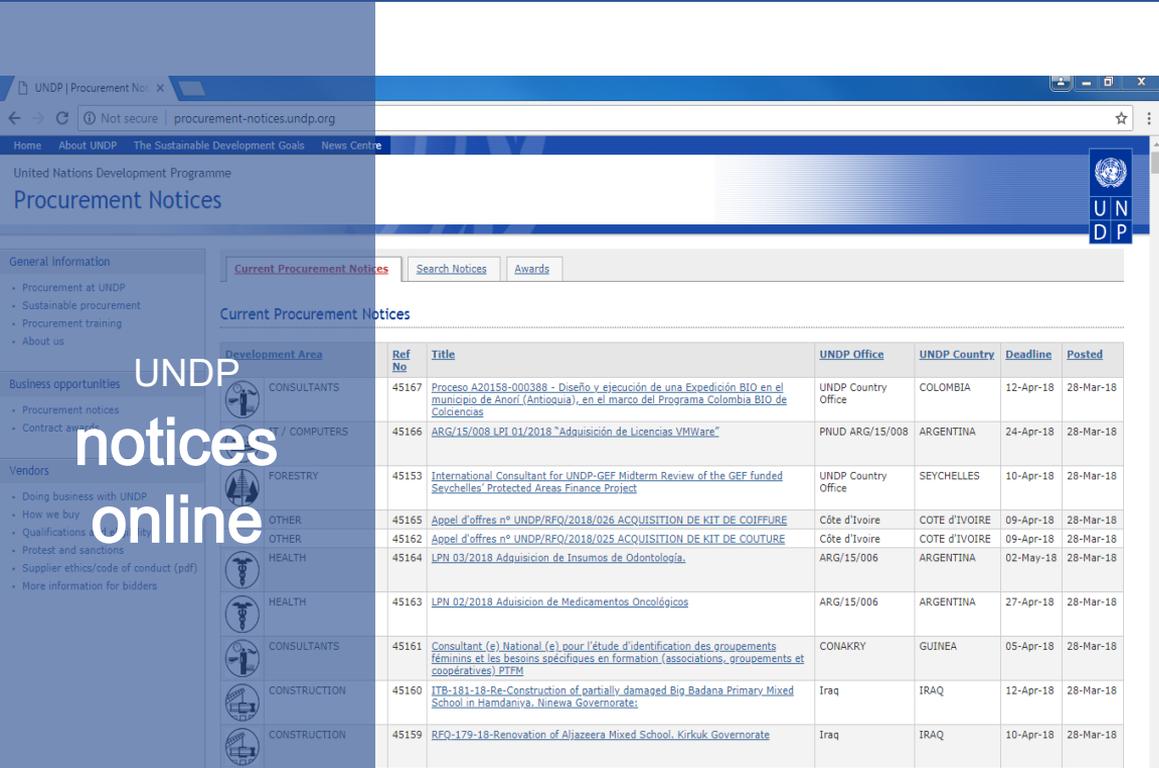
[Doing business with UNDP](#)

General Business Guide

UN Global Marketplace
ungm.org

UN development business with
procurement notices
devbusiness.com

WORKING WITH UNDP



United Nations Development Programme
Procurement Notices

Current Procurement Notices

Development Area	Ref No	Title	UNDP Office	UNDP Country	Deadline	Posted
CONSULTANTS	45167	Proceso A20188-000388 - Diseño y ejecución de una Excepción BLO en el municipio de Anorí (Antioquia), en el marco del Programa Colombia BIO de Colocencias	UNDP Country Office	COLOMBIA	12-Apr-18	28-Mar-18
IT / COMPUTERS	45166	ARG/15/008 LPI 01/2018 "Adquisición de Licencias VMWare"	PIWUD ARG/15/008	ARGENTINA	24-Apr-18	28-Mar-18
FORESTRY	45153	International Consultant for UNDP-GEF Midterm Review of the GEF funded Seychelles' Protected Areas Finance Project	UNDP Country Office	SEYCHELLES	10-Apr-18	28-Mar-18
OTHER	45165	Appel d'offres n° UNDP/RFO/2018/026 ACQUISITION DE KIT DE COIFFURE	Côte d'Ivoire	COTE D'IVOIRE	09-Apr-18	28-Mar-18
OTHER	45162	Appel d'offres n° UNDP/RFO/2018/025 ACQUISITION DE KIT DE COUTURE	Côte d'Ivoire	COTE D'IVOIRE	09-Apr-18	28-Mar-18
HEALTH	45164	LPN 03/2018 Adquisición de Insumos de Odontología.	ARG/15/006	ARGENTINA	02-May-18	28-Mar-18
HEALTH	45163	LPN 02/2018 Adquisición de Medicamentos Oncológicos	ARG/15/006	ARGENTINA	27-Apr-18	28-Mar-18
CONSULTANTS	45161	Consultant (e) National (e) pour l'étude d'identification des groupements féminins et les besoins spécifiques en formation (associations, groupements et coopératives) PTFM	CONAKRY	GUINEA	05-Apr-18	28-Mar-18
CONSTRUCTION	45160	ITB-181-18-Re-Construction of partially damaged Big Badana Primary Mixed School in Hamdaniya, Niwea Governorate.	Iraq	IRAQ	12-Apr-18	28-Mar-18
CONSTRUCTION	45159	RFO-179-18-Renovation of Aljazeera Mixed School, Kirkuk Governorate	Iraq	IRAQ	10-Apr-18	28-Mar-18

UNDP
notices
online

UNGM supplier registration



- Register with the United Nations Global Marketplace.
- About UNGM:
 - Single window for registration with the UN system
 - Allows the supplier to keep current business information available to all UN organisations
 - Register to receive alerts on categories of interest

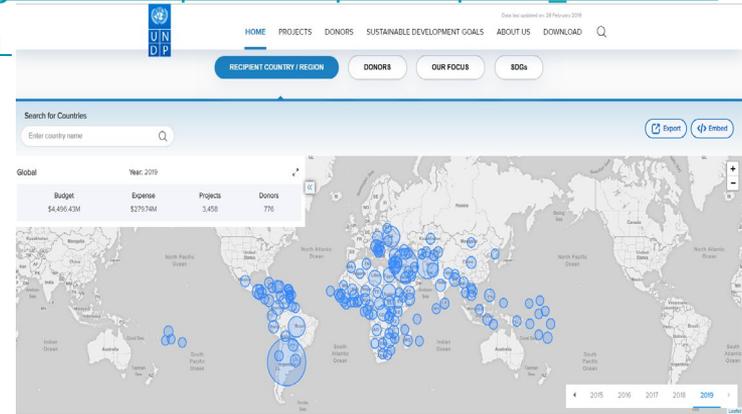
WORKING WITH UNDP

How to do business with UNDP

- Register at UNGM
- Introduce your company
- Contact the Resident Representative
- Visit the Country Office
- Visit the UNDP Procurement website
- Review the Activity Workplan
- Meet the Project Manager and others concerned

How to partner with UNDP

- Contact Country Offices, Regional Bureaus, Regional Centres and Private Sector Division: contactpsd@undp.org
- Visit: business.un.org
- Information for private sector partners:
http://www.undp.org/content/undp/en/home/partners/private_sector.html
- Visit open.undp.org



WORKING WITH UNDP

Innovation challenge

Innovative ideas and solutions to address development challenges which cannot be achieved through traditional solicitation processes.



WORKING WITH UNDP

Forthcoming opportunities

Priority sectors:

- Climate change
- Construction
- Water

Tenders for renewal:

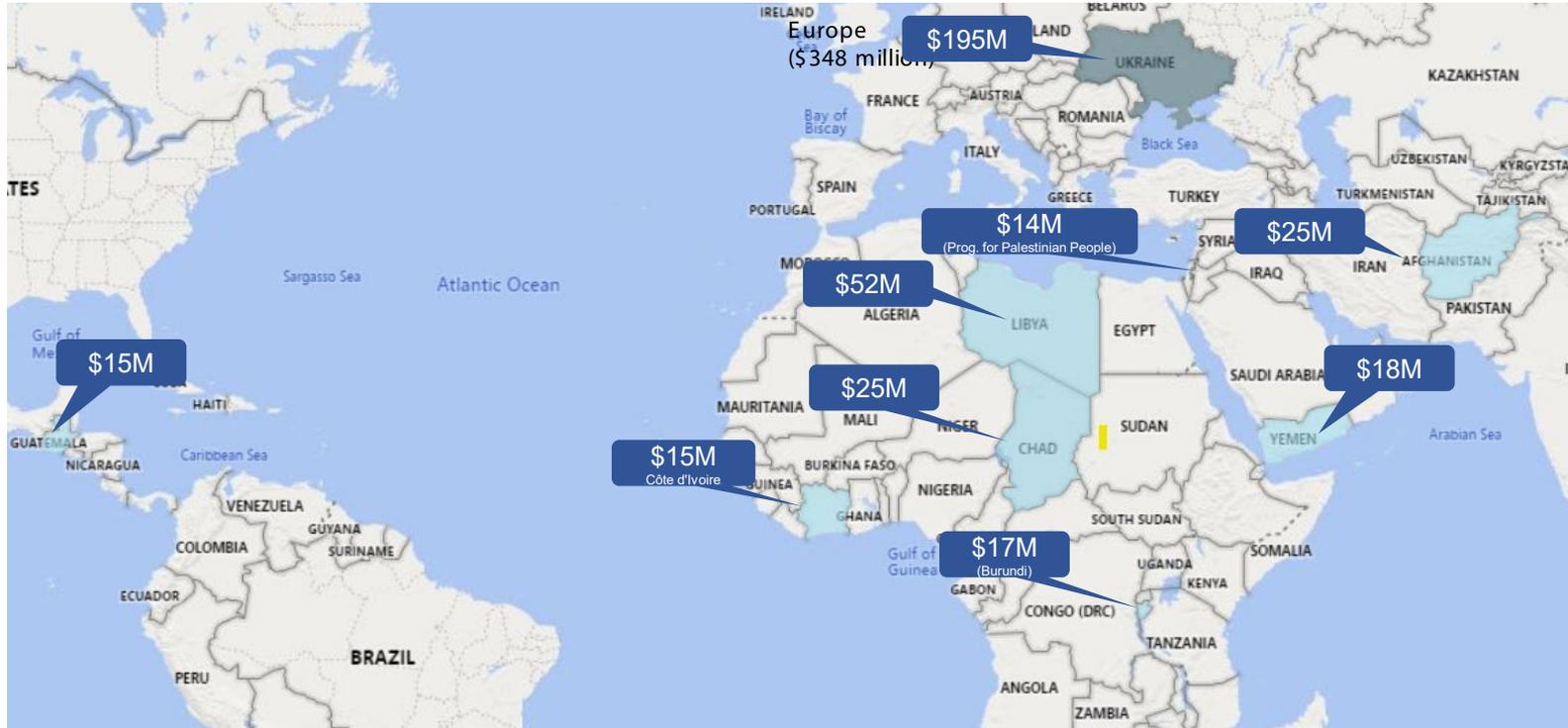
- Insurance
- IT corporate solutions
- Printing and fulfilment services
- HR management and advisory
- Pharmaceuticals
- Building rehabilitation



PROCUREMENT IN UNDP



Top 10 Project Locations



PROCUREMENT IN UNDP



Top Procurement Activities

Country Office	Project Title	Project Description	Type	Description	Estimated Volume
Ukraine	Procurement Support Services to Ministry of Health	Health Care Procurement	Goods	Chemotherapeutic agents, radiopharmaceuticals and support drugs for treatment of cancer patients	45,530,318
				Medicines for treatment of tuberculosis (TB)	33,894,153
				Medicines for treatment of adults with hemophilia	22,453,851
Chad	PALAT III	Transition against malaria	Goods	Achat MILDA (moustiquaires)	19,328,178
				Achat panneaux solaires	2,185,743
				Achats Medicaments	2,077,655
Libya	Immediate Stabilization Facility for Libya	Immediate Stabilization Facili	Civil Works	Rehabilitation of University of Ubari	3,000,000
				VARIOUS EQUIPMENT PROCUREMENT SEBHA (FOLLOWING RESET)	2,000,000
				VARIOUS CIVIL WORKS - BENGHAZI (AFTER STOCKTAKE)	2,000,000
				VARIOUS GOODS - BENGHAZI (AFTER STOCKTAKE)	2,000,000
				WASTE REMOVAL EQUIPMENT, ABU SALIM TRIPOLI	1,500,000
	Resilience and Recovery	Strengthening local capacities	Civil Works	MEDICAL EQUIPMENT TRIPOLI	1,500,000
				VARIOUS EQUIPMENT PROCUREMENT SIRT (FOLLOWING RESET)	1,500,000
				Second phase municipalities	2,400,000
				Work in Tripoli Municipalities	1,200,000
				Supply and installation of units portable sewage treatment plant for Garabulli	1,200,000
Côte d'Ivoire	Réintégration Personnes Déplacées et Cohésion	Réintégration	Goods	Request for advertisement: Supply & Installation of 2 sets of Wastewater Treatment Plant in Garbuli	1,154,000
Guatemala	DESARROLLO METROPOLITANO MUNICIPALIDAD DE GUATEMALA	DESARROLLO METROPOLITANO	Goods	PLAN D'ACHAT PROJET REINTEGRATION	15,230,970
				LTA Combustible Diesel ULSD	12,027,342
				PRODEME-MEDIO AMB Y DESE SOL	2,334,807
Burundi	Fonds Mondial Paludisme 2018-2020	Fonds Mondial Palu 2018 -2020	Goods	Achat des moustiquaires LLIN,min.100d, w/b/g, 190x180x150cm LxWxH	12,998,336
				Bednets LLIN,min.100d, w/b/g, 180x160x150cm LxWxH, With PBO	1,301,279
				Construction of shufat school	8,640,000
Prog for Palestinian People	Provision of social services in West Bank and Jerusalem	Supprt New Schools E Jerusalem	Civil Works	Construction of Mount of Olives School	5,000,000
				Procurement of Armoured Vehicle	6,000,000
				Procurement of Armoured Vehicle	3,000,000
Yemen	Emergency Mine Action	Emergency Mine Action	Goods	Provision of Fuel	2,500,000
				Procurement of Armoured Vehicle	3,000,000
				Procurement of Armoured Vehicle	6,000,000
Afghanistan	UN Electoral Support Project (UNESP)	Credible dis. resolution byECC	Goods	C.I.T's equip HQ & PEO's (laptop, print/copier, desktop, scanner, server, cartridges, HDD, Licences)	1,290,716
				Production / Broadcast Radio / TV PSA , Documentary	2,637,850
				E-Day Printed materials (Mock / Sample / TRNG & PROC / POD	1,794,660
				Staff Transportation Kabul, National, and Provincial	1,713,210



QUESTIONS
