



Dansk-Tysk  
Handelskammer  
Deutsch-Dänische  
Handelskammer



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern



Deutsch-Italienische  
Handelskammer  
Camera di Commercio  
Italo-Germanica



# Supporting German companies in UN procurement matters



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**Website:**

[www.unprocurement.de](http://www.unprocurement.de)



**German American Chamber of Commerce, Inc.**

Nicole Klug  
*Senior Manager UN Procurement*  
80 Pine Street, 24. Stock  
New York, NY 10005 | USA  
Tel: +1 (212) 974-8853  
nklug@gaccny.com



**German-Danish Chamber of Commerce**

Marie Ohm  
*Manager UN Procurement*  
Kongens Nytorv 26, 3. Stock  
1050 Kopenhagen K | Denmark  
Tel: +45 33 41 10 36  
mo@handelskammer.dk



**German-Italian Chamber of Commerce**

Elena D'Angelo  
*Project Manager - UN Procurement*  
Via Gustavo Fara 26  
I – 20124 Mailand | Italy  
Tel: +39 02 398009-49  
dangelo@deinternational.it



**Further contacts:**

Permanent Mission in  
New York and Geneva.



# UN locations

## **New York**

UNPD (Headquarters)

UNDP (Headquarters,  
decentralised, 160  
country offices)

UNFPA (Headquarters)

UNICEF (Headquarters)

## **Copenhagen**

UNICEF (Supply Division)

UNOPS  
(Headquarters,  
decentralised procurement)

UNFPA (Nordic Office)

UNDP (Nordic Office)

WHO (Regional Office for  
Europe)

WFP (Nordic Office)

## **Rome**

WFP (Headquarters)

FAO (Headquarters)

IFAD (Headquarters)

## **Brindisi**

UNLB (Logistic Base)

UNHRD (Humanitarian  
Response Depot)



# Supplying the UN

## Step-by-step approach:

- Identify relevant UN organizations
- Register on United Nations Global Marketplace ([www.ungm.org](http://www.ungm.org))
- Look at the Annual Statistical Report
- Find business opportunities on UNGM (tender alert)
- Bid according to tender documents
- Seek clarification
- Attend business seminars and bid-openings
- Always respond to bid invitations



# Supplying the UN

- Market knowledge
- Suitable products
- Export experience/references
- English skills
- Competitive prices
- Network/partners (country knowledge, after-sales services etc.)
- Capacity
- Patience



# Support by the Chambers

- Consulting and market research
- Support with the registration process
- Bid-openings
- Provide a network
- Events
- Outreach to companies at request of UN
- Innovation Corner (upload innovative products)





# Consulting

- **General information** about UN procurement protocols
- **Contact** to UN organizations
- **Organizing** UN seminars
- **Advice and support** in bidding on UN procurement contracts





# Market Research

- Individual **consultations**
- **Identification** of organizations within the UN relevant to client's business
- **Advice** how to start business with the UN
- **Monitoring** of offers submitted by the competitors





# Registration and market research

- **Guidance** through registration processes
- Individual **consultations and identification** of organizations within the UN relevant to client's business



**UNITED NATIONS**  
GLOBAL MARKETPLACE



# Representation at bid openings and bid conferences

- Attendance during bid openings and bid conferences at the UN offices in
  - Copenhagen
  - New York



## Events 2020

- **EUPF – European Procurement Forum**  
New York; April 2020
- **International Procurement Seminar (tbc.)**  
Copenhagen; June 2020





# Website

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## UN Procurement

Geschäfte mit der UN

Veranstaltungen





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