Introduction to United Nations Procurement

Carmela Mammas
U.S. Commercial Service
New York, New York

www.trade.gov/united-nations
Carmela.Mammas@trade.gov
The U.S. Commercial Service is part of the International Trade Administration, an agency of the United States Department of Commerce.

Trade specialists in over 100 U.S. cities and 70 countries worldwide

**Our mission:**

- To promote the export of goods & services from the United States, particularly by small and medium-sized businesses
- To represent U.S. business interests internationally
- To help U.S. businesses find qualified international buyers, distributors and agents
About the United Nations
$19.9 Billion Annual Procurement Market

Figure 1. Total UN Procurement of Goods and Services (USD Millions), 2010-2019


## Categories of Procurement: Key Goods

<table>
<thead>
<tr>
<th>Rank</th>
<th>Good</th>
<th>Total</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>$8.25 billion</strong></td>
<td><strong>41.45%</strong></td>
</tr>
<tr>
<td>1</td>
<td>Pharmaceuticals incl. Contraceptives and Vaccines</td>
<td><strong>$3.23 billion</strong></td>
<td><strong>39.28%</strong></td>
</tr>
<tr>
<td>2</td>
<td>Food and Beverage Products</td>
<td><strong>$2.07 billion</strong></td>
<td><strong>25.11%</strong></td>
</tr>
<tr>
<td>3</td>
<td>Medical Equipment and Accessories and Supplies</td>
<td><strong>$740 million</strong></td>
<td><strong>8.98%</strong></td>
</tr>
<tr>
<td>4</td>
<td>Fuels and Fuel Additives and Lubricants and Anticorrosive Materials</td>
<td><strong>$599 million</strong></td>
<td><strong>7.27%</strong></td>
</tr>
<tr>
<td>5</td>
<td>Information Technology Broadcasting and Telecommunications</td>
<td><strong>$461 million</strong></td>
<td><strong>5.59%</strong></td>
</tr>
<tr>
<td>6</td>
<td>Motor Vehicles and their Accessories and Components</td>
<td><strong>$411 million</strong></td>
<td><strong>4.98%</strong></td>
</tr>
<tr>
<td>7</td>
<td>Office Equipment and Accessories and Supplies</td>
<td><strong>$210 million</strong></td>
<td><strong>2.55%</strong></td>
</tr>
<tr>
<td>8</td>
<td>Laboratory and Measuring and Observing and Testing Equipment</td>
<td><strong>$190 million</strong></td>
<td><strong>2.30%</strong></td>
</tr>
<tr>
<td>9</td>
<td>Apparel, Luggage, and Personal Care Items</td>
<td><strong>$176 million</strong></td>
<td><strong>2.13%</strong></td>
</tr>
<tr>
<td>10</td>
<td>Structures and Building and Construction and Manufacturing</td>
<td><strong>$148 million</strong></td>
<td><strong>1.80%</strong></td>
</tr>
</tbody>
</table>

### Categories of Procurement: Key Services

<table>
<thead>
<tr>
<th>Rank</th>
<th>Service</th>
<th>Total</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Transportation and Storage and Mail Services</td>
<td>$2.65 billion</td>
<td>28.40%</td>
</tr>
<tr>
<td>2</td>
<td>Management and Business Professionals and Administrative Services</td>
<td>$1.78 billion</td>
<td>19.08%</td>
</tr>
<tr>
<td>3</td>
<td>Building and Facility Construction and Maintenance Services</td>
<td>$1.37 billion</td>
<td>14.67%</td>
</tr>
<tr>
<td>4</td>
<td>Engineering and Research and Technology Based Services</td>
<td>$1.09 billion</td>
<td>11.63%</td>
</tr>
<tr>
<td>5</td>
<td>Travel and Food and Lodging and Entertainment Services</td>
<td>$572 million</td>
<td>6.12%</td>
</tr>
<tr>
<td>6</td>
<td>Financial and Insurance Services</td>
<td>$557 million</td>
<td>5.97%</td>
</tr>
<tr>
<td>7</td>
<td>Healthcare Services</td>
<td>$350 million</td>
<td>3.75%</td>
</tr>
<tr>
<td>8</td>
<td>Public Order and Security and Safety Services</td>
<td>$340 million</td>
<td>3.64%</td>
</tr>
<tr>
<td>9</td>
<td>Education and Training Services</td>
<td>$330 million</td>
<td>3.54%</td>
</tr>
<tr>
<td>10</td>
<td>Editorial and Design and Graphic and Fine Art Services</td>
<td>$298 million</td>
<td>3.19%</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>$9.34 billion</td>
<td>46.96%</td>
</tr>
</tbody>
</table>

U.S. Supplier Data 2019

Goods and Services Distribution (USD millions)

U.S. Procurement by Category

Goods
- Management and Admin Services: 22%
- Engineering and Research Services: 21%
- Transportation, Storage, Mail Services: 17%
- Travel, Food and Lodging: 15%
- Building and Maintenance Services: 7%

Services
- Pharmaceuticals, Contraceptives, Vaccines: 25%
- IT and Communications Equipment: 21%
- Medical Equipment: 8%
- Office Equipment: 7%
- Motor Vehicles and Parts: 5%

### Top 4 UN Procurers – 61%

<table>
<thead>
<tr>
<th>International Children’s Fund UNICEF</th>
<th>World Food Programme WFP</th>
<th>Secretariat - UN Procurement Division UN/PD</th>
<th>UN Development Programme UNDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.83 Billion</td>
<td>$3.64 Billion</td>
<td>$2.51 Billion</td>
<td>$2.08 Billion</td>
</tr>
</tbody>
</table>

- Vaccines
- Pharmaceuticals
- Nutrition
- Medical Supplies & Equipment
- International Freight
- Water & Sanitation
- Bed Nets & Insecticides
- Construction
- Education

- Food Commodities
  - Wheat
  - Rice
  - Maize
- Logistics
  - Land
  - Ocean
- Air Goods & Svcs
  - Fuel
  - Office/Admin Equipment & Svcs
  - ICT Equipment & Svcs

- Air Transportation Services
- Fuels and lubricants
- Food Rations/Catering Svcs
- Engineering & Construction
- Related Svcs
- Freight Forwarding & Delivery Services
- IT and Communications Equipment
- Laboratory & Medical Equipment
- Vehicles
- Voter Registration Kits
- IT and Communications Equipment
- Consulting Svcs
- Construction Services
- Transportation Svcs

## Top 10 Procuring Agencies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Agency</th>
<th>Total Spending</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>UNICEF</td>
<td>$3.83 billion</td>
</tr>
<tr>
<td>2</td>
<td>World Food Programme (WFP)</td>
<td>$3.64 billion</td>
</tr>
<tr>
<td>3</td>
<td>UN Secretariat</td>
<td>$2.51 billion</td>
</tr>
<tr>
<td>4</td>
<td>UN Development Programme (UNDP)</td>
<td>$2.08 billion</td>
</tr>
<tr>
<td>5</td>
<td>UN High Commissioner on Refugees (UNHCR)</td>
<td>$1.14 billion</td>
</tr>
<tr>
<td>6</td>
<td>UN Office for Project Services (UNOPS)</td>
<td>$1.10 billion</td>
</tr>
<tr>
<td>7</td>
<td>Pan American Health Organization (PAHO)</td>
<td>$1.01 billion</td>
</tr>
<tr>
<td>8</td>
<td>International Organization for Migration (IOM)</td>
<td>$960 million</td>
</tr>
<tr>
<td>9</td>
<td>World Health Organization (WHO)</td>
<td>$893 million</td>
</tr>
<tr>
<td>10</td>
<td>UN Population Fund (UNFPA)</td>
<td>$404 million</td>
</tr>
</tbody>
</table>
UN Procurement Division

In 2020, UNPD purchased USD 61.7 million dollars in the Pharma and Health Category.

UN Secretariat Procurement Volume (2015-2020)

<table>
<thead>
<tr>
<th>Year</th>
<th>USD in Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3,089</td>
</tr>
<tr>
<td>2016</td>
<td>3,233</td>
</tr>
<tr>
<td>2017</td>
<td>3,070</td>
</tr>
<tr>
<td>2018</td>
<td>3,026</td>
</tr>
<tr>
<td>2019</td>
<td>2,955</td>
</tr>
<tr>
<td>2020</td>
<td>2,705</td>
</tr>
</tbody>
</table>
UN Procurement Division

MAJOR MEDICAL COMMODITIES PROCURED BY THE UN

- Vaccines
- Outsourcing of medical personnel
- Aeromedical evacuation teams
- Blood products
- Drugs for malaria
- Drugs for surgery
- Basic care drugs
- Variety of pharmaceuticals
- Medical equipment
- Medical consumables
UNICEF procurement value for health-related supplies (2020)

UNICEF procured $4.68 billion worth of goods and services in 2020 out of which $3.23 billion was on goods. The health-related commodity groups and most common items procured are listed below, including the percentage from total procurement value:

- $1.413 billion (31.6%) Vaccines/biologicals
- $830.6 million (18.6%) Medical supplies and equipment
- $172.4 million (3.9%) Nutrition supplies
- $143.5 million (3.2%) Pharmaceuticals
- $103.8 million (2.3%) Cold chain equipment
- $36.0 million (0.8%) Bed nets

COVID-19 non-immunization supplies

$242.0 million*

In support of 139 countries shipped half a billion items of personal protective equipment and other non-immunization supplies including:

- 200 million Medical masks
- 195.3 million Gloves
- 15 million N95 respirators
- 5.7 million Gowns
- 2.7 million Face shields
- 1.1 million Goggles
- 3.3 million Molecular diagnostics
- 16,795 Oxygen concentrators

*COVID-19 non-immunization supplies included in overall expenditure for medical supplies and equipment.

Source: https://www.unicef.org/supply/resources/annual-reports
UNICEF
Current and Expected Trends

Covid Devices and Supplies

- Diagnostics, Oxygen Therapy, and Vaccines
- Digital Health Services for low resource settings
Evolution of UNDP health procurement

- UNDP’s procurement of medicines and other health products started in 2003 with the inception of the partnership with the Global Fund
- In line with and making strong contribution to 2030 Agenda, UNDP’s Strategic Plan, UNDP’s HIV, Health and Development Strategy and ‘leave no one behind’ pledge
- Building on successful experience and arrangements: increased country demand for support in accessing and delivering quality, affordable health products and strengthening their procurement and supply chain management capacities
- Primary focus of this procurement volume = medicines and diagnostics for communicable diseases + lab and hospital equipment. Increasingly, UNDP is asked to also procure medicines, diagnostics and medical equipment for non-communicable diseases (NCDs)
UN Development Programme

- Solutions and support services - capacity strengthening
- Always done in partnership with key UN partners – UNICEF, UNFPA, UNOPS/Stop TB/GDF, WHO
- Presents unique and significant risks --> requires specialized, integrated end-to-end support, and at the same time should be approached as being inseparable from capacity strengthening work to strengthen national systems and frameworks, in close collaboration with WHO and other partners
- Uniquely specialized: health products specialization + other technical (supply chain), policy aspects
- Integrated support (procurement and systems/capacities strengthening) generates economies of scale and best value
UN Development Programme

2020 - the year we fought a virus - opportunities

Managing the COVID-19 crisis, building forward better

5,300 community-based organizations received UNDP support to fight the pandemic and its "shadows," including gender-based violence, human rights abuses and racism and discrimination.

UNDP helped 6,700 government entities across 82 countries to keep working (81% subnational entities).

UNDP leveraged its $1B Global Fund to Fight AIDS, Tuberculosis and Malaria partnership to:

- Deliver $200M in personal protective and medical equipment and diagnostics to 107 countries
- Protect nearly 900,000 jobs
- Support almost 1.2M informal workers
- Train nearly 280,000 health care workers in pandemic response
- Support 56,900 private sector companies, the majority small and medium-sized enterprises (SMEs)

In addition:

- 1.8M people directly benefited from cash transfer programmes
- 3M people got access to critical water and sanitation services, half of them women
- 788,000 people benefited from psychosocial support

As the UN’s technical lead on its socio-economic response, UNDP worked with partners on critical analysis to help guide decision-making:

- 144 socio-economic impact assessments across 97 countries led by UNDP
- 119 socio-economic response plans prepared with UN partners
- Half included engagement and insight from the World Bank, a third from the IMF
UN High Commissioner on Refugees (UNHCR)

Historical expenditure of Essential Medicines and Medical Supplies from January to December 2019:

* Medicines: USD 11,912,096

* Medical Supplies: USD 9,691,376
Is My Business a Fit for the UN?
General Requirements

- Company in business at least 3 years
- Has financial standing to honor a contract – typically looking at revenues of some multiple of contract value
- International capacity
- Agree to the UN Supplier Code of Contact
How to Find Out More?
Potential vendors may register with any of the 26 UN organizations using UNGM as their vendor database (≈99% of the total UN procurement spent).

UNGM provides an excellent springboard for vendors to introduce their products and services to many UN organizations, countries and regions.
UNGM Homepage

Welcome to the UNGM

Login and New Registrations
Business Opportunities
Tender Alert Service

UN Staff Area
Contract Awards
Knowledge Centre

About UNGM
Terms & Conditions
UNGM News & Alerts

### Business Opportunities → Tender Notices

<table>
<thead>
<tr>
<th>Title</th>
<th>Deadline</th>
<th>Published</th>
<th>UN organization</th>
<th>Type of notice</th>
<th>Reference</th>
<th>Beneficiary country</th>
</tr>
</thead>
<tbody>
<tr>
<td>ITB-2017-095-I-TIP Services</td>
<td>11-Jul-2017</td>
<td>21-Jun-2017</td>
<td>WTO</td>
<td>Invitation to bid</td>
<td>Invitation To Bid to seek a company to provide a service</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Thrid party monitoring services for Iraq Humanitarian Pooled Fund (HPF)</td>
<td>05-Jul-2017</td>
<td>21-Jun-2017</td>
<td>UN Secretariat</td>
<td>Request for EOI</td>
<td>EOIUNOG14006</td>
<td>Iraq</td>
</tr>
<tr>
<td>PROVISION OF UNARMED SECURITY GUARD SERVICES</td>
<td>06-Jul-2017</td>
<td>21-Jun-2017</td>
<td>UN Secretariat</td>
<td>Request for EOI</td>
<td>EOIUNIPOGB1514005</td>
<td>Guinea-Bissau</td>
</tr>
<tr>
<td>Supply and Delivery of Plumbing and Drainage Materials to Various Mission Destinations</td>
<td>05-Jul-2017</td>
<td>21-Jun-2017</td>
<td>UN Secretariat</td>
<td>Request for EOI</td>
<td>EOIIRPO14003</td>
<td>Congo, The Democratic Republic of</td>
</tr>
</tbody>
</table>
## Current U.S. Opportunities

<table>
<thead>
<tr>
<th>Title</th>
<th>Deadline</th>
<th>Published</th>
<th>UN organization</th>
<th>Type of notice</th>
<th>Reference</th>
<th>Beneficiary country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expression of interest for prequalification of companies to provide services for provision of work force management (Human and Financial Resource Management) for Communication Network and Community-ba</td>
<td>10-Jul-2017 14:00 (GMT 5:00)</td>
<td>18-Jun-2017</td>
<td>UNICEF</td>
<td>Request for EOI</td>
<td>EOI CBV</td>
<td>Pakistan</td>
</tr>
<tr>
<td>Pre-bid conference - Combined pharmaceuticals and medical devices</td>
<td>30-Jun-2017 23:59 (GMT 2:00)</td>
<td>16-Jun-2017</td>
<td>UNFPA</td>
<td>Pre-bid notice</td>
<td>UNFPA/DCN/1B/17/017</td>
<td>Multiple destinations</td>
</tr>
<tr>
<td>UNICEF wishes to receive Proposals for Pneumococcal Vaccines for Delivery under the terms and conditions of the Advance Market Commitment</td>
<td>04-Jul-2017 12:00 (GMT 2:00)</td>
<td>06-Jun-2017</td>
<td>UNICEF</td>
<td>Request for proposal</td>
<td>RFP-DAN-2017-502488</td>
<td>Multiple destinations</td>
</tr>
<tr>
<td>Meningococcal W - Containing Conjugate Vaccine for Armenia, Nigeria and State of Palestine</td>
<td>14-Jun-2017 16:00 (GMT 2:00)</td>
<td>01-Jun-2017</td>
<td>UNICEF</td>
<td>Request for proposal</td>
<td>RFP-2017-502522</td>
<td>Multiple destinations</td>
</tr>
</tbody>
</table>
Contract Awards

1. Search with keywords and UNSPSCs

2. Click for Contract Details

Supply of tires for Shrek-I Mine Protected Vehicles in UNMAS Mail Program 17-0038/17-0087 Revised

RX Tooling Corporation
30-May-2017
UNOPS

Freight forwarding services for shipment of mine protected vehicles

Kuehne + Nagel A/S
09-May-2017
UNOPS

Supply of spare parts for puma mine protected vehicles for UNMAS Mail Programme

PC A General Trading LLC
03-Feb-2017
UNOPS

IMPORTANT NOTE: Interested vendors must respond to this tender using the UNOPS full UNSPSC tender details, request clarifications on the tender, and submit a vendor registration as a UNOPS vendor at the UNGM portal and be logged into UNGM. For guidance on UNOPS tenders in the UNOPS eSourcing system, please refer to the user guide and visit: https://esourcing.unops.org/#/Help/Guides

Countries

Mali
Registration Process on UNGM

3 registration levels
Level is determined by the monetary value of potential contracts

Basic registration
Level 1
Level 2

Common registration process
Some UN organizations require additional information

Certificate of Incorporation & References
Reference letters & Financial statements
Basic Registration

Contract Awards Up to $40,000

* Basic vendor information (name, address, etc.)
* Acceptance of UN Supplier Code of Conduct
* Information on countries in which you do business
* Classification of your goods and services (UNSPSC Codes):

A - Raw Materials, Chemicals, Paper, Fuel
B - Industrial Equipment & Tools
C - Components & Supplies
D - Construction, Transportation & Facility Equipment & Supplies
E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals
F - Food, Cleaning & Service Industry Equipment & Supplies
G - Business, Communication & Technology Equipment & Supplies
H - Defense, Security & Safety Equipment & Supplies
I - Personal, Domestic & Consumer Equipment & Supplies
J - Services
Level 1 Registration

Contract Value Less than $500,000

- The vendor has been in business for a minimum of 3 years
- Current certificate of incorporation or equivalent document verifying legal status/capacity
- Details and email addresses of at least 3 independent, non-affiliated references whom you have done business with
- Names of owner(s) and principals (including parent company, subsidiaries/affiliates, CEO/Managing Director, and those with controlling interests, if applicable). The names of intermediaries, agents and/or consultants, (if any) used in relation to United Nations contracts or bids/proposals.
Contract Value $500,000 and Above

* Reference letters from three independent, non-affiliated clients/companies, you have done business with

* Financial documents including Income Statements and Balance Sheet (audited/certified financial statements or equivalent) for the last three years, to be submitted with auditors report
More Information

* [www.trade.gov/united-nations](http://www.trade.gov/united-nations)
* [www.UNGM.org](http://www.UNGM.org)
Questions?

Carmela Mammas
Director
U.S. Commercial Service New York

Carmela.Mammas@trade.gov
www.trade.gov/new-york-new-york