



WORKSHOPS AND PRESENTATIONS DESCRIPTIONS

OVERVIEW OF THE UN

Monday 16 May

Participating UN organizations: UN/PD, UNDP, WFP, UNICEF, UNOPS, UNHCR, UNRWA, FAO, and UNIDO

The first session of the EU UN-Procurement Seminar consists of general presentations to introduce the different UN organizations, their mandate and the goods and services that they procure.

UN AND PROCUREMENT TRENDS

Monday 16 May

Participating UN organization: UNOPS

During this presentation new and ongoing developments within UN procurement will be discussed.

VENDOR REGISTRATION

Monday 16 May

Participating UN organizations: UNGM and UN/PD

Registration as a vendor with UNGM and specific UN organizations is required in order to do business with the UN. Correct registration with accurate information will also enable the UN to contact your company for business opportunities from the vendor databases that are kept by the UN. The UN organizations are constantly searching the market for new, competitive sources of supply with the necessary experience, and prefer to deal with manufacturers directly for larger requirements.

Therefore this presentation gives a detailed look into the registration process for various vendor databases used by the UN-organizations. It provides an overview of registration procedures, disclosure of company information, and other requirements.

LEGAL ASPECTS OF UN PROCUREMENT

Monday 16 May

Participating UN organization: UNDP

The UN is a sovereign organization. This presentation discusses the legal aspects of doing business with the UN organizations and programs and how it may affect the procurement process and contracts with the private sector.

Themes include:

- UN charter
- Convention on privileges and immunities
- General terms and conditions of contracts
- Legal status of supplier/ privileges and immunities issues
- Dispute resolution



- Governing law
- Use of UN name and logo
- Tax issues

Live UN/PD REGISTRATION ADVICE AND SUPPORT

Monday 16 May

Participating UN organization: UN/PD

UN/PD staff will assist you with specific questions that you might have regarding the registration of UN/PD. You can bring your laptop and login to your UNGM account. Internet is available.

TENDER PROCESS

Monday 16 May

Participating UN organization: UN/PD

This presentation gives an overview of the tender process. Where to locate advertisements for bid opportunities, and how to bid on UN contracts for goods, works and consulting services.

ICT (TELE-) COMMUNICATIONS & SOFTWARE

Monday 16 May

Participating UN organizations: UN/PD, UN DFS, and UNDP

Telecommunication and Information Communication Technology are a key recourse to facilitate communication between the geographically extended UN organizations and offices. Therefore it offers major procurement opportunities for companies providing these goods and services. In this workshop several UN organizations will provide an overview of their specific needs and requirements.

ENGINEERING & CONSULTANCY

Monday 16 May

Participating UN organizations: UN/PD, UN DFS, and UNIDO

Engineering:

Construction, Water, Environmental technology, Energy, Prefab, Waste,

Consultancy:

In this workshop companies will be informed about business opportunities for consultants and professional services with the participating UN Organizations and learn how they can market their services to these UN organizations.

TRADING PLACES, AN HOUR IN THE UN'S SHOES

Tuesday 17 May

Participating UN organization: UN/PD

This interactive workshop is held by staff members of UN/PD.



UN/PD does, amongst others, the procurement for Head Quarters and Peacekeeping missions based on the requirements and needs provided by DFS.

UN/PD will prepare in writing a number of realistic procurement cases with questions for the companies, where companies will need to choose how they would have made the procurement decision. EUPF will distribute the questions in advance so companies will have a chance to prepare. The cases are examples of Field procurement relating to goods.

REALITY OF UN PROCUREMENT

Tuesday 17 May

Participating UN organization: UN/PD

UN/PD will go through the tender process and focus on practical procurement tips and addressing common difficulties that may come up in different cases.

UN RESPONSE TO HUMANITARIAN CRISES

Tuesday 17 May

Participating UN organizations: OCHA, WFP, UNHCR, and UNRWA

The United Nations responds to humanitarian emergencies and crises by providing first response aid and reconstruction assistance to regions in need, for example emergency response after the earthquake in Haiti in January, 2010. This workshop focuses on the specific needs and infrastructure for emergency aid. It provides an overview of the specific procurement rules and standards for emergency procurement, and an insight in the needs for providing goods and services in (post-) conflict regions.

GLOBAL B2B PARTNERSHIPS

Tuesday 17 May:

Participating UN organizations: UN/PD and FAO

Participating Companies: TBD

During this workshop UN organizations will discuss their organization's rules on prospective collaborations between UN suppliers and discuss the most common forms of collaborations among companies dealing with the UN organizations.

Two companies that have experience doing business with the UN through B2B partnerships will share experiences.

Questions that will be answered during this workshop are:

- How do companies find each other in order to increase chances of participating in large tenders, not just western companies, but especially local partners in project countries?
- How does the UN perceive consortiums with local partners?
- What is the legal structure of partnerships - who is the main contractor and who is the subcontractor?
- Who needs to be registered and who is liable? How does it work with Bid Bonds in that case?



WORLD BANK PROCUREMENT

Tuesday 17 May

During this workshop a World Bank staff member will give a general overview of the World Bank Group and procurement under WB financed projects.

The WB is not a bank in the common sense; it is made up of two unique development institutions owned by 187 member countries: the International Bank for Reconstruction and Development (IBRD) and the International Development Association (IDA). The IBRD aims to reduce poverty in middle-income and creditworthy poorer countries, while IDA focuses on the world's poorest countries. Their work is complemented by that of the International Finance Corporation (IFC), Multilateral Investment Guarantee Agency (MIGA) and the International Centre for the Settlement of Investment Disputes (ICSID).

Together, they provide low-interest loans, interest-free credits and grants to developing countries for a wide array of purposes that include investments in education, health, public administration, infrastructure, financial and private sector development, agriculture and environmental and natural resource management.

The IBRD and IDA provide average annual lending commitments for investment projects of US\$10-US\$15 billion a year. These funds are used by governments of recipient countries to purchase goods and equipment, construct civil works, and obtain the consulting services needed to implement these projects. Each project may involve many separate contracts and business opportunities for suppliers, contractors, and consultants worldwide.

When pursuing business opportunities in projects financed by the World Bank, it is essential to understand that the implementing agency (local ministry) in the recipient country is responsible for procurement (This in contrast to the UN who does their own procurement). All contracts are between the borrower (usually the government department that is its implementing agency) and the supplier, contractor or consultant. The Bank's role is to make sure that the borrower's work is done properly, that the agreed procurement procedures are observed, and that the entire process is conducted with efficiency, fairness, transparency, and impartiality. However occasionally, the World Bank hires consultants directly to support its development work.