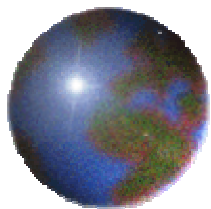
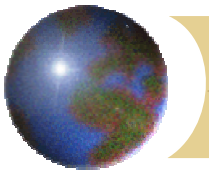




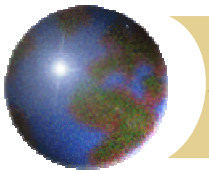
Doing Business with UNDP





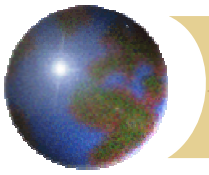
Scope of Presentation:

- ✿ UNDP and its role in the Marketplace
- ✿ UNDP Procurement
- ✿ How to Identify UNDP Business?
- ✿ How to Market your Goods and Services?
- ✿ Need help?

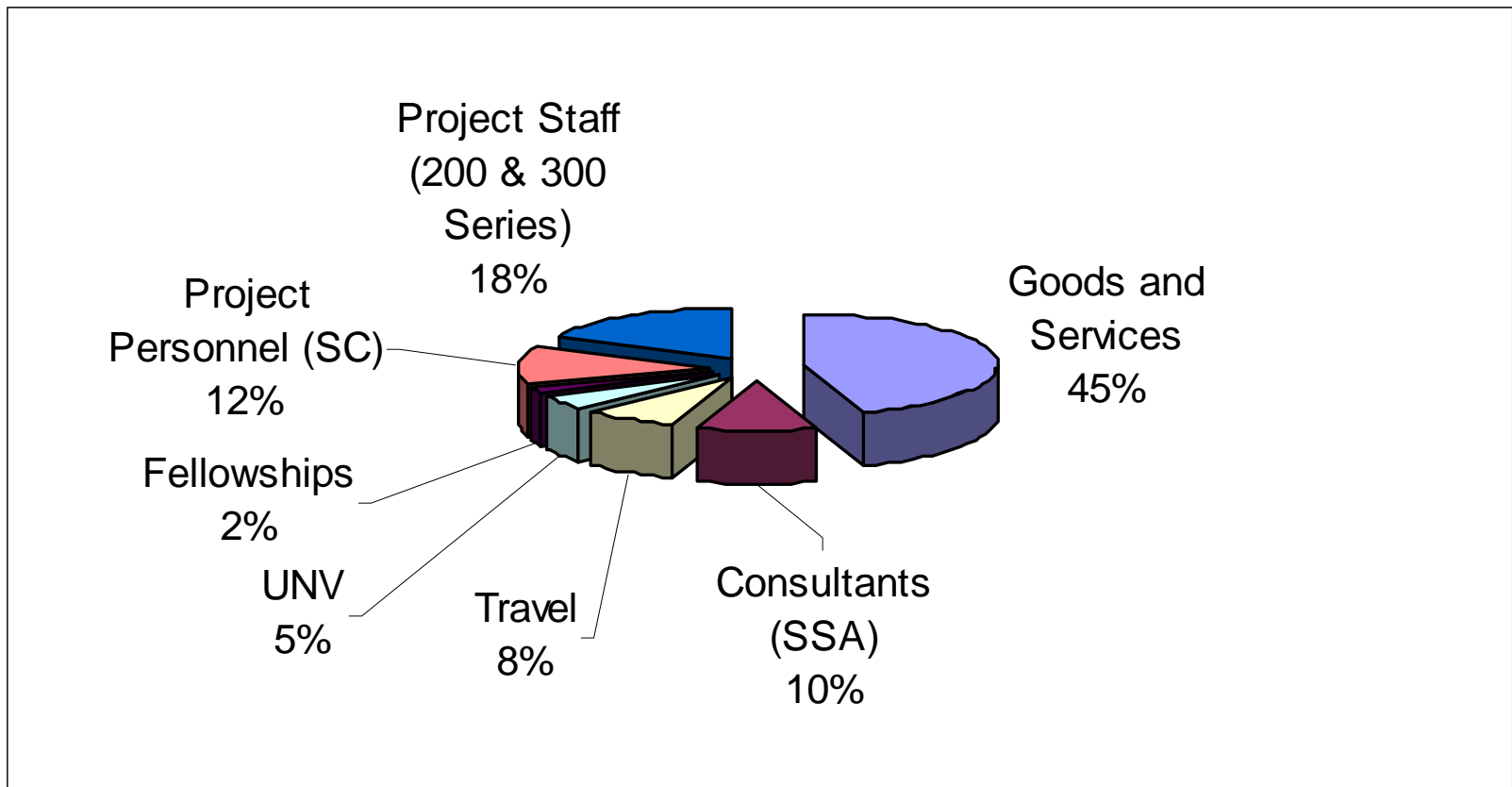


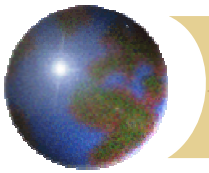
United Nations Development Programme

- ✦ Principal leader in advocating change and connecting countries to knowledge, experience and resources to help countries build and share solutions to the global and national challenges of:
 - poverty reduction;
 - democratic governance;
 - HIV/AIDS;
 - energy and environment;
 - crisis prevention and recovery;
 - information and communications technology.
- ✦ Source of UNDP funding:
 - voluntary contributions;
 - cost sharing;
 - trust funds.
- ✦ Global network of 166 country offices.
- ✦ Annual Programme Delivery : USD 4.3 Billions (Approx.)

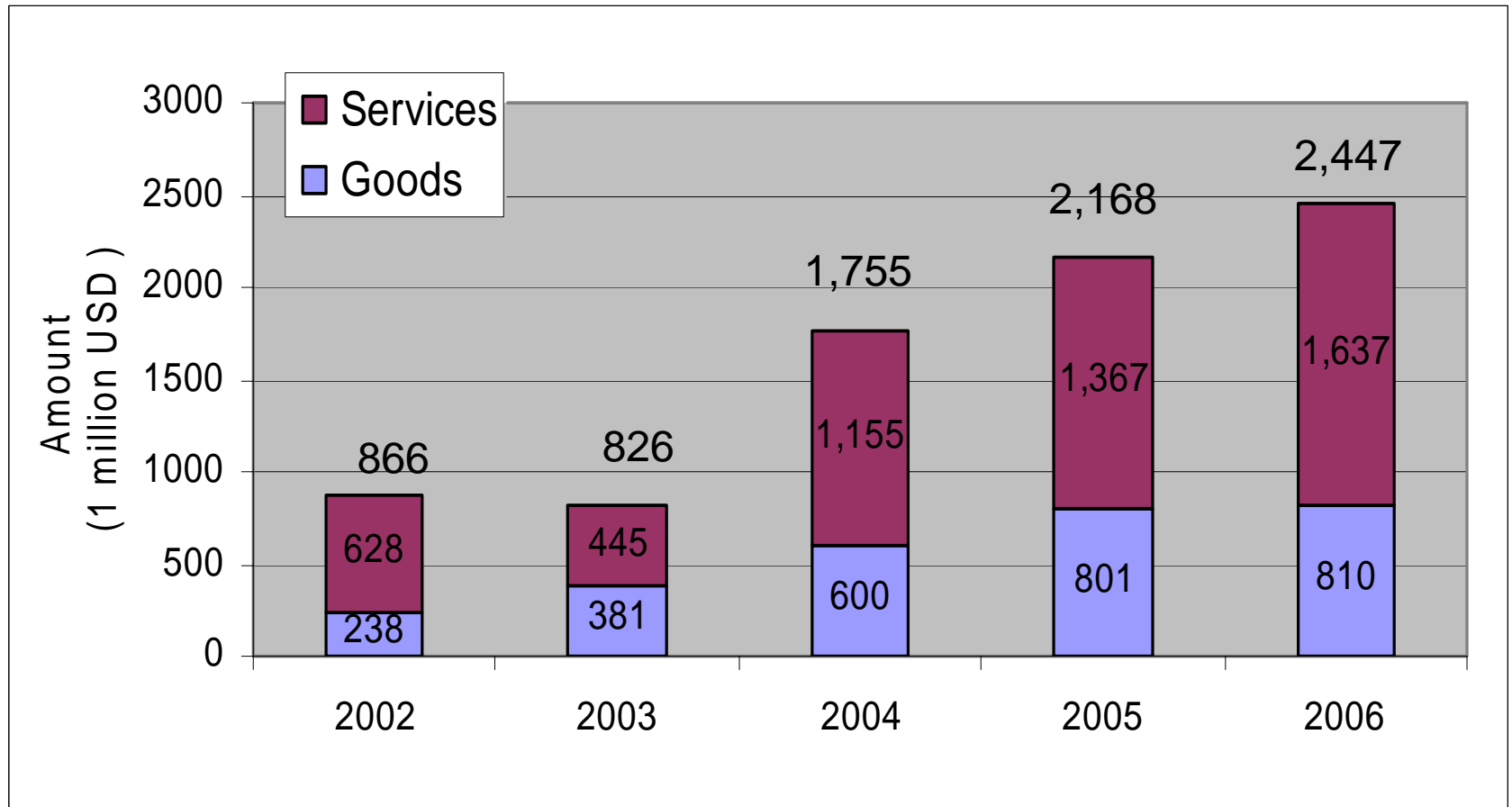


Components of Delivery

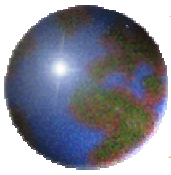




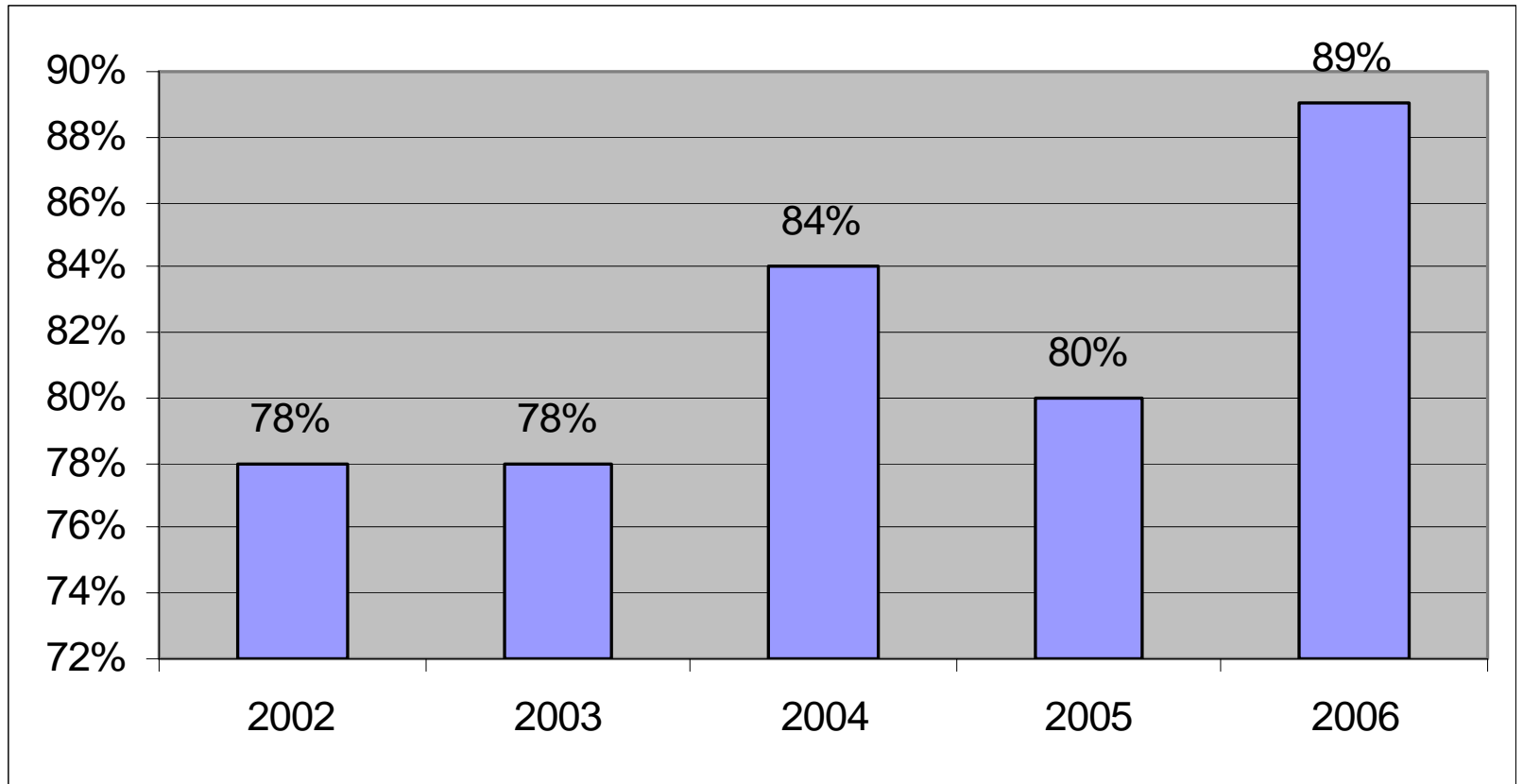
Year Over Year Comparison

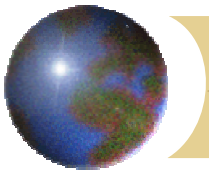


Note: Above figure includes Goods and Professional Services Only

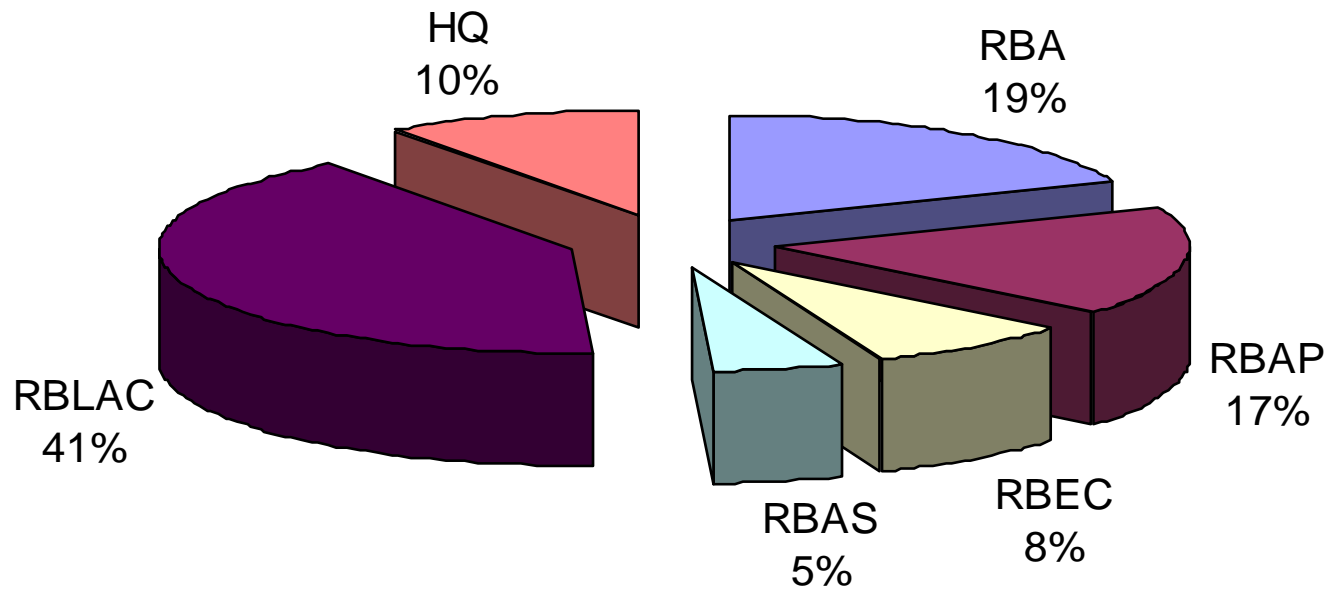


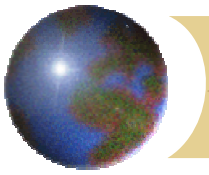
% of Procurement from Developing Countries





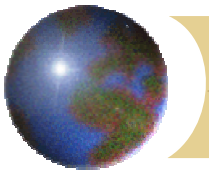
Distribution by Region





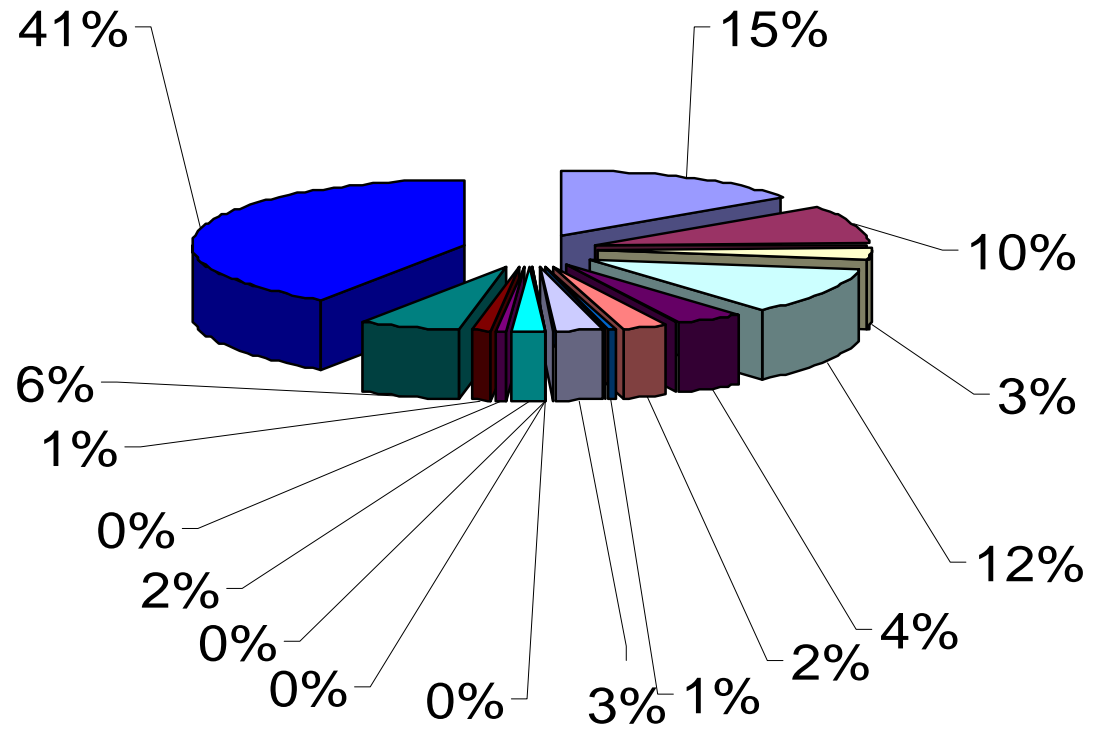
Top 15 Procuring Offices

- **ARGENTINA:** \$216 million USD - 10%
- **PANAMA:** \$153 million USD - 7%
- **AFGHANISTAN:** \$131 million USD - 6%
- **CONGO DRC:** \$130 million USD - 6%
- **HQ:** \$ 99 million USD - 4%
- **HONDURAS:** \$86 million USD - 4%
- **DENMARK:** \$81 million USD - 4%
- **INDONESIA:** \$75 million USD - 3%
- **COLUMBIA:** \$68 million USD - 3%
- **PERU:** \$55 million USD - 2%
- **SUDAN:** \$54 million USD - 2%
- **GUATEMALA:** \$53 million USD - 2%
- **IRAQ:** \$47 million USD - 2%
- **EGYPT:** \$38 million USD - 2%

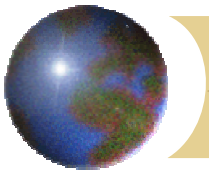


Africa

- Equipment and Furniture
- Office Supplies
- Materials & Goods
- Medical Products
- IT Equipment
- Audio Visual&Print Prod Costs
- Hospitality/Catering
- Rental & Maintenance-Premises
- Other Equipment Rental
- Reimbursement Costs
- Facilities & Administration
- Communication Charges
- Shipment & Courier Charges
- Professional Service - other
- Professional Service-Construction & Engineer
- Professional Service-Information Technology

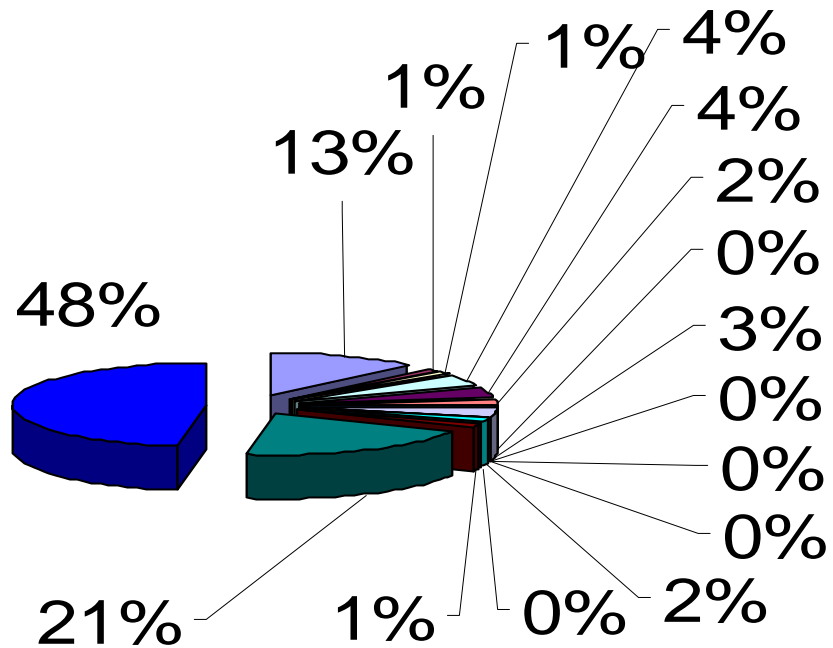


Total: 472 Million (USD)

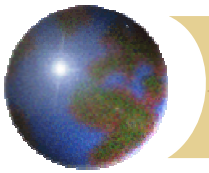


- Equipment and Furniture
- Office Supplies
- Materials & Goods
- Medical Products
- IT Equipment
- Audio Visual&Print Prod Costs
- Hospitality/Catering
- Rental & Maintenance-Premises
- Other Equipment Rental
- Reimbursement Costs
- Facilities & Administration
- Communication Charges
- Shipment & Courier Charges
- Professional Service - other
- Professional Service-Construction & Engineer
- Professional Service-Information Technology

Europe

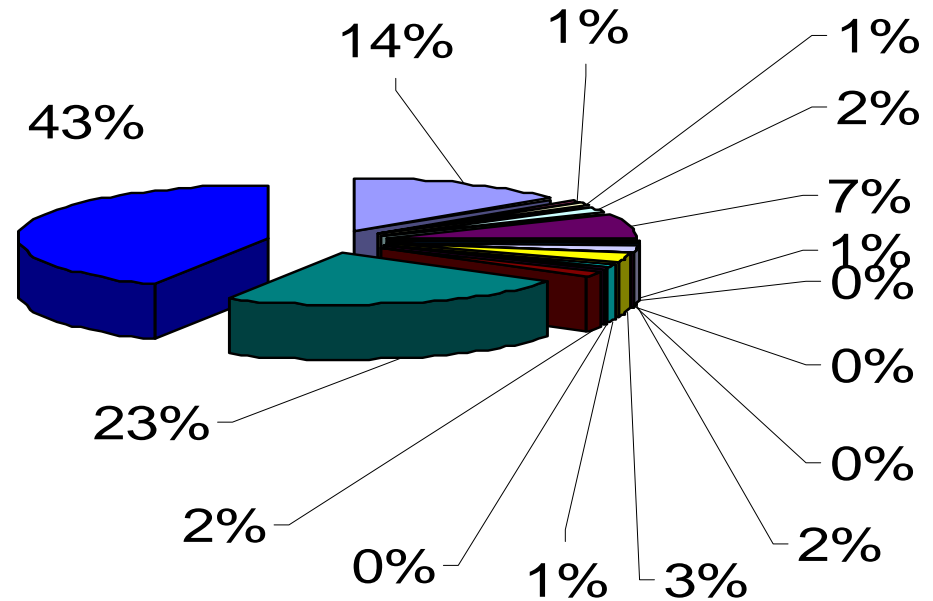


Total: 202 Million (USD)

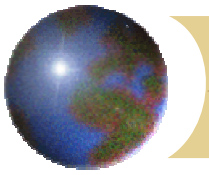


- Equipment and Furniture
- Office Supplies
- Materials & Goods
- Medical Products
- IT Equipment
- Audio Visual&Print Prod Costs
- Hospitality/Catering
- Rental & Maintenance-Premises
- Other Equipment Rental
- Reimbursement Costs
- Facilities & Administration
- Communication Charges
- Shipment & Courier Charges
- Professional Service - other
- Professional Service-Construction & Engineer
- Professional Service-Information Technology

Arab States

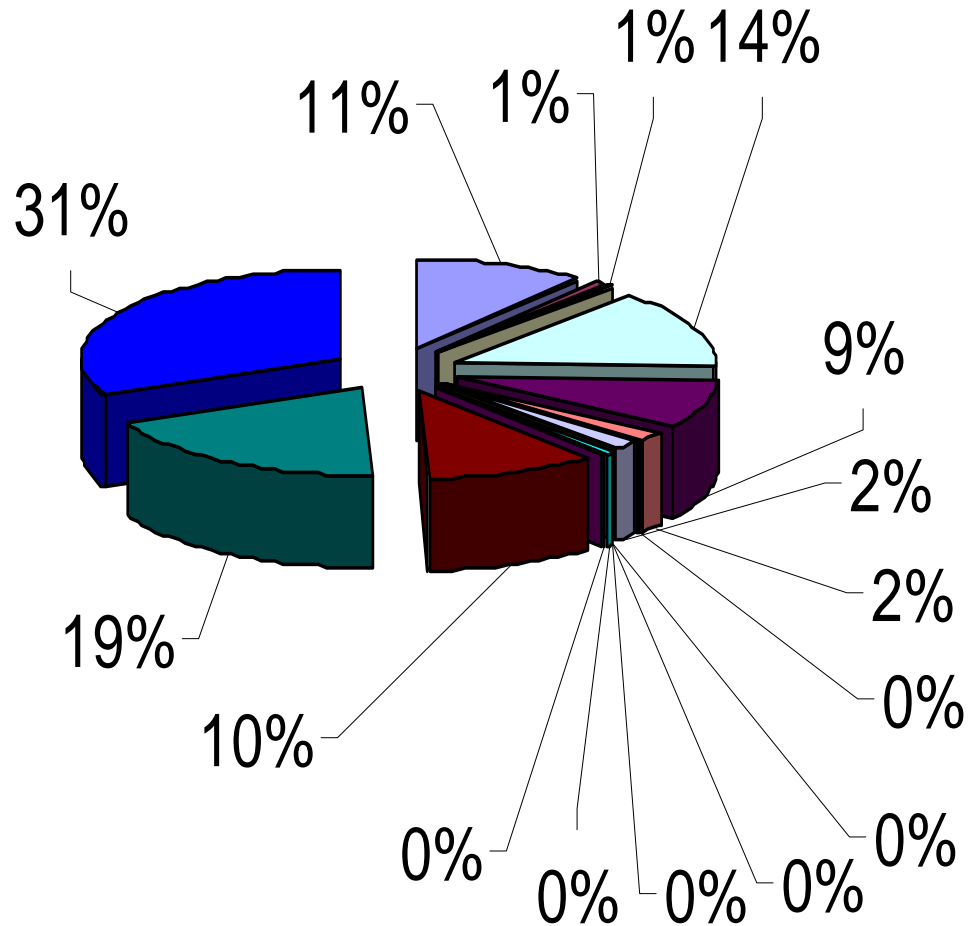


Total: 131 Million (USD)

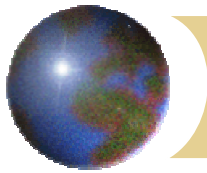


- Equipment and Furniture
- Office Supplies
- Materials & Goods
- Medical Products
- IT Equipment
- Audio Visual&Print Prod Costs
- Hospitality/Catering
- Rental & Maintenance-Premises
- Other Equipment Rental
- Reimbursement Costs
- Facilities & Administration
- Communication Charges
- Shipment & Courier Charges
- Professional Service - other
- Professional Service-Construction & Engineer
- Professional Service-Information Technology

Latin America

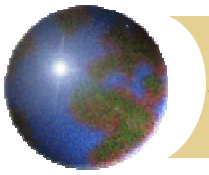


Total: 1,021 Million (USD)



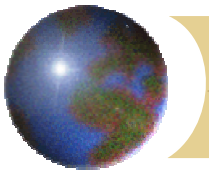
Commonly Procured Goods by UNDP

- ✦ Electrical Equipment
- ✦ Computers
- ✦ Telecommunications Equipment
- ✦ Cooling and Heating Equipment
- ✦ Laboratory Equipment
- ✦ Motor Vehicles
- ✦ Agricultural Equipment
- ✦ HIV / AIDS Drugs
- ✦ Computers
- ✦ Telecommunications Equipment
- ✦ Medical Supplies and Equipment
- ✦ Office Equipment
- ✦ Power Generators
- ✦ Water Supply Systems
- ✦ Shelter Items
- ✦ Construction Equipment and Materials



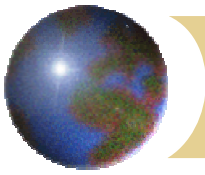
Commonly Procured Services by UNDP

- ✦ Information Technology
- ✦ Public Administration
- ✦ Education, Training and Social Services
- ✦ Agriculture
- ✦ Printing
- ✦ Education, Training and Social Services
- ✦ Transportation
- ✦ Water Supply
- ✦ Environment
- ✦ Natural Resources
- ✦ Communication
- ✦ Election
- ✦ Shipping



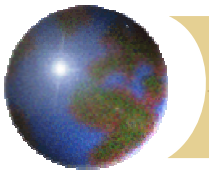
Top 15 Supplier Countries

- ⊕ **ARGENTINA:** \$206 million USD - 9%
- ⊕ **PANAMA:** \$151 million USD - 7%
- ⊕ **UNITED STATES:** \$124 million USD - 6%
- ⊕ **AFGHANISTAN:** \$126 million USD - 6%
- ⊕ **DEM REP CONGO:** \$86 million USD - 4%
- ⊕ **COLUMBIA:** \$68 million USD - 3%
- ⊕ **INDONESIA:** \$56 million USD - 3%
- ⊕ **INDIA:** \$55 million USD - 2%
- ⊕ **GUATEMALA:** \$53 million USD - 2%
- ⊕ **PERU:** \$48 million USD - 2%
- ⊕ **JAPAN:** \$47 million USD - 2%
- ⊕ **DENMARK:** \$41 million USD - 2%
- ⊕ **EGYPT:** \$37 million USD - 2%
- ⊕ **NETHERLAND:** \$37 million USD - 2%
- ⊕ **UNITED KINGDOM:** \$35 million USD - 2%



Procurement Methods

- ⊕ **Request for Quotation**
 - most flexible and least formal
 - contract amount exceeds USD \$2,500 but less than USD \$100,000.
- ⊕ **Invitation to Bid**
 - normally used when entity is not required to propose technical approaches to a project activity (i.e., goods and civil works)
 - contract amount is USD \$100,000 or more.
- ⊕ **Request for Proposal**
 - used in the procurement of complex goods (e.g., functional specifications cannot be expressed) and services
 - recommended for all contracts exceeding USD \$100,000.
- ⊕ **Direct Contracting**
 - value of procurement is less than USD \$2,500
 - there is no competitive marketplace for the requirement
 - there is genuine exigency for the requirement.



Evaluation of Offers

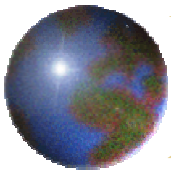
Guiding Principle: Best Value for Money

Goods:

- **Technical capacity**
- **Environmentally sound**
- **Quality Assurance Accuracy of documentation**
- **Speed of response**
- **Customer service**

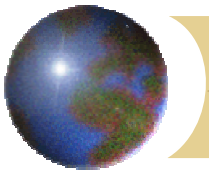
Services:

- **Provides Technical Solutions**
- **Competency**



Long Term Agreements

- ✦ a single tendering exercise over the life of the arrangement **reduces administrative effort**
- ✦ **quality assurance** and legal requirements will have been dealt with at the outset
- ✦ the supplier benefits in terms of **planning stock levels** and **continuity of supply**
- ✦ a mutually beneficial **longer-term working relationship** can be established with suppliers



How to Identify UNDP Business

Consult and review:

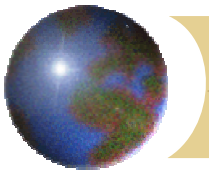
✦ UNDP Country Programmes

✦ Other Publications

- Practical Tips: Doing Business with the UN System
- The General Business Guide for Potential Suppliers of Goods and Services.

✦ Procurement Notices

- UNGM's online procurement notices at www.ungm.org
- UNDP's online procurement notices at www.undp.org
- Development Business at www.devbusiness.com
- Subscription to email alert service to receive new procurement notices as they are published.



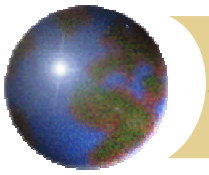
UN Global Market (UNGM)

About the UNGM:

- ✦ Single window for registration with the UN System
- ✦ Allows the supplier to keep current business information available to all UN Organizations as a tool for locating potential suppliers.

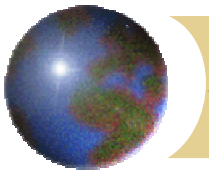
Registering with UNGM:

- ✦ To be listed as a potential supplier in the UNGM, please fill out the Common Supplier Registration Form available at www.ungm.org
- ✦ The Common Supplier Registration Form is the same form used by individual organizations to pre-qualify suppliers and incorporate suppliers into their internal procurement rosters.



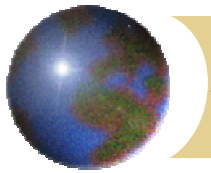
Eligibility Criteria to Register

- ✦ Completion of the Registration Form available at www.ungm.org
- ✦ Agreement to UNDP General Terms and Conditions.
- ✦ Quality compliance as per International / National product standards (i.e. ISO, DIN, BS etc.)
- ✦ Financial Strength (i.e., cash flow and liquidity).
- ✦ D&B Rating (For high value contracts)



How to Market your Goods and Services to UNDP?

- ✦ Introduce your company
- ✦ Contact the Resident Representative
- ✦ Visit the country office
- ✦ Meet the Project Manager & others concerned



Need Help? Contact:

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