



# 17<sup>TH</sup> ANNUAL

EU-UN PROCUREMENT SEMINAR

25 - 26

MAY, 2021

•  
VIRTUAL  
EDITION

Attend the seminar and meet several UN agencies to understand how your company can do business in the \$19 Billion UN Procurement Market effectively

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# DEAR PARTICIPANTS,

Welcome to the 17th Seminar organized by the European Procurement Forum (EUPF) in New York. The EUPF is a non-profit organization, managed since 2003 by the New York based staff from various European Union Member States' Consulates and Missions to the UN. Our purpose is to help European companies initiate and develop their business within the UN marketplace. With that spirit, we have received more than 1,200 different European companies in the past sixteen seminars.

EUPF continues to focus on practical procurement issues, to offer opportunities for one-on-one meetings with relevant UN procurement staff, and seeks to make the presentation of institutional issues more dynamic.

In 2017, we introduced a few changes in the structure of the seminar as well: we improved the general information sessions on procedure, with the addition of three webinars, and included five thematic workshops with several UN entities. These workshops focused on specific aspects of procurement procedures for different sectors and reflected our commitment to address the critical needs of the UN. These new features were deemed useful. Also, based on popular demand from previous years Seminar participants, we have invited representatives of the World Bank responsible for the corporate procurement to participate at the seminar to broaden the information provided to our participants interested in the World Bank Procurement.

UN reform brought certain changes in UN procurement system as well, which is one of many topics that our Seminar aims to cover and thus assist you to familiarize yourselves with the new framework.

The topics of the seminar have also evolved in response to the different challenges. Having to operate under some of the most difficult conditions and circumstances, the UN must continuously innovate in order to fulfill its missions effectively and companies must respond to these challenges as well in order to empower the UN: new technologies really can help peacekeeping missions to be more effective and save lives.

The current pandemic illustrates the challenges met by the UN and the resilience it has shown in times of need. It stresses at the same time the necessity for our companies to adapt, evolve and move in order to support efficiently the organization.

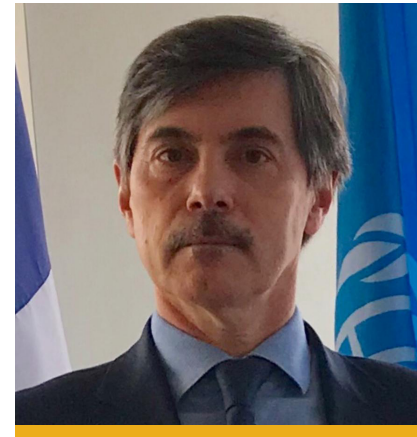
We are aware that companies highly value the guidance of procurement officials, and are also keen to meet the officers who establish the technical specifications of the tenders. We have been able to secure that support throughout the years. Our objective is not only to maximize the number of individual meetings for companies, but to ensure they are meaningful.

We wish to thank the representatives of the different EU Member States who have mobilized their companies to participate as well as all the participating UN agencies whose long term support to the Seminar is the main reason that the event is successfully continuing. We also express our immense gratitude towards all of you. We applaud you for exploring the UN market and for persevering in such a complex and competitive environment.

EUPF is proud to be your host for its seventeenth seminar. We are excited to receive your feedback and are looking forward to your continued involvement.

On behalf of EUPF Board and all EUPF members, welcome to our seminar!

# EUPF BOARD MEMBERS



**BERNHARD HECHENBERGER**  
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# DEAR EUPF PARTICIPANTS,

It is with a great pleasure that I want to welcome you to this special edition of the EU procurement forum.

For over a year, the global pandemic has challenged established practices of businesses, governments and international organizations alike. We have seen dramatic shifts on the demand side and severe logistical restrictions that have put global supply chains at risk. With its truly global footprint the United Nations Organisation is well equipped to mitigate the impact of the pandemic and to help governments to overcome it. At the same time, the UN had to adjust its working methods and redefine its priorities.

Together with the UN, EU is leading initiatives in areas such as climate change, environmental protection, implementing the SDGs, digital inclusion, healthcare, Covid-relief and much more. In all these areas European companies can play a critical role, supporting our own efforts, and ensuring that the UN achieves its goals. Any mandate - from peace and stability to public service optimization - is more likely to succeed when backed by a solid, all-encompassing procurement approach.

This is why flexible and reliable procurement will remain a key enabler for UN's work and companies from the European Union are much needed partners in this respect. Part of the Secretary-General's management reform is the commitment to build an efficient, agile and responsive procurement function. The new procurement management strategy seeks to professionalize procurement, increase cooperation and access to the UN market, while improving transparency and risk management.

This seminar aims at helping you understand better the processes and the needs of the UN, which in 2019 amounted to over 20 billion USD in tenders. Yes, competition is tough, but we have a major role to play: our companies are global leaders in many industries and stand unmatched in their commitment to sustainable processes and services, which could help the UN to fully transition to Sustainable Procurement.

Hence, our hope is that this session will translate into better business opportunities and development for EU companies, which in turn triggers a virtuous cycle of enhanced cooperativeness and trust. EU companies have an opportunity to help the UN achieve its procurement goals, while generating sustainable, job-creating growth.

I wish all participants a successful seminar.

Sincerely,

**Silvio Gonzato,**  
Deputy Permanent Representative of the EU Delegation to the United Nations

# PARTICIPATING ORGANIZATIONS



## UN ORGANIZATIONS

- **UN DOS/OSCM/PD** ..... UN Procurement Division, the Office of Supply Chain Management, the Department of Operational Support
- **UN DOS/OSCM/LD** ..... UN Logistics Division, the Office of Supply Chain Management, the Department of Operational Support
- **UN DOS/OSCM/EOS/VRO** ..... UN Vendor Registration and Outreach, the Enabling and Outreach Service, the Office of Supply Chain Management, the Department of Operational Support
- **UNDP** ..... United Nations Development Programme
- **UNICEF** ..... United Nations Children's Fund
- **UNOPS** ..... United Nations Office for Project Services

## MULTILATERAL DEVELOPMENT BANK

- **WB** ..... World Bank Group

PROGRAM

MAY

PRE-EVENT VIDEO LIBRARY

UNPD: OVERVIEW OF THE UN PROCUREMENT MARKET AND THE TENDER PROCESS  
Tame: Video Library

ENVIRONMENTAL STRATEGY  
Tame: Video Library

DOING BUSINESS WITH THE UN - REGISTRATION AS A VENDOR  
Tame: Video Library

OVERVIEW OF THE UN DEVELOPMENT PROGRAMME  
Tame: Video Library

UNICEF  
Tame: Video Library

UNOPS  
Tame: Video Library

WORLD BANK  
Tame: Video Library

TAME PLATFORM - "HOW TO" TUTORIALS  
Tame: Video Library



TUESDAY

MAY 25

8:00 | WHOVA app & Tame: B2B Networking Chat  
PRE-EVENT NETWORKING

8:15 | Tame: Main Stage  
WELCOME TO THE EUPF  
• MC: Ms. Holland Haiis

8:30 - 8:45 | Tame: Main Stage  
OPENING REMARKS  
• Mr. Bernhard Hechenberger  
President, EUPF  
• Mr. Christian F Saunders  
Assistant Secretary General, Office of Supply Chain Management, United Nations Department of Operational Support

8:45 - 9:35 | Tame: Main Stage  
WORKSHOP 1: ENERGY: WASTE MANAGEMENT AND POWER GENERATION  
• MC: Ms. Holland Haiis  
• Mr. Atul Kaushal  
Procurement Officer, Engineering & Infrastructure Team, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Mr. Matteo Morelli  
Engineering Assistant, Sourcing & Support Unit, Global Service Centre (Brindisi), United Nations Department of Operational Support  
• Ms. Elsy-Patricia Martinez  
Chief, Resource Unit, Engineering Support Section, Sourcing Support Service, Logistics Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Ms. Judith Nyangaga  
Supply Officer, Engineering Section, Strategic Support Service, Logistics Division, Office of Supply Chain Management, United Nations Department of Operational Support

9:45 - 10:35 | Tame Live Streaming - Main Stage  
WORKSHOP 2: INFORMATION AND COMMUNICATION TECHNOLOGIES, CYBERSECURITY & PHYSICAL SECURITY  
• MC: Ms. Holland Haiis  
• Ms. Akku Sansyrbayeva-Saha  
Procurement Officer, Communications & Technology Team, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Mr. Falah Sultan  
Team Leader, Security Team, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support

PROGRAM

10:45 - 11:35 | Tame: Breakout Sessions  
THE ROUTE TO THE FIELD. LESSON LEARNED FROM A 5-YEAR-SUPPLIER OF THE UN  
• Mr. Antoine Bertout  
Director, International Development, Partnerships and Channels, FAMOCO

11:45 - 12:30 | Tame: Breakout Sessions  
UNDP INDUSTRY SPECIFIC SESSIONS

WEDNESDAY

MAY 26

8:00 | WHOVA app & Tame: B2B Networking Chat  
PRE-EVENT NETWORKING

8:15 | Tame: Main Stage  
WELCOME TO EUPF 2ND DAY  
• MC: Ms. Holland Haiis

8:30 - 9:15 | Tame: Main Stage  
WORKSHOP 3: HEALTHCARE, MEDICAL EQUIPMENT AND SUPPLIES  
• MC: Ms. Holland Haiis  
• Ms. Marta Valeska Garcia Argenal  
Team Leader, Healthcare Team, Procurement Division Office of Supply Chain Management, United Nations Department of Operational Support  
• Ms. Lily Cheung  
Head of HR Category, World Bank

9:20 - 10:35 | Tame: Breakout Sessions - Trading Places  
• TRADING PLACES: ONE HOUR IN UN SHOES  
Mr. Miguel Alvarez  
Chief, Operational Sustainment and Healthcare Section, Procurement Division

MAY 25-26

8:00 - 12:30 | Tame: B2B Networking Chat  
B2B NETWORKING AND MEETINGS

8:00 - 12:30 | Tame: Breakout Sessions - Helpdesk  
HELPDESK/ASK THE ORGANIZER

10:40- 11:25 | Tame: Main Stage  
WORKSHOP 4: LOGISTICS AND TRANSPORTATION

• MC: Ms. Holland Haiis  
• Mr. Edward Meck  
Team Leader, Freight Forwarding & Logistics Team, Procurement Division Office of Supply Chain Management, United Nations Department of Operational Support  
• Mr. Djani Zadi  
Supply Chain Specialist, UNICEF

11:30 - 12:15 | Tame: Main Stage  
WORKSHOP 5: INFRASTRUCTURE AND WATER SANITATION, PURIFICATION AND HYGIENE

• MC: Ms. Holland Haiis  
• Ms. Yvette Khoury  
Procurement Officer, Engineering and Infrastructure Team, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Ms. Lee Ting Chan  
Associate Procurement Officer, Engineering and Infrastructure Team, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Mr. Moha Bhatta  
Engineer, Engineering Section, Logistics Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• Mr. Rajiv Parankusam  
Head of Category, Corp Services & Real Estate, Corp Procurement, World Bank

12:15 - 12:30 | Tame: Main Stage  
CLOSING: FUTURE OF THE UN PROCUREMENT

• Ms. Neris M. Báez García de Mazzora  
Director, Procurement Division, Office of Supply Chain Management, United Nations Department of Operational Support  
• FINAL REMARKS  
MC: Ms. Holland Haiis

8:30 - 12:30 | Tame: 1on1 Meeting Room  
ONE-ON-ONE MEETINGS

9:00 – 11:00 | Tame: Breakout Sessions - Vendor Registration  
VENDOR REGISTRATION ON THE UN GLOBAL MARKETPLACE  
• Mr. André Wallas  
Vendor Registration and Outreach Unit, Enabling and Outreach Service, Office of Supply Chain Management, Department of Operational Support, United Nations Secretariat



TUESDAY  
MAY 25



8:45 – 9:35 (EST)

**WORKSHOP 1: ENERGY: WASTE MANAGEMENT  
AND POWER GENERATION**

**Participating UN organizations: UN DOS/PD, UN DOS/LD,  
UNICEF**

Waste management plays an important role in many of the sustainable development goals (e.g. goal 3, 6, 11 and 12). There are some concerns that many countries, especially the least developed countries, lack the capacity to fully manage chemicals and waste throughout their life cycle. Also, in UNO's field operations there is potential to gain positive results with enhanced waste management and professional environmental management structures.

The UNO's have set the goal to become climate neutral. The use of environmental technologies varies widely by UNO's as a result of the different conditions that the UNO's operate in. Specifically when it comes to power generation, renewable energy has the potential to curb emissions and minimize the environmental footprint of UNO's.

This workshop will therefore address questions like public-private partnerships, innovations related to the areas, comparison of solutions in the market, balancing procurement principles with requisitioner needs, current level of advancement in terms of technologies and how new technologies can be assessed from a cost/benefit angle.

9:45 – 10:35 (EST)

**WORKSHOP 2: ICT, CYBERSECURITY  
& PHYSICAL SECURITY**

**Participating UN organizations: UN DOS/PD, World Bank**

The entire world becomes more and more connected. Every day, data is taking a bigger place in our lives. The UN system cannot stay apart from this movement and offers several vulnerabilities to its deviances: the UN system is extremely

fragmented and the integration level of information systems of its participating agencies is struggling to keep up with the pace in term of connectivity as well as cybersecurity; the environment in which most of its Peacekeeping Missions operate becomes everyday more unsecure, with ever increasing asymmetric threats and with cyber technologies mastered by those who want to attack the information network, steal or alter data integrity : in other words, harm a vulnerable system.

Therefore, being well equipped and skilled in terms of cybersecurity must be a constant goal for the UN System and Peacekeeping Operations have to protect themselves as well as their military and civil staff to gain effectiveness and efficiency. As the UN itself recognizes, these goals are still quite far from being reached. Beyond ICT, preserving the physical security of the UN camps, personnel and local populations is of paramount importance. Hence the UN seeks the best measures and services that ensure, as much as possible, that no life is lost.

The UN organized several conferences and events illustrating its eagerness to gain skills and awareness in these domains, such as the Symposium on new technologies in peacekeeping (DPKO and DFS, Nursultan, may 2019). These events aim to help UN staff to be better aware of the state of art technologies.

Peacekeeping operations have an urgent need to use Communication and Information technologies in order to match the level of sophistication of the threat that more and more endangers the life of their staff: for that reason, secured communication networks and integrated surveillance devices can make UN camps safer and save lives.

Find out during this new workshop what the UN Peacekeeping Operations and the UN system is looking for.





SESSIONS: MAY 25

10:45 – 11:30 (EST)  
THE ROUTE TO THE FIELD. LESSON LEARNED  
FROM A 5-YEAR-SUPPLIER OF THE UN

Participating company: FAMOCO

This session will cover the different paths and steps required to engage, develop and deliver goods and services to International Organizations. We would like to share with the participants of the EUPF Seminar more than 5 years of experience interacting with various procurement divisions from different agencies to cover activities in more than 45 countries. From registration as a vendor, co-creation, multi-stakeholder approach to logistics challenges, this conversation should help you navigating through the procurement process, paving the route to the field as a company willing to contribute to the greater good.

11:45 – 12:30 (EST)  
UNDP INDUSTRY  
SPECIFIC SESSIONS

Participating UN organizations: UNDP

Participants are given the opportunity to meet with a UNDP procurement officer during this time slot. Companies will be assigned into small industry specific groups where they will be able to ask their UNDP procurement officer about procurement practices and needs.

These will be interactive and group-oriented sessions aimed to cultivate industry-specific relationships.



SESSIONS

WEDNESDAY  
MAY 26

9:00 – 11:00 (EST)  
VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organization: UN DOS/OSCM/EOS/VRO

Feel free to join this session and DOS/PD staff will assist you individually with specific questions that you may have regarding your company registration in UNGM. You will have to bring your own laptop and login info to your UNGM account.

This session is not a presentation or group workshop.

8:00 – 12:30 (EST)  
B2B NETWORKING AND MEETINGS

Networking is a crucial element of the EU-UN Procurement Seminar. B2B Networking Chat is an open chat room in Tame with an instant messaging tool you can use to network and set up live video meetings with other attendees. Participants can independently set up these B2B meetings with other attendees with up to 25 people in one breakout room. B2B meetings ensure that participants make the most of the seminar and foster lasting relationships between countries and companies.

This feature is an independent networking opportunity open to all attendees to discuss topics of their choice. This chat is not moderated or facilitated in any way and you can use it throughout the event as you please.



8:30 – 9:15 (EST)  
WORKSHOP 3: HEALTHCARE, MEDICAL  
EQUIPMENT AND SUPPLIES

Participating UN organizations: UN DOS/PD, World Bank

The surge in peacekeeping and political missions in recent years has underlined the complexity of the contingencies and the challenges of the provision of lifesaving, healing or health protecting equipment and services. The ongoing pandemic has added a complexity layer to the already demanding logistics of medical supplies in case of health threat or injuries. Beyond the protection of its staff, the UN also plays a significant role in preventive healthcare when providing local populations with prophylactic practices, drugs or supplies.

The participating UN organizations in this panel will outline their strategies; give an indication of their requirements and describe how to fulfill these requirements in the regions where they operate.

9:20 – 10:35 (EST)  
TRADING PLACES: ONE HOUR IN UN SHOES

Participating UN organization: UN Secretariat Procurement Division

How do the rules and regulations of the UN and local conditions influence the daily procurement?  
UN/PD has prepared a realistic procurement case with questions for the companies, where companies will need to choose how they would have made the procurement decision. EUPF will distribute the case study and questions in.



10:40 – 11:25 (EST)  
WORKSHOP 4: LOGISTICS AND TRANSPORTATION

Participating UN organization: UN DOS/PD, UNICEF

Transport is the second largest category in procurement. In 2015 UN agencies spent almost 3 billion US\$. Whether in emergencies or as part of the development phase of a country, the logistics are critically important for a successful and efficient operation. How do the participating UN agencies organize their supply chain? Are there pre-approved items for UN organizations, do they warehouse these items, and if so, what are the arrangements with the private sector? How do companies need to adjust their own supply chain to be better prepared when tender opportunities come up?

Air Charter & Transportation Services are for some UN organizations the largest category of procurement. UN/PD for example spent almost 600 million US\$ in 2015 on air transportation services. What part is for cargo and personnel, where are the services requested, what are the specific requirements to participate in tender procedures?

11:30 – 12:15 (EST)  
WORKSHOP 5: INFRASTRUCTURE AND WATER  
SANITATION, PURIFICATION AND HYGIENE

Participating UN organizations: UN DOS/PD, UN DOS/LD, World Bank

In its recent report “Performance Peacekeeping” about technology and innovation in peacekeeping, the specialized panel states among its recommendations that “**DOS/LD should engage global expertise to revise its approach to mission water plans to ensure greater use of reclaimed water and environmentally sound disposal of waste.**” A lot needs to be done in that matter and the mandates of the Peacekeeping missions will probably incorporate more and more elements

regarding waste water and waste management. Member states, as well as companies, are welcome to share their expertise and support the UN to be more and more effective regarding its impact on the environment while at the same time setting infrastructure that can benefit the local populations and outlast the UN’s presence.

9:00 – 11:00 (EST)  
VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organization: UN DOS/OSCM/EOS/VRO

Feel free to join this session and DOS/PD staff will assist you individually with specific questions that you may have regarding your company registration in UNGM. You will have to bring your own laptop and login info to your UNGM account.

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