



18TH ANNUAL

EU - UN PROCUREMENT SEMINAR



Attend the seminar and meet several UN agencies to understand how your company can do business in the 23 Billion UN Procurement Market.

www.eupf.org





WELCOME	4
PARTICIPATING ORGANIZATIONS	7
PROGRAM	8
SESSIONS	10

DEAR PARTICIPANTS,

Welcome to the 18th Seminar organized by the European Procurement Forum (EUPF) in New York!

The EUPF is a non-profit organization, managed since its inception in 2003 by 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 seventeen 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.

EUPF mirrors European companies, resilient and adaptive. Last year we addressed the challenges of the pandemic with a fully virtual seminar. The current situation in New York allows us to resume the more traditional but also more interactive and conducive format of in person meetings.

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 to the UN procurement system, which is one of the many topics that our Seminar aims

to cover and thus assist you in familiarizing yourself with the new framework.

The topics of the seminar have also evolved in response to 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. And indeed, these are troubled times. At the same time, it stresses the necessity for our companies to adapt, evolve and move in order to efficiently support the organization and address tomorrow the new challenges we are facing today.

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 of 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 eighteenth seminar. We are excited to receive your feedback and are looking forward to your continued involvement.

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

EUPF BOARD MEMBERS



BERNHARD HECHENBERGER
President, EUPF Permanent Mission
of France to the UN



INNA DROZNIK
Treasurer, EUPF Consulate General
of Belgium



LUCIE HINDSLOVA
Member of the Board, EUPF Consulate
General of the Czech Republic
in New York



MIKLÓS GÓR-NAGY
Member of the Board, EUPF
Consulate General of Hungary



NICOLE KLUG
Member of the Board, EUPF German
American Chamber of Commerce, Inc.



DEAR EUPF PARTICIPANTS,

It is with a great pleasure that I want to welcome you to the 2022 EU procurement forum.

Never since the founding of the United Nations Organisation have the magnitude of the challenges and peoples' expectation for results been greater than today. While we are just gradually coming out of the ongoing Covid-19 pandemic and its impact on markets, businesses and global trade, we are bearing witness to epic human tragedy in Ukraine. This tragedy calls for a strong response by the International Community and lead us to question existing relationships and to cut dependencies in many areas of our daily live.

With its truly global footprint, the UN is well equipped to take action to mitigate human suffering around the world and to help governments to improve. Together with the UN, the 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 rigorous, all-encompassing procurement approach.

This is why flexible and reliable procurement procedures will remain a key enabler for UN's work. 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 2020 amounted to over 22 billion USD in tenders. Yes, competition is tough, but we have a major role to play: our companies are global leaders in many industrial branches and stand unmatched in their commitment to sustainable processes and services, which could help the UN to fully transition to Sustainable Procurement.

Our hope is that this seminar will translate into better business opportunities and development for EU companies, which in turn will trigger a virtuous cycle of enhanced cooperation 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.

Silvio Gonzato,
Ambassador, Deputy Head of the EU Delegation to the United Nations

PARTICIPATING ORGANIZATIONS



UN ORGANIZATIONS

- **UN DOS/OSCM/PD** United Nations Department of Operational Support, the Office of Supply Chain Management, Procurement Division
- **UN DOS/OSCM/LD** United Nations Department of Operational Support, the Office of Supply Chain Management, Logistics Division
- **UN DOS/OSCM/EOS/VRO** United Nations Department of Operational Support, the Office of Supply Chain Management, Vendor Registration and Outreach, the Enabling and Outreach Service
- **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

MONDAY
MAY 23

8:00 - 9:00 | 4th floor Salon
REGISTRATION AND BREAKFAST

9:00 - 9:30 | 3rd floor Multifunctional room
WELCOMING WORDS BY EUPF PRESIDENT

- Mr. Bernhard Hechenberger
Economic Counselor, Department of Treasury and Economic Affairs | Permanent Mission of France to the United Nations
- Mr. Christian F. Saunders
Assistant Secretary-General, Office of Supply Chain Management, United Nations Department of Operational Support | UN Department of Operational Support

OPENING SPEECH

- Mr. Axel Von Schwerin
Counsellor, UN Reform, Management and Budget – 5th Committee | European Union Delegation to the United Nations in New York

9:30 - 10:15 | 3rd floor Multifunctional room
OVERVIEW OF THE UN PROCUREMENT DIVISION

- Ms. Neris Baez Garcia De Mazzora
Director, UN Procurement Division | UN Department of Operational Support

10:15-11:00 | 3rd floor Multifunctional room
UNICEF

- Mr. Mariano Fleschler
Contracts Manager, Supply Division, UNICEF | UNICEF

11:00 - 11:15 | 4th floor Salon
COFFEE BREAK

11:15 - 12:00 | 3rd floor Multifunctional room
OVERVIEW OF UNOPS

- Ms. Trexyl Chua-Miranda
Strategic Procurement and Grants Advisor, Peace and Security Cluster, New York Service Cluster, UNOPS | UNOPS

12:00 - 12:45 | 3rd floor Multifunctional room
OVERVIEW OF THE UN DEVELOPMENT PROGRAM

- Ms. Elisabeth Eckerstrom
Director, Office of Procurement, Bureau for Management Services, United Nations Development Programme | UNDP

12:45 - 14:00 | 4th floor Salon
LUNCH BREAK

14:00 - 14:30 | 3rd floor Multifunctional room
ENVIRONMENT STRATEGY

- Mr. Thierry Tremblay
Programme Officer, Environmental Section, USG's office | Office of the Under-Secretary-General, DOS

14:30 - 15:30 | 3rd floor Multifunctional room
WORKSHOP #1: ENERGY: WASTE MANAGEMENT AND POWER GENERATION

- Ms. Nicole Klug
Senior Manager, Business Development Consulting & UN Procurement, German American Chamber of Commerce, Inc.
- Ms. Yvette Khoury
Team Leader, Engineering & Infrastructure Team, UNPD
- Mr. Saadatullah Ahmadzai
Engineer, Logistics Division
- Mr. Michael Dorn
Officer-in-Charge, Engineering Support Section, Sourcing Support Section, Logistics Division
- Ms. Elsy-Patricia Martinez
Chief, Resource Unit Engineering Support Section Sourcing Support Service Logistics Division

15:30 - 16:30 | 3rd floor Multifunctional room
WORKSHOP #2: INFORMATION AND COMMUNICATION TECHNOLOGIES, CYBERSECURITY & PHYSICAL SECURITY

- Ms. Estefania Sanchez
Economic Counselor, Embassy of Spain, New York Economic and Commercial Office, Permanent Mission of Spain to the UN
- Mr. Greg Kuchler
Chief, Technology & Infrastructure Support Service, UNPD
- Mr. Falah Sultan
Team Leader, Security Team, UNPD
- Mr. Boris Meyer
Business Relationship Manager, Operation Support Division, OIC
- Mr. Julio Vila Melo
Chief, General Supply Unit, Logistics Division

14:00 - 18:00 | 3rd floor Library
ONE-ON-ONE MEETINGS

15:00 - 17:00 | 1st floor Cinema
VENDOR REGISTRATION WORKSHOP/SUPPORT

- Mr. Elias Sukkarieh | Ms. Emi Araki
Vendor Registration and Outreach Unit, Enabling and Outreach Service, Office of Supply Chain Management, Department of Operational Support, United Nations Secretariat

15:00 - 18:00 | 4th floor Salon
B2B NETWORKING CO-SHARING SPACE

PROGRAM

16:30 - 16:45 | 4th floor Salon
COFFEE BREAK

16:45 - 17:45 | 3rd floor Multifunctional room
WORKSHOP #3: HEALTHCARE, MEDICAL EQUIPMENT AND SUPPLIES

- Mr. Miklós G3r-Nagy
Economic Attach3, Consulate General of Hungary
- Mr. Miguel Alvarez
Chief, Operational Sustainment & Healthcare Section, UNPD
- Mr. Muhammad Riad Islam
Team Leader, Healthcare Team, UNPD
- Mr. Kenny K. Cheung
Chief of Procurement, The World Bank Group

18:00 - 20:00 | 4th floor Salon
COCKTAIL RECEPTION
INFORMAL NETWORKING

TUESDAY
MAY 24

8:00 - 9:00 | 4th floor Salon
WELCOMING COFFE AND NETWORKING

9:00 - 10:15 | 3rd floor Multifunctional room
WORLD BANK

- Mr. Kenny K. Cheung
Chief of Procurement, The World Bank Group | The World Bank Group

10:15 - 11:15 | 3rd floor Multifunctional room
WORKSHOP #4: LOGISTICS AND TRANSPORTATION

Ms. Lucie Hindlsova

- Deputy Consul General, Consulate General of the Czech Republic in New York
- Mr. Joscha Kremers
Chief, Aviation Transportation & Logistics Section, UNPD
- Mr. Sandro Calavalle
Chief, Movements Control Section
- Mr. Ard Venema
Chief of Section, Logistics

11:15 - 11:30 | 4th floor Salon
COFFEE BREAK

11:30 - 12:45 | 3rd floor Multifunctional room
TRADING PLACES: ONE HOUR IN UN SHOES

- Ms. Isabelle Dupuy
Team Leader, Fuel Team, UNPD

12:45 - 14:00 | 4th floor Salon
LUNCH BREAK

14:00 - 15:00 | 3rd floor Multifunctional room
WORKSHOP #5: INFRASTRUCTURE AND WATER SANITATION, PURIFICATION AND HYGIENE

- Mr. Carter Craft
Sr. Economic Policy Officer, Consulate General of the Kingdom of the Netherlands in New York
- Ms. Yvette Khoury
Team Leader, Engineering & Infrastructure Team, UNPD
- Mr. Saadatullah Ahmadzai
Engineer, Logistics Division
- Mr. Michael Dorn
Officer-in-Charge, Engineering Support Section, Sourcing Support Section, Logistics Division



9:00 - 15:00 | 3rd floor Library
ONE-ON-ONE MEETINGS

9:00 - 15:00 | 4th floor Salon
B2B NETWORKING CO-SHARING SPACE

10:00 - 12:00 | 1st floor Cinema
VENDOR REGISTRATION WORKSHOP/SUPPORT

- Ms. Mika Kitagami | Mr. Rich Hann
Vendor Registration and Outreach Unit, Enabling and Outreach Service, Office of Supply Chain Management, Department of Operational Support, United Nations Secretariat

MONDAY
MAY 23



09:30 - 10:15 (EST)
OVERVIEW OF THE UNITED NATIONS

Participating UN organizations: UN DOS/OSCM/PD

The first session of the EU UN - Procurement Seminar consists of an introduction to the UN family, who are the major procurement organizations, what are their mandates and to what kind of procurement does that result? In more details, DOS/PD will present an overview of its mandate and the specific goods and services they procure.

10:15 – 11:00 (EST)
UNICEF

Participating UN organizations: UNICEF

UNICEF is mandated by the United Nations General Assembly to advocate the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential. UNICEF is guided by the Convention on the Rights of the Child and strives to establish children's rights as enduring ethical principles and international standards of behavior towards children. UNICEF works with all its partners towards the attainment of the sustainable human development goals adopted by the world community in Paris in 2015 and the realization of the vision of peace and social progress enshrined in the Charter of the United Nations.



11:15 – 12:00 (EST)
OVERVIEW OF UNOPS

Participating UN organizations: UNOPS

The United Nations Office for Project Services (UNOPS) is an operational arm of the United Nations, supporting the successful implementation of its partners' peacebuilding, humanitarian and development projects around the world. UNOPS provides project management, procurement and infrastructure services to governments, donors and UN organizations, such as the Government of Haiti, the United Nations Children's Fund (UNICEF) and the UK Department for International Development (DFID).

UNOPS helps people build better lives and countries achieve sustainable development. UNOPS brings to this task the values and principles of the United Nations and the innovation, boldness, speed and efficiency of a self-financed institution. UNOPS provides practical solutions to assist its partners to save lives, protect people and their rights. UNOPS is quite advanced in sustainable procurement.

12:00 - 12:45 (EST)
OVERVIEW OF THE UN DEVELOPMENT PROGRAM

Participating UN organizations: UNDP

UNDP is in terms of procurement volume consistently in the top 4 procurement organizations. Compared to some of the other large UN Procurement organizations its procurement is quite diverse. What goods and services does it procure in order to fulfil its mandate and achieve its vision of empowered lives and resilient nations? And what are the principles that UNDP abides by to do its procurement? In this presentation UNDP will also touch upon the general legal aspects of doing business with the United Nations, and explain how it applies sustainability to its procurement.

14:00 – 14:30 (EST)

**ENVIRONMENT SECTION, USG'S OFFICE,
UN DOS****Participating UN organizations: USG's Office, Environmental
Section**

DOS/LD has increased its focus on environmental care and minimizing impact of peacekeeping operations on their external surroundings. To accomplish this the UN DFS launched an Environmental Strategy in 2017 which focuses on five areas; energy, water and wastewater, solid waste, wider impact and environmental management systems. To realise the goals within each of the five areas the UN will look for gains in its infrastructure, systems and processes.

The overall strategic vision is to be realized by 2023 and says that "the UN will deploy responsible missions that achieve maximum efficiency in their use of natural resources and operate at minimum risk to people, societies and ecosystems; contributing to a positive impact on these wherever possible". To succeed in delivering on this strategic vision it is likely that new technologies and innovative modus operandi may be employed in various forms and shapes.

During this session EUPF participants will get a chance to be introduced to the Environmental Strategy and how it will affect UN operations covering the period until 2023. Questions that may be answered are how new and innovative technologies can be applied in the context of peacekeeping operations, what type of services and products could be of interest to realize the vision, partnerships that are of interest and how companies best showcase their capabilities to the UN.



14:30 – 15:30 (EST)

**WORKSHOP 1. ENERGY: WASTE
MANAGEMENT AND POWER GENERATION****Participating UN organizations: UN DOS/PD, UN DOS/LD**

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.

15:30 – 16:30 (EST)

**WORKSHOP 2. INFORMATION AND
COMMUNICATION TECHNOLOGIES,
CYBERSECURITY & PHYSICAL SECURITY****Participating UN organizations: UN DOS/PD, UN DOS/LD,
OICT**

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 insecure, 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 2022). 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.

16:45 – 17:45 (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.

15:00 – 17:00 (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.

TUESDAY
MAY 24



9:00 – 10:15 (EST)
**MULTILATERAL DEVELOPMENT BANK:
WORLD BANK**

Participating UN organizations: **WORLD BANK**

In this presentation participants will receive a general overview of procurement opportunities that result from the more than \$30 billion worth of annual lending activities of the World Bank. What are the roles of the World Bank in the contracting process, what regions, countries, and sectors does the World Bank focus on? How is the World Bank different from (other) UN-organizations, and how should this change companies' approach to bid on opportunities. This year in particular this session will focus on the implementation of the reform of the World Bank's own procurement policies and guidelines.

10:15 – 11:15 (EST)
**WORKSHOP 4. LOGISTICS AND
TRANSPORTATION**

Participating UN organizations: **UN DOS/PD**

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 – 12:45 (EST)
**TRADING PLACES: ONE HOUR IN
UN SHOES**

Participating UN organizations: **UN DOS/PD**

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.

14:00 – 15:00 (EST)
**WORKSHOP 5. INFRASTRUCTURE AND
WATER SANITATION, PURIFICATION AND
HYGIENE**

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

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.



SESSIONS: MAY 24

10:00 – 12:00 (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.





www.eupf.org