



19TH ANNUAL
EU-UN PROCUREMENT SEMINAR

17-18
APRIL, 2023

NEW YORK CITY

Bohemian National Hall
321 E 73rd Street
New York, NY 10021

In 2021, the UN Secretariat spent over 2,000 million USD in goods and services, of which 340 million went to the EU companies. Attend the seminar to learn how to do business with the UN Secretariat.

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WELCOME TO THE 19th SEMINAR

The seminar is organized by the European Procurement Forum (EUPF) in New York!

The EUPF is a non-profit organization, managed 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 eighteen seminars.

EUPF continues to focus on practical procurement issues and offers opportunities for one-on-one meetings with relevant UN procurement staff. This year we introduced a few changes in the structure of the seminar as well; in cooperation with United Nations Procurement Division, we have included a number of deep-dive sessions on areas where the UN is actively looking for new suppliers: food and fuel distribution, renewable energy and security. Also, based on popular demand, we have invited representatives of the World Bank responsible for corporate procurement.

We wish to thank the representatives of the different EU Member States who have mobilized their companies to participate, and also all the participating UN agencies, especially the Secretariat, UNPD. We also express our gratitude towards all of 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 nineteenth 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.

Estefania Sanchez Rodriguez
President, European Procurement Forum

EUPF BOARD MEMBERS

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Board Member, EUPF
German American Chamber of Commerce, Inc

PARTICIPATING ORGANIZATIONS



UN ORGANIZATIONS

- **UN DOS/OSCM/PD** United Nations Department of Operational Support, Office of Supply Chain Management, Procurement Division
- **UN DOS/OSCM/LD** United Nations Department of Operational Support, Office of Supply Chain Management, Logistics Division
- **UN DOS/OSCM/EOS/VRO** United Nations Department of Operational Support, Office of Supply Chain Management, Vendor Registration and Outreach, the Enabling and Outreach Service
- **UN DOS/OICT/OSD** United Nations Department of Operational Support, Office of Information and Communication Technology, Operations Support Division
- **UNICEF** United Nations International Children’s Fund
- **UNDP** United Nations Development Programme
- **UNDB** United Nations Development Business

MULTILATERAL DEVELOPMENT BANK

- **WB** World Bank Group

PROGRAM

MONDAY
APRIL 17

8:30 - 9:00 | 3rd floor Library
REGISTRATION AND BREAKFAST

9:00 - 9:15 | 3rd floor Multifunctional room
OFFICIAL OPENING

- **Ms. Estefanía Sánchez** - President EUPF, Economic Counselor; Trade Commission of Spain in New York
- **Mr. Atul Khare** - Under-Secretary General, Office of Supply Chain Management, UN DOS
- **Ms. AnneMarie van den Berg** - Assistant Secretary-General, Office of Supply Chain Management, UN DOS

9:15 - 10:00 | 3rd floor Multifunctional room
OVERVIEW OF UNPD PROCUREMENT

Ms. Neris M. Báez García de Mazzora - Director, UN Procurement Division, OSCM, UN DOS

10:00-10:45 | 3rd floor Multifunctional room
OVERVIEW OF THE UN PEACEKEEPING MISSIONS

Mr. Ali Al-Saidi - Administrative Management Officer/Special Assistant, Office of the Director, Logistics Division, OSCM, UN DOS

10:45 - 11:00 | 3rd floor Library
COFFEE BREAK

11:00 - 13:00 | 3rd floor Multifunctional Room
DEEP DIVE SESSION: FOOD LOGISTICS

- **Ms. Chantal Maille** - Team Leader, Food Team, Procurement Division, Office of Supply Chain Management, UN DOS
- **Ms. Barbara Reggi** - Contract Management Officer
- **Ms. Irena Erakovic** - Quality Assurance Specialist, Rations Unit

11:00 - 13:00 | 1st floor Cinema
DEEP DIVE SESSION: SECURITY - PHYSICAL SECURITY

- **Mr. Falah Sultan** - Team Leader, Security team, UNPD, OSCM, UN DOS
- **Mr. Noel Heffernan** - Security Project Manager, Dept of Security & Safety
- **Mr. Armend Sardulli** - Security Project Manager, Dept of Security & Safety

13:00 - 14:00 | 3rd floor Library
LUNCH BREAK

14:00 - 15:30 | 1st floor Cinema
DEEP DIVE SESSION: SECURITY - CYBER/VIRTUAL SECURITY

- **Mr. Falah Sultan** - Team Leader, Security team, UNPD, OSCM, UN DOS
- **Mr. Gregory Kuchler** - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS
- **Mr. Thomas Braun** - Chief, Cybersecurity Service, OICT, UN DOS

14:00 - 14:45 | 3rd floor Multifunctional Room
AGENCY PRESENTATION: UNICEF

Mr. Pablo Panadero - Chief of the Service Contracting Center, UNICEF

14:45 - 15:30 | 3rd floor Multifunctional Room
AGENCY PRESENTATION: UNDP

Ms. Elisabeth Eckerstrom - Director, Office of Procurement, Bureau for Management Services, UNDP

15:30 - 15:45 | 3rd floor Library
COFFEE BREAK

15:45 - 17:15 | 3rd floor Multifunctional room
WORKSHOP 1: ICT

- **Moderator: Mr. Romain Dubourdieu** - Deputy Economic Counsellor, Permanent Mission of France
- **Ms. Marta Paz** - Contracts Manager, ICT services, Supply Division, UNICEF
- **Mr. Gregory Kuchler** - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS
- **Mr. David Padi** - Officer-In-Charge, Business Relationship Management Section, OSD, OICT, UN DOS
- **Lt. Col. Yun Kyong SUNG** - Head, Military Operations Unit (MOU) / BRMS / RSMS / OSD, OICT, UN DOS
- **Mr. Boris Meyer** - Business Relationship Manager, OSD, OICT, UN DOS
- **Mr. Shrinivas Puranik** - Senior ICT Business Relationship Manager, UNICEF

17:15 - 17:45 | 3rd floor Multifunctional Room
ARIBA SESSION

Mr. Gregory Kuchler - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS

18:00 - 19:00 | 3rd floor Library
INFORMAL NETWORKING

9:00 - 17:30 | 4th floor Bar/3rd floor Library
B2B NETWORKING CO-SHARING SPACE

11:00 - 13:00 | 4th floor Salon
VENDOR REGISTRATION WORKSHOP/SUPPORT

15:00 - 18:00 | 4th floor Salon
ONE-ON-ONE MEETINGS

11:00 - 13:00 | 3rd floor Lobby
MEET UNITED NATIONS DEVELOPMENT BUSINESS

Reza Mapar- Chief, Development Business Unit, UN Development Business

PROGRAM

TUESDAY
APRIL 18

8:30 - 9:00 | 3rd floor Library
WELCOMING COFFEE AND NETWORKING

9:00 - 9:45 | 3rd floor Multifunctional room
AGENCY PRESENTATION: WORLD BANK GROUP

Ms. Lily Cheung - Team Lead, HR and Professional Services Category, World Bank Group

9:45 - 11:00 | 3rd floor Multifunctional room
TRADING PLACES WITH THE UN

Mr. Miguel Alvarez - Chief, Operational Sustainment and Healthcare Section, Procurement Division, OSCM, UN DOS

11:00 - 11:15 | 3rd floor Library
COFFEE BREAK

11:15-12:45 | 3rd floor Multifunctional room
WORKSHOP 2: TRANSPORTATION & AVIATION

- **Moderator: Ms. Benedatte Audia** - Partner and Chair, International Development Practice, DLA Piper LLP (US)
- **Mr. Joscha Kremers** - Chief, Aviation Transportation & Logistics Division, Procurement Division, OSCM, UN DOS/PD
- **Mr. Said Awad** - Logistics Officer, OSCM, UN DOS/LD
- **Mr. Sudip Rijal** - Air Operations Officer, UN DOS/LD
- **Mr. Sandro Calavalle** - Chief of Section, Movement Control, UN DOS/LD
- **Mr. Massimo Lo Schiavo** - Chief of Unit, Movement Control, UN DOS/LD

12:45 - 13:45 | 3rd floor Library
LUNCH BREAK

13:45 - 15:45 | 3rd floor Multifunctional Room
DEEP DIVE SESSION: RENEWABLE ENERGY

- **Ms. Nargiza Asanbaeva** - Chief, Facilities, Construction & Security Section, OSCM, UN DOS
- **Mr. Thierry Tremblay** - Program Management Officer, Environment Section of DOS, OUSG



9:00 - 14:00 | 4th floor Bar/3rd floor Library
B2B NETWORKING CO-SHARING SPACE

10:00 - 12:00 | 3rd floor Lobby
MEET UNITED NATIONS DEVELOPMENT BUSINESS

Reza Mapar - Chief, Development Business Unit, UN Development Business

9:00 - 16:00 | 4th floor Salon
ONE-ON-ONE MEETINGS

11:00 - 13:00 | 1st floor Cinema
VENDOR REGISTRATION WORKSHOP/SUPPORT

Vendor Registration Team: **Ms. Mika Kitagami**, **Mr. Andre Wallas**, **Ms. Emi Araki** - Enabling and Outreach Service, UN DOS

SESSION DESCRIPTIONS

APRIL 17



SESSION DESCRIPTIONS: APRIL 17

09:15 - 10:00

OVERVIEW OF THE UNPD PROCUREMENT

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.

10:00 – 10:45

OVERVIEW OF THE UN PEACEKEEPING MISSIONS

Participating UN organizations: UN DOS

The session will provide a general overview of Peacekeeping missions, the history, types of missions, and the differences between Peacekeeping and Political missions. Also, will cover “What OSCM does” to enable client missions’ mandate delivery in the field, types of goods and Services provided by OSCM, an overview of the global supply chain plan for current fiscal year (2022/2023) with focus on the top four categories (Transportation, Fuel, Facility/Infrastructure and Food), Supply Chain challenges and will end the session with Q&As.

11:00 – 13:00

DEEP DIVE SESSION: FOOD LOGISTICS

Participating UN organizations: UN DOS

In support of approximately 75,000 personnel in UN Peacekeeping Missions, UNPD would like to meet with food logistics and food distribution companies that can supply all the items UNPD demands. These contracts entail the sourcing of food, transportation, customs management, warehouse management with dedicated personnel and road transportation

to delivery points. The provision of Food Rations to the UN Field Missions is carried out in locations with little or no infrastructure, with delivery points in areas with difficult access, often in emergency situations and at varying degrees of risk. In view of this, suppliers’ previous expertise in managing complex operations in hostile environments is highly desirable.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.

11:00 - 13:00

DEEP DIVE SESSION: SECURITY – PHYSICAL SECURITY

Participating UN organizations: UN DOS

UNPD is interested meeting with vendors of weapons, ammunition, ballistic protection (helmets and body protections), safety detection systems (x-ray machines, manual metal detectors, fixed metal detectors), safety field defense tents supplies, and safety uniforms.

Additionally, 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.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.



SESSION DESCRIPTIONS: APRIL 17

11:00 – 13:00
VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organizations: 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.

14:00 – 15:30
DEEP DIVE SESSION: SECURITY – CYBER/VIRTUAL SECURITY

Participating UN organizations: UN DOS

UNPD is interested meeting with vendors of weapons, ammunition, ballistic protection (helmets and body protections), safety detection systems (x-ray machines, manual metal detectors, fixed metal detectors), safety field defense tents supplies, and safety uniforms.

Additionally, 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.

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14:00 – 14:45
AGENCY PRESENTATION: 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.

11:00 – 13:00
MEET UNITED NATIONS DEVELOPMENT BUSINESS

Participating UN organizations: UN DB

United Nations Development Business is a USD\$90+ billion global procurement market. In 2022 alone, we published over 15,000 procurement notices and 35,000 contract awards from various international financial institutions. We are the official publisher of tenders from the World Bank, the Inter-American Development Bank, the Asian Development Bank, and other major MDBs. Come by our table to chat about how we can help you find global contracting opportunities for your goods, works, and services.

This session is not a presentation or group workshop.

SESSION DESCRIPTIONS: APRIL 17

14:45 – 15:30
AGENCY PRESENTATION: UNDP

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.

15:45 – 17:15
WORKSHOP 1: ICT

Participating UN organizations: UN DOS, UNICEF

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.

17:15 – 17:45
ARIBA

Participating UN organizations: UN DOS/OSCM/PD

This session will provide an overview of the Organization's new e-tendering platform Ariba. The session will involve showing the system, explaining best practices from a vendor perspective, and providing information on the status of the deployment. As this system is the core of the tendering process at the United Nations, it is critical to understand the process and platform.



SESSION DESCRIPTIONS

APRIL 18



SESSION DESCRIPTIONS: APRIL 18

9:00 – 9:45

AGENCY PRESENTATION: WORLD BANK GROUP

Participating UN organizations: WORLD BANK GROUP

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.

9:45 – 11:00

TRADING PLACES WITH THE UN

Participating UN organizations: UN DOS

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 before the session.

10:00 – 12:00

MEET UNITED NATIONS DEVELOPMENT BUSINESS

Participating UN organizations: UN DB

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VENDOR REGISTRATION WORKSHOP/SUPPORT

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11:15 – 12:45

WORKSHOP 2: TRANSPORTATION AND AVIATION

Participating UN organizations: UN DOS

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?

SESSION DESCRIPTIONS: APRIL 18

13:45 – 15:45

DEEP DIVE SESSION: RENEWABLE ENERGY

Participating UN organizations: UN DOS

UNPD would like to meet with renewable energy companies that can supply (i) photovoltaic panels (hybrid, network connected, not connected and micro networks), (ii) wind turbines, (iii) renewable energy suppliers, (iv) design, manufacturing, assembly, installation, commission, operation, and maintenance of renewable energy plants and systems, (v) renewable energy storage.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.





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