



20TH ANNUAL
EU-UN PROCUREMENT SEMINAR

8-9

APRIL, 2024

NEW YORK CITY

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

Attend the seminar and meet procurement officers from the UN Secretariat and representatives of other UN agencies to learn how your company can do business in the more than 29 billion UN procurement market.

www.eupf.org



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WELCOME TO THE EUPF SEMINAR

Welcome to the 20th Seminar 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 nineteen seminars.

Our sessions reflect the current needs of the UN buyers and the diversity of the companies that will be attending this seminar. This year, our main focus will be on cybersecurity, physical security, information and communication technologies, logistics and transportation, renewable energy and food rations. We also provide the opportunity of one-on-one meetings.

We are pleased to count on the support of major buyers of the United Nations system, namely the UN Secretariat, UNICEF, UNDP, UN Women, the World Bank and UNOPS.

On behalf of the EUPF Board and all EUPF members, I wish you all a warm welcome and a fruitful session.

Romain Dubourdieu
President, European Procurement Forum

EUPF BOARD MEMBERS

ROMAIN DUBOURDIEU

President, EUPF
Permanent Mission of France to the UN

INNA DROZNIK

Treasurer, EUPF
Consulate General of Belgium

NICOLE KLUG

Board Member, EUPF
German American Chamber of Commerce, Inc

PARTICIPATING ORGANIZATIONS



UN ORGANIZATIONS

UNITED NATIONS SECRETARIAT:

- **DOS/OSCM/PD** Department of Operational Support, Office of Supply Chain Management, Procurement Division
- **DOS/OSCM/LD** Department of Operational Support, Office of Supply Chain Management, Logistics Division
- **DOS/OSCM/EOS/VRO** Department of Operational Support, Office of Supply Chain Management, Enabling and Outreach Service, Vendor Registration and Outreach
- **DOS/OICT** Department of Operational Support, Office of Information and Communication Technology
- **UNDSS/DHSS** Department of Safety and Security, Division of Headquarters Security and Safety Services

UNICEF United Nations International Children's Fund

UNDP United Nations Development Programme

UN Women United Nations Women

MULTILATERAL DEVELOPMENT BANK

WORLD BANK The World Bank Group

PROGRAM

MONDAY

APRIL 8

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

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

OFFICIAL OPENING

- **Mr. Romain Dubourdieu** - President; Deputy Economic Counsellor, Permanent Mission of France to the UN, EUPF
- **Mr. Atul Khare** (via a video message) - Under-Secretary-General for Department of Operational Support, UN Secretariat

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

OVERVIEW OF UNPD PROCUREMENT

Ms. Neris M. Báez García de Mazzora - Director, UN Secretariat - DOS/OSCM/PD

10:00-10:45 | 3rd floor Multifunctional room

OVERVIEW OF THE UN PEACEKEEPING MISSIONS

Mr. David Zehler - UN Secretariat - DOS/OSCM/LD

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

11:00 - 11:30 | 3rd floor Multifunctional Room

AGENCY PRESENTATION: UN WOMEN

Mr. Anton Kukoba - Procurement Specialist - Operations Team, UN Women Division of Management and Administration, UN Women

11:30 - 12:45 | 3rd floor Multifunctional Room

WORKSHOP: LEGAL ISSUES THAT MATTER: A PRACTICAL REVIEW OF KEY UN CONTRACT TERMS

Ms. Benedetta Audia - Principal, International Development, LLC

12:45 - 14:00 | 3rd floor Library
LUNCH BREAK

14:00 - 14:45 | 1st floor Cinema

AGENCY PRESENTATION: UNICEF

Mr. Giorgio Figus - Contracts Manager, Supply Division Contracting Center, UNICEF

14:45 - 15:30 | 1st floor Cinema

AGENCY PRESENTATION: UNDP

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

14:00 - 15:30 | 3rd floor Multifunctional Room

DEEP DIVE SESSION: SECURITY

14:00 - 14:45 PHYSICAL SECURITY

- **Mr. Falah Sultan** - Team Leader, Security team, UN Secretariat - DOS/OSCM/PD
- **Mr. Zohan Syfe** - Engineer, UN Secretariat - DOS/OSCM/LD
- **Ms. Vidya Vipin Kumar** - Chief, Business Relationship Management, UN Secretariat - DOS/OICT
- **Mr. Boris Meyer** - Business Relationship Manager, UN Secretariat - DOS/OICT
- **Mr. Maj. Ghulam Hassan** - Military communications officer, UN Secretariat - DOS/OICT
- **Mr. Noel Heffernan** - Senior Security Project Manager, UN Secretariat - DSS/DHSS
- **Ms. Paula Goncalves** - Security Coordination Officer, UN Secretariat - DSS/DHSS
- **Mr. Armend Surdulli** - Security Project Manager, UN Secretariat - DSS/DHSS

14:50 - 15:30 CYBER SECURITY

- **Mr. Mohammed Isaam White** - Team Leader, Communications & Technology Team, UN Secretariat - DOS/OSCM/PD
- **Ms. Vidya Vipin Kumar** - Chief, Business Relationship Management, UN Secretariat - DOS/OICT
- **Mr. Boris Meyer** - Business Relationship Manager, UN Secretariat - DOS/OICT
- **Mr. Joseph Donato** - Procurement Assistant, UN Secretariat - DOS/OICT
- **Mr. Zoran Abraham** - Senior Information Systems officer, UN Secretariat - DOS/OICT
- **Mr. Noel Heffernan** - Senior Security Project Manager, UN Secretariat - DSS/DHSS
- **Ms. Paula Goncalves** - Security Coordination Officer, UN Secretariat - DSS/DHSS
- **Mr. Armend Surdulli** - Security Project Manager, UN Secretariat - DSS/DHSS

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

9:00 - 17:45 | 3rd floor Library

B2B NETWORKING CO-SHARING SPACE

11:00 - 13:00 | 5th floor Skybox

VENDOR REGISTRATION WORKSHOP/SUPPORT

Mr. Rich Hann - Vendor Registration & Outreach, UN Secretariat - DOS/OSCM/EOS/VRO

12:00 - 18:00 | 5th floor Skybox

ONE-ON-ONE MEETINGS

PROGRAM

15:45 - 17:15 | 3rd floor Multifunctional room

PANEL DISCUSSION: INFORMATION AND COMMUNICATION TECHNOLOGIES

- **Moderator: Mr. Lukas Zitz** - Deputy Trade Commissioner, Austrian Trade Commission
- **Mr. Greg Kuchler** - Chief, Managed Services Communications Technology Section, UN Secretariat - DOS/OSCM/PD
- **Mr. Mohammed Isaam White** - Team Leader, Communications & Technology Team, UN Secretariat - DOS/OSCM/PD
- **Ms. Vidya Vipin Kumar** - Chief, Business Relationship Management UN Secretariat - DOS/OICT
- **Mr. Boris Meyer** - Business Relationship Manager, UN Secretariat - DOS/OICT
- **Mr. Joseph Donato** - Procurement Assistant, UN Secretariat - DOS/OICT
- **Mr. Zoran Abraham** - Senior Information Systems officer, UN Secretariat - DOS/OICT

15:45 - 17:15 | 1st floor Cinema

DEEP DIVE SESSION: RENEWABLE ENERGY

- **Ms. Nargiza Asanbaeva** - Chief, Facilities, Construction & Security Section, UN Secretariat - DOS/OSCM/PD
- **Mr. Sunil Jacob** - Chief Governance and Infrastructure Unit, Engineering Support Section, Logistic Division, UN Secretariat - DOS/OSCM/LD
- **Mr. Saadatullah Ahmadzai** - Engineering Support Section, Sourcing Support Service, UN Secretariat - DOS/OSCM/LD

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

ARIBA SESSION

Ms. Emma Grant - (Ariba Project Manager), Programme Management Officer, UN Secretariat - DOS/OSCM/EOS

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

TUESDAY

APRIL 9

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

9:00 - 9:45 | 3rd floor Multifunctional room

AGENCY PRESENTATION: WORLD BANK GROUP

Mr. Rajiv Parankusam - Global Category Team Lead, World Bank Group

9:45 - 11:00 | 3rd floor Multifunctional room

WORKSHOP: TRADING PLACES WITH THE UN / CASE STUDY

Mr. Miguel Alvarez - Chief, Operational Sustainment and Healthcare Section, UN Secretariat - DOS/OSCM/PD

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

11:15 - 12:15 | 1st floor Cinema

DEEP DIVE SESSION: FOOD RATIONS

- **Mr. Miguel Alvarez** - Chief, Operational Sustainment and Healthcare Section, UN Secretariat - DOS/OSCM/PD
- **Dr. Irena Erakovic Tokalic** - UN Secretariat - Supply Officer, DOS/OSCM/LD

11:15-12:45 | 3rd floor Multifunctional room

PANEL DISCUSSION: TRANSPORTATION & AVIATION

- **Moderator: Mr. Romain Dubourdieu** - President, EUPF; Deputy Economic Counsellor, Permanent Mission of France to the UN
- **Mr. Remy Raul** - Acting Team Leader, Aviation Team, UN Secretariat - DOS/OSCM/PD
- **Mr. Edward Meck** - Team Leader, Freight Forwarding Team, UN Secretariat - DOS/OSCM/PD
- **Mr. Sudip Rijal** - Chief Aircraft Management and Contracts Unit, Air Transport Service, UN Secretariat - DOS/OSCM/LD
- **Mr. Rajiv Parankusam** - Global Category Team Lead, World Bank Group
- **Mr. Giorgio Figus** - Contracts Manager, Supply Division Contracting Center, UNICEF

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

9:00 - 11:00 | 5th floor Skybox

VENDOR REGISTRATION WORKSHOP/SUPPORT

Mr. André Wallas - Vendor Registration & Outreach, UN Secretariat - DOS/OSCM/EOS/VRO

9:00 - 14:00 | 3rd floor Library

B2B NETWORKING CO-SHARING SPACE

9:00 - 15:00 | 5th floor Skybox

ONE-ON-ONE MEETINGS

SESSION DESCRIPTIONS

APRIL 8



SESSION DESCRIPTIONS: APRIL 8

09:15 - 10:00

OVERVIEW OF THE UNPD PROCUREMENT

Participating UN organizations: UN Secretariat - 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 Secretariat - DOS/OSCM/LD

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 – 11:30

AGENCY PRESENTATION: UN WOMEN

Participating UN organizations: UN WOMEN

UN Women procures USD 170+ million worth of services and goods each year to support its programme of work. UN Women is committed to promoting gender equality and the empowerment of women worldwide while delivering green results, with an emphasis on transparency and effectiveness. UN Women is also committed to providing tools to, and supplementing the capacity of, its partners—such as

governments, other UN entities, and corporations—to achieve socioeconomic objectives through practicing and encouraging gender-responsive procurement. UN Women has therefore taken the lead to integrate gender considerations in its procurement processes.

11:30 - 12:45

WORKSHOP. LEGAL ISSUES THAT MATTER: A PRACTICAL REVIEW OF KEY UN CONTRACT TERMS

Participating firms: International Development LLC

Ms. Benedetta Audia, a former UN legal advisor and now Principal at International Development LLC, will provide an overview of the key terms included in contracts for the provision of goods and service, including a detailed analysis of UN General terms and conditions. The session will also cover programmatic and grant modalities, including multi-partner trust funds.

11:00 – 13:00

VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organizations: UN Secretariat - DOS/OSCM/ EOS/VRO

Feel free to join this session and EOS 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.



SESSION DESCRIPTIONS: APRIL 8

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 behaviour 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.

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.

14:00 – 15:30

DEEP DIVE SESSION: SECURITY – PHYSICAL & CYBER

UN Secretariat - DOS/OSCM/PD, UN Secretariat - DOS/OSCM/LD, UN Secretariat - DOS/OICT, UN Secretariat - DSS/DHSS

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 defence 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 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.

15:45 – 17:15

PANEL DISCUSSION: INFORMATION & COMMUNICATION TECHNOLOGIES

Participating UN organizations: UN Secretariat - DOS/OSCM/PD, UN Secretariat - DOS/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 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

SESSION DESCRIPTIONS: APRIL 8

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.

15:45 – 17:15

DEEP DIVE SESSION: RENEWABLE ENERGY

Participating UN organizations: UN Secretariat - DOS/OSCM/PD, UN Secretariat - DOS/OSCM/LD

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 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.

17:15 – 17:45

ARIBA SESSION

Participating UN organizations: UN Secretariat - DOS/OSCM/EOS

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 9



SESSION DESCRIPTIONS: APRIL 9

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

WORKSHOP: TRADING PLACES WITH THE UN / CASE STUDY

Participating UN organizations: UN Secretariat - DOS/OSCM/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 before the session.

9:00 – 11:00

VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organizations: UN Secretariat - DOS/OSCM/EOS/VRO

Feel free to join this session and EOS 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.

11:15 – 12:15

DEEP DIVE SESSION: FOOD RATIONS

Participating UN organizations: UN Secretariat - DOS/OSCM/PD, UN Secretariat - DOS/OSCM/LD

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 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.

11:15 – 12:45

PANEL DISCUSSION: TRANSPORTATION AND AVIATION

Participating UN organizations: UN Secretariat - DOS/OSCM/PD, UN Secretariat - DOS/OSCM/LD, WB, 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?