



21<sup>ST</sup> ANNUAL

# EU-UN PROCUREMENT SEMINAR

**APRIL 28-29, 2026**

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

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Understand how your company can do business in the \$25 billion UN procurement market, meet representatives from different UN agencies, and exhibit at the "EU Trade Fair".

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# DEAR FRIENDS & COLLEAGUES

It's a real pleasure to welcome you to the **European Union Procurement Forum (EUPF) 2026 Seminar here in New York**—we're delighted to have you join us.

Since launching in 2003, the EUPF has operated as a nonprofit platform run by New York-based teams from the Consulates and Permanent Missions of EU Member States to the United Nations. Over the years, the Forum has grown into a vibrant space, more than **1,200 businesses** have joined the conversation, sharing ideas, building partnerships, and shaping the way we work together.

This year, we're getting right to the heart of what matters most in UN procurement today. We'll be exploring how procurement is evolving in a fast changing global landscape—looking closely at sustainability and ESG, digital transformation, IT and cybersecurity, transport and logistics, and professional services. Through focused sessions, one to one meetings, and plenty of opportunities to connect, the Seminar is designed to spark open, practical conversations between institutional buyers and the private sector. And with colleagues from the **World Bank Group** joining us, we're widening the lens even further on multi-lateral procurement and development opportunities.

We'd like to extend our heartfelt thanks to the **UN Secretariat, agencies, funds, programs, and partner institutions** and to the **EU Member States**, whose commitment and collaboration make this Seminar possible. A big thank you to the participating companies as well, your insight and willingness to engage are what truly bring this Forum to life.

We also want to take this opportunity to thank **Nicole Klug, German Chamber of Commerce** and **Inna Droznic of hub.brussels**, who have so generously served as EUPF Board member and Treasurer respectively of the EUPF since 2014 Nicole and 2018 Inna. As this edition marks the close of their time in this role, we're deeply grateful for their dedication and steady support over the years. Their contribution has played a key part in strengthening and sustaining this shared initiative.

Once again, welcome to the **European Union Procurement Forum 2026 Seminar**. We look forward to your active participation, lively discussions, and continued collaboration.

**On behalf of the EUPF Board and all EUPF members—welcome, and let's get started.**

## EUPF BOARD MEMBERS 2026

### ASTRID WACHS

Board Member, EUPF  
Consulate General of Denmark in New York

### INNA DROZNIK

Treasurer, EUPF  
Consulate General of Belgium

### LAURA GÓMEZ CLIMENT

Board Member, EUPF  
Trade Commission of Spain

# 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

UNICEF ..... United Nations International Children's Fund

UNDP ..... United Nations Development Program

UNOPS ..... United Nations Office for Project Services

UNIDO ITPO ..... United Nations Industrial Development Organization - Investment Technology Promotion Office

## MULTILATERAL DEVELOPMENT BANK

WORLD BANK ..... The World Bank Group

# PROGRAM

TUESDAY

## APRIL 21

10:45 - 11:30 | Webinar

### DOING BUSINESS WITH THE UN: REGISTRATION AS A VENDOR

Ms. Mika Kitagami - Chief - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat  
Mr. André Wallas - Procurement Assistant - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat

TUESDAY

## APRIL 28

8:00 - 9:00 | Multifunctional Room  
REGISTRATION AND BREAKFAST

9:00 - 9:15 | Cinema

### WELCOME TO EUPF 2026

Mr. Karel Smekal - Consul General, Consulate General of the Czech Republic in New York  
USG Atul Khare - Under-Secretary-General for Operational Support, United Nations Department of Operational Support

9:15 - 10:05 | Cinema

### OVERVIEW OF THE UNITED NATIONS PROCUREMENT: DOING BUSINESS WITH THE UN

Ms. Neris Mercedes Baez Garcia De Mazzora - Director, UN Secretariat - DOS/OSCM/PD

10:05 - 11:00 | Cinema

### OVERVIEW OF UN PEACEKEEPING MISSION & SUSTAINABILITY SOLUTIONS

Mr. David Zehler - Logistics Officer (TBC), UN Secretariat - DOS/OSCM/LD

11:00 - 11:10 | Multifunctional Room  
COFFEE BREAK + EU TRADE FAIR

11:15 - 12:00 | Cinema

### UNICEF

Ms. Katinka Aanjesen Rosenbom - Senior Contracts Manager, Quality Assurance and Policy Center, UNICEF Supply Division, UNICEF

12:00 - 13:15 | Multifunctional Room  
LUNCH BREAK + EU TRADE FAIR

13:15 - 14:15 | Cinema

### INDUSTRY PANEL: ICT & CYBER SECURITY

- **Mod.: Ms. Verónica Samper** - Economic Counsellor, Economic and Commercial Office of Spain in New York
- **Mr. Gregory Kuchler** - Chief, Managed Service Communications & Technology, UN Secretariat - DOS/OSCM/PD
- **Mr. Zoran Abraham** - Senior Information Systems Officer, UN Secretariat - DOS/OICT
- **Mr. Gerrit Schut** - Information Systems Officer - UN Secretariat - DOS/OICT

14:15 - 15:15 | Cinema

### PARTNERING FOR IMPACT: PRIVATE SECTOR OPPORTUNITIES IN UNDP'S 2026-2030 STRATEGY

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

15:15 - 15:30 | Multifunctional Room  
COFFEE BREAK + EU TRADE FAIR

### APRIL 28: ONGOING ACTIVITIES

8:00 - 19:00 | Multifunctional Room  
B2B NETWORKING OPPORTUNITIES, EU TRADE FAIR

10:20 - 17:20 | Library  
ONE-ON-ONE MEETINGS

11:00 - 13:00 | TBD  
VENDOR REGISTRATION WORKSHOP/SUPPORT

Ms. Mika Kitagami - Chief - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat  
Mr. André Wallas - Procurement Assistant - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat

# PROGRAM

15:30 - 16:00 | Cinema

### OVERVIEW OF UNOPS PROCUREMENT PROCESSES AND CURRENT NEEDS

Ms. Texyl Chua-Miranda - Head of Data and Analytics, Procurement Group, HQ - UNOPS

16:00 - 16:45 | Cinema

### FUTURE OF THE UNITED NATIONS PROCUREMENT

Ms. Neris Mercedes Baez Garcia De Mazzora - Director, UN Secretariat - DOS/OSCM/PD

16:45 - 17:10 | Cinema

### FOSTERING PARTNERSHIPS BETWEEN EU FIRMS AND EMERGING MARKET INDUSTRIES

Ms. Vanessa Voelkel - Deputy Head of the Office, UNIDO ITPO Germany

17:15 - 19:00 | Multifunctional Room  
NETWORKING RECEPTION + EU TRADE FAIR

WEDNESDAY

## APRIL 29

8:00 - 9:00 | Multifunctional Room  
NETWORKING BREAKFAST

9:00 - 10:00 | Cinema

### WORLD BANK GROUP

Mr. Aleksandar Micovic - Procurement Specialist, WBG Budget and Procurement, World Bank

10:00 - 10:50 | Cinema

### INDUSTRY PANEL: LOGISTICS AND TRANSPORTATION

- **Mod.: Mr. Michal Kaplan** - Deputy Consul General, Consulate General of the Czech Republic in New York
- **Mr. Joscha Kremers** - Chief, Aviation Transportation & Logistics Section, UN Secretariat -DOS/OSCM/PD
- **Mr. Giorgio Figus** - Supply Manager, UNICEF Supply Division, UNICEF

10:50 - 11:00 | Multifunctional Room  
COFFEE BREAK + EU TRADE FAIR

11:00 - 12:15 | Cinema

### WORKSHOP: TRADING PLACES WITH UN WITH NOT-TO-DO TIPS

Ms. Isabelle Dupuy - Team Leader, Fuel Team, UN Secretariat - DOS/OSCM/PD

12:15 - 13:15 | Multifunctional Room  
LUNCH BREAK + EU TRADE FAIR

13:15 - 13:45 | Cinema

### SHARING A JOURNEY OF BECOMING A LONG-TERM UN SUPPLIER

- **Mr. Joscha Kremers** - Chief, Aviation Transportation & Logistics Section, UN Secretariat - DOS/OSCM/PD
- **Mr. Till Boch** - Director Government & Defence, ITO Global Logistics
- **Mrs. Catalina Ioana Etves** - Sales, Tecnove S.L.

13:45 - 14:15 | Cinema

### INDUSTRY PANEL: RENEWABLE ENERGY

- **Mod.: Ms. Laura Gómez** - Head of Multilateral & Information Department, Economic and Commercial Office of Spain in New York
- **Ms. Nargiza Asanbaeva** - Chief, Facilities, Construction & Security Section, UN Secretariat - DOS/OSCM/PD

### APRIL 29: ONGOING ACTIVITIES

9:00 - 16:00 | Multifunctional Room  
B2B NETWORKING OPPORTUNITIES, EU TRADE FAIR

9:00 - 16:00 | Library  
ONE-ON-ONE MEETINGS

11:00 - 13:00 | TBD  
VENDOR REGISTRATION WORKSHOP/SUPPORT

Ms. Mika Kitagami - Chief - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat  
Mr. Rich Hann - Procurement Assistant - Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat

15:45 | UN  
UN TOURS

# SESSION DESCRIPTIONS

APRIL 28



## SESSION DESCRIPTIONS: APRIL 28

09:15 - 10:05  
**OVERVIEW OF THE UNITED NATIONS PROCUREMENT: DOING BUSINESS WITH THE UN**

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

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

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.

13:15 – 14:15  
**INDUSTRY PANEL: ICT & CYBER SECURITY**

**Participating UN organizations: UN Secretariat - DOS/OSCM/PD, UN Secretariat – DOS/OICT**

As digital transformation accelerates, the United Nations continues to expand on data-driven operations, which bring both opportunity and risk. This panel will explore the UN Secretariat's evolving needs in ICT and cybersecurity. Key challenges will be discussed. From protecting sensitive data to ensuring operational continuity in the field, cybersecurity remains a critical priority. The discussion highlights ways the private sector can help strengthen the UN's digital infrastructure and cyber resilience.

10:05 - 11:00  
**OVERVIEW OF THE UN PEACEKEEPING MISSIONS & SUSTAINABILITY SOLUTIONS**

**Participating UN organizations: UN Secretariat**

The session will provide a general overview of Peacekeeping missions, the history, types of missions, and the differences between Peacekeeping and Political missions. Peacekeeping operations get their mandates from the UN Security Council; their troops and police are contributed by Members States; and they are managed by the Department of Peace Operations and supported by the Department of Operational Support (DOS) at UN Headquarters in New York. The presentation will discuss the role of the Office of Supply Chain Management (OSCM) within DOS 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 with focus on the top categories and supply chain challenges. It will also address sustainability solutions and will end the session with Q&As.

14:15 – 15:15  
**PARTNERING FOR IMPACT: PRIVATE SECTOR OPPORTUNITIES IN UNDP'S 2026-2030 STRATEGY**

**Participating UN organizations: UNDP**

As a consistently top-ranking UN procurement entity, UNDP offers diverse, high-impact opportunities for private-sector engagement. This session will highlight how UNDP's 2026–2030 Strategy translates into procurement priorities, and where businesses can play a meaningful role in advancing sustainable development outcomes. Participants will learn about goods and services procured by UNDP, procurement principles, and key legal considerations for companies.

11:00 – 12:00  
**OVERVIEW OF UNICEF PROCUREMENT**

**Participating UN organizations: UNICEF**

UNICEF is mandated by the United Nations General Assembly to advocate for the protection of children's rights, to help

## SESSION DESCRIPTIONS: APRIL 28

15:30 – 16:00

### OVERVIEW OF UNOPS PROCUREMENT PROCESSES AND CURRENT NEEDS

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.

16:00 – 16:45

### FUTURE OF THE UNITED NATIONS PROCUREMENT

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

Future of United Nations Procurement will be led by the director of the Procurement Division to reflect on how increasing operational needs, constrained resources, and various initiatives are influencing UN procurement in practice. The discussion will focus on how these factors are affecting priorities, processes, and ways of working, including efficiency measures, use of digital tools, coordination across entities, and engagement with suppliers. Our speakers will also share views on how the procurement function is expected to evolve in the near term to maintain support programme delivery and organizational objectives.

16:45 – 17:10

### FOSTERING PARTNERSHIPS BETWEEN EU FIRMS AND EMERGING MARKET INDUSTRIES

Participating UN organizations: UNIDO ITPO

UNIDO is a specialized United Nations agency with a unique mandate to promote inclusive and sustainable industrial development. It supports developing countries and emerging economies in building and transforming their industries. UNIDO's work is concentrated on three priority areas: advancing agro-industries and local value addition, driving clean and sustainable energy and energy efficiency measures and building fair and sustainable supply chains. The UNIDO Investment and Technology Promotion Office (ITPO) Germany, based in Bonn and Berlin, supports European companies by facilitating the technology transfer to developing countries and economies in transition. This includes Business Missions to Africa, Buyers' missions to Europe, a free Online Platform to promote technologies, and Advisory Services in key African markets. The session provides insights into ITPO Germany's services for companies.

11:00 – 13:00

### VENDOR REGISTRATION WORKSHOP/SUPPORT

Participating UN organizations: Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat

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.**

# SESSION DESCRIPTIONS

## APRIL 29



## SESSION DESCRIPTIONS: APRIL 29

9:00 – 10:00

### AGENCY PRESENTATION: WORLD BANK GROUP

#### Participating UN organizations: WORLD BANK GROUP

In this presentation, participants will receive a general overview of procurement opportunities arising from the World Bank's annual lending activities, which exceed \$30 billion. 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 bidding on opportunities? This year, in particular, this session will focus on implementing the reform of the World Bank's procurement policies and guidelines.

10:00 – 10:50

### INDUSTRY PANEL: LOGISTICS AND TRANSPORTATION

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

Logistics and transportation remain among the largest and most critical areas of UN procurement. This panel will examine how the UN agencies organize its global supply chains to deliver goods and services efficiently across diverse and often challenging environments. The session will explore how companies can position themselves to respond effectively to UN tenders, including aligning their supply chains with UN operational requirements. Participants will gain a clearer understanding of

where demand is concentrated, the types of services required, and the qualifications needed to compete in this space.

11:00 – 12:15

### WORKSHOP: TRADING PLACES WITH UN WITH NOT-TO-DO TIPS

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

This interactive workshop will discuss how UN rules and regulations, along with local conditions, influence daily procurement operations. UN/PD has prepared a realistic procurement case study in which companies will act as procurement officers to demonstrate their decision-making process. This session will also cover best practices for proposal preparation, as well as specific guidance on common pitfalls to avoid to prevent disqualification from the RFP Process.

13:15 – 13:45

### DISCUSSION: SHARING A JOURNEY OF BECOMING A LONG-TERM UN SUPPLIER

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

This discussion will cover the different paths and steps required to engage, develop and deliver goods and services to International Organizations. From registration as a vendor, co-creation, multi-stakeholder approach to logistics challenges, this conversation should help you navigate through the procurement process, paving the route to the field as a company willing to contribute to the greater good.



## SESSION DESCRIPTIONS: APRIL 29

13:45 – 14:15

### INDUSTRY PANEL: RENEWABLE ENERGY

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

The UN System has established a goal of becoming climate-neutral, recognizing that the implementation of environmental technologies varies based on diverse operational conditions. In the field of power generation specifically, renewable energy offers significant potential to reduce emissions and minimize the organization's environmental footprint. This panel discussion will address the role of public-private partnerships and innovations, compare market solutions, and balance procurement principles with requisitioners' needs, the current level of technological advancement, and cost/benefit assessment strategies for new technologies. Additionally, panelists will examine the "Strategy for sustainability management in the United Nations system, 2020–2030" as it specifically relates to renewable energy.

11:00 – 13:00

### VENDOR REGISTRATION WORKSHOP/SUPPORT

#### Participating UN organizations: Vendor Registration & Outreach, EOS/OSCM/DOS/UN Secretariat

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