

UNIDO's Procurement Activities



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INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



Creating shared prosperity



Advancing economic competitiveness



Safeguarding the environment

The Mandate of UNIDO: Inclusive and Sustainable Industrial Development (ISID) – Sustainable Development Goals (SDGs)

Advancing Economic Competitiveness

- Advancing economic and industrial growth

Creating Shared Prosperity

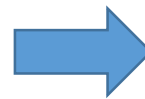
- Advancing poverty eradication and inclusiveness

Safeguarding the Environment

- Advancing environmentally sustainable growth

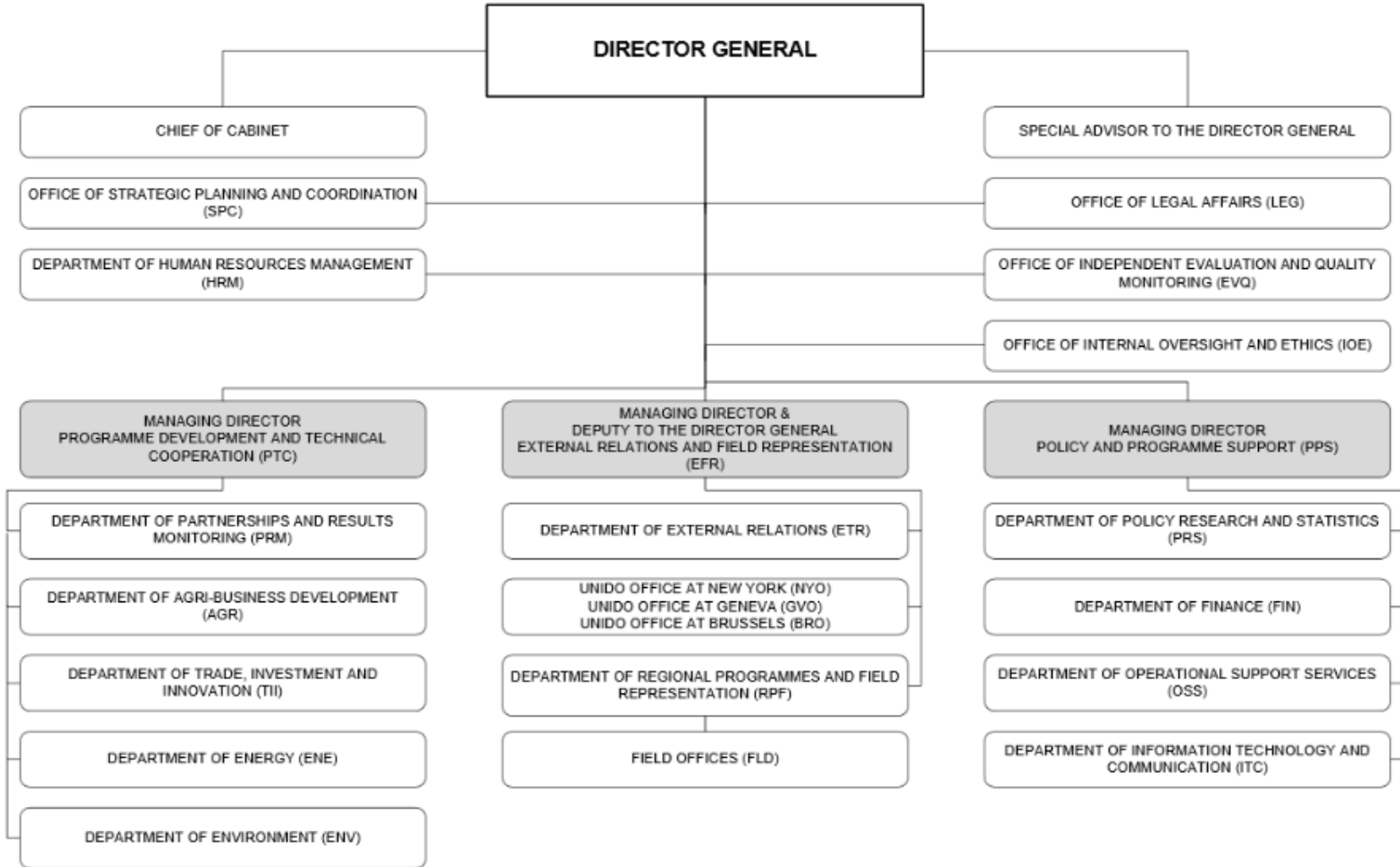
Management Priority for 2016

- Promoting Green Industry and a Circular Economy



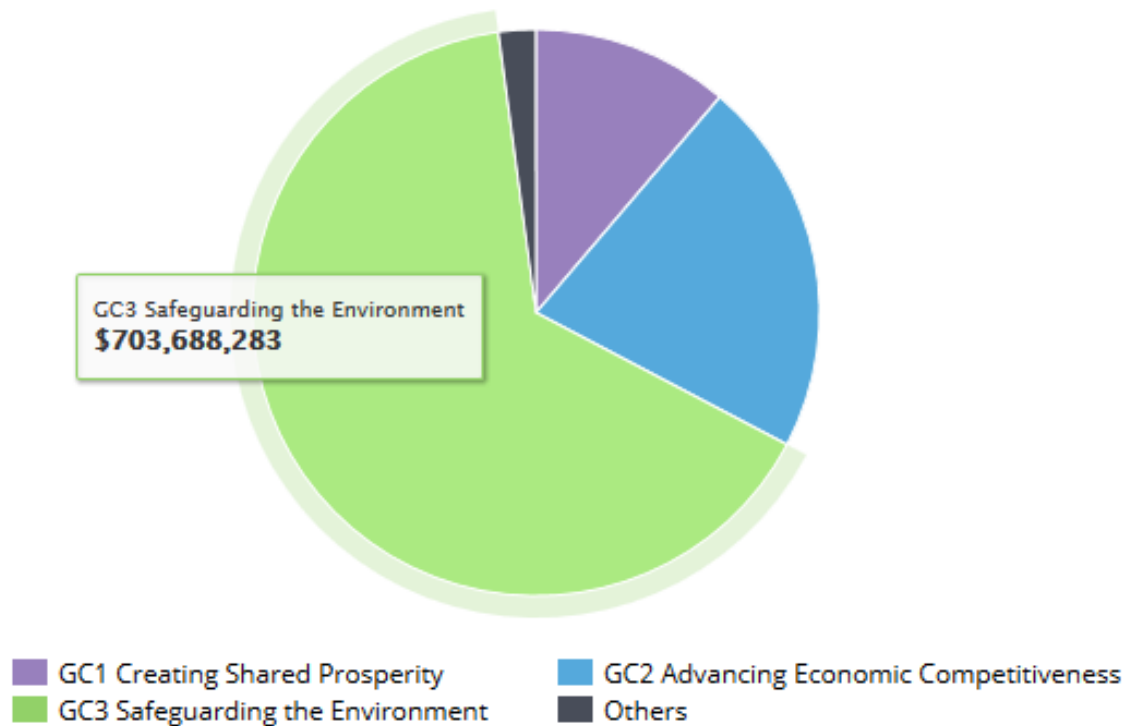
Project and Supplier Countries: Procurement Services handles over 300 Contracts





UNIDO's Environment Portfolio in 2016

Total Budget of Ongoing Projects by Thematic Priority



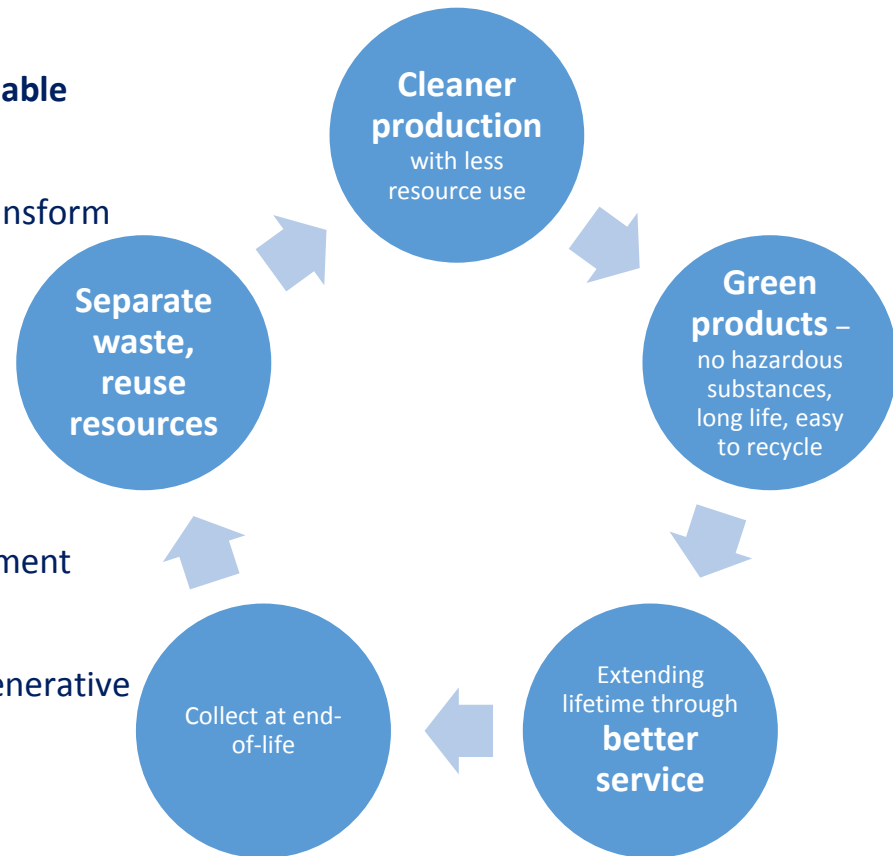
UNIDO's Department of Environment: Circular Economy

UNIDO promotes a model of industrial development that is **inclusive and sustainable**

The Department of Environment helps transform industries into contributors to the circular economy by:

- Reducing or eliminating the production of pollution or waste
- Re-using resources or ensuring their safe re-absorption by the environment

A circular economy is restorative and regenerative by design



UNIDO's Montreal Protocol Programme: Partner in Promoting Climate Change Mitigation

UNIDO is an implementing agency of the Climate and Clean Air Coalition (CCAC). UNIDO has already submitted proposals focusing on the elimination of HFCs for the consideration of the working group. One proposal (retail sector) has been approved:

- ❑ Phase-out ODS
- ❑ Avoid high-GWP alternatives; and
- ❑ Provide energy savings in the range 13-18%



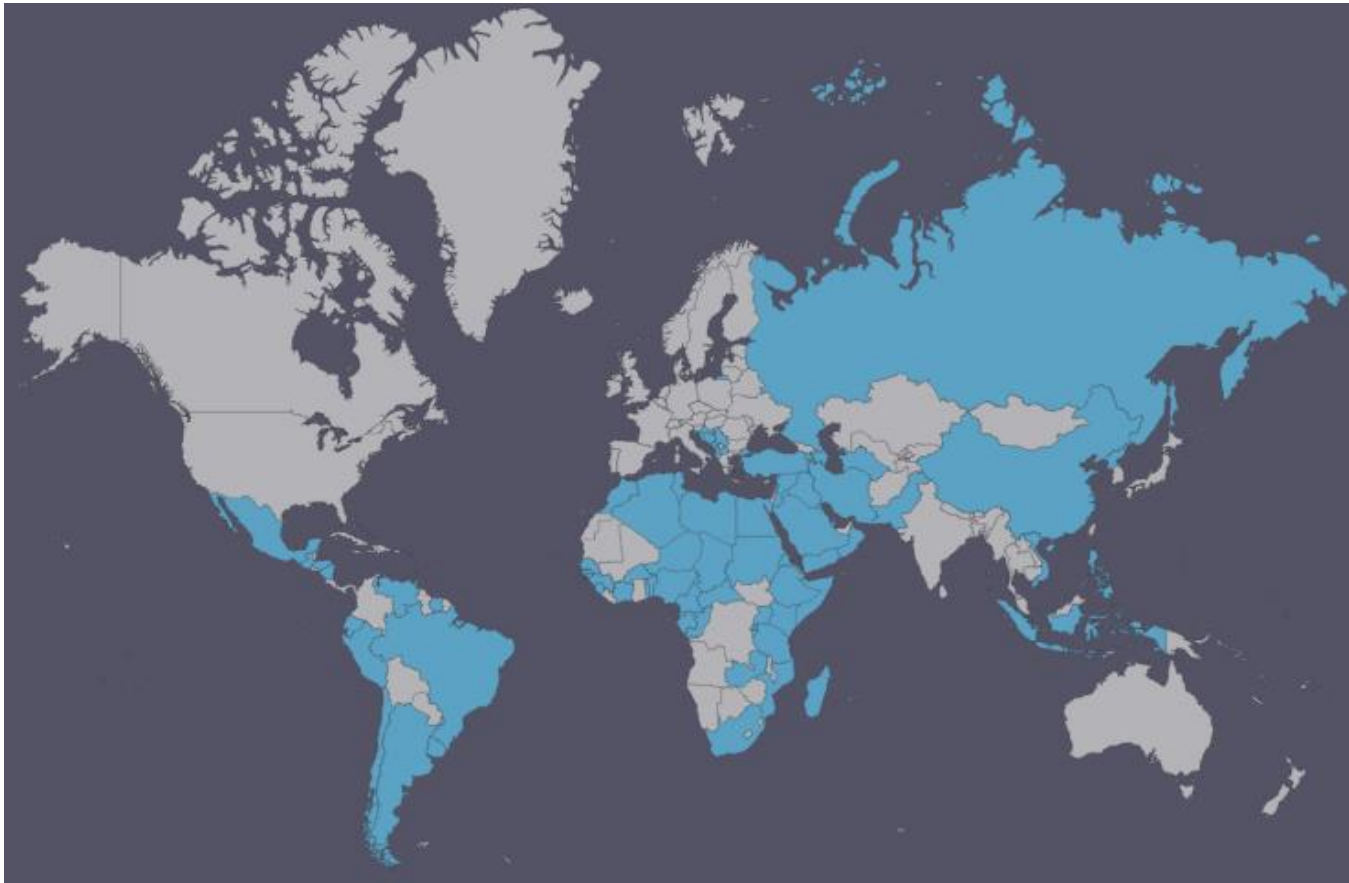
Projects have also been approved by the Global Environment Facility (GEF) to promote energy efficiency in the Room Air Conditioning (RAC) manufacturing and servicing sectors (fishery/food processing), transitioning away from HCFCs and leapfrogging HFCs.

UNIDO is constantly investigating best alternatives in the refrigeration sector, while partnering with the private sector → natural refrigerants.

Potential partnership with bilateral partners.



UNIDO's Montreal Protocol Programme: Countries Assisted



Global Environment Facility: UNIDO as Implementing Agency

UNIDO provides assistance in the following areas:

- ✓ Resource-efficient and low-carbon industrial production;
- ✓ Clean energy access for productive use;
- ✓ Cleaner production, chemical management and promoting of green industries; and
- ✓ Capacity-building for the implementation of multilateral environmental agreements

Focus areas:

- ✓ Climate Change Mitigation (IEE and RE)
- ✓ Climate Change Adaptation (Resilient Value Chains and Industries)
- ✓ Persistent Organic Pollutants (POPs)
- ✓ Sound Chemicals Management (Mercury, e-waste)
- ✓ Ozone Depleting Substances (ODS)
- ✓ International Waters (IW)



GLOBAL ENVIRONMENT FACILITY
INVESTING IN OUR PLANET

UNIDO as GEF Agency (cont'd)

UNIDO-GEF Portfolio:

| GEF Focal Area | Approved GEF Project Grants \$US (project and preparatory) | Co-financing \$US |
|--------------------------------------|--|----------------------|
| Chemicals (POPs, ODS, Hg) | 223 M | 697 M |
| Climate Change Mitigation (RE/EE) | 209 M | 1,388 M |
| Climate Change Adaptation | 7 M | 22 M |
| International Waters | 5 M | 220 M |
| Multi-focal Area | 42 M | 120 M |
| Grand Total | 466 M | 2,447 M |

Figures provided as of February 2015; * Includes GEF-3, GEF-4, GEF-5 and GEF-6

Climate and Technology Centre & Network (CTCN): Consortium



CTCN Mandate, Services and Structure

Mandate

CTCN mission is “Stimulating technology cooperation and enhance the development and transfer of technologies to developing country Parties at their request”

Services

1. Technical assistance to developing countries
2. Knowledge sharing and training
3. Fostering collaboration on climate technologies (including linking climate technology projects with financing opportunity”)

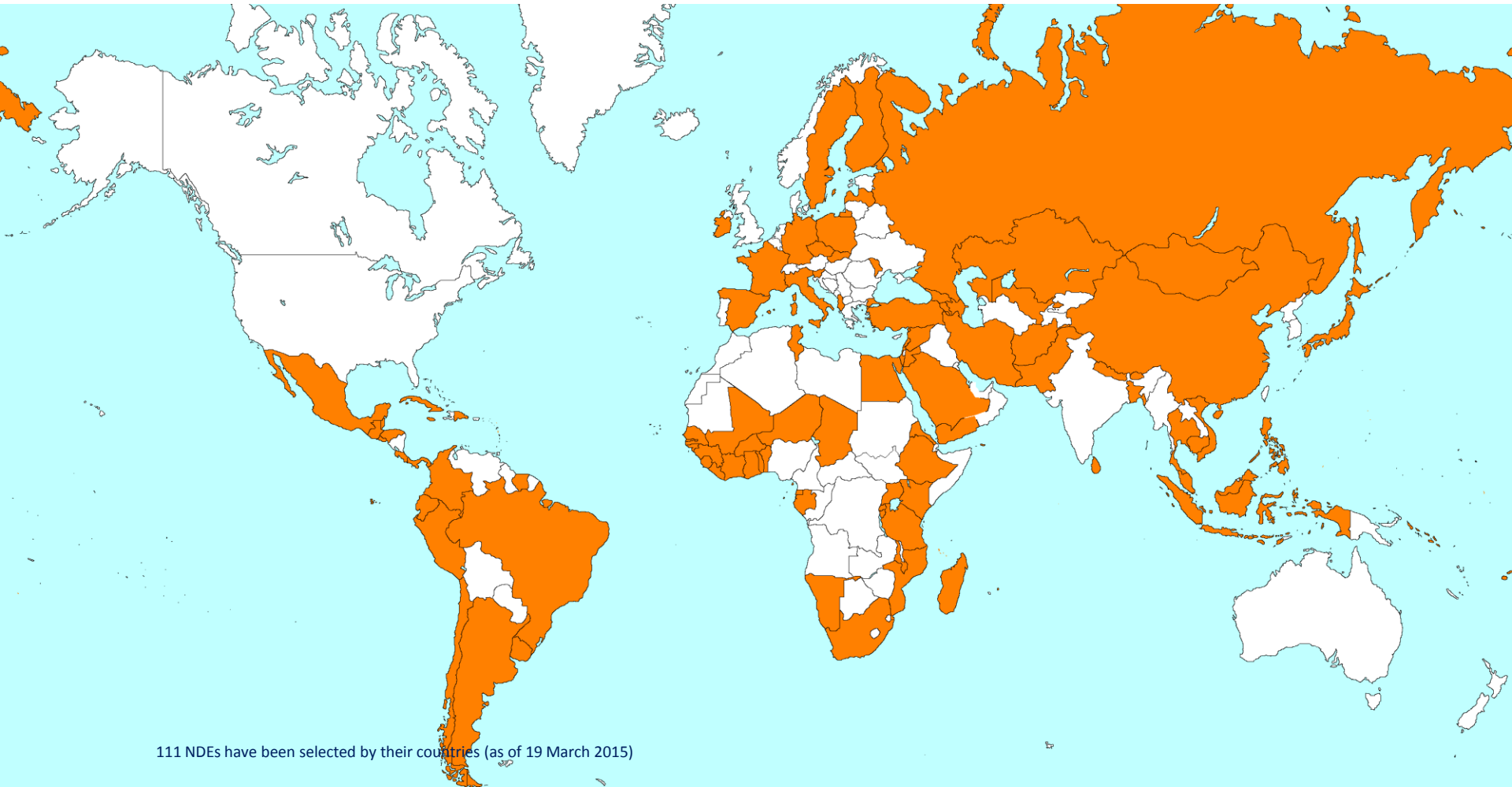


Structure

CTCN hosted by UNEP in collaboration with UNIDO and supported by partner institutions with expertise in climate technologies



Climate Technology Centre & Network (CTCN): National Designated Entities (NDEs)



111 NDEs have been selected by their countries (as of 19 March 2015)

Private Financing Advisory Network (PFAN)

Multilateral public-private partnership that nurtures low carbon, climate resilient projects by bridging the gap between investors and clean energy entrepreneurs and project developers

Advice and Guidance

- financial structuring
- sourcing of equity and debt
- business growth
- strategy, preparation and presentation of business plans

Matching Projects with Investors

- selected projects introduced to investors financing forums
- direct introduction to network investors and other potential investment sources

63 Projects Closed

- USD 680 million raised
- 2.3 m tonnes CO₂e reduction pa
- High level of financial leverage for donors: 1 / 80
- 297 projects in the pipeline
- representing USD 6.9 billion of investments



Training Contracts

Successfully **completed** over 100 Contracts with Training Institutions (training more than 3000 trainees/students) on Food Safety, VTCs, TOTs, IT, Financial, Language, Accreditations of Labs **and much more**





Service Contracts

Successfully completing over 100 Contracts related to everything from workshops, events, to verification, end of project evaluation reports, from upgrade of industrial service sectors to regional and global benchmarking tools networking services and so on.....



Procurement Services Unit oversees and ensures the successful purchase and delivery of the widest range of equipment, from the simplest tool kits to the most complicated and complex production lines. The list of equipment includes: Various training equipment, Environmental Equipment (ODS, retrofitting equipment, chillers, POPS detection equipment, complex decontamination processes) Renewable Energy equipment (Turbines, solar, wind), ICHET Food processing (Tractors, Production lines)...Purchase, delivery, customs, installation, commissioning, training, warranty....continuous Equipment delivery valued for over € 20,000,000

Purchase of Equipment





Successfully completing over 50 Construction works Contracts in:

- Iraq** (Workshops, VTCs, Rehab. works)
- Burundi** (Mini Hydro Plants)
- Zambia** (Mini Hydro Plants)
- Rwanda** (Mini Hydro Plants)
- Palestine** (Concrete Institution)
- Sierra Leone** (Fisheries Training Institute)
- Sudan** (5 VTCs, Fish Landing Sites)
- Kenya** (Mini Hydro Plants)
- Congo** (Oil Mills)
- Nigeria** (Mini Hydro Plants)
- Etc.

(over€ 10,000,000 worth of Contracts)

Construction Contracts



Most Frequently Procured Goods

- Ozone depleting substance replacement and phase-out equipment (in the refrigeration, solvents, aerosols and foam manufacturing sector);
- Equipment for the replacement of methyl bromide measuring, checking & testing instruments;
- Laboratory, calibration and testing equipment;
- Agricultural produce and materials;
- Equipment for textile apparel & leather production;
- Wood and timber products;
- Vocational toolkits;
- Chemicals;
- Hydrogen production and storage;
- Agricultural & food processing machinery and equipment;
- IT HW & SW equipment and supplies;
- Building and construction materials and supplies;
- Renewable and rural energy systems and infrastructure
- Motor vehicles, parts, accessories;
- Leather and leather products, footwear;
- Office furniture and accessories;
- Engines, turbines and similar machinery and equipment (hydroelectric, others)
- Security and safety equipment;
- Wind mills and motors;
- Solar energy systems and related equipment;
- Pumps; compressors, valves, etc.;
- Air conditioning equipment, controls and machinery;
- Water treatment systems, equipment and machinery;
- Ventilation systems and equipment;
- Mining, quarrying and construction machinery and equipment;
- Recycling and waste management systems, equipment and machinery;
- Design, publication and training materials;
- Telecommunications equipment;
- Fishing testing equipment;
- Metrology equipment;

Most Frequently Procured Services

- Phase-out ozone depletion in refrigeration, foam, aerosols and solvents sector (ODS, POPs)
- Phase-out of methyl bromide
- Trade promotion and technology information exchange
- Standardization and laboratory accreditation
- Energy Policy and management (electricity and alternative systems)
- Advisory services for environmental protection
- Water management services
- Training
- Engineering design, research and development;
- Agro related services (textile, leather, fisheries, food...)
- Revolving credit support facilities;
- Office leases, maintenance and repair services;
- Construction works and site management;
- Technical assistance and advisory services;
- Air conditioning work and maintenance;
- Environmental engineering and science;
- Thematic mapping and evaluation services;
- Trade and business related services;
- Maintenance and repair services;
- Design, publication and advertising services;
- Telecommunication services
- Financial advisory services and insurance;
- Freight, transportation, storage and logistics services;
- Audit and accounting services;
- Laboratory testing and calibration services;
- Translation services;

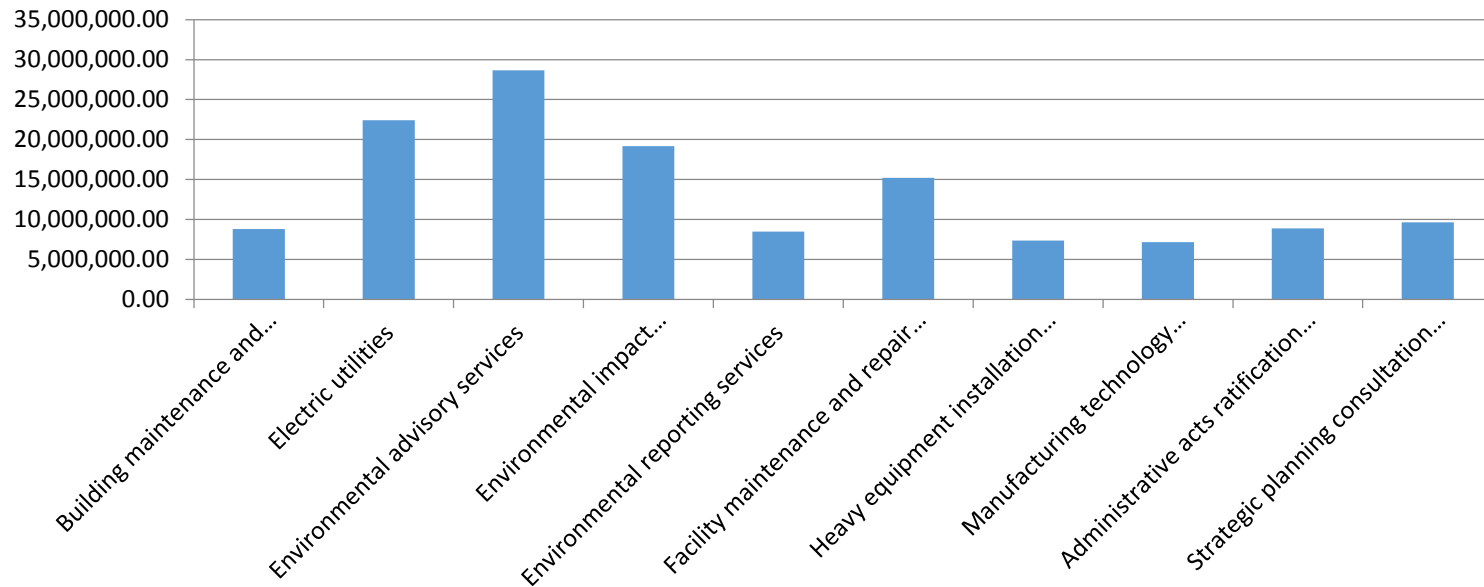


Most Frequently Procured Services

- Electrical /mechanical installation works;
- Consulting/advisory services on environmentally sound technology and practices;
- Technology assessments and information exchanges;
- Repair and maintenance services;
- Consulting/advisory services on agriculture produce;
- Consulting/advisory services related to renewable energy and environmental systems and infrastructures;
- Technology conversion, retrofit and rehabilitation projects;
- Energy policy and management;
- Environmental management related advice and consulting services;
- Consulting/advisory services related to environmental protection;
- Waste disposal related advice and services;
- Cleaner technology promotion services;
- Water pollution related services;
- Industrial surveys and consulting services;
- Management advice and consultancy services;
- Training and development services;
- Consulting/advisory services related to nanotechnology;
- Security services;
- Catering services;
- Conference services;
- Business seminars and conferences;
- Professional & vocational training and workshops
- IT SW and internet related services.

Top Ten Goods/Services Procured by UNIDO in 2013-2015

**Top Ten Goods/Services Bought by UNIDO From 2013-2015
(EUR)**



Top Goods and Services Procured From Japan

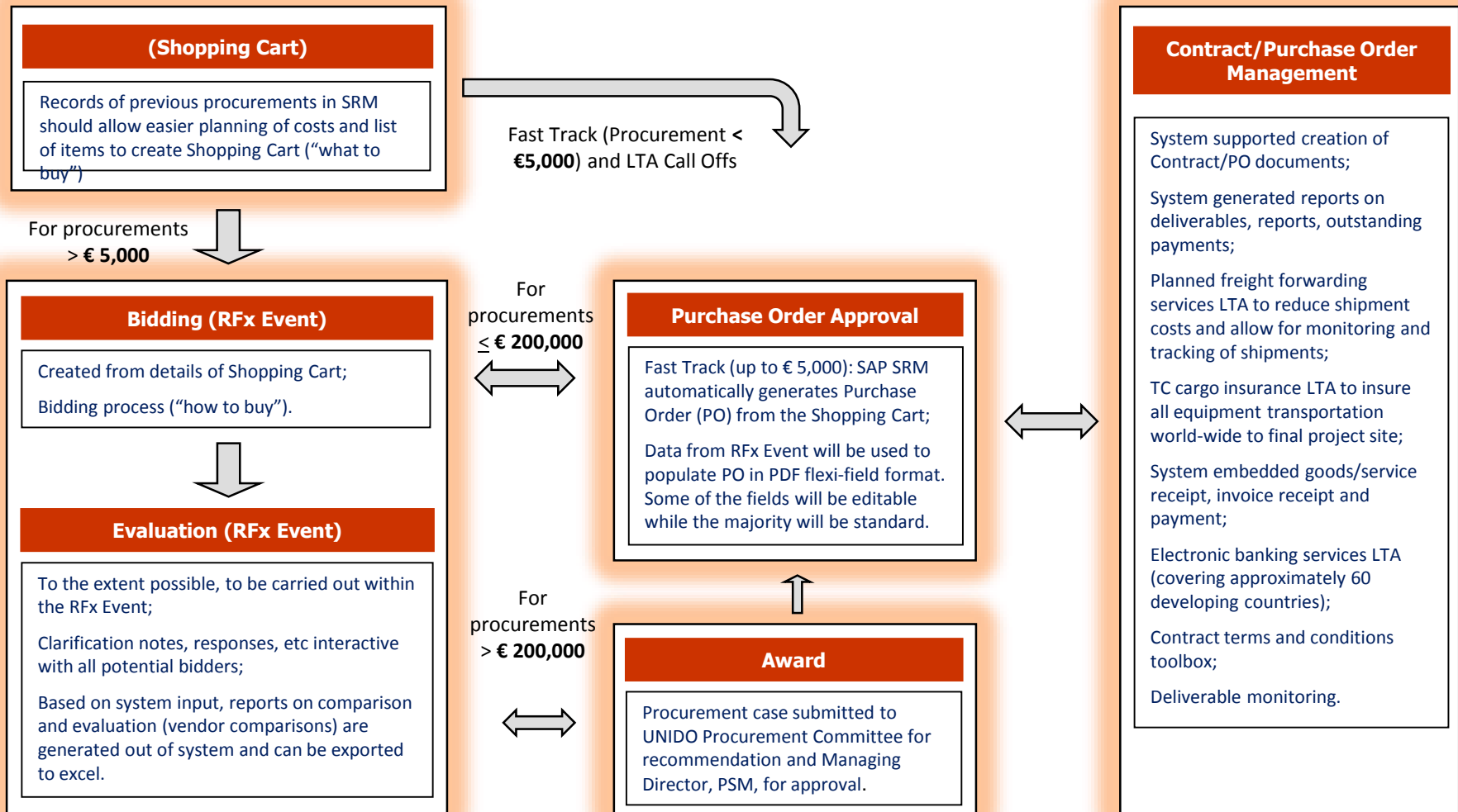
Goods

- Renewable Energy Systems
- Energy Control Systems
- Agro industry processing Equipment
- Industrial Equipment

Services

- Advertising Services
- Facility maintenance and repair services
- Infrastructure maintenance and repair services
- Writing and translation
- Banquet and catering services
- Management support services

eProcurement Workflow



UNIDO's eProcurement Portal

Please visit: <https://procurement.unido.org/>.

Welcome to UNIDO Procurement Portal

Registered bidders can access the Tender Details by clicking on the "Bidder Access" link.

If you are not a registered bidder, please register now by clicking on the "Request Bidder Account" link.

If you are a registered bidder and have forgotten your password, you may request for a new password by clicking the "forgotten Password" link.

Bidder Access
Procurement Portal

Request Bidder Account

Forgotten Password?

Current Opportunities

For information on how to access the e-portal, please view [A Bidder's Guide to the Procurement e-portal](#).

Browser Detection



You are using Firefox 30.0

Browser Plugin Detection

Pop-up Blocker: Disabled

Adobe Reader: installed, please set Adobe Reader as default PDF viewer.

JAVA: Installed & enabled

UNIDO's eProcurement Portal: Procurement Notices

| | | | | |
|--|---|----------------------------|----------------------|------------|
| Training of the accreditation assessors of the Nigeria National Accreditation Service (NiNAS) in Nigeria. | NIGERIA | 13.05.2016 17:00:00 CET | RFP (1 env.) | 7000001652 |
| Development and Implementation of a Concept for Modern Thematic Gardens | The Kingdom of Morocco | 13.05.2016 17:00:00 CET | RFP (1 env.) | 7000001647 |
| Establishment of a National Solar Thermal Roadmap | Malaysia | 13.05.2016 17:00:00 CET | RFP (1 env.) | 7000001620 |
| Provision of Services Related to Fisheries Resource Assessment and Management | South Sudan | 13.05.2016 17:00:00 CET | RFP (1 env.) | 7000001595 |
| ODS alternatives survey in Nicaragua | Nicaragua | 16.05.2016 08:00:00 CET | Request f. Quotation | 7000001649 |
| PROVISION OF EVENT MANAGEMENT SERVICES FOR UNIDO PROJECT | Egypt | 16.05.2016 17:00:00 CET | RFP (1 env.) | 7000001593 |
| RAC Taining Equipment for DPR Korea | Democratic People's Republic of Korea | 17.05.2016 08:00:00 CET | Request f. Quotation | 7000001664 |
| Supply of Food Drying Equipment | Republic of Armenia | 17.05.2016 17:00:00 CET | Inv. to Bid (1 env.) | 7000001648 |
| Recovery, recycling and refrigeration tools/equipment. | Niger | 17.05.2016 17:00:00 CET | Inv. to Bid (1 env.) | 7000001634 |
| Provision of Services for the Implementation of coffee quality improvement activities in Dello Mena, Bale Zone, Oromia Region | The Federal Democratic Republic of Ethiopia | 18.05.2016 17:00:00 CET | RFP (1 env.) | 7000001651 |
| Provision of Services for the Implementation of coffee quality improvement activities in Aletawondo Woreda, Sidama Zone, SNNP Region | The Federal Democratic Republic of Ethiopia | 18.05.2016 17:00:00 CET | RFP (1 env.) | 7000001653 |
| Consultancy Services related to Multimedia and Conference Systems Projects in the Vienna International Centre (VIC) on a call-off | Austria | 19.05.2016 16:00:00 CET | RFP (1 env.) | 7000001646 |
| Development and Implementation of an Eco Quartier concept | The Kingdom of Morocco | 19.05.2016 17:00:00 CET | RFP (1 env.) | 7000001657 |

UNIDO's eProcurement Portal: Bidder Registration

1. Click on "Request Bidder Account"

Request Bidder Account

2. The bidder registration form will pop up. Fill out all information and submit.



User Account Registration for Bidders / Vendors

Name*

Email*

Telephone*

FAX

Name of your company*

Address of your company*

State and Country*

Remarks

ERP Supported Communications with Bidders

Display RFX : 7000000234

RFX Number 7000000234 Smart Number Solar PV Power System RFX Status Published RFX Start Date Submission Deadline 06.09.2013 17:00:00 CET
 RFX Response 6000000651

Close Refresh **Questions and Answers (55)** Export

RFX Information Items Notes and Attachments

RFX Parameters Questions Note and Attachments Table Ext

Time Zone: CET
 Start Date: [] [00:00:00]
 Submission Deadline: * 06.09.2013 [17:00:00]
 Opening Date: * 11.09.2013 [10:00:00]
 Currency: USD

Questions and Answers Refresh Display Time Stamps

| Time Stamp | Sender | To | Message |
|-------------------------|-------------|-----------|--|
| 27.08.2013 17:44:01 CET | Aymen AHMED | Broadcast | output power and voltage of the system then there is no issue. |
| 27.08.2013 17:44:13 CET | Aymen AHMED | Broadcast | In section-II, Appendix 1, at page number 11, AC Distribution box, where, mentioned that 3 phase energy meter is required to measure the DC & Ac power. As there are no application of 3 |
| 27.08.2013 17:44:20 CET | Aymen AHMED | Broadcast | Sorry for the inconvenience, that will be single phase energy meter not three phase. |
| 27.08.2013 17:44:31 CET | Aymen AHMED | Broadcast | For battery charging hub, the system consists 10 nos. of 12V / 25A charge controllers. where total PV power is 2.125 kW. Charge controller is too much over rated. Another reason is, we can't |
| 27.08.2013 17:44:42 CET | Aymen AHMED | Broadcast | 25 pieces 85W solar PV panels. Two panels in parallel should be connected |

Send Message

Send Question to: Purchaser

Message:

Send

Close

Average Procurement Timelines

Example: Integrated Food Security Project in Kassala State, Sudan

Shopping Cart review and approval =>

RFx Event publication (3 days)

Bidding period (18 days)

7 offers received and evaluated (5 days)

Lowest cost, technically acceptable offer

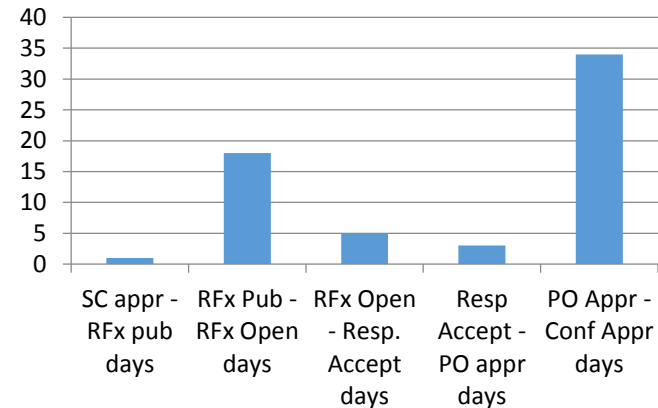
=> € 21,500 awarded to

Earthmoving Services Limited, Great Britain

Acceptance of offer => Approval and signing of Purchase Order(3 days)

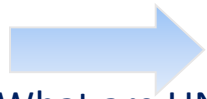
Purchase Order approval => Confirmation approval (34 days)

Total time from requirement to PO confirmation: 63 days



Forms of Collaboration with UNIDO

Which Type of Organization should Companies Normally Adopt?



Sub-Contracting or Consortia

What are UNIDO's Rules on Collaborations With Local Business Partners?



Please refer to the Instructions to Bidders section in the RFX Event, requiring bidders to specify in their Offers:

the **names and qualifications** (including description of activities, number of personnel employed, references to the clients and completed projects) of the proposed sub-contractor(s) and/or equipment manufacturers, if any, and **the extent and nature of such sub-contracting** and/or equipment



Sub-Contracting

Most common form of collaboration among companies dealing with UNIDO:

UNIDO concludes contract with one company (“the Contractor”)



Contractor concludes individual contracts with sub-contractors



- Sub-contractors need to be indicated in the Technical Bid which will become part of the Contract under consideration;
- In case of non-performance, UNIDO only deals with the Contractor, not with sub-contractors.



Consortia

In principle, permitted by UNIDO – and due to the complexity of procurement cases increasingly applied.

Requirements:



- Bidders need to provide written declaration indicating:
 - **members** of consortium
 - nomination of the **leading company** with whom contract would be signed
 - **purpose** of establishment of a consortium
 - depending on the ‘form’ of a consortium **attach all ‘legal’ documents**
- Once declaration has been received and accepted, separate bids by individual member(s) of the consortium are not permitted and may be disregarded.

Procurement and Innovative Solutions

- Procurement at the right price;
- Balance customer requirements with market readiness and value for money;
- Open competition: Once size fits it all?
- Beware of over-specified requirements;
- Limit your terms and conditions to risks relevant to the type of procurement concerned [time of delivery, warranty, SLA, etc];
- Adapt, as far as you can, to vendor conditions;
- Adapt, as far as possible, to market-ready products and services;
- You get the right prices only when customers and providers understand each other;
- Right size customer versus right size provider;
- How important is it for the provider to have you as a customer?
- Long term relationship;
- Cultural affinities;
- Seasonal trends;
- Economic cycles.



Procurement Tips

- Make use of information/publications available on the procurement page of UNIDO's web site www.unido.org/procurement;
- Register on the UNIDO eProcurement portal and UN Global Marketplace (UNGM) at www.ungm.org;
- Regularly monitor procurement opportunities published on UNIDO and UNGM web sites;
- Always respond when invited to submit a bid, even if you should not be in a position to participate;
- Read UNIDO's generic model contract and general conditions carefully;
- Use your right to ask for clarification if anything in the bidding documents is unclear;
- Ensure that your bid meets all requirements; if you cannot meet all requirements consider to sub-contract or form joint-venture/consortium;
- Submit required certificates, financial statements, catalogues, reports, etc in the required format and language;
- Ensure sufficient time to prepare offers carefully;
- Prepare the offer to facilitate the work of UNIDO
- Study bidding documents carefully;
- Understand the ethics and confidentiality provisions;
- Clearly mark and sign bids as required;
- Meet deadline for submission of bids.



Watch our videos on



YouTube.com/UNIDObeta

or



<https://open.unido.org/index.html#/projects>



TOGETHER
for a sustainable future