



2017 UN Business Seminar

UNIDO Procurement Activities



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Chief of Procurement
PPS/OSS/PRO



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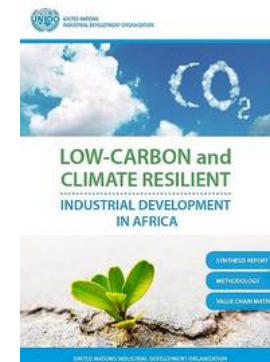
Mandate

Selected UNIDO Departments and Programmes

- Department of Environment
 - Circular Economy
 - Montreal Protocol Programme
- Department of Energy
 - Climate and Technology Centre & Network (CTCN)
 - Private Financing Advisory Network (PFAN)
- Department of Partnerships and Results Monitoring
 - Global Environment Facility

UNIDO Procurement

- Procurement Supporting Technical Cooperation Initiatives
- UNIDO Procurement at a Global Level
- Most Frequently Procured Goods and Services
- Top Ten Goods and Services Procured in 2013-16
- Top Goods and Services from Japan
- UNIDO's eProcurement Portal
- Forms of Collaboration with UNIDO
- Procurement and Innovative Solutions



Mandate of UNIDO

Inclusive and Sustainable Industrial Development (ISID)

Sustainable Development Goals (SDGs)

Advancing Economic Competitiveness

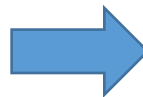
Advancing economic and industrial growth

Creating Shared Prosperity

Advancing poverty eradication and inclusiveness

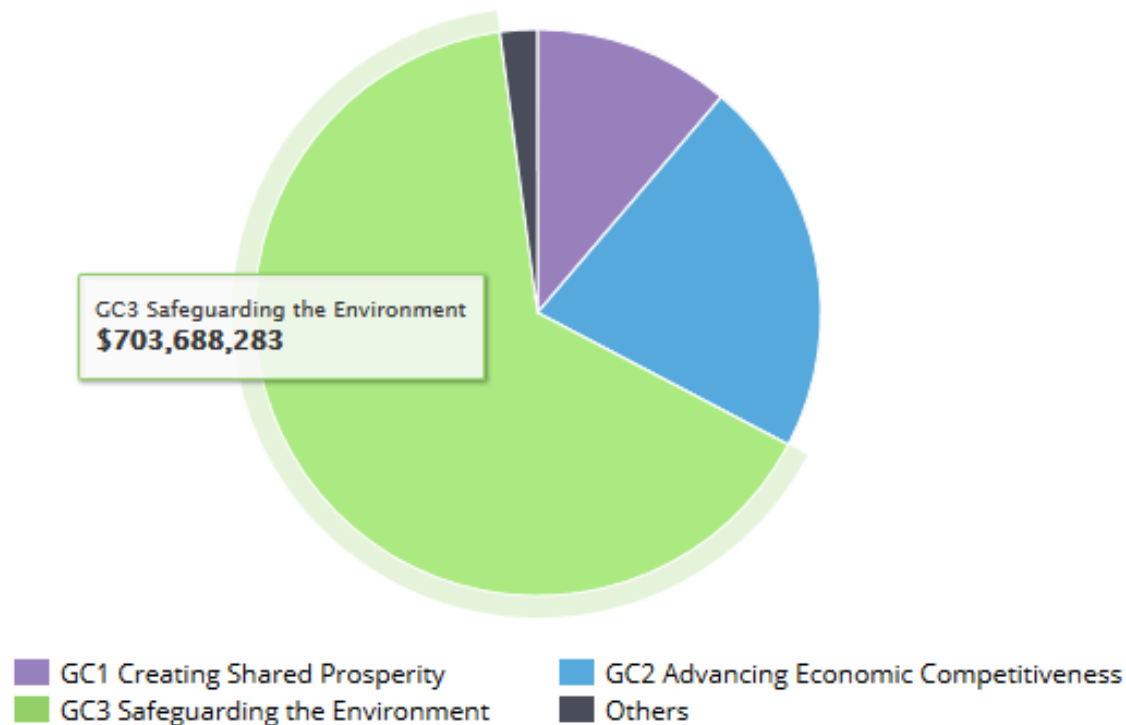
Safeguarding the Environment

Advancing environmentally sustainable growth



Department of Environment

Total Budget of Ongoing Projects by Thematic Priority



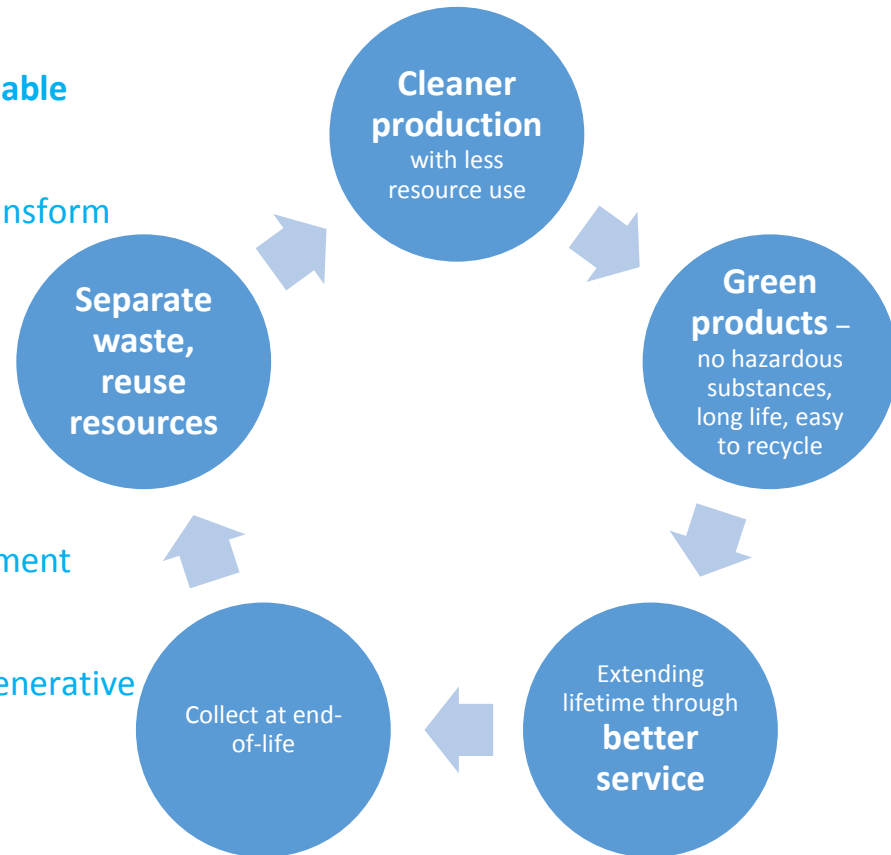
Circular Economy

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



Montreal Protocol Programme

UNIDO as 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.



Montreal Protocol Programme: Kigali Amendment

Growing concern: rapidly multiplying air conditioning and refrigeration installations especially in developing countries → rapid growth in the volume of HFCs being used, since they are not controlled in these countries. (GWP is 2,000-4,000 times the GWP of CO₂).

As an Implementing Agency of the Montreal Protocol, UNIDO has an important role in assisting developing countries to comply with the phase-out targets of the Montreal Protocol.

In order to do so, UNIDO helps to develop, implement and manage investment projects that deal directly with the conversion of industrial sectors as well as institutional strengthening activities.

UNIDO has extensive experience and technical expertise in the conversion of sectors that use HFCs.

To slash or to trim

Emission reductions by policies/actions, bn tonnes CO₂ equivalent

Policy/Action	Cumulative emissions	Period	Annual emissions*
Montreal protocol ¹	135.0bn	1989-2013	5.6bn
Hydropower worldwide ²	2.8bn	2010	2.8bn
Nuclear power worldwide ²	2.2bn	2010	2.2bn
China one-child policy ³	1.3bn	2005	1.3bn
Other renewables worldwide ²	600m	2010	600m
US vehicle emissions & fuel economy standards ⁴	6.0bn	2012-25	460m
Brazil forest preservation ⁵	3.2bn	2005-13	400m
India land-use change ⁶	177m	2007	177m
Clean Development Mechanism ⁷	1.5bn	2004-14	150m
US building & appliances codes ⁴	3.0bn	2008-30	136m
China SOE efficiency targets ⁸	1.9bn	2005-20	126m
Collapse of USSR ⁹	709m	1992-98	118m
Global Environment Facility ¹⁰	2.3bn	1991-2014	100m
EU energy efficiency ¹¹	230m	2008-12	58m
US vehicle emissions & fuel economy standards ⁴	270m	2014-18	54m
EU renewables ¹¹	117m	2008-12	29m
US building codes (2013) ¹²	230m	2014-30	10m
US appliances (2013) ¹²	158m	2014-30	10m
Clean technology fund ¹³	1.7bn	project lifetime	na
EU vehicle emission standards ¹⁴	140m	2020	na

CATEGORIES:
Energy production
Transport
Other regulations
Global treaties
Land & forests
Other

See following panel for sources and explanations

*Annual emissions are cumulative emissions divided by the relevant period. The estimate for the current emissions avoided under the Montreal protocol is eight billion tonnes of CO₂e. The annual figure for the collapse of the USSR refers to the years 1992-98. ¹Cars and light trucks ⁴Heavy trucks

Climate and Technology Centre & Network (CTCN)

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 opportunities).



Structure

CTCN hosted by UNEP in collaboration with UNIDO and supported by 12 partner institutions with expertise in climate technologies





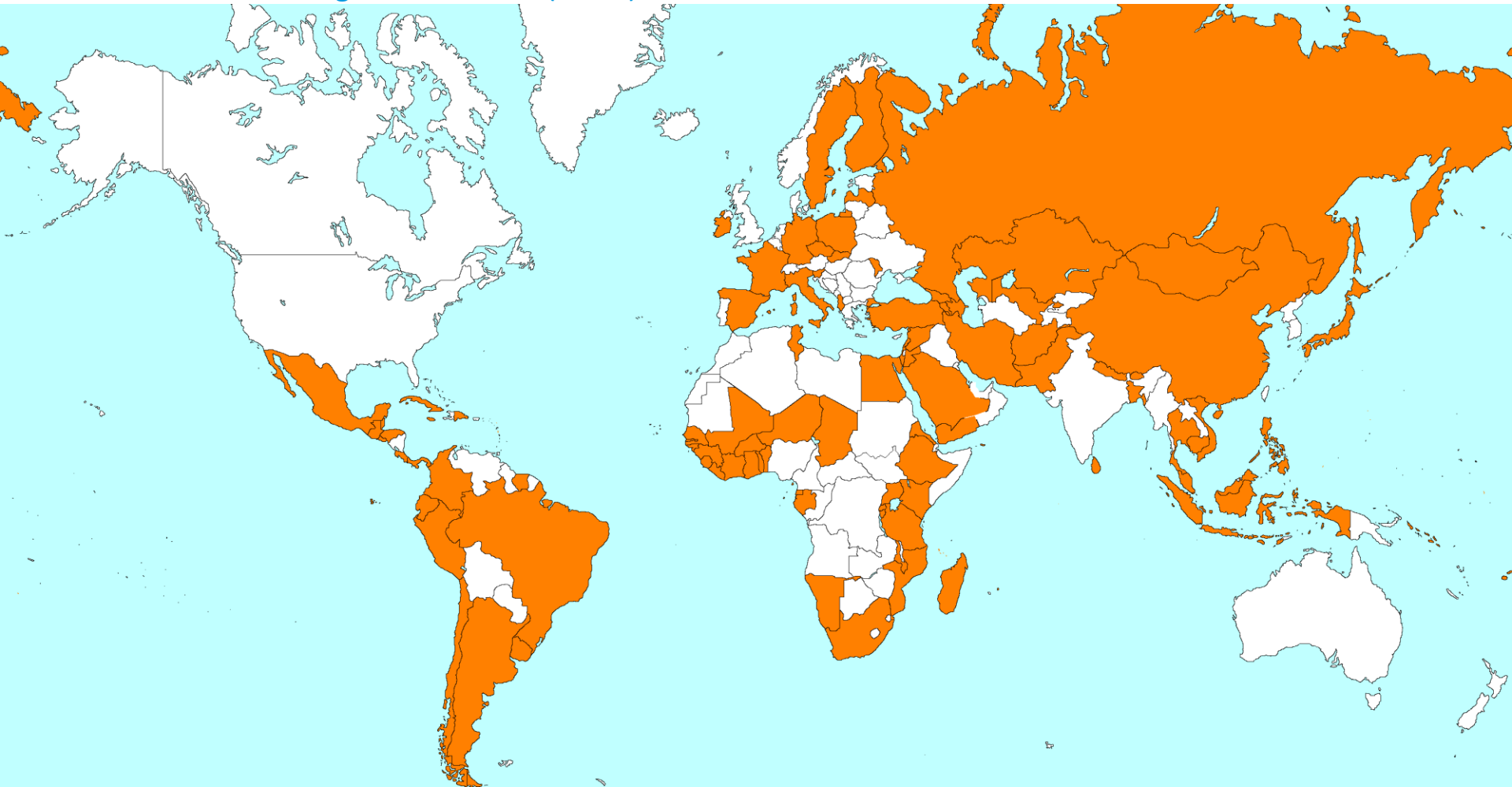
CTCN

International network of 300+ academic, multilateral, NGO and private sector institutions. 220+ Network Members in 80+ Countries



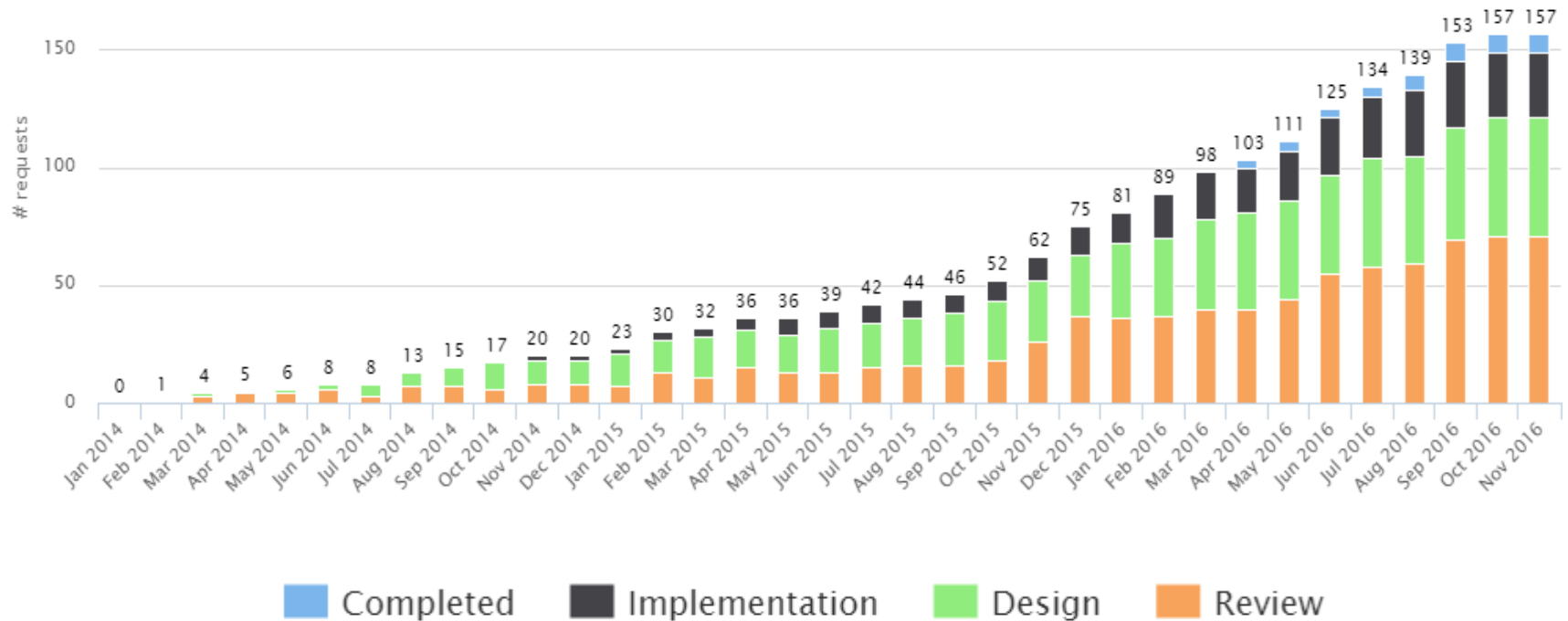
CTCN

National Designated Entities (NDEs) in 152 countries:



CTCN

Technical Assistance Services:





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

87 Projects Closed

- USD 1.2 billion raised
- 2.6 m tonnes CO2e reduction pa
- High level of financial leverage for donors: 1 / 80
- 358 projects in the pipeline
- Representing USD 8.7 billion of investments



Private Financing Advisory Network (PFAN)

Clean Energy Investment Accelerator: PFAN advises low-carbon, climate resilient businesses in developing countries, and matches projects to appropriate private financing.

PFAN mobilizes **private financing** to **reduce GHG emissions** and **build climate resilience**, contributing to Paris Agreement and SDGs:

- Contribute to 2020 USD 100 billion financial mobilisation target
- SDGs 7 (Energy), 9 (Industry), 13 (Climate Action), and 17 (Partnership).

PFAN is one of few actors in the climate finance space addressing key barriers for Small and Medium-sized Enterprises (SMEs) in developing countries and emerging economies:

DEMAND

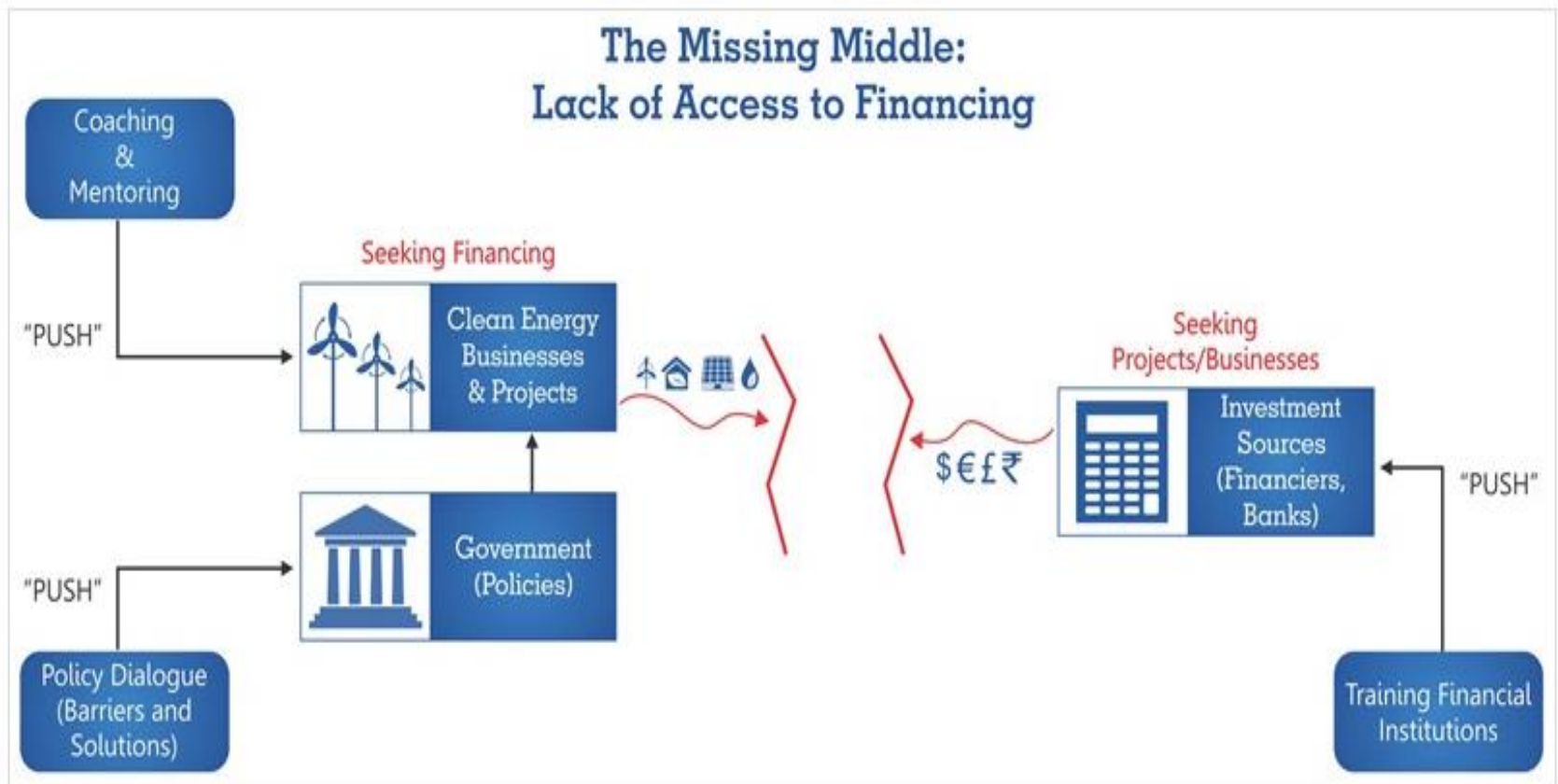
Oversupply of poorly structured projects

Lack of financial & commercial skills

SUPPLY

Large financing supplies
Underdeveloped investment cultures and risk assessment
Low familiarity with technologies & business models

Private Financing Advisory Network (PFAN)





PFAN Core Functions and Funding Partners

Unlock frontier
markets for
climate
technologies

Build financial
service
ecosystems

Help businesses
develop
investor-ready
proposals

Mitigate
investor risk

Facilitate
project-to-
finance
match-
making

Build project
pipeline &
portfolios for
large-scale
investment

Best practice
application
for scale-up
and
replication



Australian Government



NORWEGIAN MINISTRY
OF FOREIGN AFFAIRS

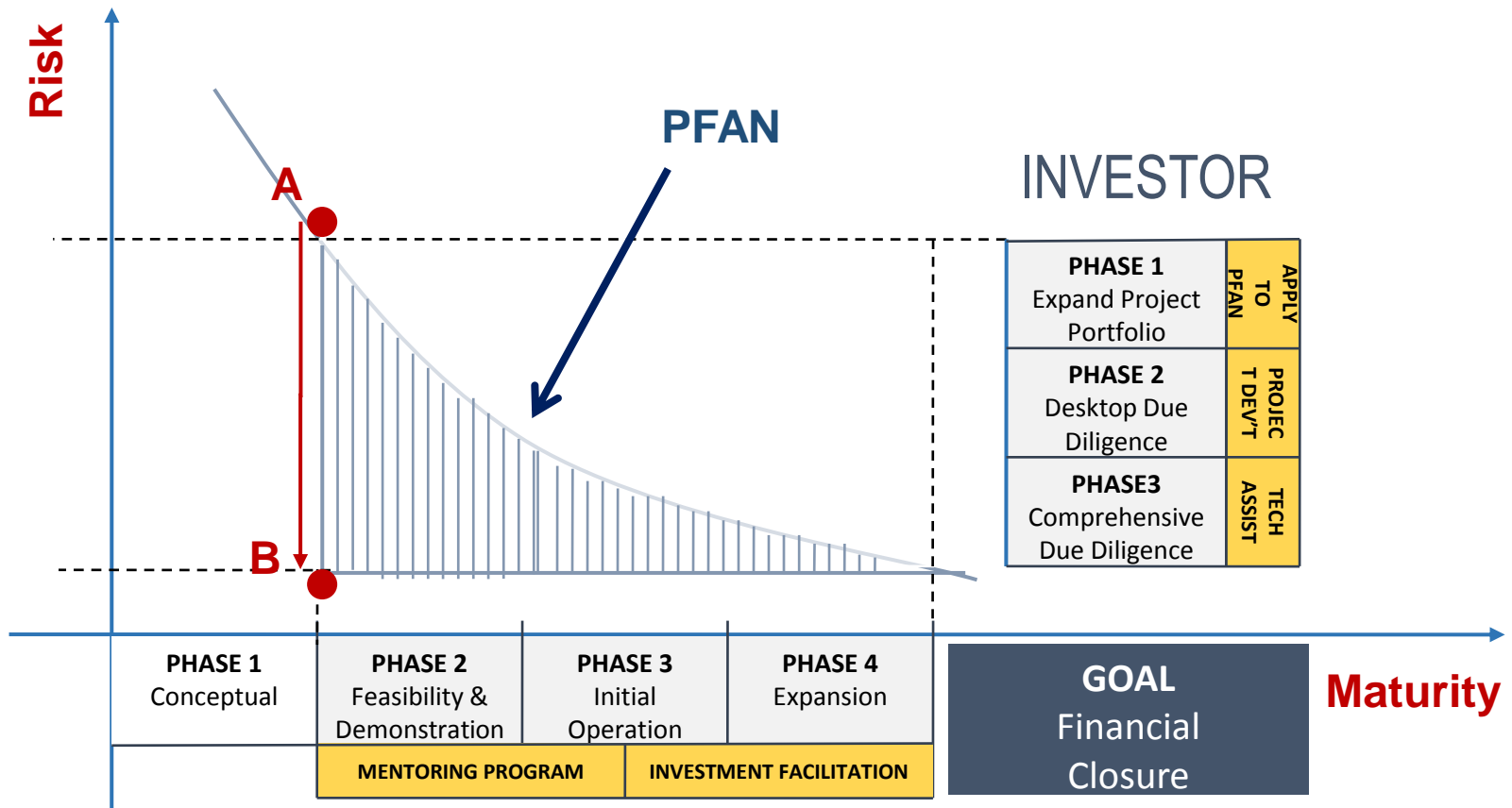


USAID
FROM THE AMERICAN PEOPLE

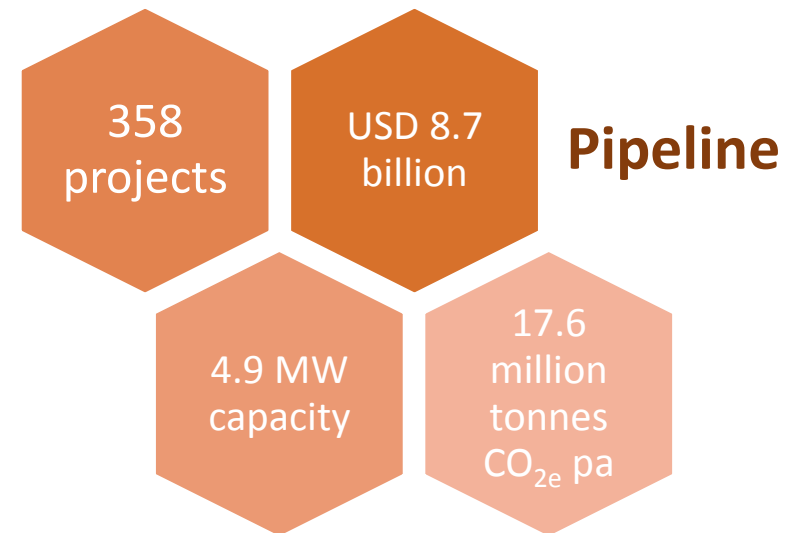
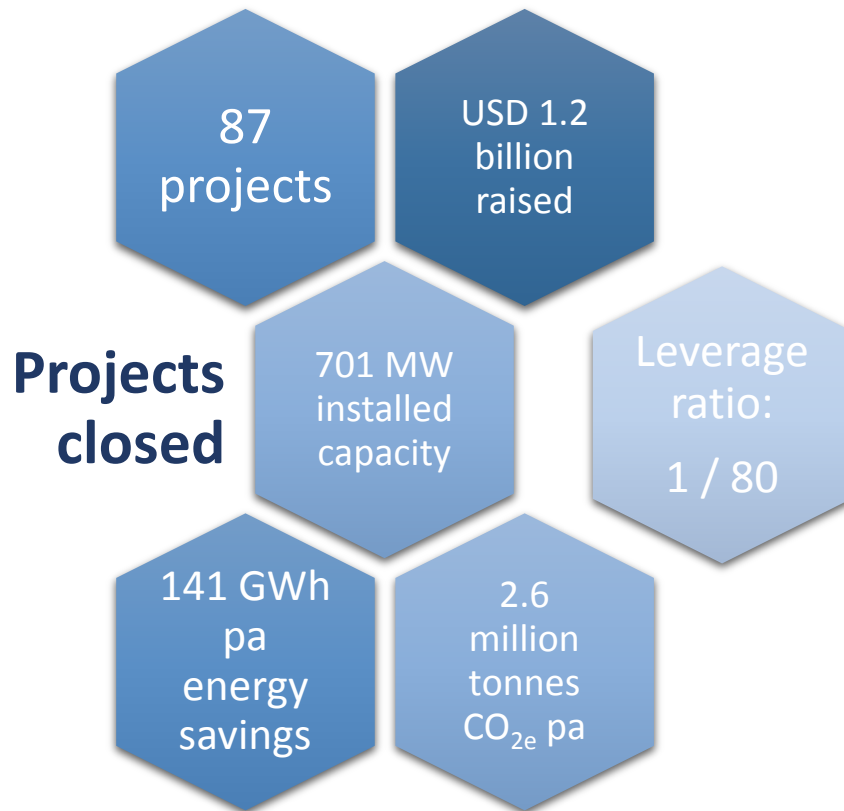


経済産業省
Ministry of Economy, Trade and Industry

PFAN: Clean Energy Project – Technology Deployment



PFAN: Track Record





Global Environment Facility

UNIDO as **GEF Implementing Agency** 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

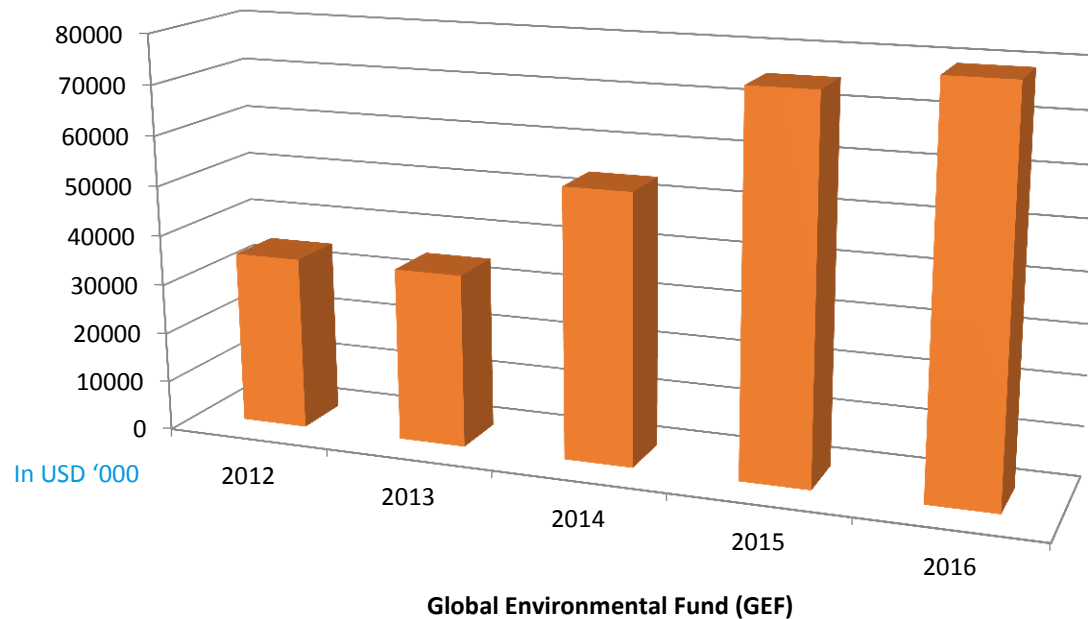
Focus areas:

- ✓ Climate change mitigation (industrial energy efficiency and renewable energy)
- ✓ Climate change adaptation (resilient value chains and industries)
- ✓ Persistent organic pollutants (POPs)
- ✓ Sound chemicals management (mercury, e-waste)
- ✓ Ozone depleting substances (ODS)
- ✓ International waters



GLOBAL ENVIRONMENT FACILITY
INVESTING IN OUR PLANET

GEF Net Approvals



Procurement Supporting Technical Cooperation Initiatives



PPPs



Climate and Technology Centre & Network (CTCN): Consortium



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

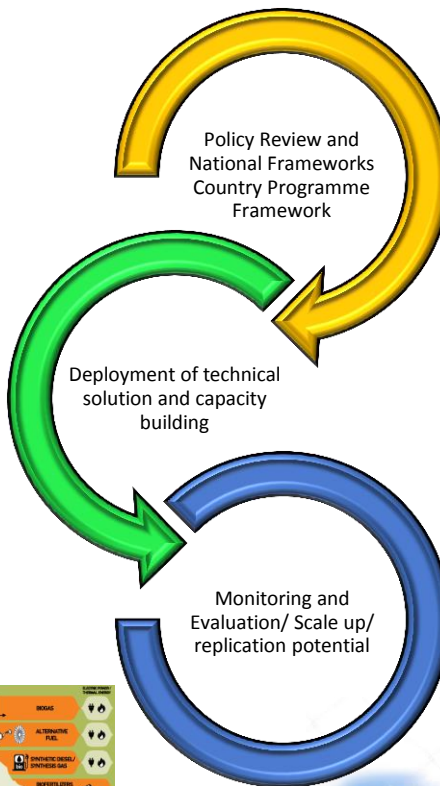
- financial structuring
- sourcing of equity and debt
- business growth
- strategy, preparation and presentation of business plans

Matching Projects with Investors

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

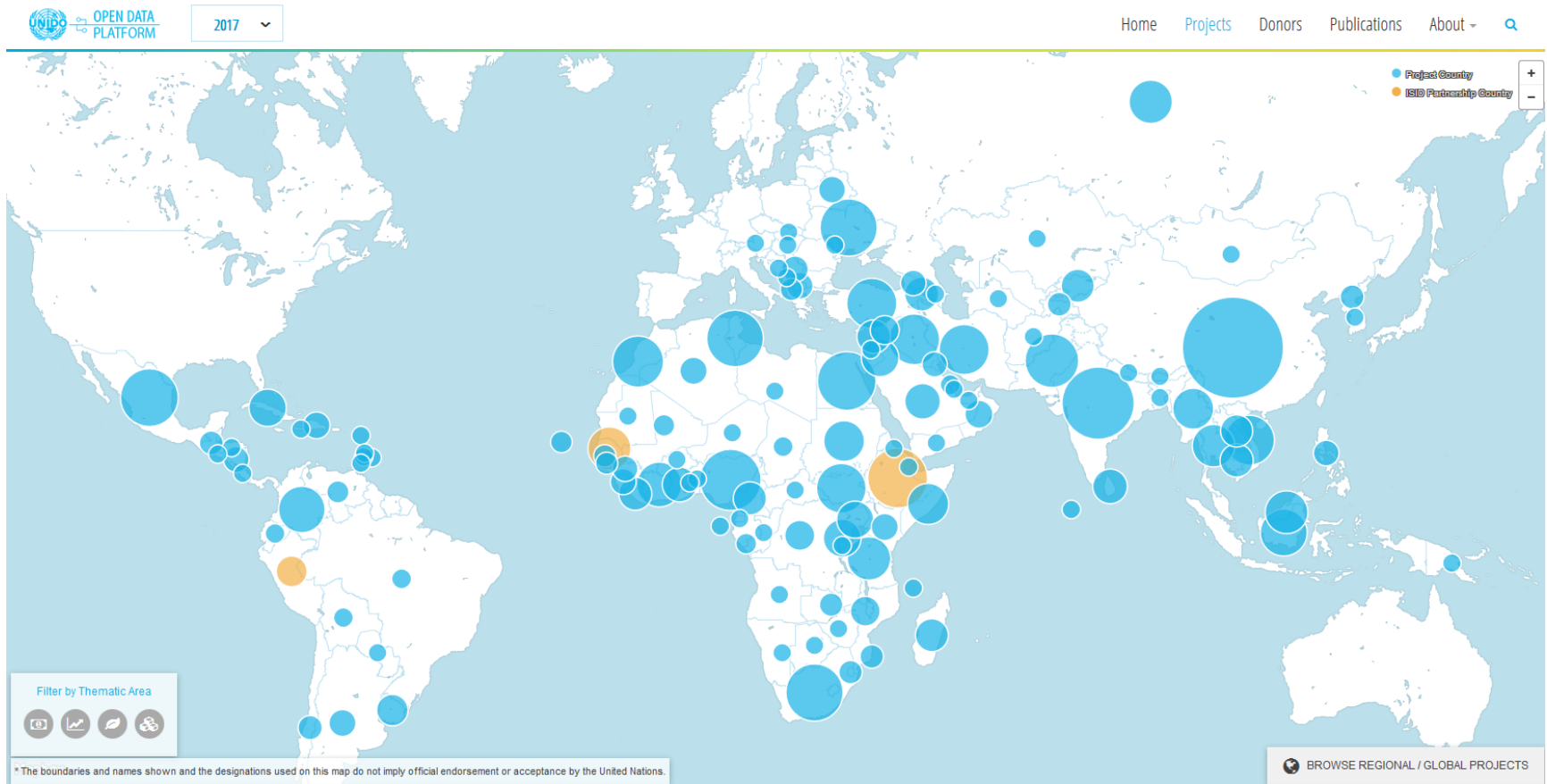
63 Projects Closed

- 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





UNIDO Procurement at a Global Level



Countries & Regions

Ongoing Projects	Total Budget	Total Expenditures	2017 Budget	2017 Expenditures
783	\$1247.34M	\$765.26M	\$298.52M	\$103.91M



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

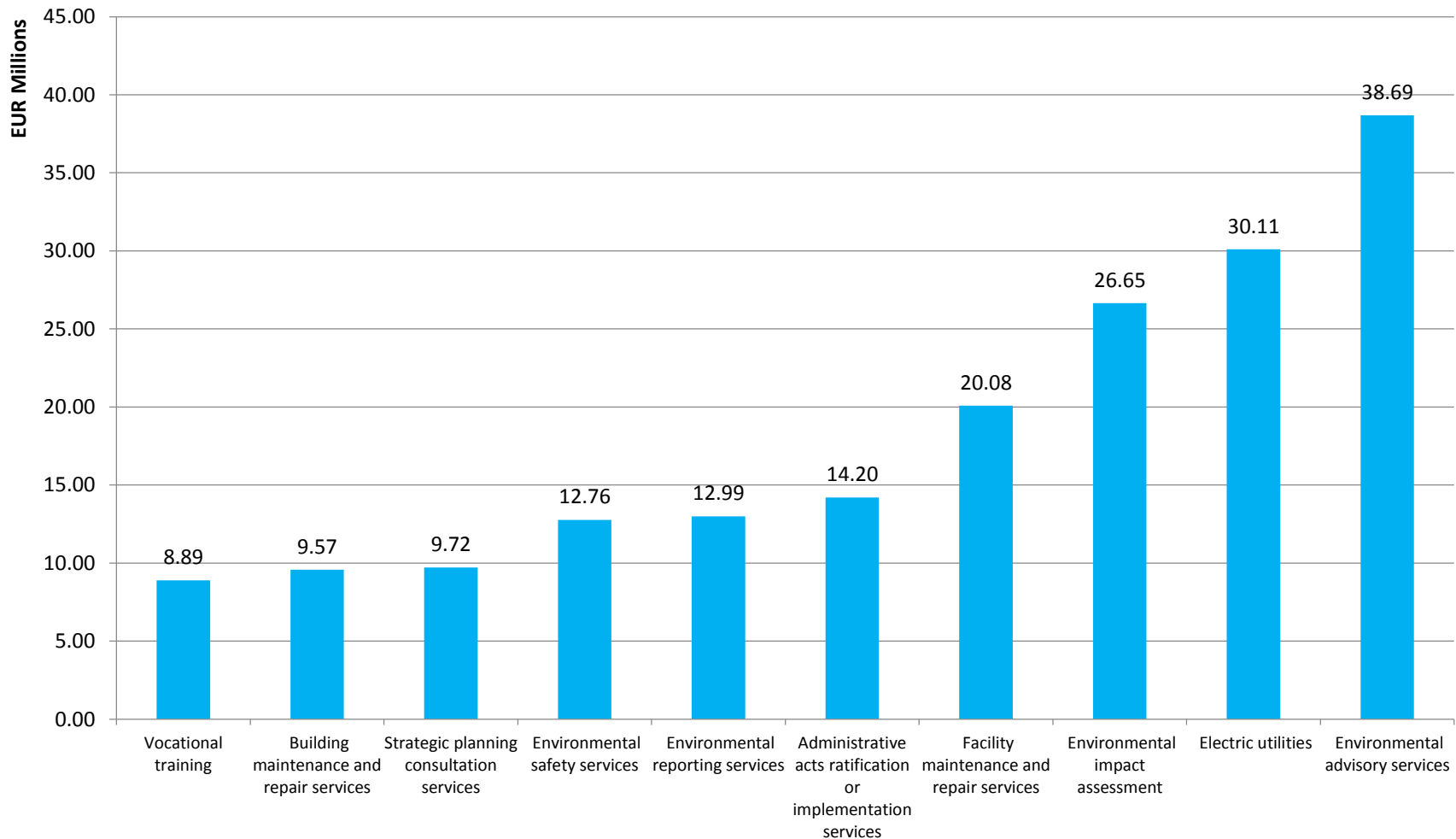
- Phase-out ozone depletion in refrigeration, foam, aerosols and solvents sector (ODS, POPs)
- Phase-out of methyl bromide
- Trade promotion and technology information exchange
- Standardization and laboratory accreditation
- Energy Policy and management (electricity and alternative systems)
- Advisory 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 2013-2016



Top Goods and Services from Japan

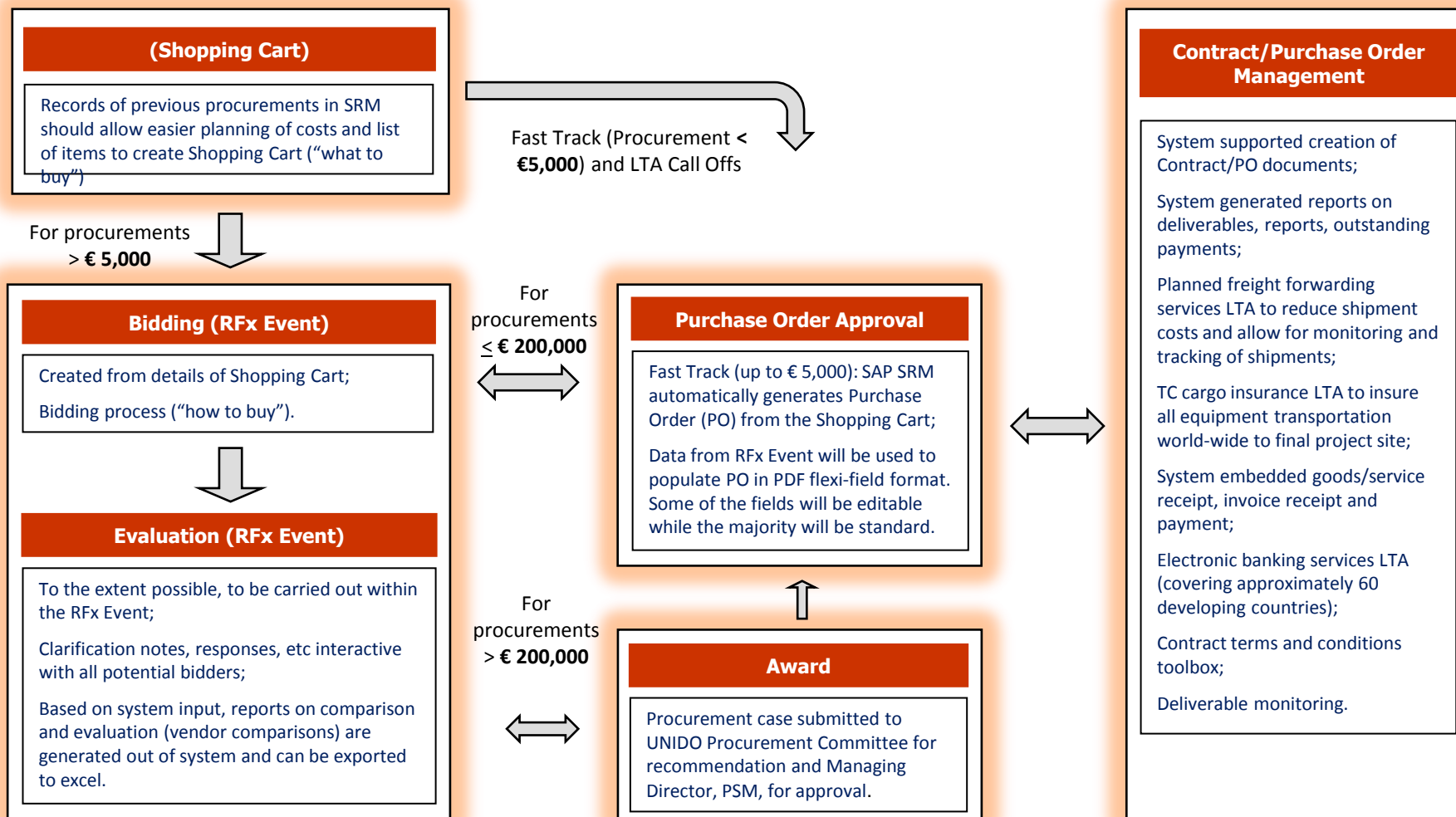
- **Goods:**

- 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

Title	Beneficiary Country	Deadline	Type	Event Number	Registration
RFx for the supply of various fishing equipment per attached tech specs.	South Sudan	03.07.2017 00:00:00 CET	Request f. Quotation	7000002409	Click here for more information
Provision of services and works to provide material needed, install and provide training on use/maintenance of biodigestors.	Uganda	03.07.2017 18:00:00 CET	RFP (1 env.)	7000002397	Click here for more information
RAC tools	Senegal	07.07.2017 17:00:00 CET	Inv. to Bid (1 env.)	7000002403	Click here for more information
Provision of sustainable office paper for copying purposes and related services for UNIDO, UNOV, IAEA and CTBTO	Austria	12.06.2017 16:00:00 CET	Inv. to Bid (1 env.)	7000002341	Click here for more information
Processing Tools and Equipment for Beles Fruits, Ethiopia	ETHIOPIA	12.06.2017 17:00:00 CET	Request f. Quotation	7000002357	Click here for more information
Commercial Refrigerator 600 l, ETHIOPIA	ETHIOPIA	12.06.2017 17:00:00 CET	Request f. Quotation	7000002354	Click here for more information
Mobile Solar-Powered Beles Seeds Dryer - Ethiopia	Mekelle and Adigrat, ETHIOPIA	12.06.2017 17:00:00 CET	Request f. Quotation	7000002352	Click here for more information
SSI Innovation Survey on Paper and Pulp	India	12.06.2017 18:00:00 CET	Request f. Quotation	7000002394	Click here for more information
Firm Innovation Survey on Paper and Pulp	India	12.06.2017 18:00:00 CET	Request f. Quotation	7000002393	Click here for more information
Firm Innovation Survey Cement	India	12.06.2017 18:00:00 CET	Request f. Quotation	7000002392	Click here for more information
SSI Innovation Survey Cement	India	12.06.2017 18:00:00 CET	Request f. Quotation	7000002391	Click here for more information
Supply of rubber expansion joints for heating and cooling for the Vienna International Centre	Austria	14.06.2017 16:00:00 CET	Request f. Quotation	7000002390	Click here for more information
		14.06.2017			Click here for more information

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 Extra**

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

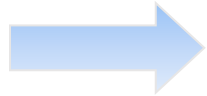
Message:

[Send](#)

[Close](#)

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 website: 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 websites;
- ☐ Always respond when invited to submit a bid, even if you should not be in a position to participate
- ☐ Read UNIDO's generic model of 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



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



SUSTAINABLE DEVELOPMENT GOAL 9
INDUSTRY, INNOVATION AND INFRASTRUCTURE

THANK YOU

