



Doing Business with UNIDO

国連工業開発機関



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

日本企業からの 調達促進！

磯山 敦
2018年7月
東京

UNIDO at glance 組織概要

- 1966年発足
- 1985年より国連専門機関として独立
- 本部: オーストリア・ウィーン
- 加盟国: 168カ国
- フィールド・ネットワーク
 - 47カ国に地域・国事務所
 - ブリュッセル・ジュネーブ・ニューヨークに連絡事務所
- 職員数: 約650名
- 運営予算
 - RB 加盟国分担拠出: 約€86 百万 (2017年度)
 - TC 技術開発任意拠出入金: 約\$218百万 (2017年度)

UNIDO: どんな活動をする機関なの?

Agri-business 農工業



Energy エネルギー



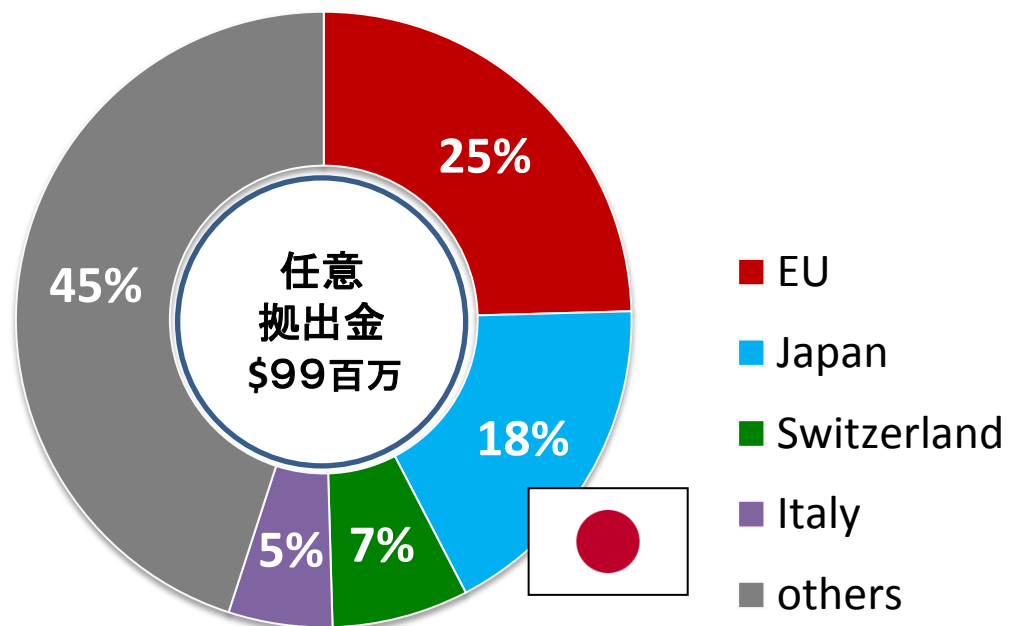
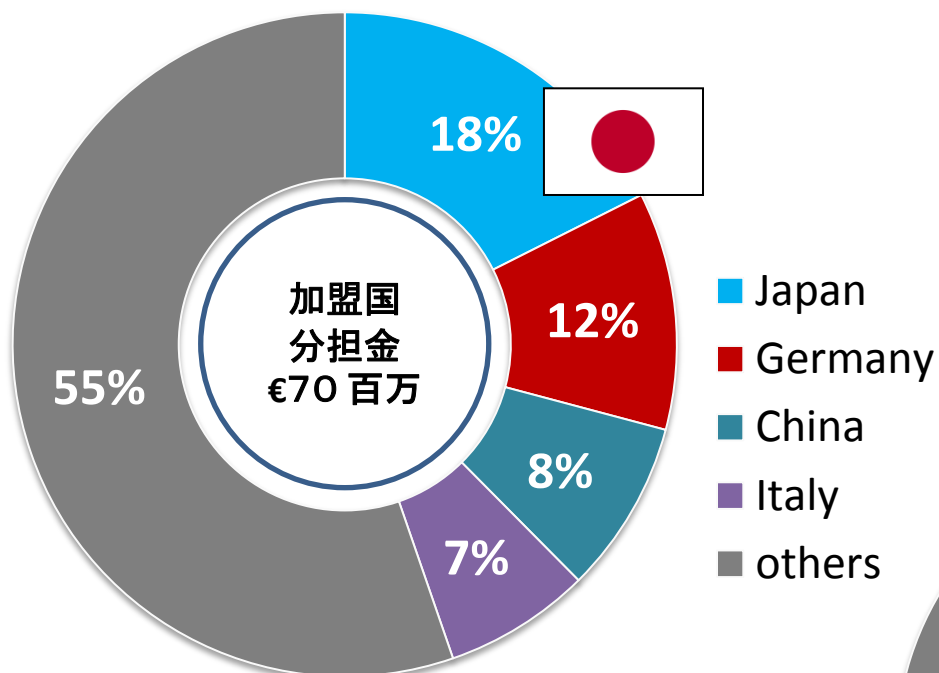
Environment 環境保護



Trade, investment & innovation
貿易・投資・技術



UNIDO:日本の貢献度(2017年度例)



調達 - 技術協力プロジェクト実施の 主要エンジン



TC 技術協力支出
\$206 百万
(2017年度例)

TC 調達
\$151 百万
73.4%

RB一般物資調達 & TC 技術協力プロジェクト関連調達

2017 RB
一般物資調達

2017 TC
技術協力調達

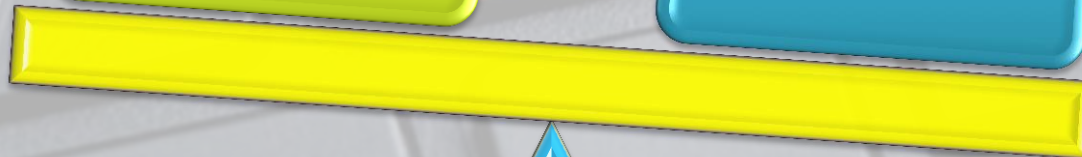
TC projects

\$31.5 百万

\$151 百万

17.2%

82.8%



UNIDO TC 調達：国別ランキング

(2017年度例)



2017	\$151,319,796	
1 China	\$42,969,288	28.40%
2 Mexico	\$11,274,773	7.45%
3 Austria	\$8,531,803	5.64%
4 Netherlands	\$7,892,347	5.22%
5 Italy	\$6,618,237	4.37%
6 India	\$4,966,449	3.28%
7 Spain	\$3,992,732	2.64%
8 United States	\$3,853,042	2.55%
9 United Kingdom	\$2,870,503	1.90%
10 Egypt	\$2,799,338	1.85%
⋮	⋮	⋮
16 Japan	\$2,024,317	1.34%

何故日本企業からの調達が低調なのか...?

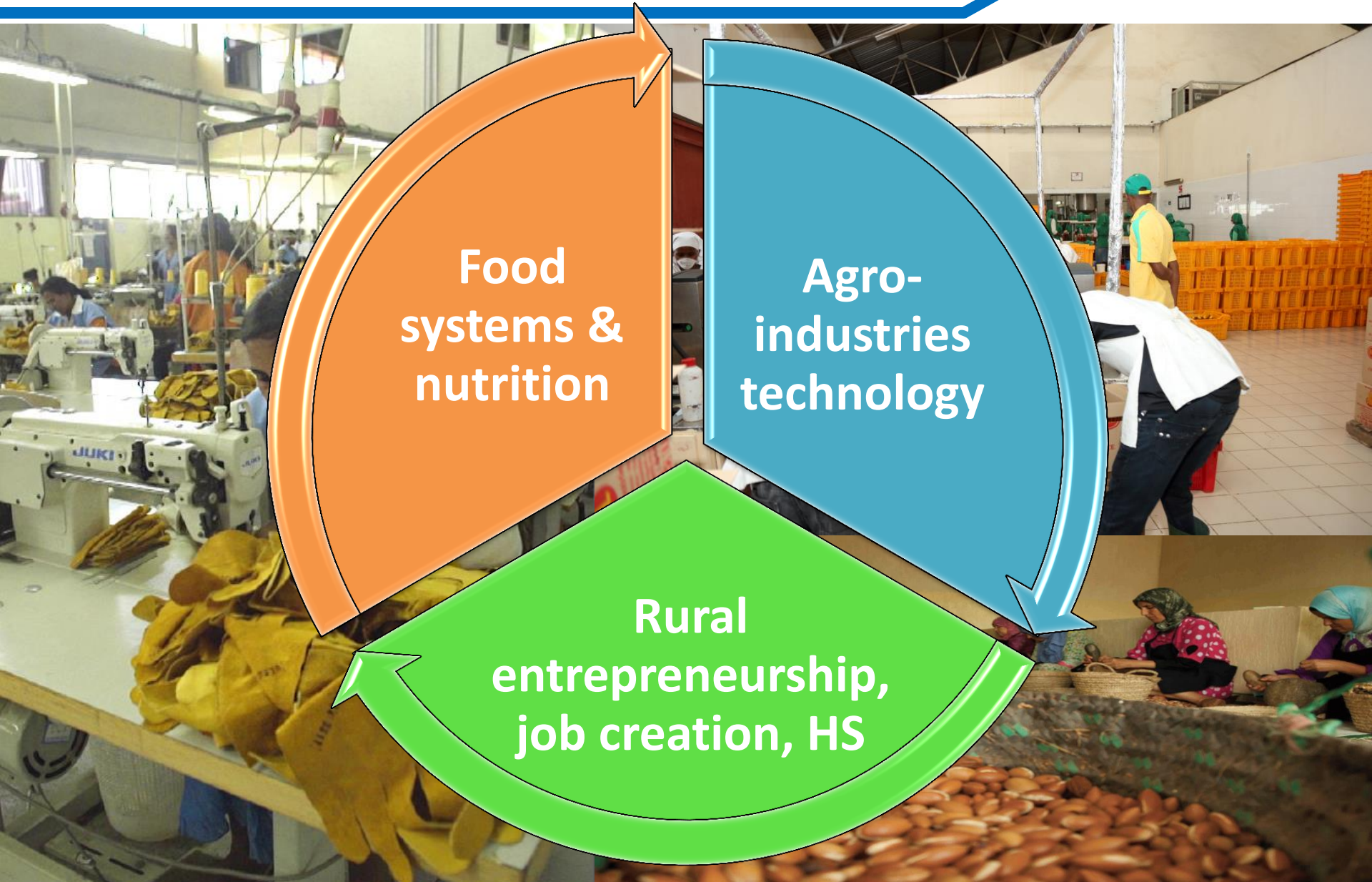
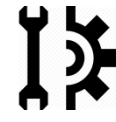
- UNIDO 日本の業界内での知名度の低さ？
- 煩雑な入札手続き？
- 僻地・困難地域への物品納入及びサービス提供？
- 流通経路の確保困難？
- 発注サイズが小さい？利益確保が困難？
- 日本製品は高品質・高価格過ぎる？
- 言語環境のミスマッチ？
- 各種言語でのサービス提供の難しさ？
- 技術種類のミスマッチ？
-



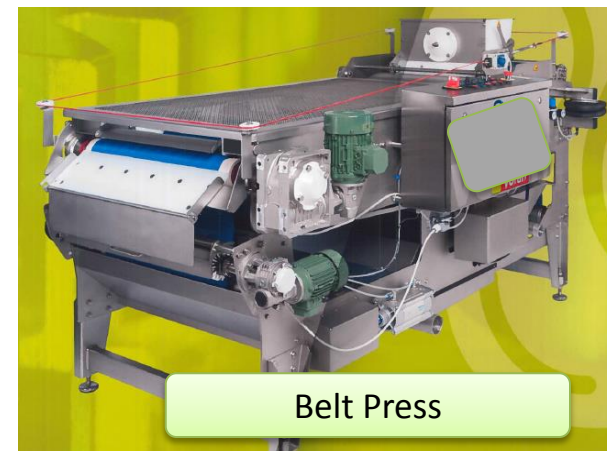
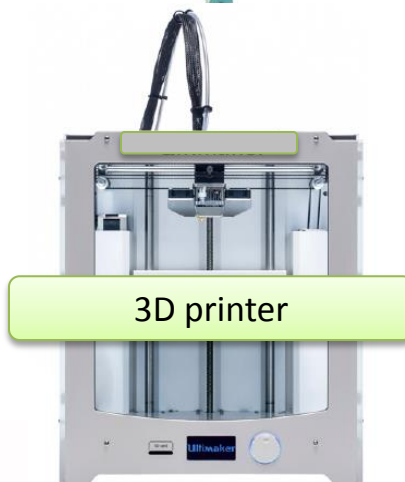
UNIDOにおけるビジネス・チャンス

- 年間\$150百万を越える技術協力関連調達実績
- 製造業製品を中心とした幅広い機械・機器・道具及び各種サービスの調達
- 調達製品の多くが日本企業が強い分野
- 世界的に活動する日本商社の存在
- 各種関連市場における日本製品の評判の高さ
- ...

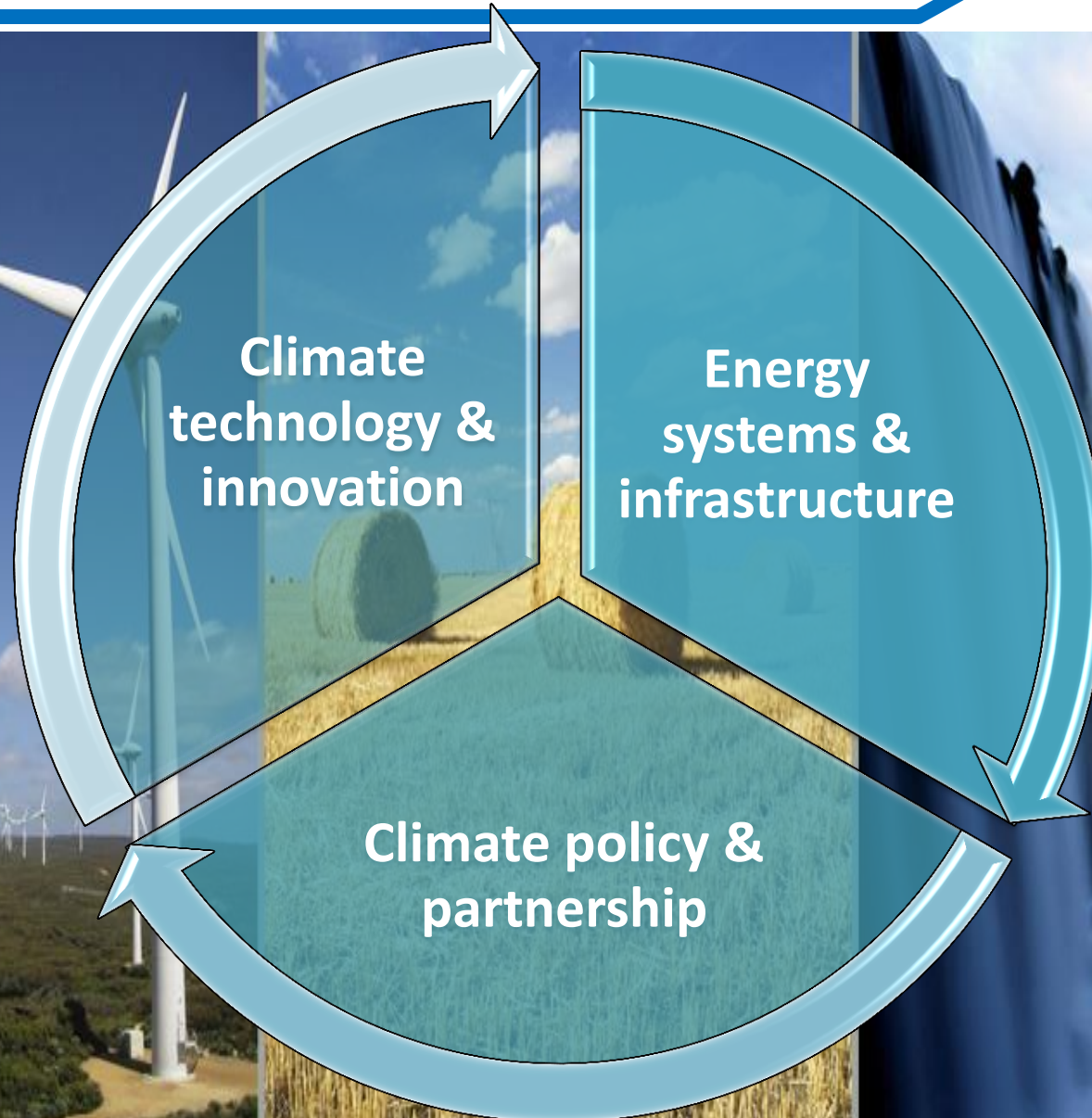
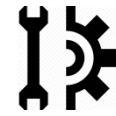
Agri-business: 農工業開発



Agri-business: 調達購入品例



Energy: エネルギー



Energy: 調達購入品例



Solar photovoltaic panels



Photovoltaic equip & test kits



Hydro system parts



Micro-hydro water turbine



Ultrasonic flowmeter



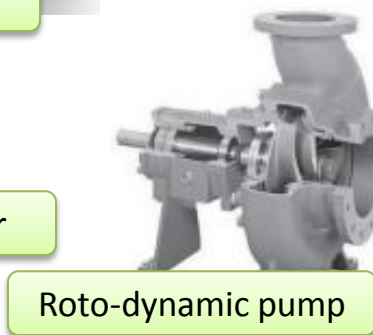
Digital thermometer



Flow measure
& pressure
acquisition
system



Air velocity meter



Roto-dynamic pump

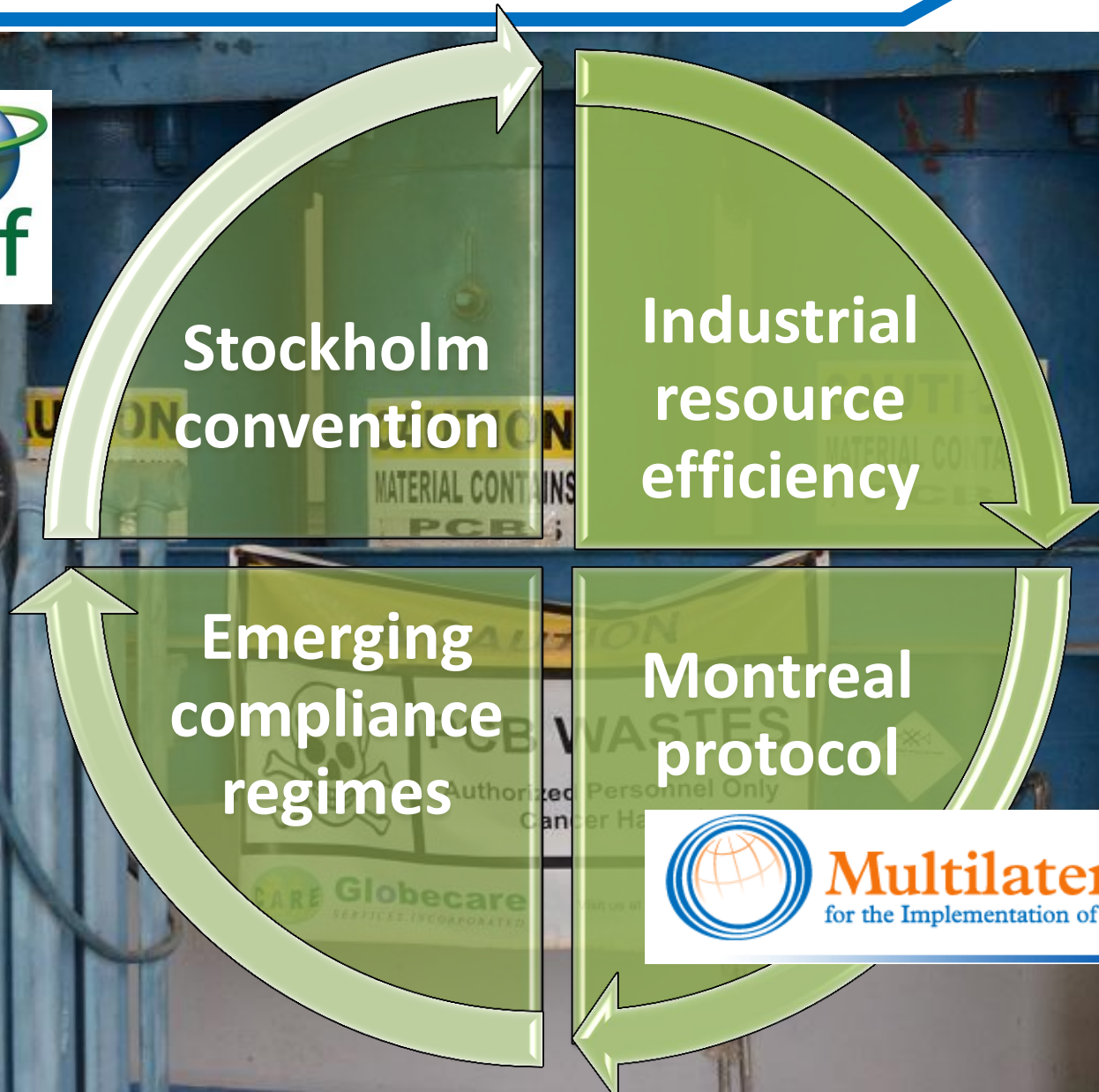
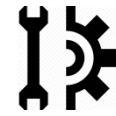


Infrared thermal
imaging camera



Digital stroboscope

Environment: 環境保護



Multilateral Fund
for the Implementation of the Montreal Protocol

Environment: 調達購入品例



Vacuum gauge



Recovery machine



Pressure regulator



Vacuum pump



Electronic
leak
detector



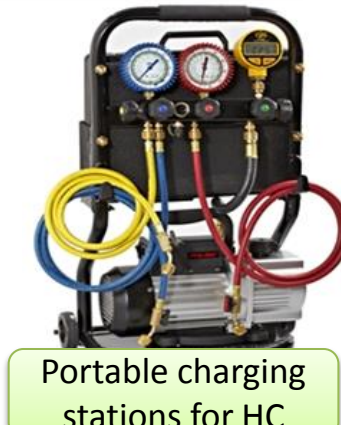
Fuel tank



Leak
detector



Brazing kit



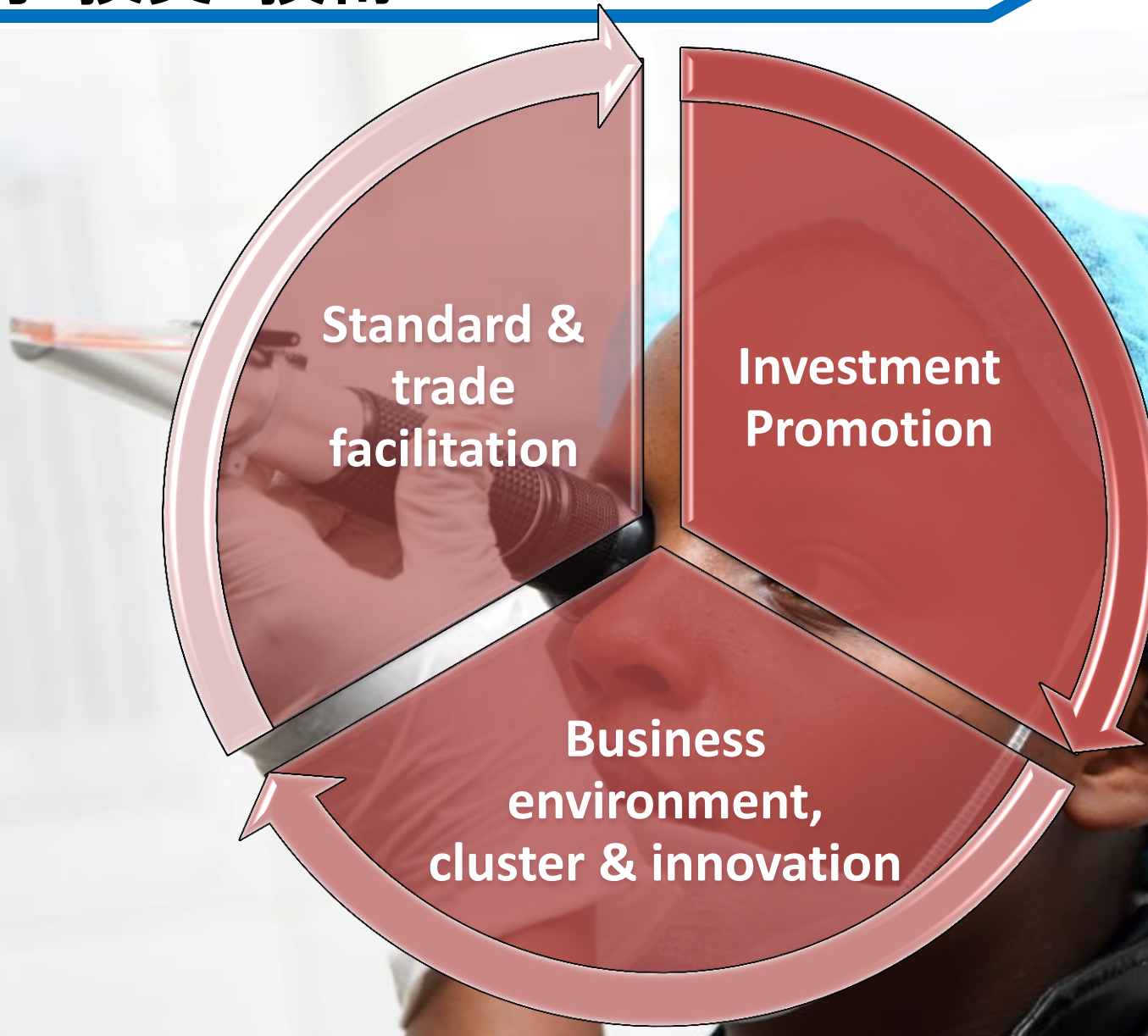
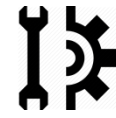
Portable charging
stations for HC



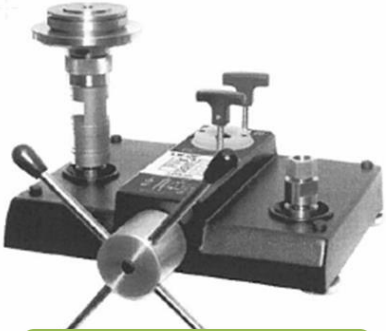
Chiller installation



Trade, Investment & Innovation: 貿易・投資・技術



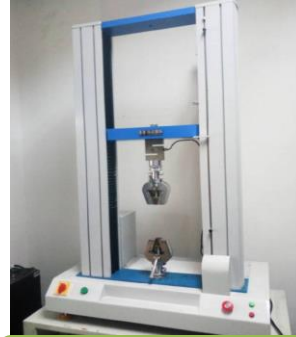
Trade, Investment & Innovation: 調達購入品例



Deadweight tester/
pressure balance



Temperature
humidity chamber



Computerized
tensile test machine



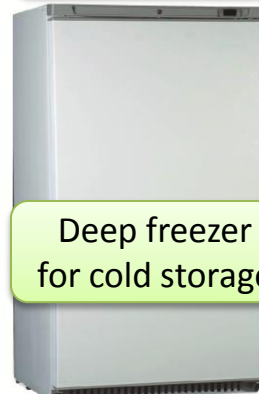
evaporator



Water purification



Plastic waste recycling



Deep freezer
for cold storage



Centrifuge tube



Mixing filling machine



Analytical
isocratic



Medical refrigerator



isotope



Cleaning bath
for cleaning
solutions

サービス調達

職業訓練・各種ワークショップ・調査・コンサルタント等



建物設計・建設・修復の調達



調達の基本原則



- *Best value for money* 対価格価値の高さ
- *Fairness, accountability, integrity and transparency*
公平性・責任・透明性等
- *Open and effective competition* 開かれた競争入札
- *Best interest of the organization* 組織への貢献度

“technically acceptable, least expensive”
品質基準を満たし、最も価格競争力が高い

入札参加への手引き



- UNIDO eProcurement portalへの事前登録
- 入札期間: 通常2～5週間
- 入札書類の準備・提出は時間の余裕を持って！
- システム故障・障害の可能性も！
 - 調達ヘルプ・デスク・メール: procurement@unido.org
- システムを通じた質問・確認の勧め
- 使用通貨: 通常はプロジェクト通貨 (主に€ 又は US\$)
- 出荷方法・手続きはINCOTERMS標準 (通常DAP, DDP, exWorks等)
- 入札有効期限: 通常90日間
- 免税等: 納入国の税制変更等に注意が必要
- 支払い: 契約時に交渉・決定

UNIDO eProcurement portal 登錄

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



Welcome to UNIDO Procurement Portal

Registered bidders can access the Tender Details by clicking on the "Tender Details" 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 can reset your 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 UNIDO Procurement e-portal](#).

User Account Registration for Bidders / Vendors

Please allow up to 1-3 business days for the processing of your account request.

Name*

Email*

Telephone*

FAX

Name of your company*

Address of your company*

State and Country*

Remarks

UNIDO 入札案件告示

www.unido.org/unido-procurement



Home » Resources

- Publications
- Statistics
- Evaluation
- Policymaking Organ
- Employment
- Procurement
 - Procurement Methods
 - Registration in UNIDO's Database
 - General Procurement Conditions
 - Notices
 - Contract Awards
 - UN Global Compact
 - UNIDO Procurement Manual

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 - General Procurement Conditions
 - Notices
 - Contract Awards
 - UN Global Compact
 - UNIDO Procurement Manual

Notices

You will find here procurement notices and advertisements for expressions of interest issued by UNIDO.

UNIDO currently has two tendering platforms, an e-portal for submission of offers electronically and a paper-based platform for submission of offers by courier.

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

For the paper-based platform, please scroll down to "Additional Notices". For each of these, clicking on "Show Documents".

Qualified companies are invited to view the tender documents, express their interest and submit their offers.

www.ungm.org

Title	Beneficiary Country	Deadline	Type	Event Number	Registration
Installation of air curtains (HVAC and BAS) for the renewal of the entrance to Building C of the Vienna International Centre, Austr	Austria	04.07.2018 16:00:00 CET	Inv. to Bid (1 env.)	7000003014	Click here for more information
RAC tools	Togo	06.07.2018 16:00:00 CET	Inv. to Bid (1 env.)	7000003012	Click here for more information
Supply of 3 manual ice crushing	South Sudan	06.07.2018 17:00:00	Request f.	7000003019	Click here for more information

入札時の必要書類(例)



- Instructions to Bidders 入札参加企業への指示書
- Technical Specifications or Terms of Reference
調達品目・技術仕様・指示書・サービス内容詳細
- UNIDO General Terms & Conditions 一般規程・条件
- Privileges & Immunities Section 各種義務免除等説明書
- Instructions for the Dispatch of Reports レポート指示書
- Financial Statement & Certification 財務情報記入書
- Bank Information Form 銀行口座記入書
- Model Purchase Order モデル契約書
- Others その他



Instructions to Bidders

入札参加企業への指示書

Date: Feb 6, 2018

Invitation to Bid (ITB) No. 700000 XXXXXXXX

Dear Sir/Madam,

The United Nations Industrial Development Organization (UNIDO) hereby invites you to submit a written bid for the supply and delivery of the below stated goods/equipment/works in accordance with the requirements and instructions outlined in this ITB.

Description
Supply of equipment related to leather and leather products industry (Ethiopia).
Official Dealing With This ITB: XXXXXXXX V, E_ XXXXXXXX
E-mail: XXXXX @unido.org, XXXXX n@unido.org
Address: Wagrammerstrasse 5, A-1400, Vienna, Austria

To ensure consideration, your complete, detailed bid must be submitted. Latest Bids received after the submission deadline will be invalid.

It is your sole responsibility to ensure that the bid is submitted in accordance with the conditions of this ITB and by the submission deadline indicated above.

In order to enable you to submit a bid, this ITB contains the following sections:

- Section I: Instructions to Bidders
- Section II: Technical Specifications/Bill of Quantities/Scope of Work
- Section III: Model Purchase Order/Contract

入札希望企業に入札関連
情報及び指示・必要項目等
の詳細を記した指示書



Technical Specifications or TOR

技術仕様・指示書・サービス内容詳細

Technical Specifications

PROJECT SAP XXXXXXXX

Phase 2 of the Technical Assistance Project for the Up-Grading of the Ethiopian Leather and Leather Products Industry

Budget

1. General Background Information and A

The origin of the proposal is based on the Official r
Industry (MoI) for continuing the technical assis
Leather and Leather Products Industry” - TE/
Cooperation Agency, in a new phase. The main obj
of the Ethiopian MSEs working on leather footwear
the cluster development approach.

The private sector is considered as the main source
although the Ethiopian GTPII highlights the import
not yet been translated into full action in the loca
document, such as the MSE Development Strategy, which is
not taken sufficient advantage from their private sector's potentials, especially in terms of MSEs
development and jobs creation. Furthermore, the local institutions have not yet been better positioned to

調達物品及びサービスに
関する技術仕様・必要項目
やサービス内容、納入時期、
発送方法(INCOTERMS)
及び評価基準等の詳細



Evaluation Criteria

入札評価基準



- 標準技術評価基準(例) Technical evaluation
 - 技術規格標準: All equipment ... manufactured according to ISO standards for equipment ... utilizing food grade stainless steel 316...
 - 添付技術関連書類: Attach supporting technical documentation (catalogues, leaflets, manuals, etc.)...
 - 納入スケジュール: Confirm your ability to deliver the goods according with the time indicated in the bill of materials
 - 品質保証: Confirm that minimum warranty is provided for 12 months from the date of final acceptance of goods
- 標準入札価格評価基準(例) Commercial evaluation
 - 保険: Confirm that insurance will cover the goods from the date of shipment including freight costs plus 10 % and shall be valid for the whole period of the contract
 - 契約条項: Confirm that you agree to the UNIDO General Conditions of Contract ...

但し、具体的な評価基準は、プロジェクトに必要な技術標準、仕様、使用国内基準、等々により大幅に異なる



General Terms & Conditions Privileges & Immunities

UNIDO GENERAL CONDITIONS

Purchase of Goods

Article 1. Conclusion of Contract

This Contract shall be concluded at the time and date the original and a copy of the Purchase Order Contract (hereinafter referred to as "the Contract"), duly countersigned by the Seller, reaches the United Nations Industrial Development Organization, attention "Procurement Services Unit/OSS/PSM" (hereinafter referred to as "UNIDO"). Contract reaches UNIDO within the time fixed in this Contract reasonable time. The rights and obligations of the Parties shall and conditions of this Contract, including these General inconsistent provisions proposed by the Seller shall bind UNIDO duly authorized official of UNIDO.

**契約に関わるUNIDO一般
規程・条件等**

**免税規程、保障、災害・紛
争時規程、必要免許等**

PRIVILEGES AND IMMUNITIES SECTION

1. The Contractor's personnel (except nationals of the Government employed locally) shall have the right to the following:
 - (i) Immunity from legal process in respect of all acts performed by them in execution of the work under this Contract;
 - (ii) Immunity from national service obligations;
 - (iii) Immunity from immigration laws and regulations;
 - (iv) The privilege of bringing their personal baggage and effects into the country for the purpose of the work under this Contract, and of withdrawing them at any time, in accordance with the relevant laws and regulations of the country, and of being exempted from the payment of duties thereon; and
 - (v) In the event of international travel, the privilege of being accompanied by a member of the diplomatic corps or by a member of the diplomatic corps, and of being exempted from the payment of duties thereon.
2. All personnel of the Contractor shall be exempted from the payment of duties relating to the work under this Contract.
3. The Government shall either exempt the Contractor from the payment of any taxes, duties, fees or levies which it may be liable to pay in connection with the work under this Contract, or shall reimburse the Contractor for the cost of any such taxes, duties, fees or levies.

**契約履行時の義務免
除、免税等に関する規
定**



Instructions for dispatch of reports

Financial statement

INSTRUCTIONS FOR THE DISPATCH OF REPORTS

PLEASE NOTE COMPLIANCE WITH THE FOLLOWING INSTRUCTIONS

- The Contractor shall dispatch all copies of his interim, preliminary, draft reports to the addresses stipulated in the Contract via air parcel post or reports consist of several volumes, and are bulky and of considerable weight shall obtain appropriate instructions from UNIDO prior to effecting shipment.
- In all instances, reports shall be packed in suitable containers, which marked with the following information:
 - Name(s) and address (es) of the consignee(s) as stipulated in the Contract
 - Description of Contents (i.e. interim, preliminary, draft final or final report)
 - Project No. And
 - UNIDO Contract No.
- An envelope shall be attached to the detailed list of the contents.
 - No. of copies of each report
 - Volume(s) number
 - Language(s) of the report

契約履行時に必要な
レポート義務説明及
び提出指示書
(必要時のみ)

FINANCIAL STATEMENT AND CERTIFICATION

Must be completed by Suppliers invited to submit Offers

- The information requested in the Tables below must be provided with your Offer, please complete accordingly:

Table 1

A.	Name of Company/organization	
B.	Address of Head Office	
C.	Fax and E-mail Numbers	
D.	Date Established and/or Registered	
E.	Paid up Capital	
F.	Latest Balance Sheet (as of)	
G.	Fixed Assets	
H.	Current Assets	
I.	Long Term Liabilities	
J.	Current Liabilities	
K.	Net Worth	
L.	Solvency Ratio (Current Assets/Current Liabilities)	
M.	Profit Margin Ratio	
N.	Name of Principal Officer	
O.	Where Applicable - Name and address of your Representative in the Country of the Project (if any) -	

Please state your Yearly Total Value

YEAR	DOMESTIC

Table 3

Please Provide Details of the Services provided in the Industrial Sector during the last three (3) Years, if any		Value US\$			
CATEGORY/DESCRIPTION OF GOODS/SERVICES		1 st . Year	2 nd . Year	3 rd . Year	

入札企業の財務情報記入書
入札価格評価の際に必要



Bank info form 銀行口座



Model purchase order モデル契約書

BANK INFORMATION FORM

Important: Please provide *complete* and *correct* bank details as required below. The beneficiary banking data provided in this form. UNIDO is not responsible for any delay in payments resulting from information which have not been promptly communicated to UNIDO, nor will bear any charges resulting from incomplete information provided in this form.

Note: Only one bank account in the name of the beneficiary will be accepted. No third-party payments.

NAME AND ADDRESS OF ACCOUNT HOLDER	
BANK NAME AND ADDRESS	
ACCOUNT NUMBER	
IBAN (INT'L BANK ACCOUNT NO.)	
BIC OR SWIFT CODE	
ABA NUMBER 9-DIGITS CODE FOR ACH	
ACH (AUTOMATED CLEARING HOUSE) (USA)	
BANK ROUTING NO. (BLZ, SORT CODE, CHIP UID, TRANSIT NO. etc.)	
DATE	SIGNATURE

入札企業の
銀行口座記
入及び署名

UNITED NATIONS INDUSTRIAL
DEVELOPMENT ORGANIZATION

Model

PURCHASE ORDER



ORGANISATION DES NATIONS
UNIES POUR LE
DEVELOPPEMENT INDUSTRIEL

BON DE COMMANDE

www.unido.org

VENDOR / FOURNISSEUR Vendor Name	Vendor ID:	PURCHASE ORDER NUMBER/ NUMERO DE COMMANDE	AMENDMENT / AMENDEMENT				
Address		DATE:					
City		UNIDO CONTACT /CONTACT A L' ONUDI :					
Postal Code, Country		Name					
Telephone/Fax		Telephone					
E-mail		E-Mail					
CONSIGNEE / DESTINATAIRE:		PAYMENT TERMS / PAIEMENT:					
Address		Please also see below for more detailed description					
City							
Region, Postal Code, Country							
Telephone/Fax							
E-mail							
UNIDO REFERENCE / REFERENCE ONUDI:							
DATE:							
PURCHASE ORDER TEXTS / DETAILS DU BON DE COMMANDE							
LINE No. / LINE No.	ITEM/ID SUPPLIER ID NUMERO DE L'ARTICLE /FOURNISSEUR	QUANTITY / QUANTITE	UM	GROSS PRICE	DISCOUNTS/ REDUCTIONS	TOTAL AMOUNT/ MONTANT TOTAL	CURRENCY

契約書類の
サンプル

SUMMARY



- 製造業・工業における技術協力・開発は、UNIDOと多くの日本企業の共通の得意分野！
- UNIDOの技術協力活動に必要な機械・機器・道具及び各種サービスは、日本の製造業が生産・提供するそれらとマッチすることが多い！
- それ故、UNIDOは、日本の企業、特に製造業に多くのビジネスチャンスをもたらす可能性が高い！



LET'S DO IT.

WWW.UNIDO.ORG