

日本における国連調達課題と可能性。

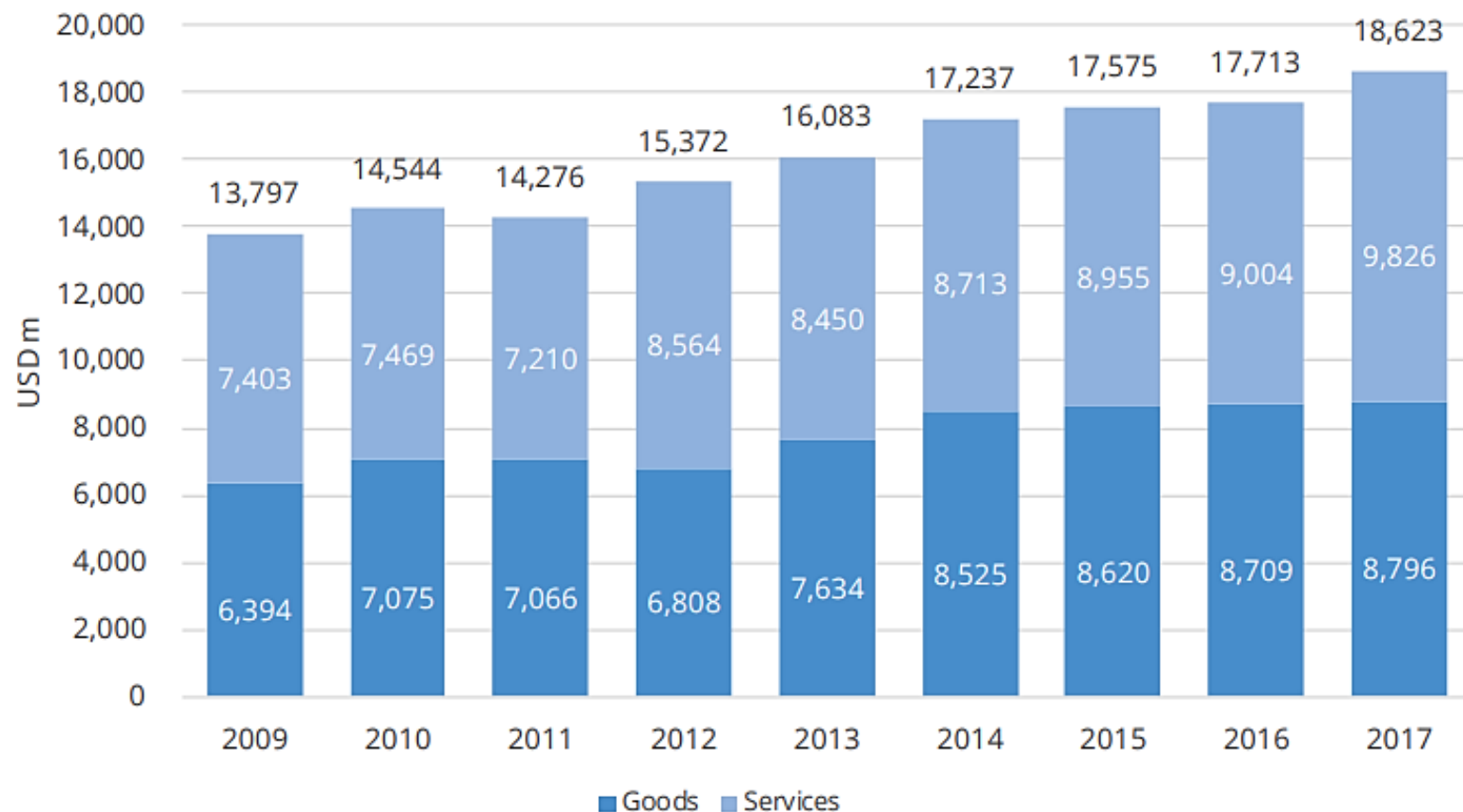
商機を逃さないために知っておくべきこと。

2018年7月

UNOPS駐日事務所

国連調達は2兆円(18billion USD) 規模のマーケット

Figure 1.1 – Total procurement of goods and services, 2009–2017



国連調達上位10か国 (中国 23位, 韓国 27位, 日本 34位)

Table 1.1 – Top ten supplier countries by procurement volume, 2017

Supplier country	Goods 2017 (USD m)	Services 2017 (USD m)	Total 2017 (USD m)	Share of UN total 2017 (%)	Total change 2016-2017 (%)
United States of America	587.2	1,154.2	1,741.4	9.4%	9.8%
India	741.7	165.2	907.0	4.9%	-14.8%
United Arab Emirates	635.7	161.1	796.8	4.3%	-8.3%
Belgium	660.4	58.4	718.8	3.9%	-20.7%
France	511.7	181.0	692.7	3.7%	13.7%
United Kingdom of Great Britain and Northern Ireland	156.8	398.3	555.1	3.0%	-8.3%
Switzerland	142.9	404.6	547.5	2.9%	24.3%
Netherlands	388.7	123.1	511.8	2.7%	19.5%
Denmark	260.0	247.4	507.4	2.7%	-31.3%
Kenya	169.8	333.1	502.9	2.7%	27.4%
Top 10 total	4,254.9	3,226.4	7,481.3	40.2%	-2.1%
UN total	8,796.4	9,826.3	18,622.7		5.1%

国連調達を取り巻く昨今のトレンド

- 国連調達は過去9年に於いて右肩上がりの市場 (from 1.3bil to 1.8bil)
- 登録企業が急増中。現在16万以上の企業が登録しており、これは2014年度比で330%増。2018年度は第一四半期だけで前年度比10%増。
- 政府からのUNGMビジネスセミナー参加依頼が増加中。中国だけでも2018年5都市で開催。
- 政府や産業界から、自国企業が更なる国連調達に携わるための方針策定や戦略作りのため、国連調達データへのアクセスに関する強い要望があがっている。ポータルサイトの開発中。


UN Global Marketplace (UNGM)とは

- UNGMは29国連機関が登録している国連調達プラットフォーム。
- 90年代にInter-Agency Procurement Working Group (現the High Level Committee on Management's Procurement Network)下で組織される。
- 企業がそれぞれ各国連機関の調達部門に登録せずとも、1回の登録でほぼ全ての国連機関に登録出来る窓口。99%の国連調達の情報が集まる。

現在加盟の29国際機関

**ADB /AfDB /CTBTO /FAO /IAEA /ICAO /IFAD /ILO /ITC /ITU /IMO /OPCW
/PAHO /UNSecretariat /UNWomen /UNAIDS /UNDP /UNESCO /UNFPA
/UNHCR /UNICEF /UNIDO /UNOPS /UNRWA /WFP /WHO /WIPO /WMO
/WTO**

*UNGMから委託を受けてUNOPSがUNGMのAdministration/Implementation等サービスを行っている



日本における 国連調達と課題

JAPAN

511 companies are registered on UNGM as potential suppliers for the UN

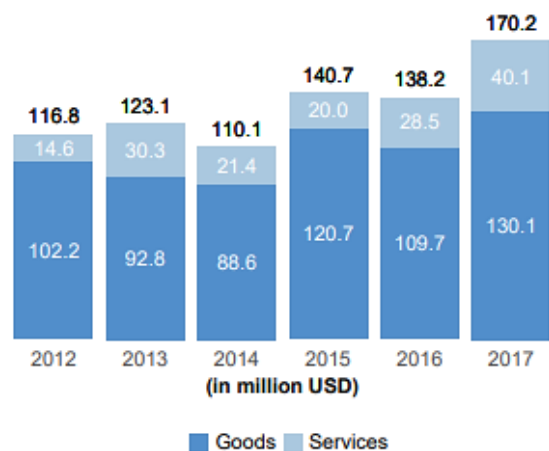
28 different UN organizations procured goods and services from this country in 2017

Procurement value: 170.19 million USD
Growth over previous year: 23.12%
% of total UN procurement: 0.91%

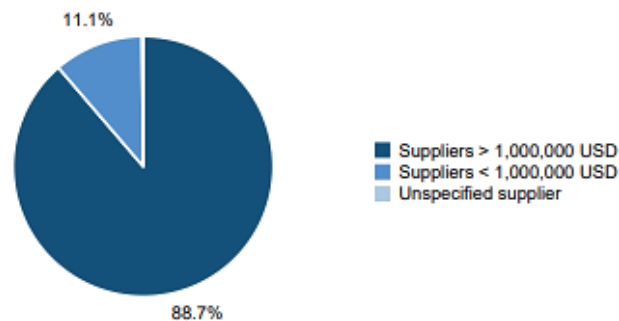
34th largest country supplier to the UN system in 2017

Some data labels omitted for visual purposes

1. Goods and services distribution



2. Supplier distribution



Share of total procurement volume by suppliers with aggregate volume greater or less than 1 million USD.

Total number of suppliers: 477

Total number of suppliers with volume > 1 million USD: 21

日本企業の国連調達課題

エントリーポイントであるUNGGMの
活用不足

UNGMのWebsiteでは調達データが開示されている

**現在の公示
55,399件**

現在の国連調達公示情報に
誰もが登録なしで
アクセスできる。

*2018年6月20日時点

**過去の国連調達結果
4,118件**

過去の国連調達公示情報に
誰もが登録なしで
アクセスできる。
(2008年以降)

*2018年6月20日時点

UNGMデータを活用すれば。。。。

御社の商品とサービスを調達している

- 1) 国際機関は？
- 2) 調達は本部か国事務所か？
- 3) 競合はどこか？
- 4) 市場規模はどのくらいか？

1. 過去データの使い方

1.1 www.ungm.orgをクリック

1.2 Contract Awards をクリック



UNITED NATIONS
GLOBAL MARKETPLACE

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1. 過去データの使い方：Keyword編

- 1.3 検索ページでKey word、例えばMalaria

Search contract awards

Title

Description

Keywords

Supplier

Award Date between

and

Clear All

Show more criteria

Showing awards 1 to 15 of 4149

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
Recruitment Selection Tool	N/A	19-Jun-2018	IAEA	RFP 112274-SB	Austria
Convection Ovens for IAEA Seibersdorf	Project Cancelled	18-Jun-2018	IAEA	RFQ 90260-SB	Austria
Procurement of rechargeable batteries for UNMAS Somalia	Name withheld for security reasons	18-Jun-2018	UNOPS	RFQ/2018/4785	Somalia

Search contract awards

Title
 Description
 Reference
 Supplier
 Award Date between and

UN Organization

Country/territory

UNSPSC Codes

[Select UNSPSC](#)[Hide advance criteria](#)[Clear All](#)

Showing awards 1 to 11 of 11

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
Provision of French-language series of media articles in support of 7th MIM Pan-African Conference and World Malaria Day 2018	Société Editrice du Monde	15-Mar-2018	UNOPS	RFQ/2018/3186	Multiple destinations
Provision of consultancy to develop private sector engagement framework for RBM Partnership	Cambridge Economic Policy Associates	14-Mar-2018	UNOPS	RFQ/2018/3343	Multiple destinations
Supply of Malaria Rapid Diagnostic test Ag Pf/Pv	Name withheld for security reasons	19-Jan-2018	UNOPS	ITB/2018/2738	Myanmar
Supply of Anti-Malaria Medicines	Cipla Ltd	08-Jan-2018	UNOPS	ITB/2017/2567	Myanmar
Communication and Public Relations Services to	Grayling Momentum Limited	01-Dec-2017	UNOPS	RFP/2017/1419	Multiple destinations

Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

General information

Title	Supply of Anti-Malaria Medicines
UN organization	United Nations Office for Project Services
Reference	ITB/2017/2567
Award date	08-Jan-2018
Contract value (\$)	61617.00

Description

The goods include Anti-Malaria Medicines to supply for Myanmar as further described in Section II of this ITB.

IMPORTANT NOTE: Interested vendors **must respond to this tender using the UNOPS eSourcing system**, via the UNGM portal. In order to access the full UNOPS tender details, request clarifications on the tender, and submit a vendor response to a tender using the system, vendors need to be registered as a UNOPS vendor at the UNGM portal and be logged into UNGM. For guidance on how to register on UNGM and submit responses to UNOPS tenders in the UNOPS eSourcing system, **please refer to the vendor user guide attached** in the **Documents** tab of this tender or on the **Links** tab of the UNGM tender notice.

Countries/territories

Myanmar

Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

Cipla Ltd

Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

Expand all

Collapse all

UNOPS contact details for this contract award

Hide details

First name	Ei Thu
Last name	Han
Email	eithuh@unops.org
Telephone country code	Myanmar
Telephone number	1657281
Telephone extension	
Fax country code	
Fax number	
Contact Text	UNOPS contact details for this contract award

1. 過去データの使い方: Criteria編

- 1.4 検索ページでShow more criteriaをクリック

Search contract awards

Title

Description

Reference

Supplier

Award Date between and

[Clear All](#)

[Show more criteria](#)

Showing awards 1 to 15 of **4149**

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Procurement of rechargeable batteries for UNMAS Somalia	Name withheld for security reasons	18-Jun-2018	UNOPS	RFQ/2018/4785	Somalia

1. 過去データの使い方:Criteria編

■ 1.4 検索ページでSelect UNSPSCをクリック

Search contract awards

Title
 Description
 Reference
 Supplier
 Award Date between and

Clear All

UN Organization

Country/territory

UNSPSC Codes

Type organization abbreviati

Type a country/territory nam

[Select UNSPSC](#)

Hide advance criteria

Showing awards 1 to 15 of **4149**

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1. 過去データの使い方:Criteria編

■ 1.4 検索ページでSelect UNSPSCをクリック

Search Contract Awards by UNSPSC code

Selected codes (0) [Remove all codes.](#)

No codes are currently selected.

UNSPSC selector

Search

- A - Raw Materials, Chemicals, Paper, Fuel >
- B - Industrial Equipment & Tools >
- C - Components & Supplies >
- D - Construction, Transportation & Facility Equipment & Supplies >
- E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals ▾
 - 41000000 - Laboratory and Measuring and Observing and Testing Equipment >
 - 42000000 - Medical Equipment and Accessories and Supplies ▾
 - ☐ 42120000 - Veterinary equipment and supplies >
 - ☐ 42130000 - Medical apparel and textiles >
 - ☐ 42140000 - Patient care and treatment products and supplies >
 - ☐ 42150000 - Dental equipment and supplies >
 - ☐ 42160000 - Dialysis equipment and supplies >
 - ☐ 42170000 - Mobile medical services products >
 - ☐ 42180000 - Patient exam and monitoring products >
 - ☐ 42190000 - Medical facility products >
 - ☐ 42200000 - Medical diagnostic imaging and nuclear medicine products ▾
 - ☐ 42201500 - Medical computed tomography CT or CAT systems and related products >

de advance criteria

Beneficiary
country/territory

Austria

Austria

Somalia

Senegal

2. 現在公示データの使い方

2.1 www.ungm.orgをクリック

2.2 Business Opportunitiesをクリック



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2. 現在の公示データの使い方

■ 2.3 Show more criteriaをクリック

Search tender notices

 Wish you had known about a tender earlier? Wish you had more time?
We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between and 20-Jun-2018

Deadline between and

Clear All


Show more criteria

Displaying results 1 to 15 of **55399**

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
Express Interest	Request for Quotation of USED Telescopic Handler Forklift compliant with international laws for manufacturing and safety	19-Jul-2018 23:59 (GMT 2.00)	20-Jun-2018	UNIDO	Request for quotation	7000003023	Ethiopia

2. 現在の公示データの使い方

Search tender notices


 Wish you had known about a tender earlier? Wish you had more time?
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Title
 Description
 Reference
 Published between and
 Deadline between and

Clear All

UN Organization

Beneficiary country/territory

UNSPSC Codes

[Select UNSPSC](#)

Type

- ☐ Not set
 ☐ Request for EOI
 ☐ Request for proposal
☐ Request for quotation
 ☐ Invitation to bid
 ☐ Request for pre-qualification
☐ Request for information
 ☐ Grant support-call for proposal
☐ Pre-bid notice

Hide advance criteria

Search tender notices



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between

 and 20-Jun-2018

Deadline between

20-Jun-2018 and

UN Organization

Type organization abbreviati

Hide advance criteria

Beneficiary country/territory

Type beneficiary/territory nam

UNSPSC Codes

[Select UNSPSC](#)

43210000 - Computer Equipment and Accessories [\(remove\)](#)

Type

- ☐ Not set
 ☐ Request for EOI
 ☐ Request for proposal
 ☐ Request for quotation
 ☐ Invitation to bid
 ☐ Request for pre-qualification
 ☐ Request for information
 ☐ Grant support-call for proposal
 ☐ Pre-bid notice

Clear All

Displaying results 1 to 12 of 12

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
Express Interest	UNICEF Innovation Fund: Open source technology solutions for children	31-Dec-2018 23:59 (GMT -5.00)	05-Jan-2018	UNICEF	Request for EOI	OPEN SOURCE TECHNOLOGY SOLUTIONS FOR CHILDREN	Multiple destinations
Express Interest	Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.	26-Jun-2018 03:00 (GMT 0.00)	18-Jun-2018	UNOPS	Request for quotation	RFQ/2018/4900	Kenya

Search tender notices



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between

 and 20-Jun-2018

Deadline between

20-Jun-2018 and

UN Organization

Type organization abbreviati

Beneficiary country/territory

Type a country/territory nam

UNSPSC Codes

[Select UNSPSC](#)

43210000 - Computer Equipment and Accessories [\(remove\)](#)

Type

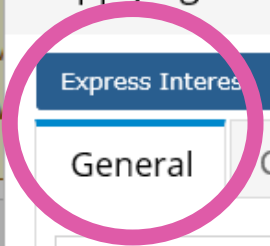
- ☐ Not set
 ☐ Request for EOI
 ☐ Request for proposal
 ☐ Request for quotation
☐ Invitation to bid
 ☐ Request for pre-qualification
 ☐ Request for information
☐ Grant support-call for proposal
 ☐ Pre-bid notice

Hide advance criteria

Clear All

Displaying results 1 to 12 of 12

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Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya. ✕Express Interest

General

Contacts

Links

Documents

UNSPSC

Revisions

General information

Type of notice	Request for quotation
Registration level	Basic
Title	Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.
UN organization	United Nations Office for Project Services
Reference	RFQ/2018/4900
Published	18-Jun-2018
Deadline	26-Jun-2018 03:00
Time zone	0.00

Description

Tender description: **Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.**

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Countries/territories

Kenya

Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya. ✕ Express Interest

General

Contacts

Links

Documents

UNSPSC

Revisions

[RFQ Section I InstructionstoBidders.pdf](#)[RFQ Section II ScheduleofRequirements.docx](#)[RFQ Section III ReturnableBiddingForms.docx](#)

Title

Descrip

Referen

Publish

Deadlin

Clea

国連調達への期せぬ障害

517社

日本企業がUNGMに登録

そのうち

89社

が登録不完全で国連側から
見えていない。

理由：登録情報が不完全なため。

13社

UNGMアラートサービスに登録

数社有効活用出来ていない例が見受けられる。

例えば、医療CTスキャナーの場合。

大項目だけで登録すると、一ヶ月*に
833件の入札情報が届く(医薬品等含)。

正しい項目だけを登録すれば、
5件のCTスキャナーに関する入札情報が届く。

*2018年4月の例

Login and New Registrations



Business Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre



About UNGM



Terms & Conditions



UNGGM News & Alerts



UNGMまとめ

- UNGM登録なしでも、過去調達情報や現在の公示情報を集めて、マーケット分析は出来る
- UNGM登録は国連調達のエントリーポイント
- UNGMテnderアラートで、自動的な公示案内が届く

A photograph of a young boy with dark hair and a bright smile. He has yellow paint or clay smeared on his cheeks and nose. He is wearing a green and white plaid shirt. An adult's hands are visible, holding his arms. The background is blurred, showing shelves with various items.

UNOPSと 調達を行うには

 UNOPS

The background of the entire slide is a repeating pattern of small, stylized building icons in a light orange color. These icons are arranged in a grid-like fashion, covering the top and bottom portions of the slide, framing the central text area.

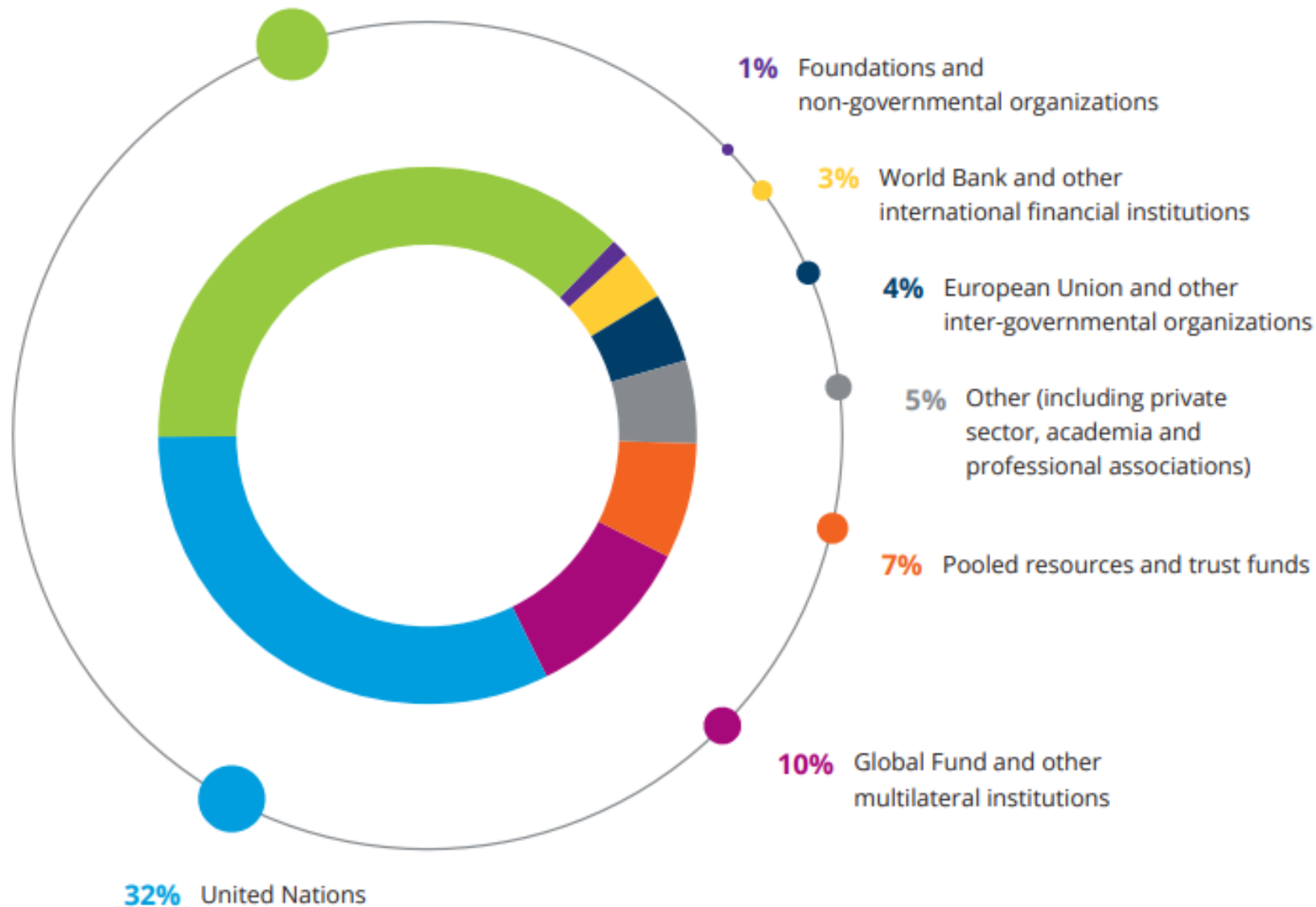
UNOPS

(国連プロジェクトサービス機関)

平和構築、人道支援、開発分野等における
プロジェクトの実施管理、調達、インフラ整備
等を行う国連機関。

UNOPSのドナー及びパートナー

37% Governments



UNOPSの3つの事業柱

Infrastructure



Project Management



Procurement



UNOPSは完全なプロジェクトベース組織であり、80カ国以上で1000を超える数のプロジェクトを実施しています。

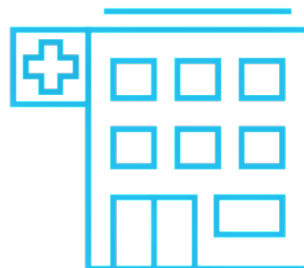
2017年の達成状況

総額18億米ドル以上



10億 \$ 以上に価値を

パートナーへの物資・サービスの提供



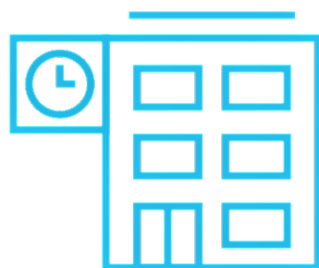
317 施設

74の病院と、243ヶ所の診療所の
設計、建設、修復



5億4000万 \$

現地サプライヤーを通じた調達



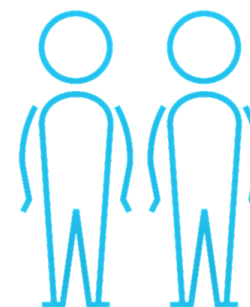
35 校

学校の設計、建設、修復



2,300 km

道路の設計、建設、修復



210万日

労働日数の創出 **以上**

JAPAN

511 companies are registered on UNGM as potential suppliers for the UN

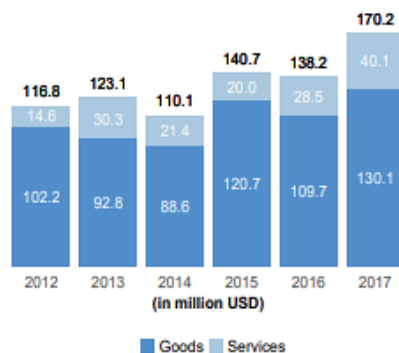
28 different UN organizations procured goods and services from this country in 2017

Procurement value: 170.19 million USD
Growth over previous year: 23.12%
% of total UN procurement: 0.91%

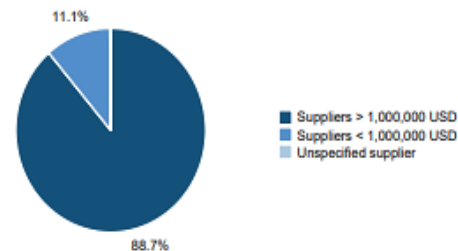
34th largest country supplier to the UN system in 2017

Some data labels omitted for visual purposes

1. Goods and services distribution

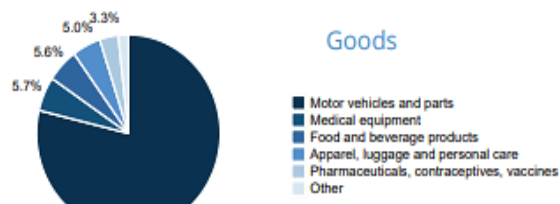


2. Supplier distribution

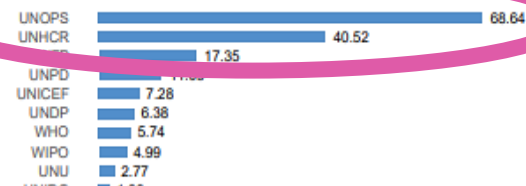


Share of total procurement volume by suppliers with aggregate volume greater or less than 1 million USD.
Total number of suppliers: 477
Total number of suppliers with volume > 1 million USD: 21

3. Procurement by category



4. Procurement by organization



UNOPSによる調達:アフガニスタン太陽光発電



UNOPSによる調達:ウクライナ医療機器



UNOPSによる調達:イラク救急車



UNOPSによる調達:イラク警察車両



UNOPSによる調達:エチオピア警察バイク



UNOPS調達：上手に活用する3つの方法

前提として

- UNGM登録する
- マーケット分析をして通常入札

その上で

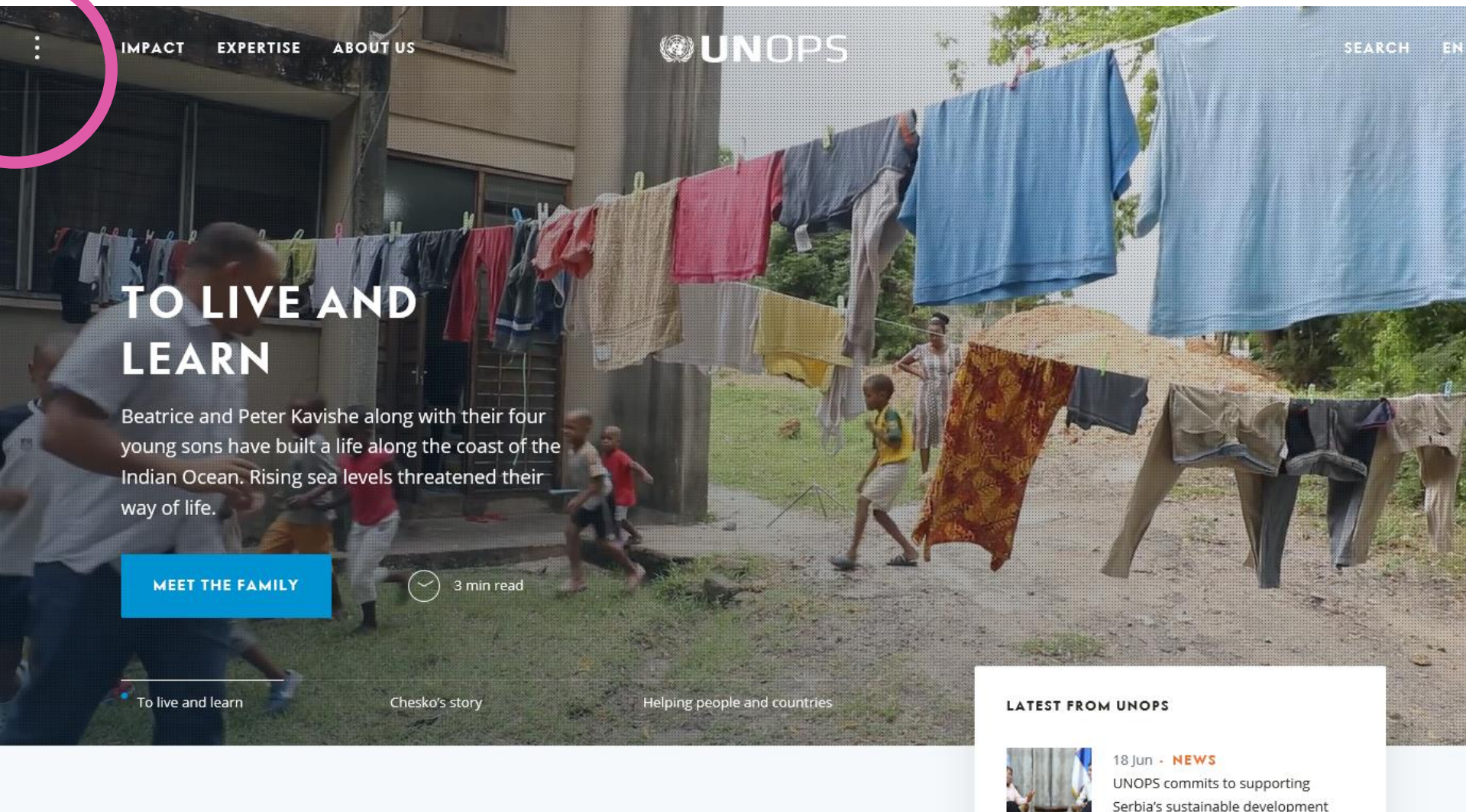
- ① 調達計画を知る：UNOPS調達年間計画を見る
- ② 長期契約を狙う：UNOPS Long Term Agreement
- ③ 画期的商品売る：UNOPS Possibilities portalに登録する

①UNOPS調達年間計画を見る

- エクセルでWebsiteからダウンロードすることが出来る

Procurement Plans 2018		
UNOPS Cost-centre/office	Type of procurement	Description of Goods / Services / Works
AFR, ETOH, Ethiopia	Goods	Biomedical work shop test equipment and hand tools (2 shipments)
AFR, ETOH, Ethiopia	Works	167 Solar Panels
AFR, ETOH, Ethiopia	Goods	Lab Equipment (Lot-8)
AFR, ETOH, Ethiopia	Goods	Vehicle Tracking and Driver Behavior Mangement
AFR, ETOH, Ethiopia	Goods	688 units of TVS Motorcycles
AFR, ETOH, Ethiopia	Goods	26 units of Midibusses
AFR, ETOH, Ethiopia	Goods	275 units of Police MCs
AFR, ETOH, Ethiopia	Goods	250 units of Motor Cycles
AFR, ETOH, Ethiopia	Goods	Procurement of 8 Units of vehicles for the Ministry of Science & Technology (MoST)
AFR, ETOH, Ethiopia	Goods	3 units of Midium buses(Coaster buses) (FMHACA)
AFR, ETOH, Ethiopia	Goods	IRC Pharmaceuticals
AFR, ETOH, Ethiopia	Goods	CCTV
AFR, ETOH, Ethiopia	Goods	Server for the GPS system

① UNOPS調達年間計画を見る



IMPACT EXPERTISE ABOUT US

UNOPS

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TO LIVE AND LEARN

Beatrice and Peter Kavishe along with their four young sons have built a life along the coast of the Indian Ocean. Rising sea levels threatened their way of life.

[MEET THE FAMILY](#) 3 min read

To live and learn Chesko's story Helping people and countries

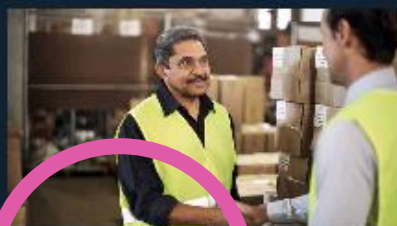
LATEST FROM UNOPS

18 Jun - **NEWS**
UNOPS commits to supporting Serbia's sustainable development

① UNOPS調達年間計画を見る

[IMPACT](#)[EXPERTISE](#)[ABOUT US](#)

QUICK LINKS



BUSINESS OPPORTUNITIES

From supplying solar panels to medical supplies, UNOPS is always looking for new suppliers.



JOBS

The challenges the world faces have never been greater. Join us and contribute to a better world.



MEDIA

Download digital media material from our latest campaigns or get in touch with our Media Relations team.



UNOPS ENGAGE

We're on a journey to change the way development work is done – and to build a better world.

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QUICKLINKS

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CURRENT OPPORTUNITIES

UNOPS posts all current procurement business opportunities on the United Nations Global Marketplace (UNGM). Potential suppliers are encouraged to check UNGM [🔗](#) for a list of all current UNOPS tender notices.

A majority of UNOPS procurement processes are carried out through the UNOPS eSourcing system, which is integrated with UNGM. Visit UNOPS eSourcing [🔗](#) for more.

Projected potential requirements of goods, services and works for UNOPS projects can be found in our procurement plans. UNOPS ensures procurement plans [🔗](#) are available to the public in order to foster effective competition and increase transparency.

① UNOPS調達年間計画を見る

Procurement Plans 2018

UNOPS Cost-centre/office	Type of procurement	Description of Goods / Services / Works
AFR, ETOH, Ethiopia	Goods	Biomedical work shop test equipment and hand tools (2 shipments)
AFR, ETOH, Ethiopia	Works	167 Solar Panels
AFR, ETOH, Ethiopia	Goods	Lab Equipment (Lot-8)
AFR, ETOH, Ethiopia	Goods	Vehicle Tracking and Driver Behavior Mangement
AFR, ETOH, Ethiopia	Goods	688 units of TVS Motorcycles
AFR, ETOH, Ethiopia	Goods	26 units of Midibusses
AFR, ETOH, Ethiopia	Goods	275 units of Police MCs
AFR, ETOH, Ethiopia	Goods	250 units of Motor Cycles
AFR, ETOH, Ethiopia	Goods	Procurement of 8 Units of vehicles for the Ministry of Science & Technology (MoST)
AFR, ETOH, Ethiopia	Goods	3 units of Midium buses(Coaster buses) (FMHACA)
AFR, ETOH, Ethiopia	Goods	IRC Pharmaceuticals
AFR, ETOH, Ethiopia	Goods	CCTV
AFR, ETOH, Ethiopia	Goods	Server for the GPS system
AFR, ETOH, Ethiopia	Services	Vehicle Rental for Somali Region
AFR, ETOH, Ethiopia	Goods	130 Motor cycles
AFR, ETOH, Ethiopia	Goods	Mobile TB clinic
AFR, ETOH, Ethiopia	Services	Mobile banking perdiem payment to 80 health workers in Oromiya Region
AFR, ETOH, Ethiopia	Goods	3 Units of HT Landcruisers

② UNOPS Long Term Agreementを狙う

- 頻繁に調達されるものに関し、Globalな契約としてLong Term Agreementが結ばれる。
- 複数年度契約
- 応札期間は4週間から8週間
- 複数社がLTAに選定され、案件によって使い分けられることもある

② UNOPS Long Term Agreementを狙う

- 公示はUNGMにて

- 下記は2017年5月に出た太陽光ランタンやソーラーパネルのLTA事例

Express Interest	
General	Contacts
Links	Documents
UNSPSC	Revisions
General information	
Type of notice	Invitation to bid
Registration level	Basic
Title	Invitation to Bid to Establish Long Term Agreement for Supply of Various Energy Efficient Solar Appliances for UN Web Buy Plus
UN organization	United Nations Office for Project Services
Reference	ITB/2017/616
Published	05-May-2017
Deadline	11-Jun-2017 10:00
Time zone	0.00

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Section II: Schedule of Requirements

eSourcing reference: ITB/2017/616

A. Summary of Requirements

UNOPS requirements are comprised of 13 different lots as mentioned in Paragraph B below.

B. Technical specifications for Goods and Comparative Data Table

Lot	Item Description	UNOPS minimum technical requirements	Is bid compliant? Bidder to complete	Brief Description of goods offered. Bidder to complete
1	Solar Lantern Integrated Panel	As per the Excel Sheet (ITB_Section II_Part 1_Schedules of Requirements)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
2	Solar Lantern External Panel		<input type="checkbox"/> Yes <input type="checkbox"/> No	
3	Solar Multiple Light System		<input type="checkbox"/> Yes <input type="checkbox"/> No	
4	Solar Refrigerator 25 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
5	Solar Refrigerator 50 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
6	Solar Refrigerator 80 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
7	Solar Refrigerator 100 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
8	Solar Refrigerator 150 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
9	Solar Street Lamp 4 Kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
10	Solar Street Lamp 5 Kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
11	Solar Street Lamp 6 kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
12	Solar Water Heater 150 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
13	Solar Water Heater 300 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	

③画期的商品はUNOPS Possibilities portalに登録する

- Possibilities Portalは画期的な商品に登録するサイト。
- 定期的に集計が取られ、10製品程度が選ばれる
- 複数のUNOPS国事務所の調達官へのプレゼンテーション機会、マッチングが行われる。

UNOPS Possibilities Portal

Through the Possibilities Portal, UNOPS engages with the private sector and the supplier community to identify innovative solutions that meet its procurement needs.

APPLY



③画期的商品はUNOPS Possibilities portalに登録する

The screenshot shows the UNOPS website with a background image of a family in a coastal area. The navigation bar includes 'IMPACT', 'EXPERTISE', 'ABOUT US', the UNOPS logo, and a search bar. The main headline is 'TO LIVE AND LEARN' with a subtext about a family's life threatened by rising sea levels. A blue button 'MEET THE FAMILY' and a '3 min read' icon are present. At the bottom, there are three links: 'To live and learn', 'Chesko's story', and 'Helping people and countries'. A sidebar on the right titled 'LATEST FROM UNOPS' shows a news item dated 18 Jun about UNOPS supporting Serbia's sustainable development.

IMPACT EXPERTISE ABOUT US

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APPLY



Fields with a * are required

Company name *	<input type="text" value="Please enter company name..."/>
Contact person *	<input type="text" value="Please enter contact person..."/>
Email address *	<input type="text" value="Please enter email address..."/>
Telephone number	<input type="text" value="Please enter telephone number..."/>
Company website	<input type="text" value="Please enter company website..."/>
Country of business registration *	<input type="text" value="Please select..."/>
UNGM registration number	<input type="text" value="Please enter UNGM registration number..."/> <small>(if not registered, you can register on UNGM.org - not compulsory)</small>
What is your business producing? *	<input type="text" value="Please select..."/>
Category of products/services	<input type="text" value="Please select..."/> <small>(find out more about these categories on UNGM.org)</small>
Details of products/services	<input type="text"/>
Has your firm/organization been contracted by UNOPS in the past?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If you checked the yes box above, please provide details here	<input type="text"/>
Are you currently certified or do you self-identify as *	<input type="checkbox"/> Large business (>250 full time employees) <input type="checkbox"/> Micro, Small or Medium Enterprise (<250 full time employees) <input type="checkbox"/> Women-owned (51% owned and controlled by one or more individuals who are female) <input type="checkbox"/> Youth-owned (51% owned and controlled by one or more individuals between the ages of 15-30) <input type="checkbox"/> Other*: Please define: <input type="text"/>
What makes your product/service unique? *	<input type="text"/> <small>Max 200 words. 'Unique' is defined as fundamentally different, innovative and delivering value to UNOPS projects.</small>
Why is it relevant and valuable to UNOPS? *	<input type="text"/> <small>Max 300 words.</small>

■ 登録は右のフォーム内容のみ

■ 鍵となる情報は

➤ どこが画期的なのか？

（200Words以内）

➤ UNOPSの業務にどう貢献するのか？（300Words以内）

まとめ UNOPS調達：上手に活用する3つの方法

- ① 調達計画を知る：UNOPS調達年間計画を見る
- ② 長期契約を狙う：UNOPS Long Term Agreement
- ③ 画期的商品を売る：UNOPS Possibilities portalに登録する



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