

Food and Agriculture Organization of the United Nations (FAO)



国連食糧農業機関
- Working for Zero Hunger -



Food and Agriculture Organization
of the United Nations

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ABOUT FAO





The Food and Agriculture Organization (FAO) is a specialized agency of the United Nations that leads international efforts to defeat hunger.



WHO WE
ARE

GUIDING PRINCIPLES

VISION

Our goal is to achieve food security for all and make sure that people have regular access to enough high-quality food to lead active, healthy lives.



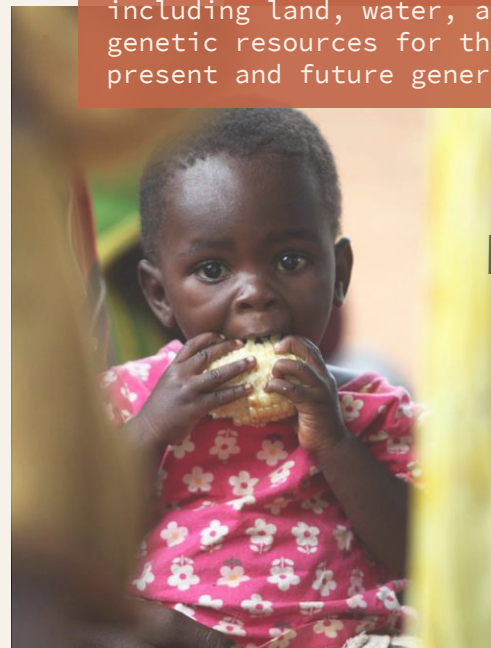
Our three main goals are:

the eradication of hunger, food insecurity and malnutrition;

the elimination of poverty and the driving forward of economic and social progress for all; and,

the sustainable management and utilization of natural resources, including land, water, air, climate and genetic resources for the benefit of present and future generations.

MISSION



WHAT WE DO

OUR GOAL

Agriculture



Fisheries



Forestry



Achieve a food-secure world by raising levels of nutrition, improving agricultural productivity, bettering the lives of rural populations, and contributing to the growth of the world economy.



Food and agriculture are key to achieving the entire set of the 17 Sustainable Development Goals (SDGs)

- A focus on rural development and investment in agriculture - crops, livestock, forestry, fisheries and aquaculture - are powerful tools to end poverty and hunger, and bring about sustainable development. Agriculture has a major role to play in combating climate change.

Leading agency fighting against Climate Change

02

WHAT WE BUY



ITEMS WE PROCURE

\$ 184 million
Goods

- Chemicals (fertilizers and pesticides)
- Agricultural Produce (seeds, crop, vegetables, seedlings, plantlets)
- Special purpose machinery (agricultural machinery, tractors, spraying devices, irrigation equipment)
- Veterinary pharmaceutical products and vaccines
- Live animals and animal feed
- Medical appliances and laboratory equipment
- IT equipment, Vehicles

\$ 181 million
Services

- Medium/small scale construction (laboratories, irrigation, milk processing plant, bridges etc.)
- Transportation, storage, materials handling
- GPS tracking, digital data provision
- Information technologies, communication services, software
- Inspection services, surveys and technical studies
- Building infrastructure and maintenance, security service
- Cash/Voucher distribution services
- Aerial spraying and surveying

\$ 365 million
Total

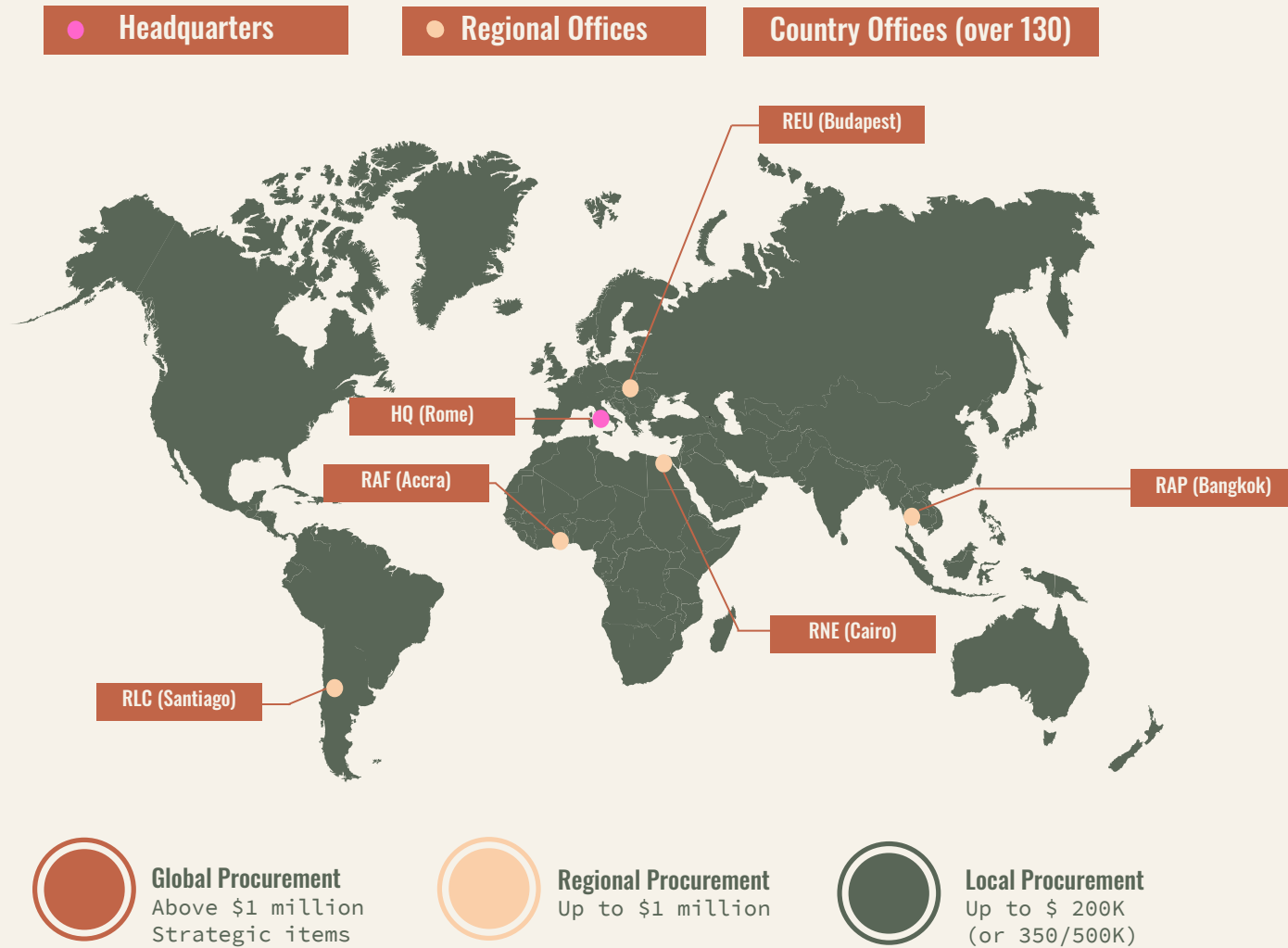
Wide range of Goods and Services (over 10,000 items)

03



HOW WE BUY

LOCATIONS



PROCUREMENT PRINCIPLES



Fairness



Transparency



**Best Value for
Money**

PROCUREMENT MODALITY



PUBLIC TENDER

Default
Modality
UNGM



RESTRICTED TENDER

Exception



DIRECT PROCUREMENT

Exception



LTA

Long Term
Agreement
(including Other
agencys')

© FAO

TYPE OF TENDER



DOING BUSINESS WITH FAO



04

POINTS FOR CONSIDERATION

Challenges:

Language, cumbersome procedures,
detailed conditions, geographical

Motivation:

CSR, reputation etc

Benefits:

Profitability, reliable customer,
UN-wide reach



Decentralization:

HQ Procurement 13%
Non-HQ Procurement 87%

Different Approaches:

Already-fixed needs, or
New product/solution

For Goods Procurement:

Inspection
Pre-qualification
LTAs

For Services Procurement:

- **Mandatory Requirements – Pass or Fail**
Technical, Administrative, Commercial
- **Technical Evaluation Criteria**
- **Financial Evaluation Criteria**

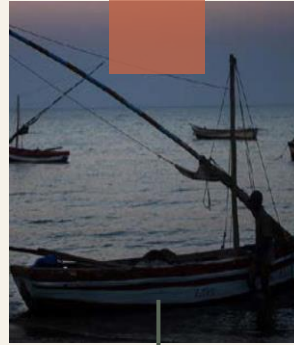
SUCCESSFUL CASES



Company A

E-Voucher system

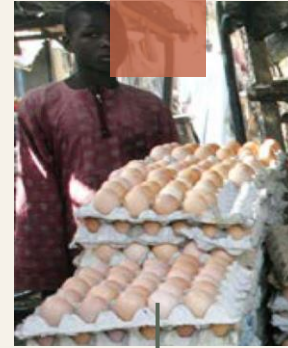
Local partnership
Target Country Offices



Company B

Fishing Boat/Engine

Reputation of product
Training/Advocating



Company C

Motorcycle

Dealer/Expert in UN Biz
Long Term Agreement

05

DOS



TIPS

might be missing
an opportunity as
we speak

**UNGM
REGISTRATION**

**MAKE IT
EASY**

accept specs & conditions
delivery time & terms
partial QTY is ok

be careful in
choosing item codes

**SELECT
SMART**

**FOLLOW
REQUIRED TERMS**

Goods procurement on
DAP basis including
delivery

monitor frequently
or subscribe TAS

MONITORING

**UNDERSTAND
TRUE NEEDS**

Be solution-oriented
(e.g. emergency)

no need to
hesitate, just try
and familialize
yourself

**GIVE IT A
TRY**

AFFILIATION

Consider partnership to
complement each other





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06

DON'TS

TIPS

Normally it takes several attempts to win the first business

DON'T GET DISCOURAGED

DON'T BE SCARED

Terms & conditions are standard, and not difficult once you get used to

Our rules don't have too much flexibility

DON'T PUSH OWN TERMS

DON'T MIX UP TWO ENVELOPS

Indicating price in Technical Proposal would disqualify you

We're expected to spend money wisely

DON'T OFFER LUXURY

DON'T ASSUME

You can feel free to ask for clarification via tender correspondence function

We need "fair and healthy" competition

DON'T BE TOO UNIQUE

DON'T BE ON SAFE SIDE

Not to miss the chance by being too careful/humble



19 February 2021

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THANK YOU!

11 January 2011, Danao, Philippines - A child eating rice for breakfast. Her father works as a Forest Patrol Ranger for the Assisted Natural Reforestation (ANR) project established to prevent illegal logging. The ANR project provides increased resources and opportunities to local residents.