



Food and Agriculture  
Organization of the  
United Nations

# 国際連合食糧農業機関 (FAO)

January 30, 2024  
Motohiro Ogita (荻田素宏)





# agenda

OVERVIEW

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OBSERVATIONS

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SUGGESTIONS

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PROCUREMENT AT FAO

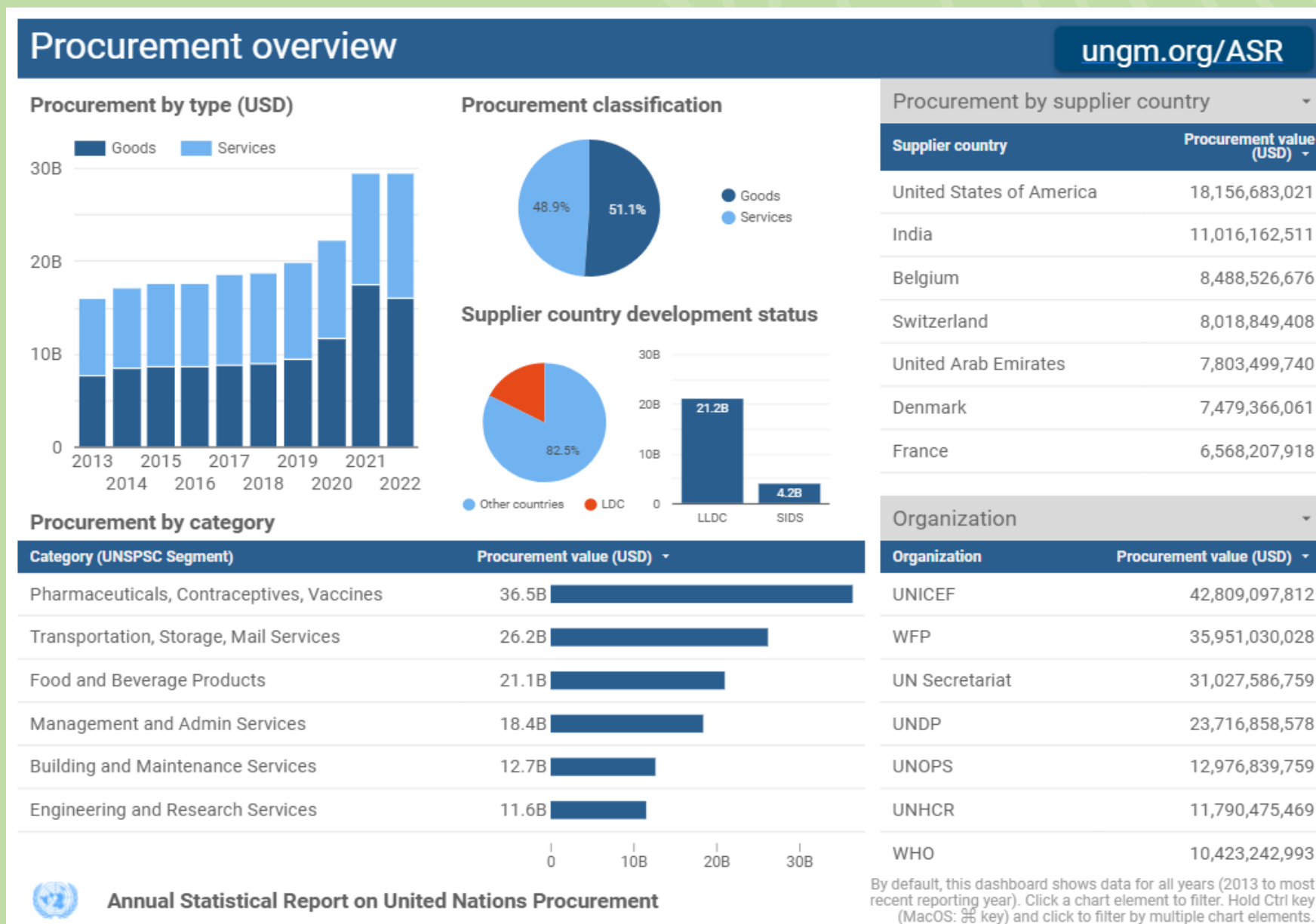
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# 01 Overview



# UN Procurement - Overview



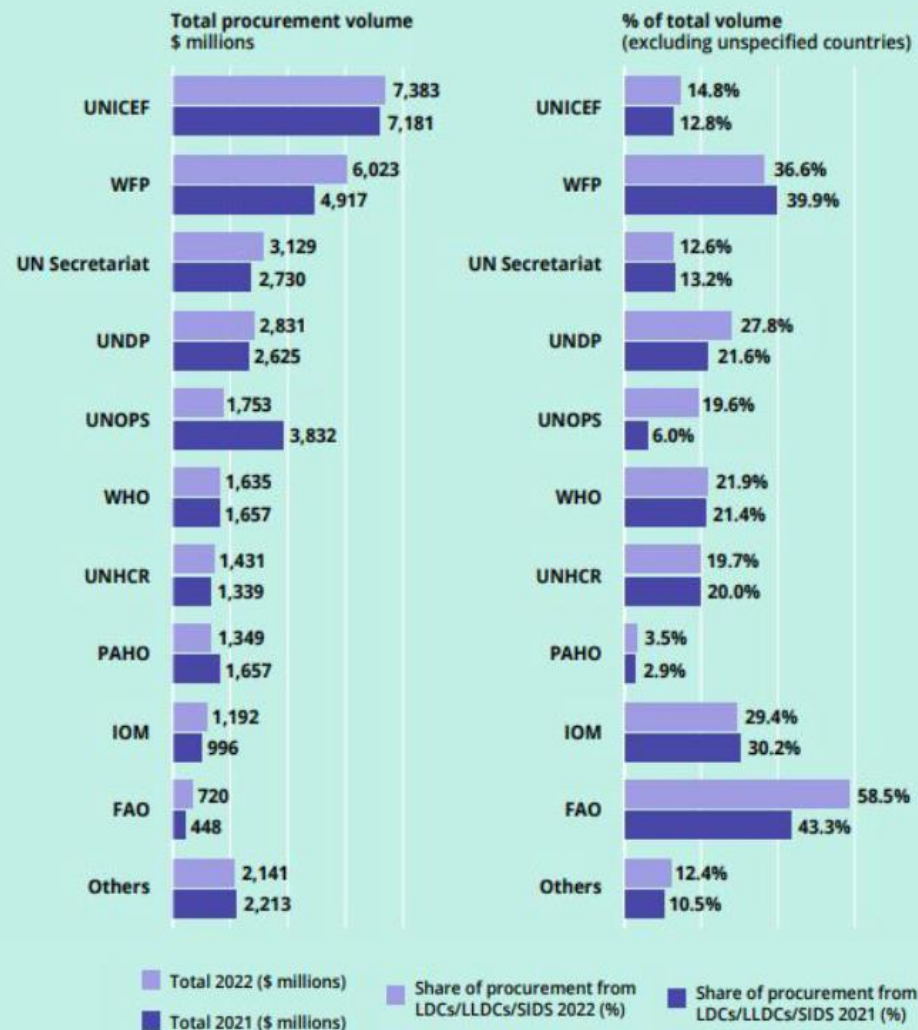


# Top 10 Organizations

## PROCUREMENT BY ORGANIZATION

- 18 organizations recorded procurement above \$100 million
- 15 organizations increased their procurement volume (up \$2.6 billion combined)
- Largest increase: WFP (\$), ICAO (%)
- Top 10 organizations: \$27.4 billion (92.8% of total), \$6.3 billion of which from LDCs, LLDCs and SIDS

Procurement by UN organization (top 10 by volume)

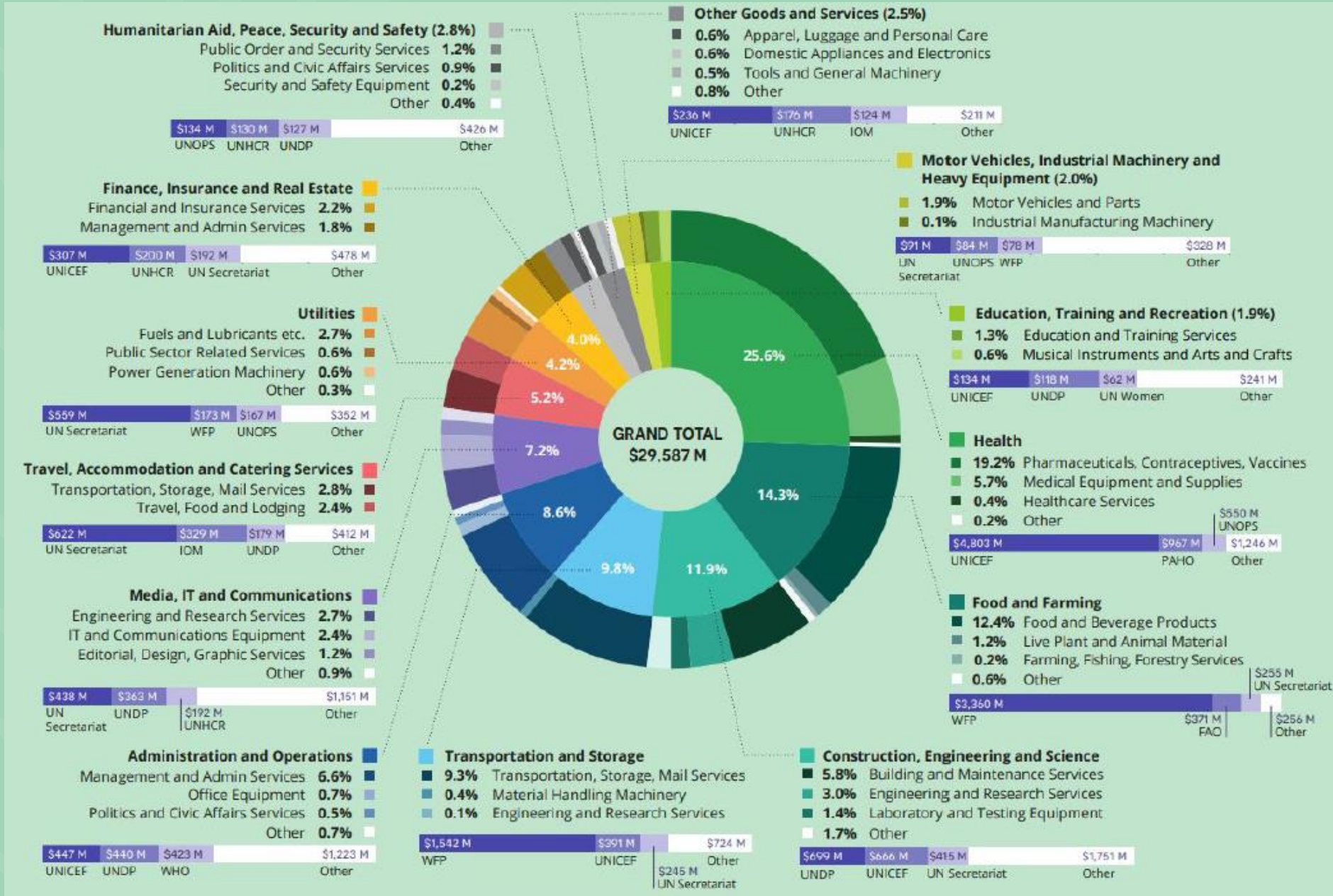


# Top Item Categories

Category (ASR sector level)	Total 2022 (\$ millions)	Total 2021 (\$ millions)	Total change 2021-2022 (\$ millions)	Total change 2021-2022 (%)
Health	7,565.4	10,642.9	-3,077.4	-28.9%
Food and Farming	4,242.1	2,958.7	1,283.3	43.4%
Construction, Engineering and Science	3,530.9	3,526.9	4.1	0.1%
Transportation and Storage	2,901.2	2,562.6	338.6	13.2%
Administration and Operations	2,533.8	2,331.6	202.2	8.7%
Media, IT and Communications	2,144.6	2,122.6	22.0	1.0%
Travel, Accommodation and Catering Services	1,540.8	1,013.3	527.6	52.1%
Utilities	1,251.1	924.5	326.6	35.3%
Finance, Insurance and Real Estate	1,176.7	1,099.3	77.4	7.0%
Humanitarian Aid, Peace, Security and Safety	818.0	848.2	-30.2	-3.6%
Other Goods and Services	746.1	547.0	199.0	36.4%
Motor Vehicles, Industrial Machinery and Heavy Equipment	581.3	505.3	76.0	15.0%
Education, Training and Recreation	554.7	511.7	43.1	8.4%
UN total	29,586.8	29,594.5	-7.8	-0.03%



# Procurement by Sector and Category



# Top Supplier Countries

## SUPPLIERS FROM 222 COUNTRIES AND TERRITORIES

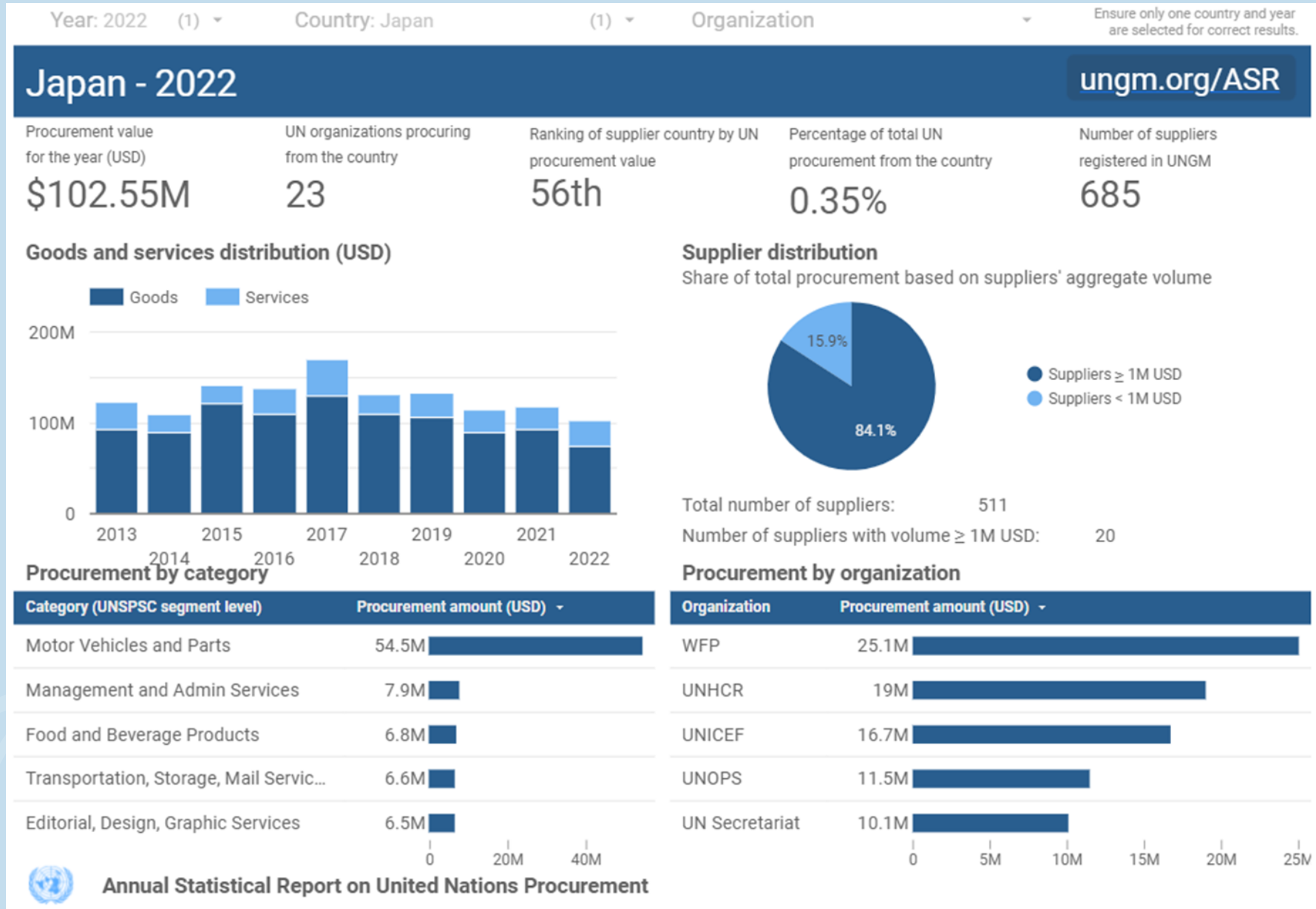
Top 10 supplier countries by procurement volume

Supplier country	Total 2022 (\$ millions)	Share of UN total 2022 (%)	Total change 2021-2022 (%)
United States of America	2,358.5	8.0%	1.3%
Belgium	1,748.3	5.9%	77.0%
United Kingdom of Great Britain and Northern Ireland	1,305.5	4.4%	79.9%
Denmark	1,301.5	4.4%	16.6%
Switzerland	1,223.9	4.1%	-28.8%
India	1,115.2	3.8%	-10.6%
United Arab Emirates	1,022.7	3.5%	28.6%
Türkiye	879.7	3.0%	25.9%
France	839.6	2.8%	2.4%
Afghanistan	747.8	2.5%	113.1%
<b>Top 10 total</b>	<b>12,542.5</b>	<b>42.4%</b>	<b>16.3%</b>
<b>UN total</b>	<b>29,586.8</b>		<b>-0.03%</b>

- Top 10 countries: \$12.5 billion combined (42.4% of total)
- Largest volume: United States of America, Belgium and the United Kingdom of Great Britain and Northern Ireland
- Türkiye and Afghanistan moved up to top 10
- Afghanistan: only LDC in top 10



# Procurement from Japan





# Number of companies registered in UNGM



Japan	685	Somalia	4,337	UK	9,966
Afghanistan	9,447	South Africa	7,579	Yemen	3,770
Germany	3,789	Spain	4,498	Ethiopia	3,778
China	8,927	Thailand	2,186	France	4,471
Iraq	5,165	Ukraine	1,738	India	12,642
Kenya	21,170	USA	21,954	Pakistan	7,551



# UNGM – United Nations Global Marketplace

**UNITED NATIONS**  
GLOBAL MARKETPLACE

English 

 Help Center 


Log in

Register

WELCOME TO THE UNITED NATIONS GLOBAL MARKETPLACE (UNGM)


### Login and New Registrations

Access this area to create a new UNGM account or to log in to an existing account.




### Procurement Opportunities

Search for procurement opportunities published by UN organizations. These are accessible publicly and free of charge on UNGM.




### Tender Alert Service (TAS)

This service notifies suppliers of relevant UN procurement opportunities based on their products and services.




### UN Staff Members

This area is dedicated to UN staff members and provides access to functionalities supporting the UN procurement function.




### Contract Awards

Search for contract awards published by UN organizations. These are accessible publicly and free of charge on UNGM.




### Knowledge Center

Find information and resources on UN procurement in this area dedicated to potential suppliers, UN staff members and other entities interested in advancing their knowledge.




### UNGM Help Center

The Help Center provides users with support as they learn about and use the UNGM portal. Search the library of support articles to find answers and resolve issues.



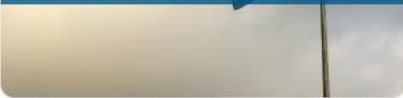
### Procurement Statistics


The Annual Statistical Report (ASR) provides an overview of procurement carried out by the UN organizations in support of their operations, projects, and programmes.



### Doing Business with the UN Organizations

Find information on how to do business with the United Nations, in particular on the UN system, UN market and International Procurement Seminars.



 Help

# ASR – Annual Statistical Report on UN Procurement



[https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr\\_data\\_category](https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_category)

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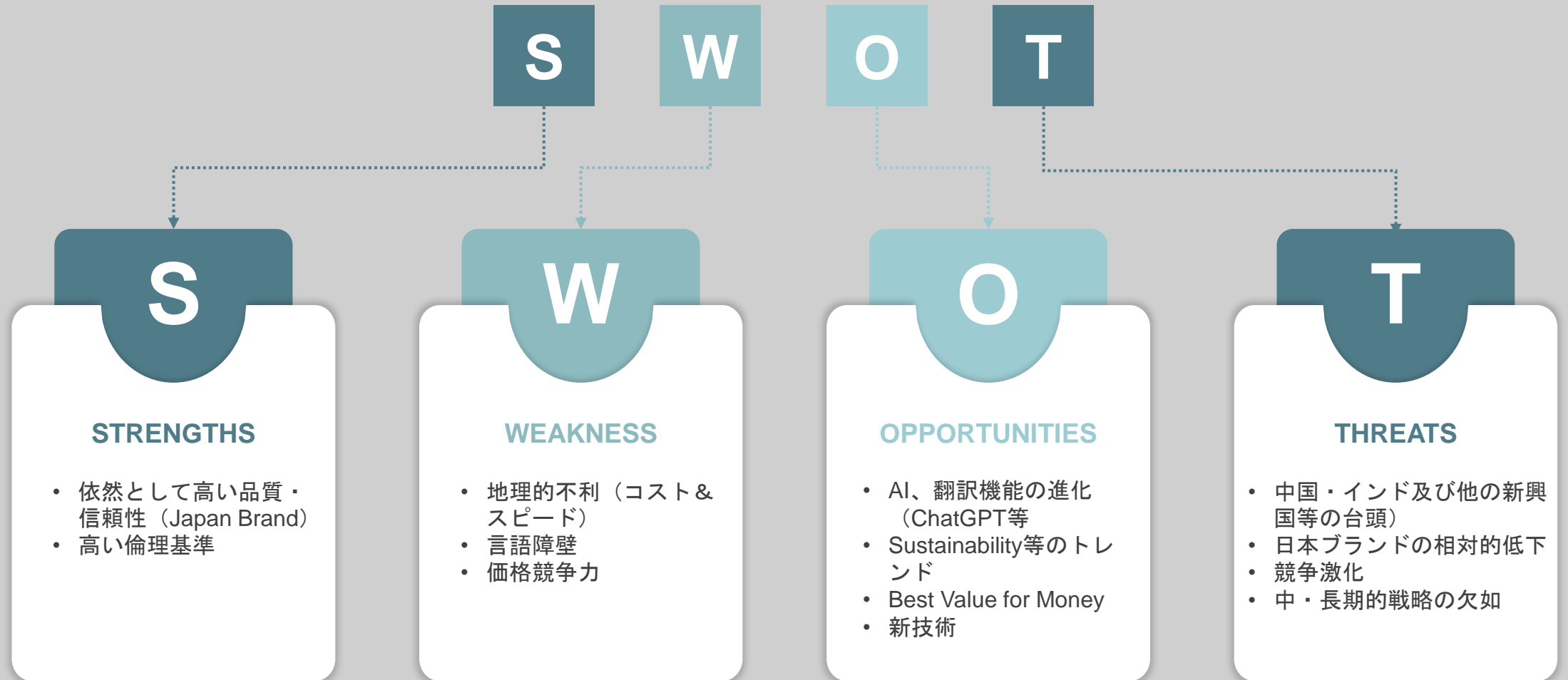
[https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr\\_data\\_supplier](https://www.ungm.org/Shared/KnowledgeCenter/Pages/asr_data_supplier)



# 02 Observations



# SWOT Analysis





# Barrier to entry

- 言語の壁
- 国連独特のルール、プロセス
- ややこしそうな契約条件
- 従来のマーケティングが戦略が通用しない
- 日本的な商談の進め方ができない



「面倒臭い、そこまでやる価値があるのか、どうせビジネスにつながる確率が低い」

# Maturity Model



# 03 Suggestions





# TAS – Tender Alert Service



## What is the Tender Alert Service?

The access to procurement opportunities published by UN organizations on UNGM is free of charge. For more information, read the: [How to access procurement opportunities on UNGM?](#) article.

However, UNGM provides a value-added email service - the **Tender Alert Service (TAS)** - which enables suppliers to receive alerts of relevant procurement opportunities via email. This service notifies suppliers of **new and revised procurement opportunities** published on UNGM corresponding to the suppliers' products and/or services.

This service requires a fee and therefore should not be mistaken for the registration process, which is free of charge. For more information, read the [How much does the Tender Alert Service cost, and how can I pay for this service?](#) article.

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# DOS



**01**  
**UNGM REGISTRATION**  
might be missing an  
opportunity as we speak

**02**  
**SELECT SMART**  
be careful in choosing item  
codes

**03**  
**MONITORING**  
monitor frequently or subscribe  
TAS

**04**  
**GIVE IT A TRY**  
no need to hesitate, just try  
and familiarize yourself

**05**  
**MAKE IT EASY**  
accept specs & conditions  
delivery time & terms  
partial quantity is ok to offer

**06**  
**AFFILIATION**  
Consider partnerships to  
address your shortcomings  
(e.g. use of translator, trading  
company, Joint Venture)

# DON'Ts



## 01

### **DON'T GET DISCOURAGED**

It is normal to take several attempts or more to win the first business

## 02

### **DON'T PUSH OWN TERMS**

Our rules don't have too much flexibility.

## 03

### **DON'T OFFER LUXURY**

We're expected to spend taxpayers' money wisely

## 04

### **DON'T BE TOO UNIQUE**

We need "fair and healthy" competition

## 05

### **DON'T BE SCARED**

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

## 06

### **DON'T MIX UP TWO ENVELOPS**

Indicating price in Technical Proposal would disqualify you

## 07

### **DON'T ASSUME, DON'T BE SHY**

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

## 08

### **DON'T BE ON THE SAFE SIDE**

Not to miss the chance by being too careful or humble



# 04 Procurement at FAO



# WHO WE ARE

FAO is the United Nations agency leading the international effort to end hunger.

Our goal is to achieve food security for all, while ensuring regular access to sufficient, good quality food to lead an active and healthy life.



# FAOの設立経緯、目的、及び機能

国連食糧農業機関は、飢餓と闘うための国際的な取り組みを主導する国連の**専門機関**であり、国連システムの中にあって**食料の安全保障と栄養、作物や家畜、漁業と水産養殖を含む農業、農村開発を進める先導機関**でもあります。

FAOは、人々の**栄養状態と生活水準を改善**することにより**食料安全保障を確保**し、すべての人が健康的な生活を送ることができる、**飢餓と貧困のない世界**を目指しています。

また、**持続可能な開発目標（SDGs）の実現**に向けて、**農業、林業、水産業などの食料の生産**だけでなく、**世界の農業・食料システム**を、より効率的で、包摂的、強靱で持続可能なものに変革していくことに取り組んでいます

設立 設立 1945年10月16日

所在地 本部：ローマ（イタリア）

加盟国 196ヶ国（2準加盟国含む）＋EU（欧州連合）（2020年5月現在）

## 主な機能

- （1） 国際的な検討の場の提供（総会、国際会議の開催等）
- （2） 国際条約等の執行機関（国際植物防疫条約、食糧農業植物遺伝資源に関する国際条約等）
- （3） 世界の食糧・農林水産物に関する調査分析及び情報の収集・伝達（各種統計資料、世界農業白書、世界食糧情報・早期警報システム等）
- （4） 途上国に対する技術助言、技術協力（フィールド・プロジェクトの実施等）





# WHAT WE DO



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.

**飢餓と栄養不良の改善、持続可能な農業、食糧安全保障の向上、農業技術の普及と教育**

# WHERE WE ARE

## OPERATIONAL COVERAGE AND LOCATION

FAO supports 161 countries through different office and representation arrangements

### LATIN AMERICA AND THE CARIBBEAN

- Regional Office Santiago, Chile
- SUBREGIONAL OFFICES
- CARIBBEAN: Bridgetown, Barbados
- MESOAMERICA: Panama City, Panama

### NEAR EAST AND NORTH AFRICA

- Regional Office Cairo, Egypt
- SUBREGIONAL OFFICES
- NORTH AFRICA: Tunis, Tunisia
- GULF COOPERATION COUNCIL STATES AND YEMEN: Abu Dhabi, UAE

### AFRICA

- Regional Office Accra, Ghana
- SUBREGIONAL OFFICES
- WESTERN AFRICA: Dakar, Senegal
- CENTRAL AFRICA: Libreville, Gabon
- EASTERN AFRICA: Addis Ababa, Ethiopia
- SOUTHERN AFRICA: Harare, Zimbabwe

### NORTH AMERICA

- Liaison Office
- FOR NORTH AMERICA Washington, USA
- Liaison Office
- WITH THE UNITED NATIONS New York, USA

### EUROPE AND CENTRAL ASIA

- Regional Office Budapest, Hungary
- SUBREGIONAL OFFICES
- CENTRAL ASIA: Ankara, Turkey
- Liaison Office
- WITH THE EUROPEAN UNION AND BELGIUM Brussels, Belgium
- Liaison Office
- WITH THE UNITED NATIONS Geneva, Switzerland
- Liaison Office
- WITH THE RUSSIAN FEDERATION Moscow, Russian Federation
- Information Office
- Madrid, Spain
- Information Office
- Lisbon, Portugal

LATIN AMERICA AND THE CARIBBEAN  
Regional Office  
Santiago, Chile

EUROPE AND CENTRAL ASIA  
Regional Office  
Budapest, Hungary

AFRICA  
Regional Office  
Accra, Ghana

NEAR EAST AND NORTH AFRICA  
Regional Office  
Cairo, Egypt

ASIA AND THE PACIFIC  
Regional Office  
Bangkok, Thailand

### ASIA AND THE PACIFIC

- Regional Office Bangkok, Thailand
- SUBREGIONAL OFFICES
- PACIFIC ISLANDS: Apia, Samoa
- Liaison Office
- WITH JAPAN Yokohama, Japan

FAO has 151 offices worldwide supporting 161 countries including 5 regional offices, 10 subregional offices, 93 Country representations etc.

## WHAT WE BUY

### 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

### 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

\$ 720 million

Total

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

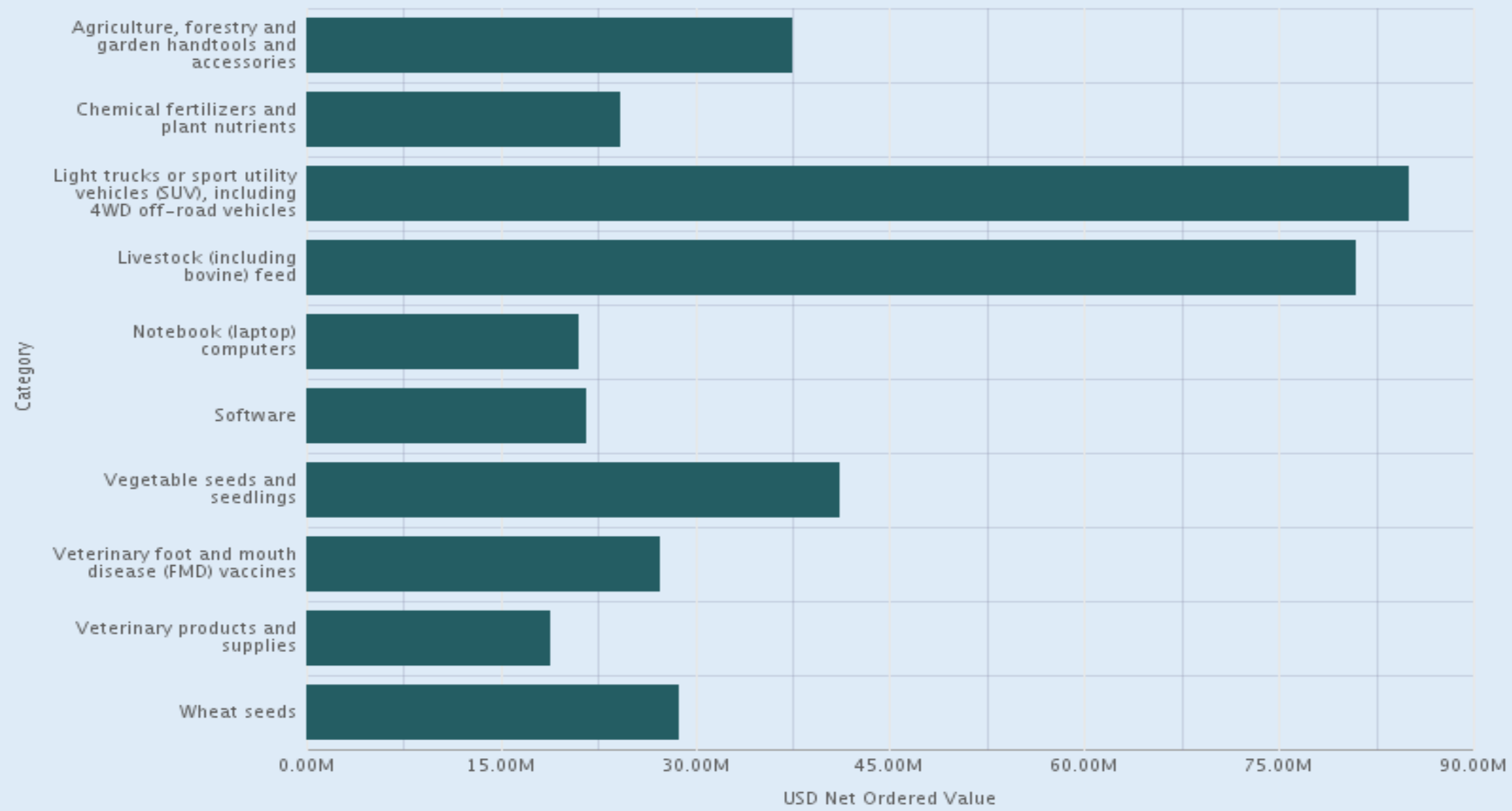


# Frequently Procured Goods

- 基礎化学製品（肥料）
- 農産物（種子、作物、野菜、苗木、苗木）
- 機械（農業、トラクター、スプリンクラー、灌漑設備）
- 輸送機器
- 情報技術関連品
- 精密・光学機器（研究機器）
- 動物用医薬品およびワクチン
- 魚、家畜、家禽の餌
- 化学製品、化繊、ゴム、プラスチック製品
- 家畜、家禽（牛、ヤギ、鶏など）
- 金属加工品、工具



# Most Procured Goods (2017-2021)



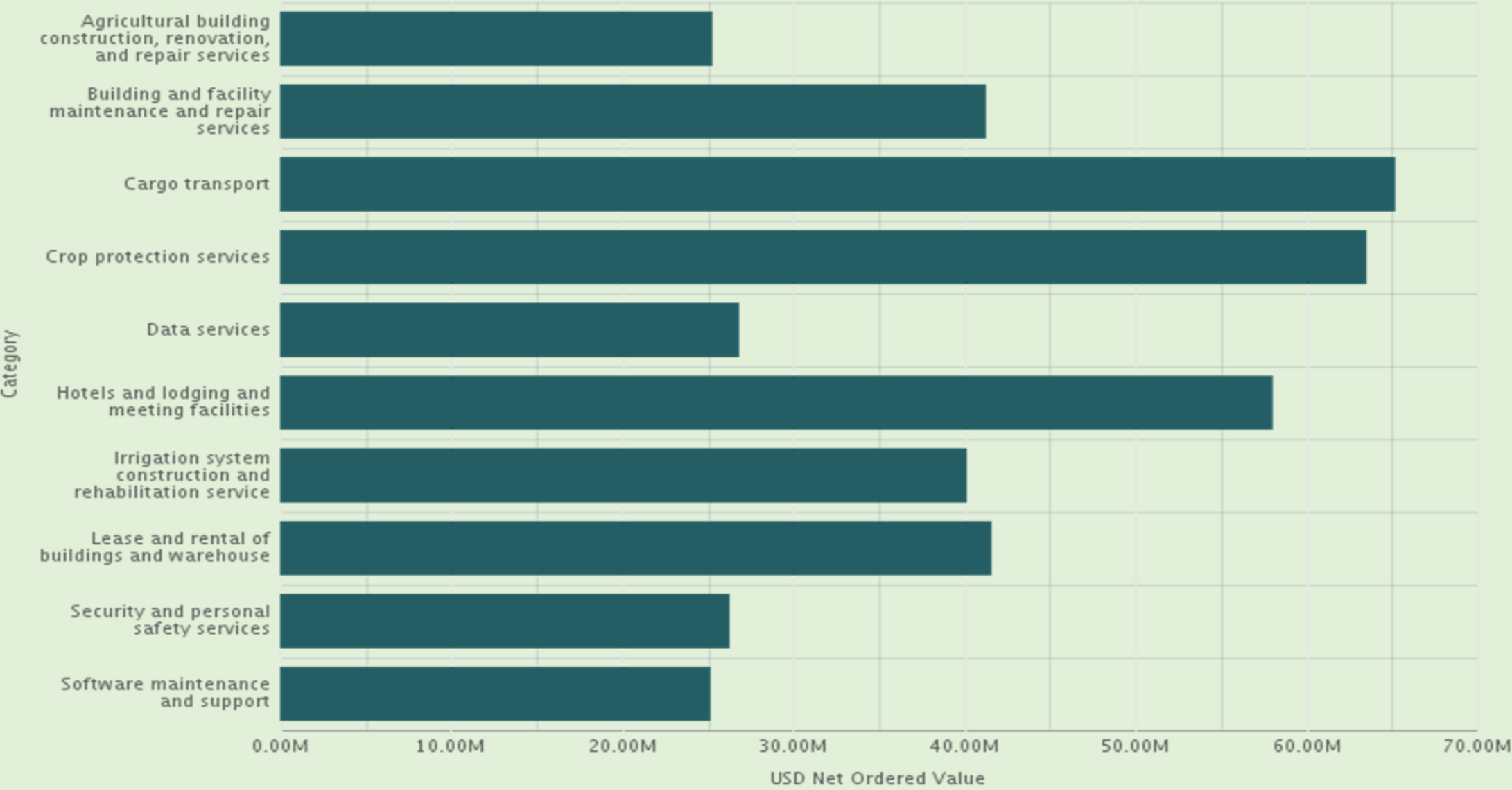


# Frequently Procured Services

- 修理・メンテナンスサービス
- 情報通信技術サービス
- 資材の輸送、保管、取り扱い
- 建築、エンジニアリング、建設およびその他の技術サービス
- 井戸の掘削と灌漑システムの設置
- 商用またはビジネスサービス、調査および研究
- 農業普及サービス
- 検査サービス



# Most Procured Services (2017-2021)





# FAO Procurement Objectives

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Essentially: better value for money, fairness, transparency, and efficiency.

Other objectives: Promote the standardization and use of long-term agreements (LTAs).

Facilitate the participation of local suppliers, balancing purchases from international suppliers.

Promote cooperation with other entities of the United Nations' system.

Promote a competitive market by favoring contracting with the private sector over publicly controlled companies, except when the latter is the only viable option or results in a substantial benefit for the Organization or the beneficiaries.

# TYPES OF SOLICITATION

RFI

Request For  
Information

REOI

Request For  
Expression Of  
Interest

RFQ

Request For  
Quotation

ITB

Invitation To Bids

RFP

Request For  
Proposal



# Procurement at FAO



Intensive use of the electronic bidding system through UNGM for competitive processes with amounts greater than USD 5,000.



Free access to tenders from any FAO office.



Formal methods: Invitation to Bid (ITB) and Request for Proposal (RFP), for amounts greater than 50,000 USD.  
Simplified methods: Request for Quote (RFQ) for amounts less than USD 50,000 and simple quotes for amounts less than USD 5,000.



Reasonable time to submit an offer or proposal; two to four weeks for ITB or RFP. Bidders may request more time if necessary.

# Procurement at FAO



Normally FAO will request delivery to the final destination point; The most used Incoterm is DAP. For certain destinations, FCA (emergencies or high-risk routes) is used



Pre-shipment and destination inspection service is normally contracted by FAO. Inspection is mandatory for most goods purchased.



FAO is a punctual payer (maximum 30 days). Normally, advance payments are not given, except for services and up to 20% of the contract and fully guaranteed. Letters of credit are not accepted.

UNIDOS CONTRA  
LA CORRUPCIÓN



FAO expects its suppliers to adhere to the highest standards of ethical and moral conduct, respect local laws and refrain from all corrupt practices, including extortion, fraud and bribery.

# Purchase from Japan

	Services		Goods		No. of POs	USD Net Ordered Value
Creation Year	No. of POs	USD Net Ordered Value	No. of POs	USD Net Ordered Value		
2023	22	92,212.27	4	158,397.58	23	250,609.86
2022	20	94,835.42	4	114,614.50	23	209,449.92
2021	21	124,310.11	7	412,362.67	24	536,672.78
2020	18	100,863.16	7	568,395.11	22	669,258.26
2019	21	106,589.63	5	68,119.69	23	174,709.32
2018	44	362,773.76	12	298,827.33	51	661,601.10
2017	30	179,901.64	14	346,123.56	41	526,025.20
2016	22	175,662.00	10	213,150.56	28	388,812.56
2015	23	94,990.26	19	286,815.11	35	381,805.38
2014	10	177,499.18	11	843,717.75	15	1,021,216.93
2013	15	137,645.67	5	133,845.47	16	271,491.15
Grand Total	246	1,647,283.11	98	3,444,369.34	301	5,091,652.45





# Purchase from Japan

Creation Year 2023

## Goods

Category	Full Category Description	No. of POs	USD Net Ordered Value
25101801	Motorcycles	4	158,397.58
Grand Total		4	158,397.58

## Services

Category	Full Category Description	No. of POs	USD Net Ordered Value
78141501	Freight forwarders services	3	23,648.81
90110000	Hotels and lodging and meeting facilities	2	19,444.21
86101500	Agriculture and forestry and other natural resources training services	1	16,192.00
82111801	Editing services	4	13,589.67
82112000	In person language interpretation services	6	4,759.77
81112100	Internet services	1	4,410.37
81101706	Laboratory equipment maintenance	2	3,379.27
90121502	Travel agencies	1	2,387.27
83111500	Fixed line telephone communications services	3	2,196.92
86000000	Education and Training Services	1	1,871.99
84131504	Cargo insurance	1	332.00
Grand Total		22	92,212.27





# thank you

Motohiro Ogita, Chief Procurement

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[www.fao.org](http://www.fao.org)

<https://www.fao.org/japan/our-office/about-fao/jp>