



Doing Business with UNIDO 国連工業開発機関

**Business Opportunities for
Companies of Japan**

Atsushi ISOYAMA
Chief, Procurement Services

WHO WE ARE



UNIDO is a specialized agency of the United Nations with a unique mandate to promote, dynamize and accelerate industrial development.

Our mandate is reflected in Sustainable Development Goal (SDG) 9: "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation", but UNIDO's activities contribute to all the SDGs.

Working in 3 Focus Areas:

1. Ending hunger by helping businesses from farm to fork;
2. Stopping climate breakdown by using renewable energy and energy efficiency to reduce industrial greenhouse gas emissions; and
3. Supporting sustainable supply chains

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:171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 (+ コンサルタント1,600名)
- 運営予算
 - RB 加盟国分担拠出: 約€70-80 million/年 (2023年度)
 - TC 技術開発実績: 約\$225million (2023年度)

- 日本から開発途上国・新興国への直接投資や技術移転の促進
 - 開発途上国・新興国の投資促進官の招聘
 - 日本から開発途上国・新興国への技術移転の支援
 - セミナー・イベントの開催／参加
 - 駐日大使館職員や視察団を対象とした研修の実施または支援
 - 開発途上国・新興国における日本企業の活動への支援
 - 開発途上国・新興国への投資・技術移転に関する情報提供
- Tel: (813) 6433-5520
- Email: itpo.tokyo@unido.org
- Website: <http://www.unido.or.jp/en/>

PROCUREMENT PRINCIPALS



**Best Value
for Money**

**Best interest
of UNIDO**

**Effective
competition**

**Fairness
integrity
and
transparency**



***“Technically
Acceptable,
Most
Competitive”***

This world map displays the geographical distribution of 100 countries, with bubble sizes representing a third variable. The map includes labels for major oceans (North Atlantic, South Atlantic, Indian) and various countries. Bubbles are colored blue or orange, and their sizes vary significantly, with China and India having the largest bubbles.

UNIDO: WHAT WE DO

Agri-business



Energy



Environment



Trade, technology & innovation

EQUIPMENT: WHAT WE BUY



Solar photovoltaic panels



Photovoltaic equip & test kits



Electrical cables & parts



Fabricated Metals and Structures



Telehandler



Laboratory & Chemicals



Construction materials



Textiles



IT equipment



Food Processing Machinery



Woodworking machines



Furniture

SERVICES: WHAT WE BUY:

Job training, workshops, consultancy



WORKS: WHAT WE BUY

Rehabilitation, Renovation and Construction



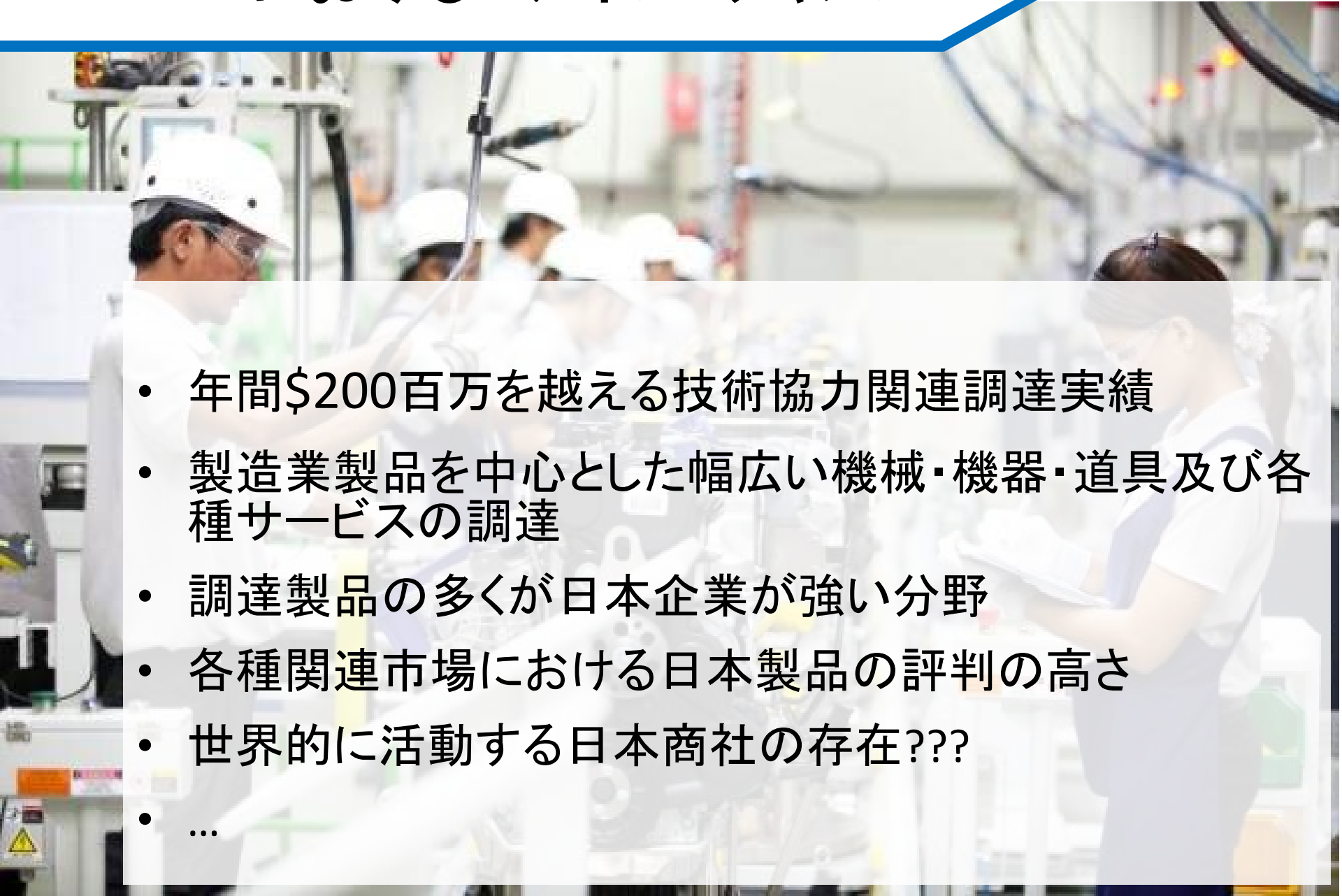
WHO WE DO BUSINESS WITH?



**UNIDO suppliers span the globe
over 3,000 suppliers internationally**



UNIDOにおけるビジネス・チャンス

- 
- A background image showing several workers in white hard hats and safety glasses working in a factory setting. They are focused on their tasks, with various industrial equipment and machinery visible in the background.
- 年間\$200百万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
 - 各種関連市場における日本製品の評判の高さ
 - 世界的に活動する日本商社の存在???
 - ...

HOW TO BUSINESS WITH UNIDO



3
TRACKS

Track 1

Track 2

Track 3

COMMERCIAL RELATIONSHIPS

- **Contract (one-off)** - Legal Agreement for provision of specific goods and services for defined cost within defined timeframe.
- **Long Term Agreement** – Framework contract for provision of an unspecified volume of Goods and Services to UNIDO over a defined period of time.

NON-COMMERCIAL RELATIONSHIPS

- **Partnership** – Collaborative relationships, not based on commercial grounds, that achieve positive outcomes.

Procurement docs for bidding



Instructions
to Bidders

Tech Spec
ToR

UNIDO
General
Conditions
of Contract

Financial
Statement &
Certification

Statement of
Confirmation

Bank
Information
Form

TENDER NOTICE



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
- 使用通貨: 通常はプロジェクト通貨 (主に€, 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

HOW TO REGISTER AS A VENDOR WITH UNIDO



Understand
UNIDO's
requirements

Register on
UNGM and
UNIDO
platforms

Participate
in UNIDO
tenders

<https://procurement.unido.org>

www.ungm.org



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

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](#).

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.

UNIDO eProcurement portal

<https://procurement.unido.org>



Welcome to UN

Registered bidders can access

If you are not a registered bidder, click the "Request Account" link.

If you are a registered bidder, click the "Forgot Password" link to reset your password by clicking the "forgot password" link.



REQUEST BIDDER ACCOUNT



For information on how to access the e-portal.

Welcome to UNIDO Procurement Portal

Thank you for your interest in UNIDO's current procurement opportunities!

Please fill in all fields marked with an asterisk (*). They are mandatory for us to be able to process your request for an account.

Please allow up to one (1) business day to review your request and respond to you with your account details and further instructions on how to download our tender documents and submit your proposal, should you choose to do so.

For any questions regarding this form or anything related to our procurement portal, please contact us via procurement@unido.org or call us at +43 1 26026 ext. 4608 during our call-in times: Monday to Friday, between 9:30 – 11:30 and 14:30 – 16:30 Central European Time.

* Fields marked with an asterisk are mandatory.

General Company Information

* Company Name:	PO Box Address
Language: EN	PO Box: ☐ Without Number:
Address	Country:
* Country:	Postal Code / City:
Region:	Communication
* Postal Code / City:	* Phone Number:
Street/House Number:	Fax Number:
Building/Floor/Room:	* E-Mail Address:

Contact Person Information

* First Name:	Copy Company Data
* Last Name:	* Phone Number:
* Form of Address:	Fax Number:
Academic Title:	* E-Mail Address:
Department:	Language: EN
	* Country:

UNIDO eProcurement portal

<https://procurement.unido.org>



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION
Progress by innovation

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UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION
Progress by innovation

Current Opportunities

● Procurement

- [Procurement Methods](#)
- [Registration in UNIDO's Database](#)
- [General Procurement Conditions](#)
- [Notices](#)
- [Contract Awards](#)
- [UN Global Compact](#)
- [UNIDO Procurement Manual](#)

Title	Beneficiary Country	Deadline	Type	Event Number	Registration
PURCHASE OF EQUIPMENT AND TECHNICAL SERVICES REQUIRED FOR THE CONVERSION OF RIGID POLYURETHANE FOAM BLOWING FROM HCFC-141B TO CYCLO	Syria	02.11.2023 16:00:00 CET	Inv. to Bid (1 env.)	7000006525	Click here for more information
For the supply of construction and renovation services of an automotive training center at the Governmental Technical Institute loc	Sierra Leone	08.10.2023 17:00:00 CET	RFP (1 env.)	7000006423	Click here for more information
Provision of Services to organise a group training in Europe during the month of October-November 2023 within the framework of M	India	09.10.2023 10:00:00 CET	Request f. Quotation	7000006509	Click here for more information
Provision of consultancy services to develop a Green Climate Fund (GCF) country Simplified Approval Process (SAP) Concept Note (Bra	Brazil	09.10.2023 17:00:00 CET	Request f. Quotation	7000006503	Click here for more information
Purchase of equipment for First Responders to Hazardous Materials Emergencies under the project entitled "Strengthening the environ	Paraguay	09.10.2023 18:00:00 CET	Request f. Quotation	7000006492	Click here for more information

UNIDO TC 調達実績：日本企業

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2021

- Total contract value: **US\$ 1,548,450**
- Total # of contracts: **39 cases**
- **Ave. US\$ 39,704/case**

2022

- Total contract value: **US\$ 3,475,208**
- Total # of contracts: **47 cases**
- **Ave. US\$ 73,941/case**

2023

- **as of 26 Sept 2023**
- Total contract value: **US\$ 538,235**
- Total # of contracts: **36 cases**
- **Ave. US\$ 14,951/case**

UNIDO TC 調達実績：日本企業



2021

- Highest contract value: approx. US\$ 400,000
- 2nd highest: approx. US\$280,000
- 3rd highest: approx. US\$180,000

2022

- Highest contract value: approx. US\$ 1 million
- 2nd highest: approx. US\$700,000
- 3rd highest: approx. US\$500,000

2023

- Highest contract value: approx. US\$ 200,000
- 2nd highest: approx. US\$70,000
- 3rd highest: approx. US\$43,000

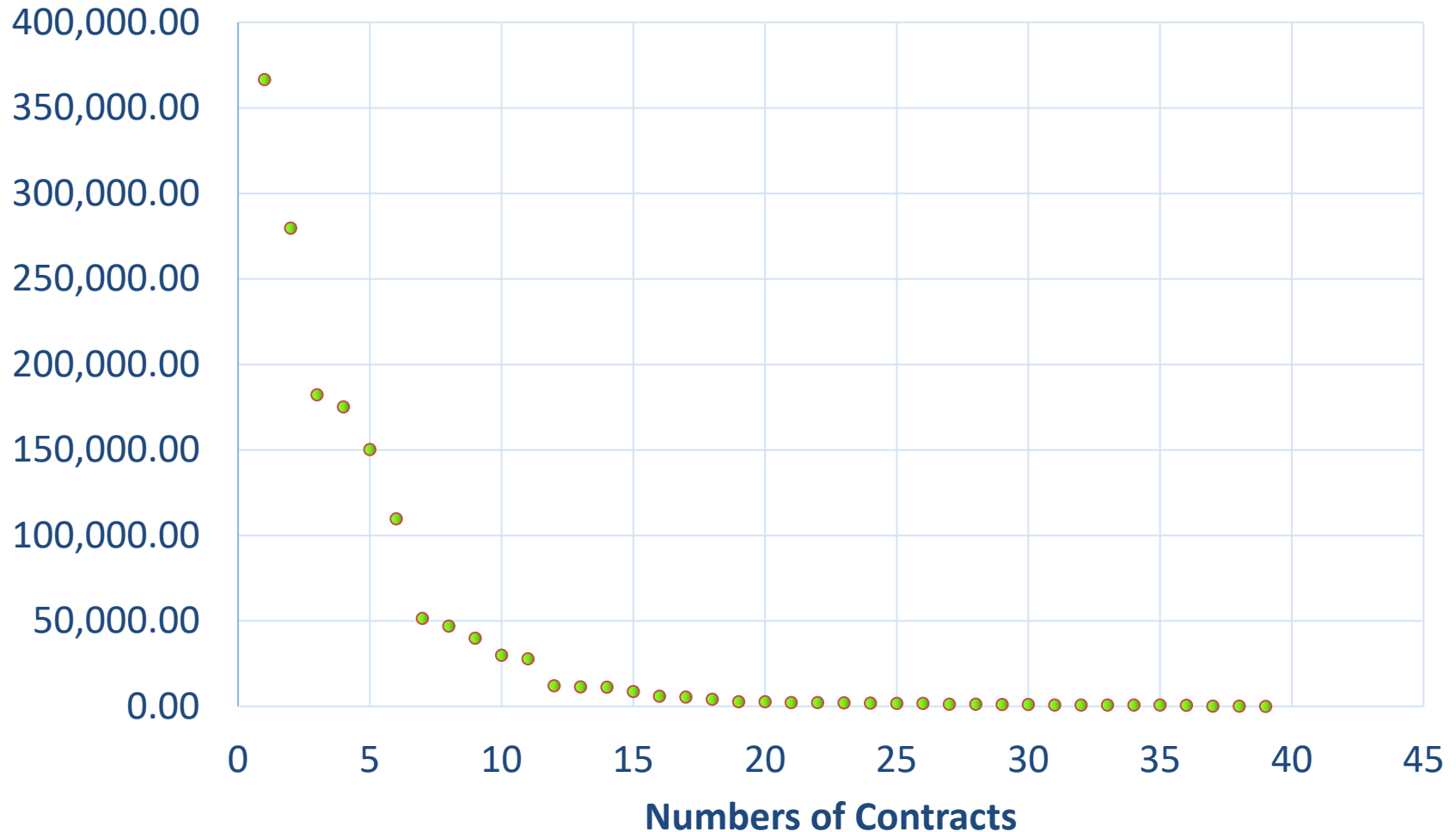
UNIDO TC 調達実績：日本企業

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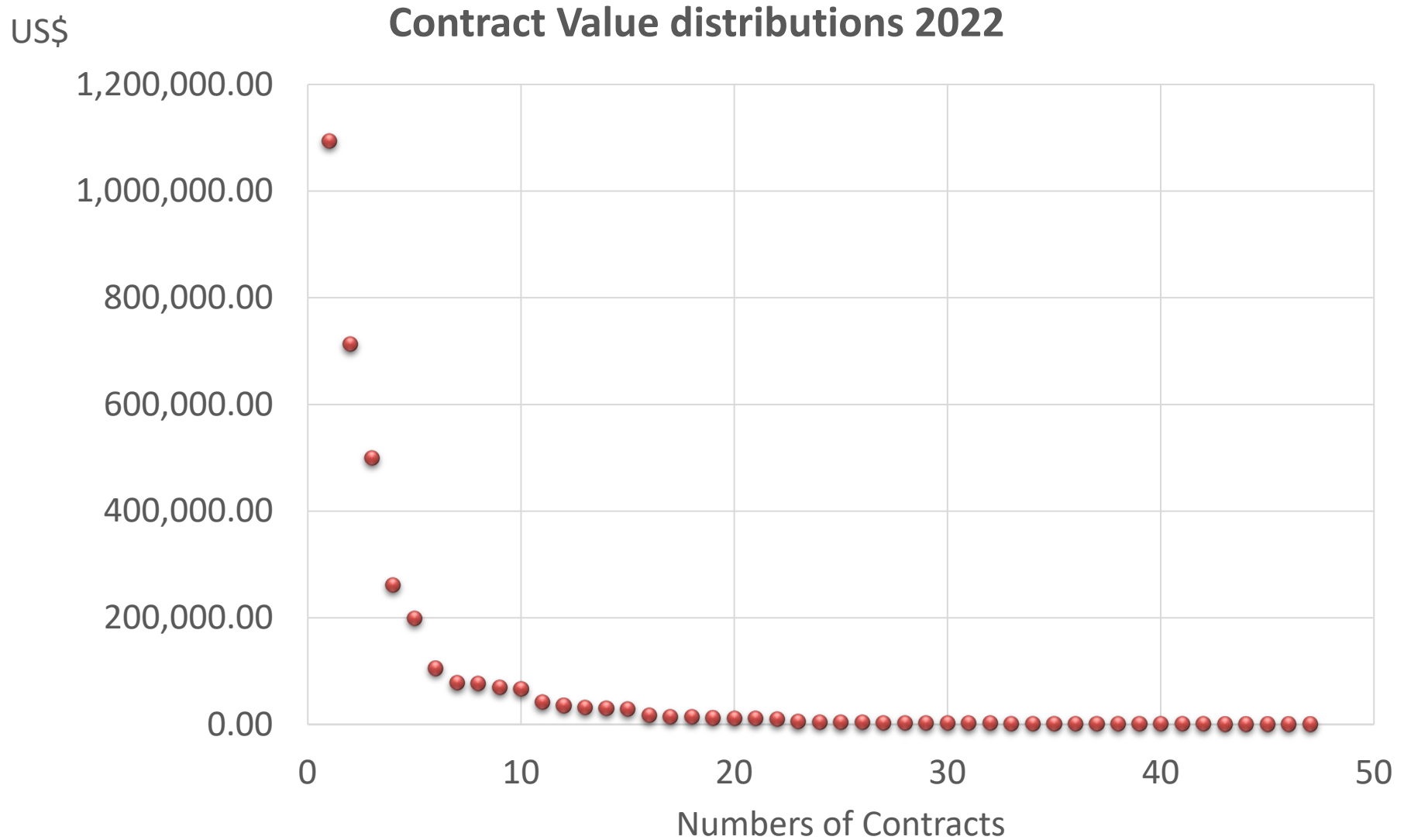
US\$

Contract Value distributios 2021



UNIDO TC 調達実績：日本企業

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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？
-



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！



Thank you