

# DOING BUSINESS WITH THE UNITED NATIONS



# AGENDA

- **INTRODUCTION TO UN PROCUREMENT**
  - Overview
  - The UN Global Market Place
  - The Procurement Process
  - Top Tips to winning business
- **UN AGENCIES**
  - Geneva
  - Copenhagen
  - New York
- **DEPARTMENT FOR BUSINESS & TRADE SUPPORT**
  - Global Aid & Development UK Directory
  - How we support UK Companies
  - Events
  - Q&A

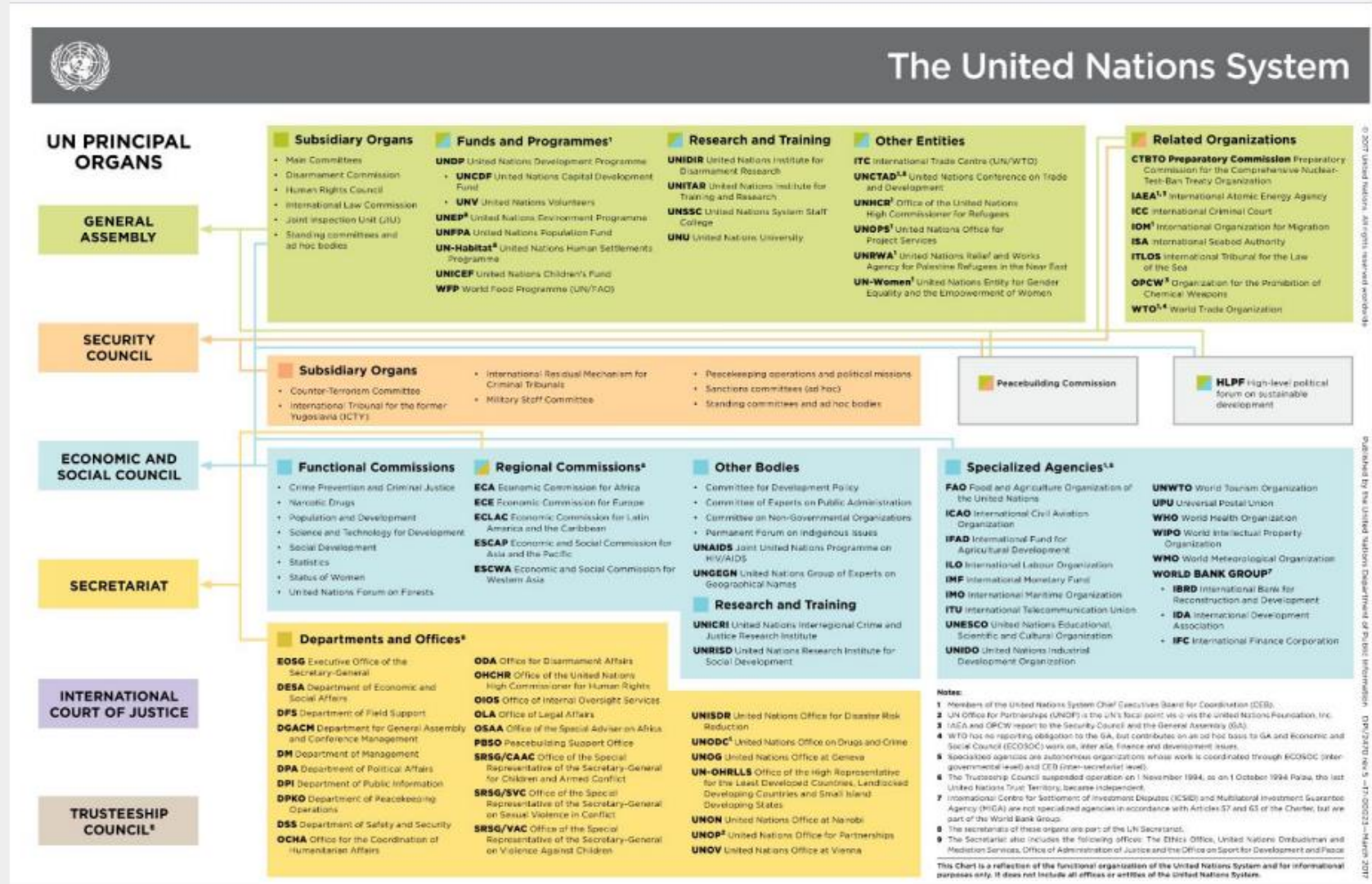
# UN Overview

Each organization has their own procedures, requirements & functions.

You need to identify the UN organizations that procure your goods & services.

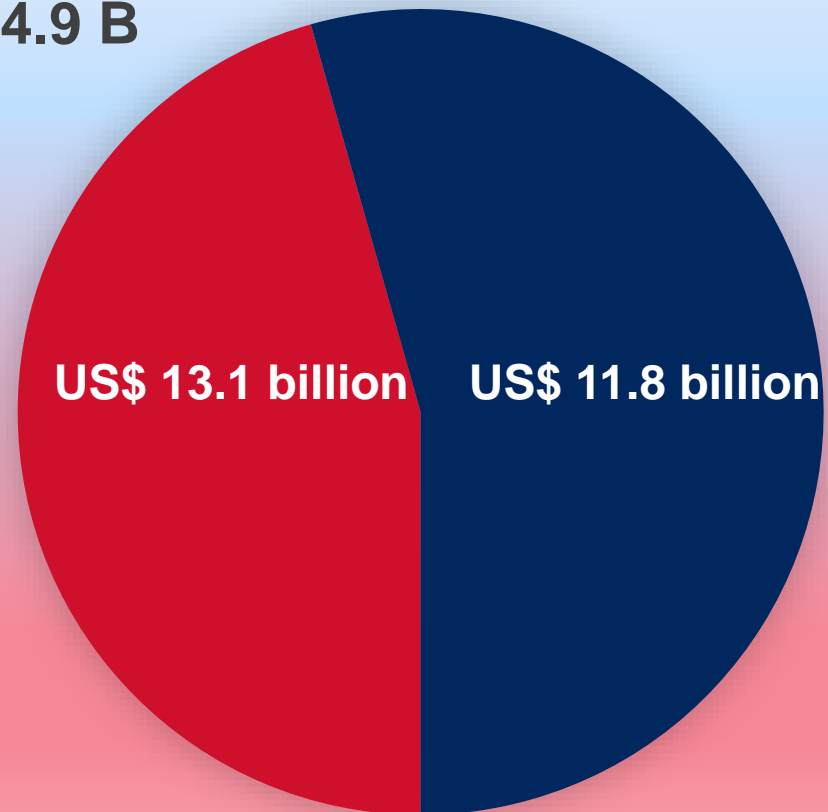
## The UN market is not a single organization

6 principal organs, 38 specialized agencies, bodies, funds, and programs



## What's it worth?

Total procurement in 2023:  
US \$24.9 B



■ Services  
■ Goods

# Largest UN Organisations by Procurement Volume 2023

UN Organisation (DBT Team)	Procurement Value (USD Million)
UNICEF (Copenhagen)	5,244
WFP (Geneva)	4,483
UN Secretariat (New York)	2,939
UNDP (Copenhagen)	2,547
UNOPS (Copenhagen)	1,604
WHO (Geneva)	1,520
UNHCR (Geneva)	1,320
IOM (Geneva)	1,193
PAHO	981
FAO (Geneva)	753

# Top Ten Procurement Categories in 2023

Category	Procurement Value (USD Million)
Health	4,823.9
Construction, Engineering and Science	3,520.5
Food and Farming	2,744.8
Administration and Operations	2,731.6
Transportation and Storage	2,562.7
Media, IT and Communications	2,045.9
Travel, Accommodation and Catering Services	1,594.0
Utilities	1,218.3
Finance, Insurance and Real Estate	1,196.3
Humanitarian Aid, Peace, Security and Safety	749.7



## UN Top Supplier Countries in 2023

	Country	Procurement Value (USD Million)
1	United States of America	2,224.9
2	Denmark	1,041.1
3	United Arab Emirates	927.2
4	Switzerland	907.9
5	Belgium	871.3
6	India	870.3
7	United Kingdom of Great Britain and Northern Ireland	692.3
8	Ukraine	684.4
9	France	669.0
10	Türkiye	665.3

# The United Nations Global Market Place

## [www.ungm.org](http://www.ungm.org)



- The United Nations Global Marketplace (UNGM) is the official procurement portal of the UN system
- UNGM provides potential suppliers with a single registration process for 30 UN organizations
- UNGM provides access to UN business opportunities
- UNGM disseminates relevant UN procurement information
- 496,000 Suppliers
- 31K tenders were published by 63 organizations in 2024



# The United Nations Global Market Place

## www.ungm.org



**UNGM**  
United Nations  
Global Marketplace

The screenshot shows the homepage of the United Nations Global Marketplace (UNGM). The browser address bar displays <https://www.ungm.org>. The header includes the United Nations logo, a language selector set to English, a Help Center link, and buttons for 'Log in' and 'Register'. The 'Log in' and 'Register' buttons are highlighted with an orange box, and an orange arrow points from a callout box to them. The main content area is titled 'Welcome To The United Nations Global Marketplace (UNGM)' and features a grid of nine tiles: 'Login and New Registrations', 'Procurement Opportunities', 'UNGM Pro', 'Organizations', 'Contract Awards', 'Knowledge Center', 'UNGM Help Center', 'Procurement Statistics', and 'Doing Business with the UN Organizations'. A callout box with a white background and a black border contains the text: 'Already have an account? Access ungm.org and click on **Log in**'.

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 Organizations. These are accessible publicly and free of charge on UNGM.

#### UNGM Pro

UNGM Pro equips you with tools to stay on top of tight deadlines and to efficiently identify the most relevant opportunities.

#### Organizations

This area is dedicated to organizations and provides access to features that support the procurement function.

#### Contract Awards

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

#### Knowledge Center

Find information on procurement

#### UNGM Help Center

The Help Center provides answers to your questions.

#### Procurement Statistics

The Annual Statistical Report (ASR)

#### Doing Business with the UN Organizations

Already have an account? Access ungm.org and click on **Log in**

Help

# The United Nations Global Market Place



## Three registration levels

The level is determined by the monetary value of contracts

### Basic level

Common registration  
process

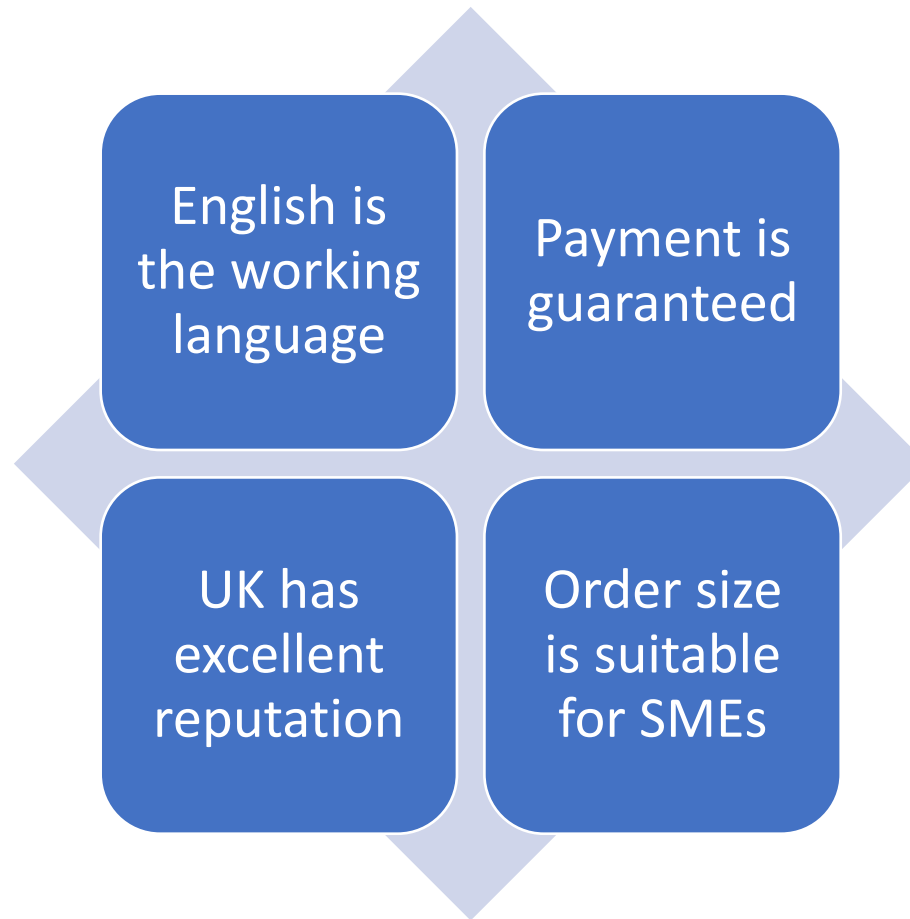
### Level 1

Some organizations require additional information

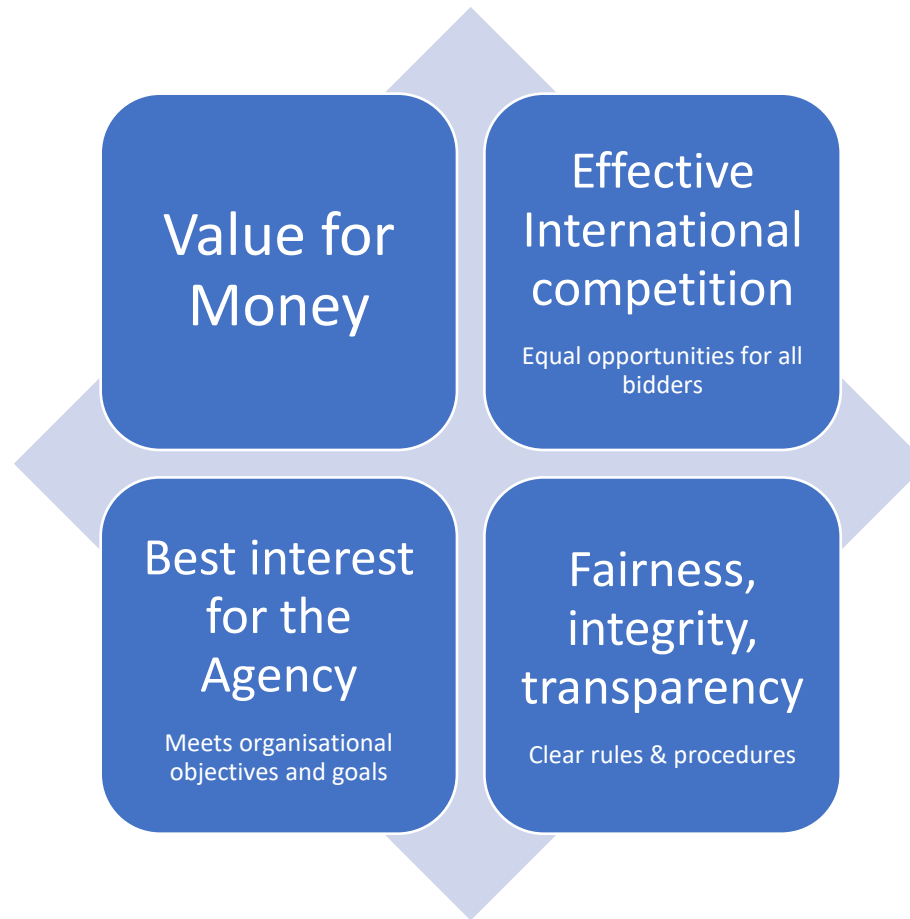
### Level 2

Please note that Level 1 and 2 submissions are **only reviewed** at the time of participating in a tender.

# Why sell to the UN?



# UN Procurement Principles





# UN Procurement – Selection Criteria

- Appropriate quality:  
Consider destination environment, skill level and availability of spare parts
- Value for Money
- Good after-sales service
- Reliable delivery
- Good Performance



# Methods of Solicitation - Examples

- **Electronic Tender Platforms** (multiple)
- **Sourcing**  
Expressions of Interest (EOI) or Request for Information (RFI)
- **Request for Quotation (RFQ)**  
Informal method. Standard, Off the shelf.
- **Invitation to Bid (ITB)**  
Requirements are defined. Technically compliant, lowest cost.
- **Request for Proposal (RFP)**  
UN is asking for the bidder's expertise to formulate a complex proposal

# Frame Agreements (LTAs)

- shorter lead-time
- improved quality control and supply security
- no minimum or maximum quantities guaranteed
- not exclusive to a single supplier
- binds suppliers to ex-stock deliveries
- competitive prices
- available to other members of UN Family



# Top Tips to Winning Business with the UN

- **Monitor Opportunities on the UNGM**
- **EOI – Early Market Engagement**
- **Respond to solicitation requests when invited.**
- **Know the strategy for each solicitation Instrument**
- **Study the terms and conditions of the contract before drafting your offer**
- **Understand the requirements of tenders – too many tender responses fail to meet minimum requirements**
- **Do not hesitate to ask questions/clarification before submitting your bid**
- **Be Responsive, Complete and Compliant in your offer**
- **Extend the validity of your offer - Do not let your offer expire if you can maintain the price longer.**

# Top Tips to Winning Business with the UN

- Answer questions quickly If you receive a request for clarification of your offer.
- Go beyond price & Compliance – Sustainability, Innovation & Story Telling – showing data & facts.
- You have 85% of the products/services required, subcontract for the remaining
- Respect submission deadlines
- Don't mix up the envelopes e.g price and technical offer – otherwise disqualified!
- Ask for a debrief – request feedback to help with future opportunities
- Find a local partner or have a presence in Country – increase in sourcing close to the need.
- Persevere! Don't get discouraged – normally takes several attempts to win the first bid

# Navigating Global Uncertainty – UN Procurement

- Geopolitical Instability
- Funding cuts
- Supply Chain Disruptions
- Increased collaborations between the UN Agencies
  - Increase efficiencies, reduce costs and avoid duplication of work e.g collaborative procurement
- Agile procurement processes – e-tendering
- Buying local – close to the need.
- Sustainable Procurement
  - Choose suppliers with energy-efficient, recyclable, or reusable products to reduce lifecycle costs

# United Nations Procurement

Geneva





# UN Family in Geneva



# UN Family in Geneva – 2023 Stats *(2024 to be issued soon)*

Organisation	Total spend in \$	UK share in \$
WHO	1.52 bn	54.7 m
UNHCR	1.32 bn	51.5 m
IOM	1.19 bn	12.4 m
ILO	326 m	11.5 k
UNOG (2021)	180 m	1.8 m
WIPO	169 m	18.3 m
UNAIDS	37.9 m	14.1 m
WTO	25.7 m	1 m
ITU	23.2 m	1.2 m
ITC (2021)	23.7 m	653 k
WMO	19.4 m	370 k



# The UN in Geneva: what do they buy?

## Services:

- Management and admin services
- Transportation, storage
- Building and maintenance services
- Consultancy services
- Financial and Insurance services
- Engineering and research services
- Education & training
- Editorial, graphic, design services

## Products:

- Medical equipment and supplies
- Pharmaceuticals, contraceptives, vaccines
- Hospital and teaching equipment
- Laboratory supplies
- Sports & recreational equipment
- Cleaning equipment
- Domestic appliances and electronics
- Vehicles and parts
- Water and sanitation supplies, water testing equipment
- Shelter
- IT and Telecoms equipment
- Power generators



## Also based in Geneva



ICRC



International Federation  
of Red Cross and Red Crescent Societies  
[www.ifrc.org](http://www.ifrc.org) Saving lives, changing minds.

Check: <https://itemscatalogue.redcross.int/>

# UN Agencies in Rome



## World Food Programme

Total spend: \$4.48b

UK spend: \$62.2m



## Food & Agriculture Organisation

Total spend: \$752.7m

UK spend: \$20.3m



## International Fund for Agricultural Development

Total spend: \$60.3 m

UK spend: \$5m

# UN Agencies in Rome



## World Food Programme

- Food and beverage products
- Transportation, storage
- Building and maintenance
- Engineering and research services
- Motor vehicles and parts
- Industrial manufacturing services
- IT and Telecom equipment



## Food & Agriculture Organisation

- Live plant and animal material
- Transportation, storage
- Building and maintenance
- Farming, fishing, forestry goods and services
- Vehicles, tools
- IT and Telecom
- Vaccines, medical equipment

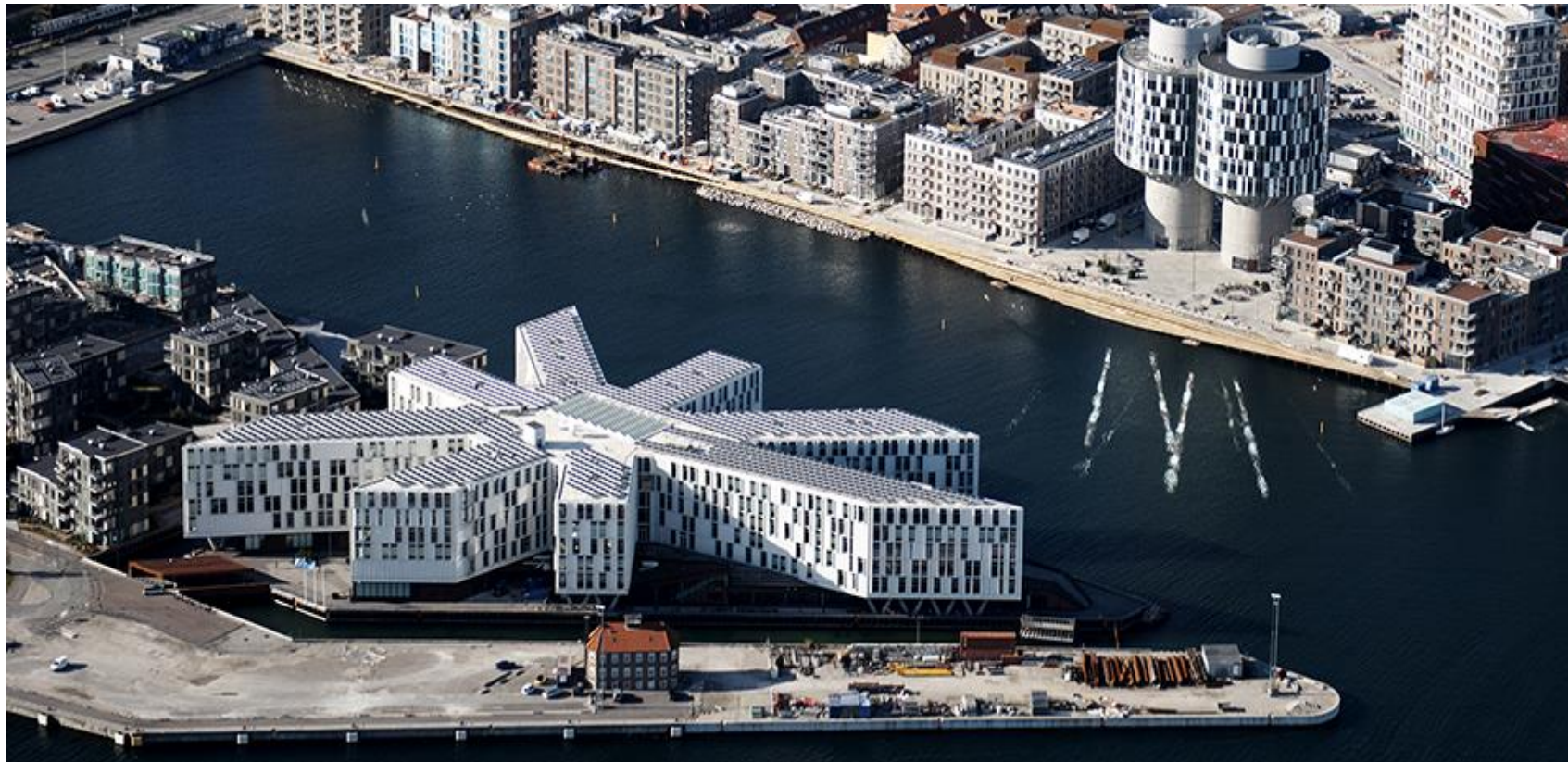


## International Fund for Agricultural Development

- Engineering and research services
- Politics and civic affairs services
- Travel, food, lodging
- Financial and insurance services
- Building and maintenance
- IT and Telecom equipment



# UN Procurement in Copenhagen



# UNDP

- Total Spend 2023: \$2.55 billion
- The United Nations Development Programme (UNDP) is the UN's global development network, working in over 170 countries and territories to eradicate poverty, reduce inequalities and build resilience to crises and climate change.
- Specialised Procurement Unit in Copenhagen:
  - Health
  - Crisis, Climate & Infrastructure
  - Governance/Elections
- 170+ decentralised offices – every office is a potential customer



# UNDP

## Top commodities 2023

	VALUE
Management & Admin Services	\$505.5 million
Engineering & Research Services	\$334.8 million
Motor Vehicles and Parts	\$175.1 million
Transportation, Storage, Mail Services	\$150.2 million
Travel, Food & Lodging	\$118.3 million
Power Generation Machinery	\$114 million
Education & Training Services	\$104.4 million
Medical Equipment & Supplies	\$99.4 million
Building & Maintenance Services	\$97.9 million
IT & Communication Equipment	\$92.8 million



# UNICEF

## Protection of children's rights - healthcare, education and safe water

- 190 countries
- 2023 spend: \$5.24 bn
- UK spend: \$184.4 million
- Tender Calendar
- Product Catalogues





# UNICEF

## Top commodities 2023

	VALUE
Vaccines, Pharmaceuticals, Contraceptives	\$2.4 billion
Medical Supplies & Equipment	\$554.6 million
Building & Maintenance Services	\$407.4 million
Management & Admin Services	\$377.8 million
Transportation, Storage, Mail Services	\$322.9 million
Financial & Insurance Services	\$236.3 million
Engineering & Research Services	\$198.3 million
Apparel, Luggage, Personal Care	\$112.8 million
Travel, Food & Lodging	\$111.8 million
Musical Instruments, Arts & Crafts	\$101 million

# UNFPA

- 2023 spend : \$538.9 million
- UNFPA is the United Nations sexual and reproductive health agency
- Mission: is to deliver a world where every pregnancy is wanted, every childbirth is safe and every young person's potential is fulfilled.
- Key Procurement Areas (examples): Contraceptives, Reproductive Health Kits, Medical equipment, Pharmaceutical products, Dignity & Menstrual hygiene kits, Midwifery kits.



# UNFPA

TOP PROCUREMENT CATEGORIES 2023	VALUE
Pharmaceuticals, Contraceptives	\$213.8 million
Transportation, Storage, Mail Services	\$52.1 million
Medical Equipment & Suppliers	\$50.5 million
Apparel, luggage & Personal Care	\$49.6 million
Management & Admin Services	\$43.2 million
Travel, Food & Lodging	\$32.3 million
Editorial, Design & Graphic Services	\$14.7 million
Engineering & Research Services	\$13 Million
Motor vehicles & parts	\$10.2 million



# UNOPS

- UN Nations Office for Project services
- Operational arm of the UN – implementing projects for the UN, international financial institutions, governments and other partners.
- Independent, self-financing organisation since 1995
- Focus on Decentralised Procurement
- 2023 spend : \$1.6 bn.



# UNOPS

TOP PROCUREMENT CATEGORIES 2023	VALUE
Building & Maintenance Services	\$230.8 million
Motor Vehicles and Parts	\$177.9 million
Laboratory and Testing Equipment	\$132.6 million
Engineering & Research Services	\$130.1 million
IT & Communications	\$125.8 million
Fuels & Lubricants	\$106 million
Medical Equipment & Supplies	\$100.3 million
Land, Building & Structures	\$85.5 million



# The UN in New York



**PD**  
Procurement Division



**UNDSS**



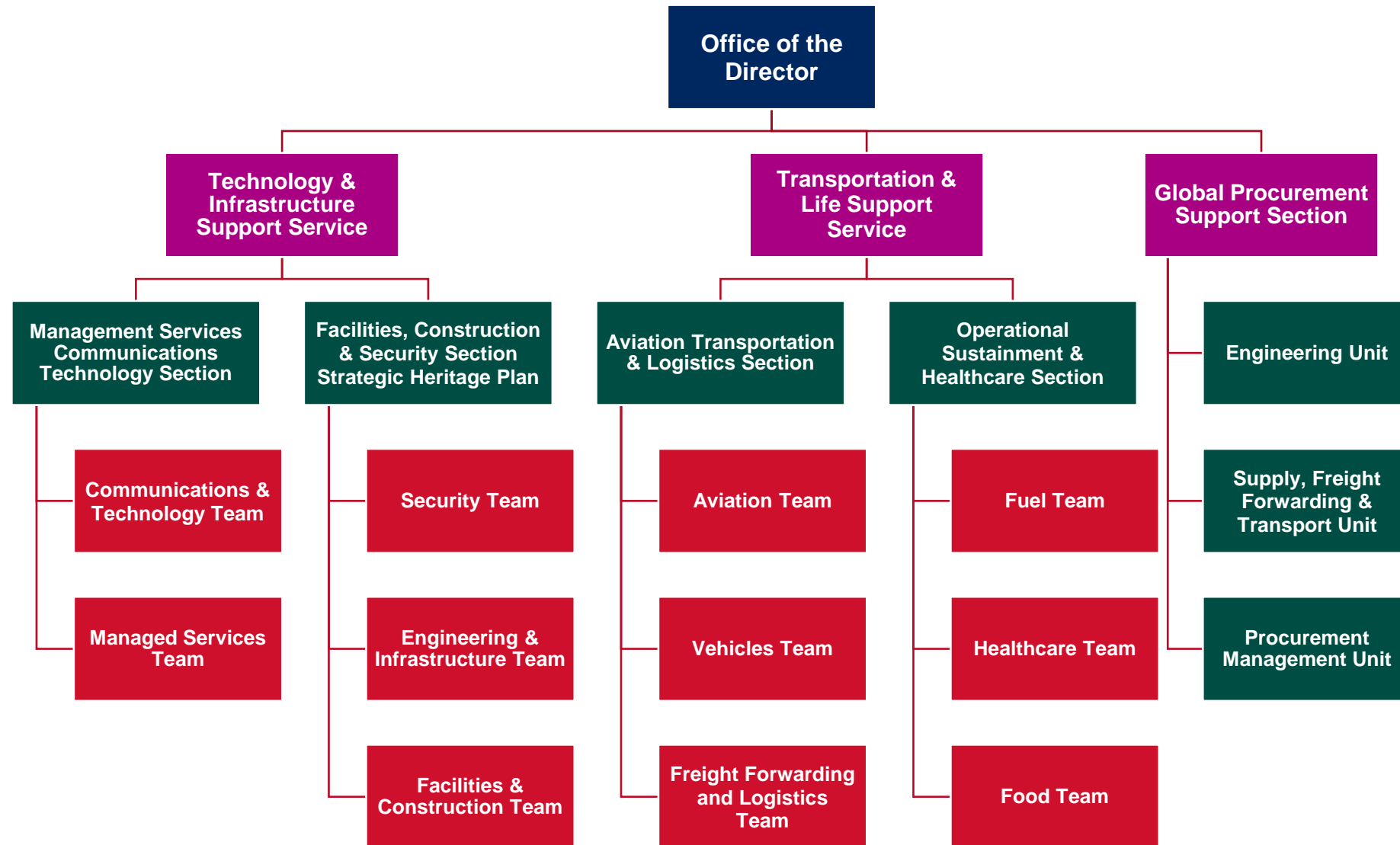
# New York – UN Procurement Division

**(UNPD)**



- UN Secretariat procured about \$2.94 billion in goods and services in 2023 (2024 numbers available soon)
- UNPD procures goods and services on behalf of UN Headquarters Departments such as:
  - The Office of Information and Communications Technology (OICT)
  - Facilities Management Service (FMS)
  - Department of Peacekeeping Operations (DPKO) HQs and peacekeeping missions

# Procurement Division Organizational Chart



# UN Procurement Division Spending by Category

Category (UNSPSC segment level)	Procurement amount (USD)
Transportation, Storage, Mail Services	\$ 583 million
Travel, Food and Lodging	\$ 320.8 million
Fuels and Lubricants etc.	\$ 299.7 million
Building and Maintenance Services	\$ 293.6 million
Food and Beverage Products	\$ 273.9 million
Engineering and Research Services	\$ 255.8 million
Management and Admin Services	\$ 180.5 million
IT and Communications Equipment	\$ 135.1 million
Industrial Cleaning Services	\$ 68.9 million

# New York - UN Department of Safety & Security

## (UNDSS)



- UNDSS provides safety and security services to the various UN agencies, which includes writing technical specifications for security related UN tenders across the various UN agencies.
- UNDSS is currently undertaking a project to update the security infrastructure at the Secretariat and regional HQ offices, offering numerous opportunities to UK companies, notably in physical security and cybersecurity.



# UNDSS Delegation visited with 30+ UK security companies



## 2025 Security & Policing Conference - London



# Get listed in our Annual Directory of UK suppliers to the UN



## Education & Training

Select "MORE INFO" under each logo to review the company and to contact them directly.

ALEIDO

More info



More info

BRITISH COUNCIL

More info

envisia  
LEARNING

Global Health  
Education Group

ILS



## Please select a sector to browse the directory:

Select "MORE INFO" under each logo to review the company and to contact them directly.

Administrative & Business Services

Education & Training

Energy, Renewables & Electricity

Finance, Insurance & Payment  
Systems

Food & Agriculture

Healthcare Supplies, Services &  
Facilities

Humanitarian Aid & Development  
Consultancy

Infrastructure, Engineering &  
Construction

IT, Telecommunications &  
Cybersecurity

Pharmaceuticals

Safety, Security & Risk Management

Transport & Logistics

Vehicles & Spare Parts



# Annual Directory of UK suppliers to the UN



[DBT Global Aid & Development Directory](#)



**Please select a sector to browse the directory:**

Select "MORE INFO" under each logo to review the company and to contact them directly.

Administrative & Business Services

Education & Training

Energy, Renewables & Electricity

Finance, Insurance & Payment  
Systems

Food & Agriculture

Healthcare Supplies, Services &  
Facilities

Humanitarian Aid & Development  
Consultancy

Infrastructure, Engineering &  
Construction

IT, Telecommunications &  
Cybersecurity

Pharmaceuticals

Safety, Security & Risk Management

Transport & Logistics

Vehicles & Spare Parts

# Company Registration link for Directory



# **How We Support UK Companies with UN Opportunities**

**Arranging UN Procurement Trade Missions, Procurement Seminars, Exhibitions**

**Bringing UN delegates to events/ exhibitions in the UK**

**Supporting introductions to UN Procurement Teams**

**Sector-Specific Webinars**

**General Advice on UN Procurement & Opportunities**



# EVENTS

## AIDEX – 22-23 OCTOBER 2025 GENEVA





# EVENTS

## 4TH UN INTERNATIONAL PROCUREMENT SEMINAR UN CITY, COPENHAGEN



# UN Liaison Officers

## GENEVA & ROME

Marie Gow

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## COPENHAGEN

Joanne Ganthier

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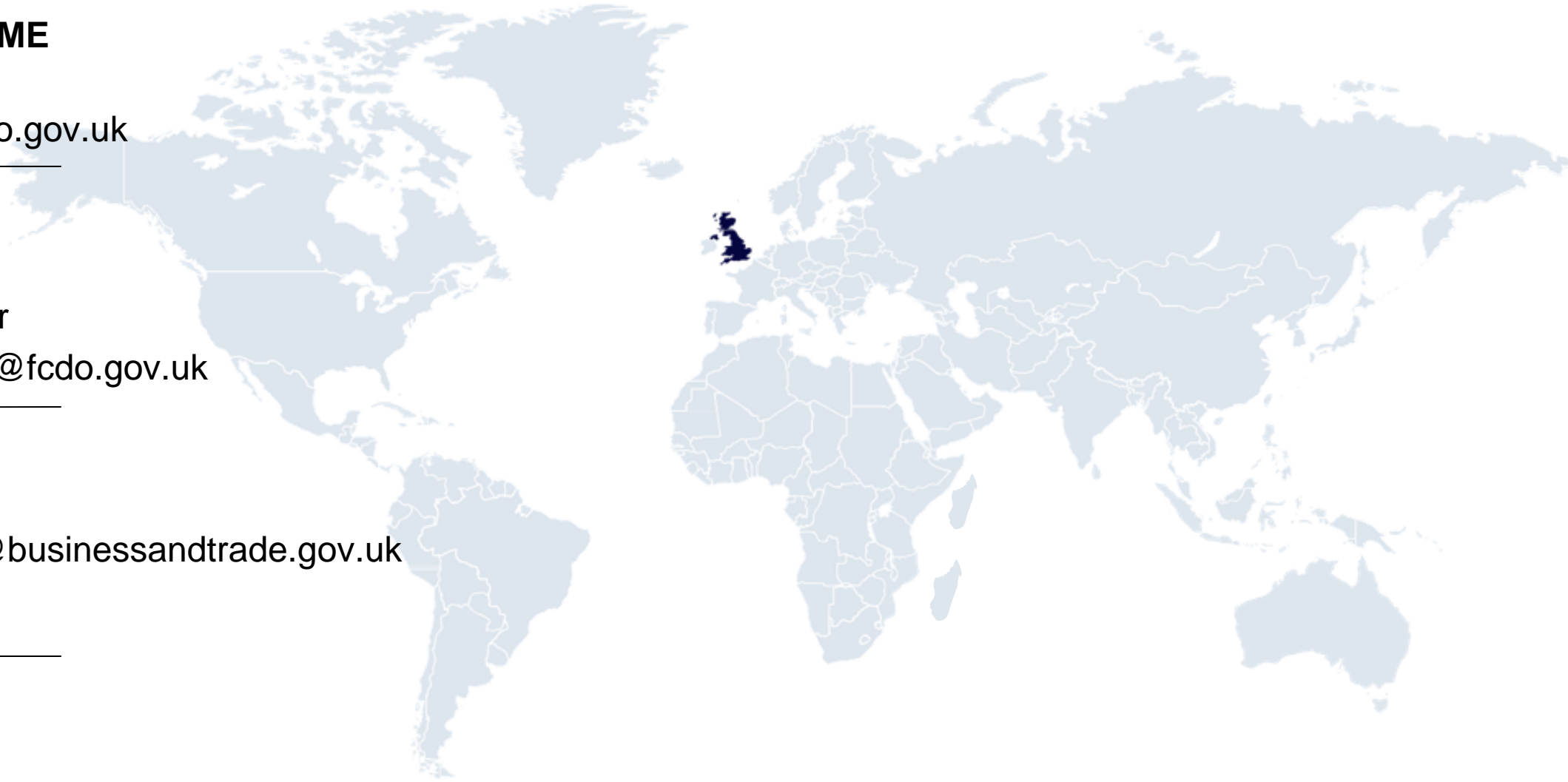
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## NEW YORK

Pete Newman

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## Q&A





# Department for Business & Trade