UN SHP Business Seminar

"Doing business with the United Nations and SHP Procurement Processes and Timelines"

Prepared by :

Lemoine SHP/UNOG

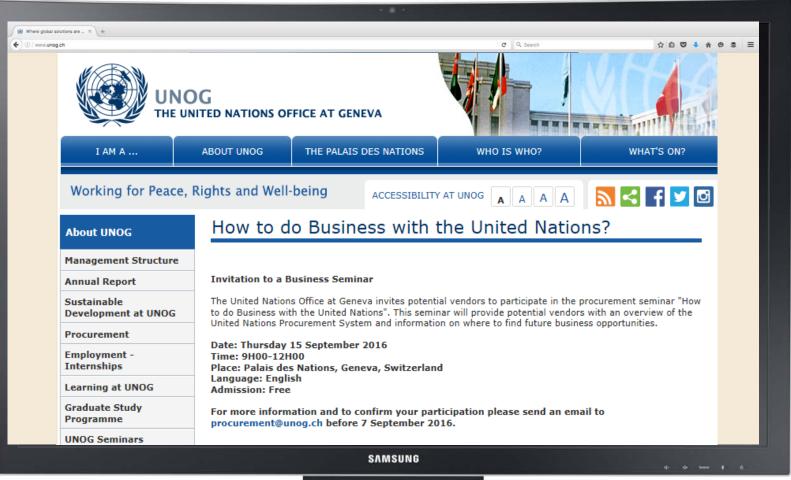
Date:

5 October 2016

Boi-Lan Nguyen

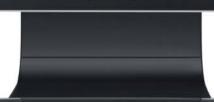


Business Seminar



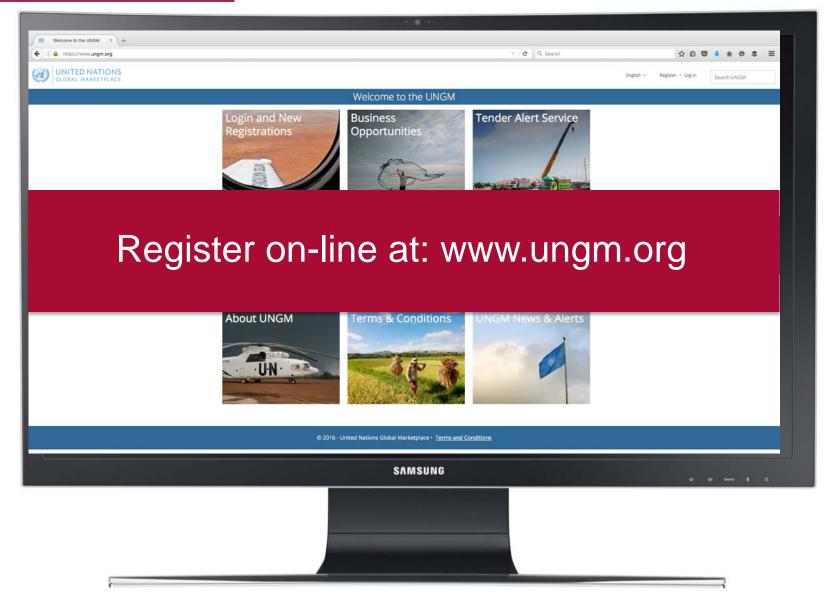
Upcoming Business Opportunities

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Working for Peace, F	Rights and Well	-being	ACCESSIBILITY AT UNC	G A A A A	24	f 🗾 🖸	
About UNOG	Upcomin	g Busine	ess Opportun	ities			
Management Structure							
Annual Report	 The notice to submit 		posted for information or	ly and do(es) not constitut	te an invitatio	n to bid or	
Sustainable Development at UNOG	2. The inform	ation contained nd services to re		rimarily to encourage new ons Global Marketplace (UN			
Procurement	Vendors w	ho are interested		or any future solicitations,		ed to	
Overview	Vendors w	ho are registered	d in UNGM, and who are i	siness with the UN Secreta nterested in participating i	n any of the a		
CPAG				nterest to the Purchase an ng fax number +41(0)22 9			
Global Compact	tenders@u 5. To know m	-	ntied Nations Secretariat	an the UN agencies busine	ess opportunit	ties, please	
Vendor Registration			bal Marketplace (UNGM)		ioo opportanit	ico, picase	
Vendor Code of Conduct							
Award Procedure	Code	Title			D)ate	
Conditions of Contract			é Incendie et Sécurité au			June 2016	
Upcoming Business				s d'eau de ville et des tours nève pour la période 2016 -		June 2016	
Opportunities	EOIUNOG12581	rojet de mise en		ité au Palais des Nations - I		June 2016	
Acquisition Plan	EOIUNOG12610	emplacement de		la salle de conférence XX d	Ju Palais 13	3 June 2016	
Awards		les Nations					
Complaints		ténovation de col Genève, Suisse	lonnes sanitaires des Bâtii	ments A et B du Palais des	Nations à 31	June 2016	
Statistics							



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Madatory Registration at UNGM



UNGM functionalities

Keeping abreast of upcoming business opportunities

- Over 300 active notices at any one time
- Published by over 40 UN organizations and entities
- FREE access to procurement notices
- FREE registration form online available in 3 languages
- One of first steps in doing business with the UN
- Becoming a requirement for more and more UN organizations in order to participate in tenders



Procurement Basic Level

Contract value - up to USD 40,000

- Basic vendor information (name, address, etc.)
- Pre-requisites for eligibility
- Acceptance of UN Supplier
 Code of Conduct
- Information on countries in which you do business
- Classification of your goods
 and services



Procurement Level 1

Contract value < USD 500,000

- In business for >3 years
- Certificate of incorporation
 or equivalent document
- 3 independent, nonaffiliated references
- Names of owner(s) and principals
- The names of intermediaries, agents and/or consultants



Procurement Level 2

Contract value > USD 500,000

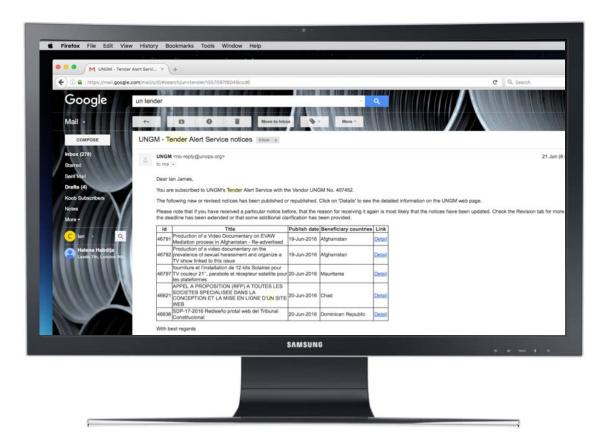
- Reference letters from three independent, non-affiliated clients/companies
- Income Statements and Balance Sheet (audited/certified financial statements or equivalent) for the last three years
- Completed Basic and Level 1 registration.
- Registration level visible in UNGM (email alert).

If not sure send an email to the contact in UNGM or UNOG Procurement



UNGM Tender Alert Service

- Online and easy subscription to the Tender Alert Service on <u>www.ungm.org</u>
- Receive relevant business opportunities
- Automatic e-mail alerts
- UNGM Interactive Guide



Useful tips for UNGM registration

In order to do business with UNOG, select UN Secretariat

- Translation (English or French) of certificate of incorporation
- Financials audited/ established by 3rd party
- Provide a GENERIC email address(es)

For any queries please contact: procurement@unog.ch



Types of Solicitations

- REOI Request for Expression Of Interest
- RFQ \$4k < \$40k Request For Quotation Award to lowest priced technically compliant offer
- ITB \$40k -> + Invitation to Bid Award to the lowest priced

technically compliant offer

RFP \$40k -> +
 Request For Proposal
 Award to most responsive
 Best Value for Money



UNOG E-tendering

- Issuance of RFP
- Clarifications
- Submission of proposals
- Integrated with UNGM
- Used by many Organizations



SHP Contract awards

Contracts in the range between 10m to 100m CHF

- Architectural & Design Services – Awarded to SOM / Burckhard + Partners
- Project Management Services – Awarded to Hill International
- Risk Management Services
 awarded to MACE
- Technical Services
 Consultant Bid Under
 Evaluation
- Legal Services Bids under evaluation





UNOG E-tendering

Contracts below 10m CHF

- Civil and Structural Engineering Services awarded to PRAS TECNICA
- Hazardous Materials Intrusive Survey awarded to BMG

Pras Tecnica Edilizia Srl