

UN SHP Business Seminar

“Doing business with the United Nations and SHP Procurement Processes and Timelines”

Prepared by :

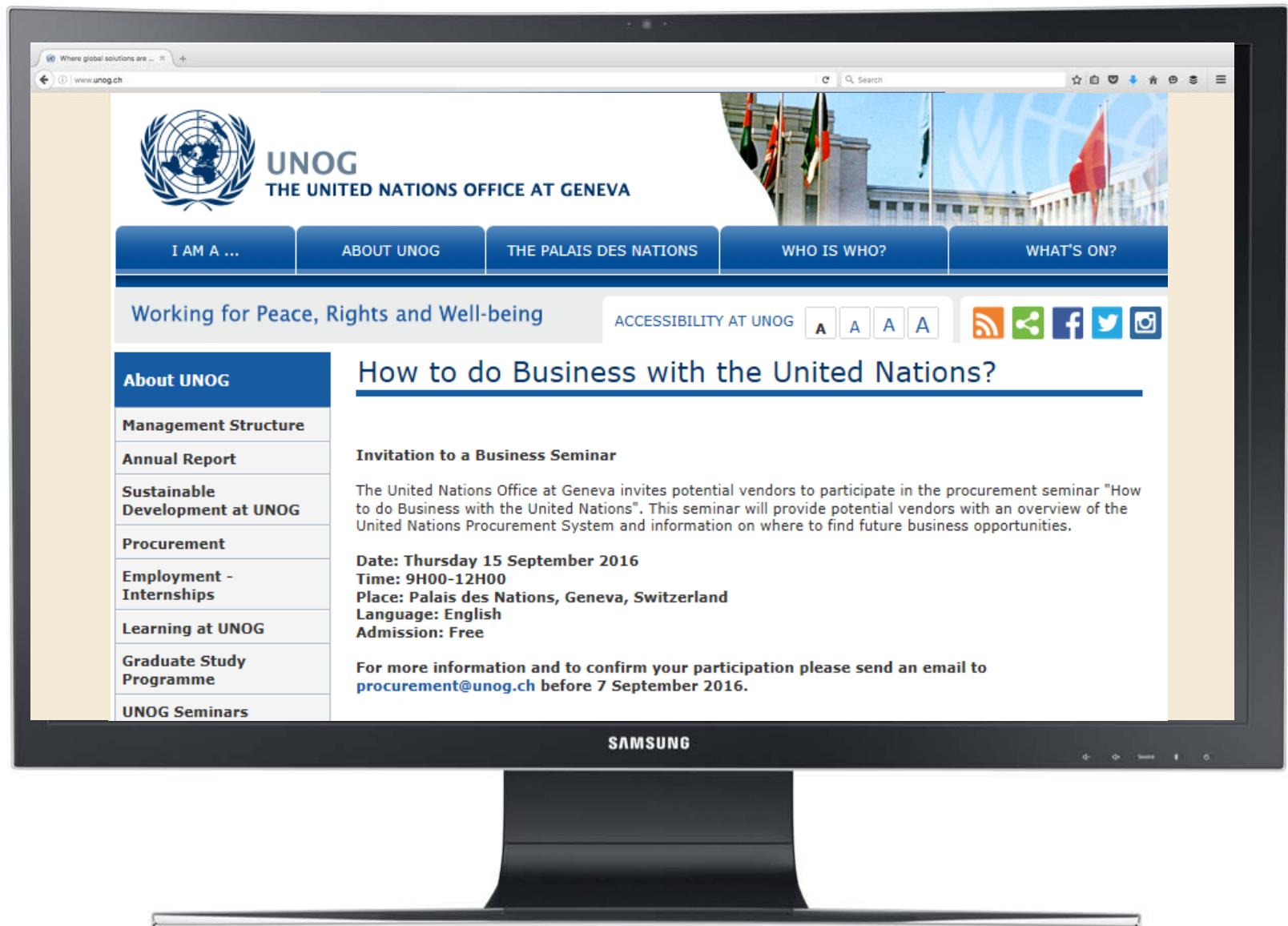
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Date:

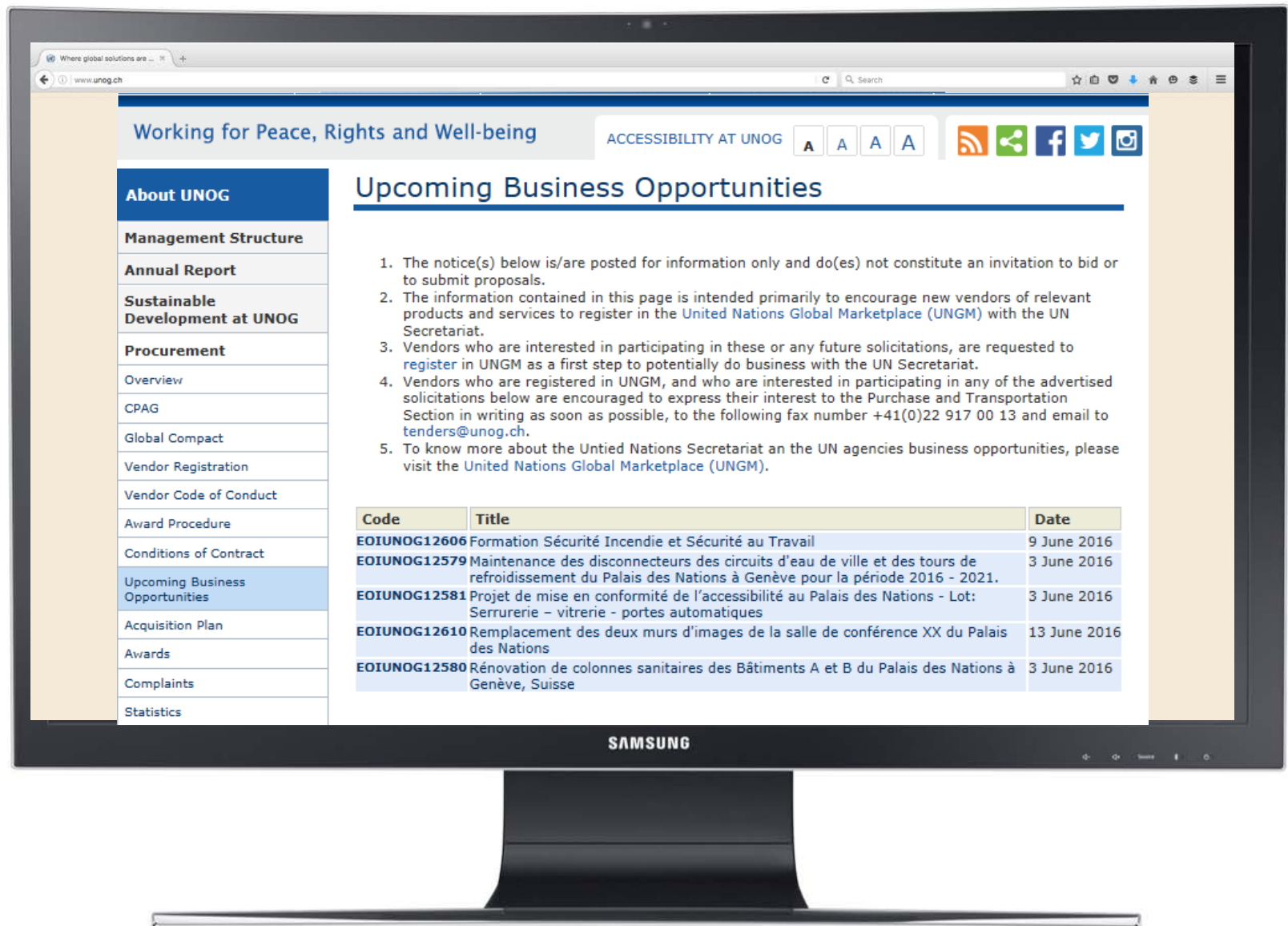
5 October 2016



Business Seminar



Upcoming Business Opportunities



Mandatory 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, non-affiliated references
- Names of owner(s) and principals
- The names of intermediaries, agents and/or consultants



Procurement Level 2

**Contract value
> USD 500,000**

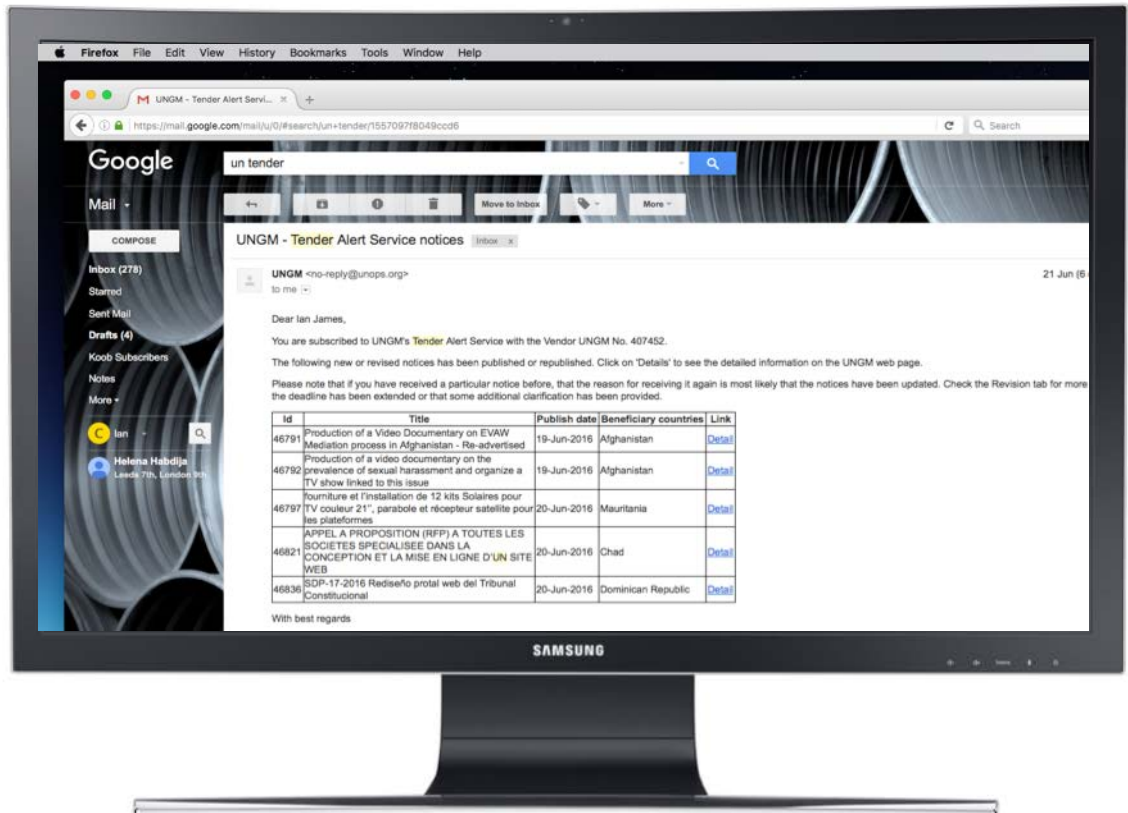
- Reference letters from three independent, non-affiliated clients/companies
- Income Statements and Balance Sheet (audited/certified financial statements or equivalent) for the last three years
- Completed Basic and Level 1 registration.
- Registration level visible in UNGM (email alert).

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 www.ungm.org
- 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