



# 2018 Business Seminar For Japanese Companies

## UNIDO Procurement Activities



**Michael Dethlefsen**  
Chief of Procurement  
PPS/OSS/PRO



# Contents

## Mandate of UNIDO

### UNIDO Procurement

- Procurement Supporting Technical Cooperation Initiatives
- UNIDO Procurement at a Global Level
- UNIDO Procurement by Category

### Japan and UNIDO Procurement

- Top Goods and Services Procured from Japan
- Japanese Companies and UNIDO
- What can Japan Supply to UNIDO?

### UNIDO eProcurement

- UNIDO's eProcurement Portal
- Engaging with UNIDO - Forms of Collaboration
- Procurement Tips





## Mandate of UNIDO

### Inclusive and Sustainable Industrial Development (ISID)

### Sustainable Development Goals (SDGs)

#### Advancing Economic Competitiveness

Advancing economic and industrial growth

#### Creating Shared Prosperity

Advancing poverty eradication and inclusiveness

#### Safeguarding the Environment

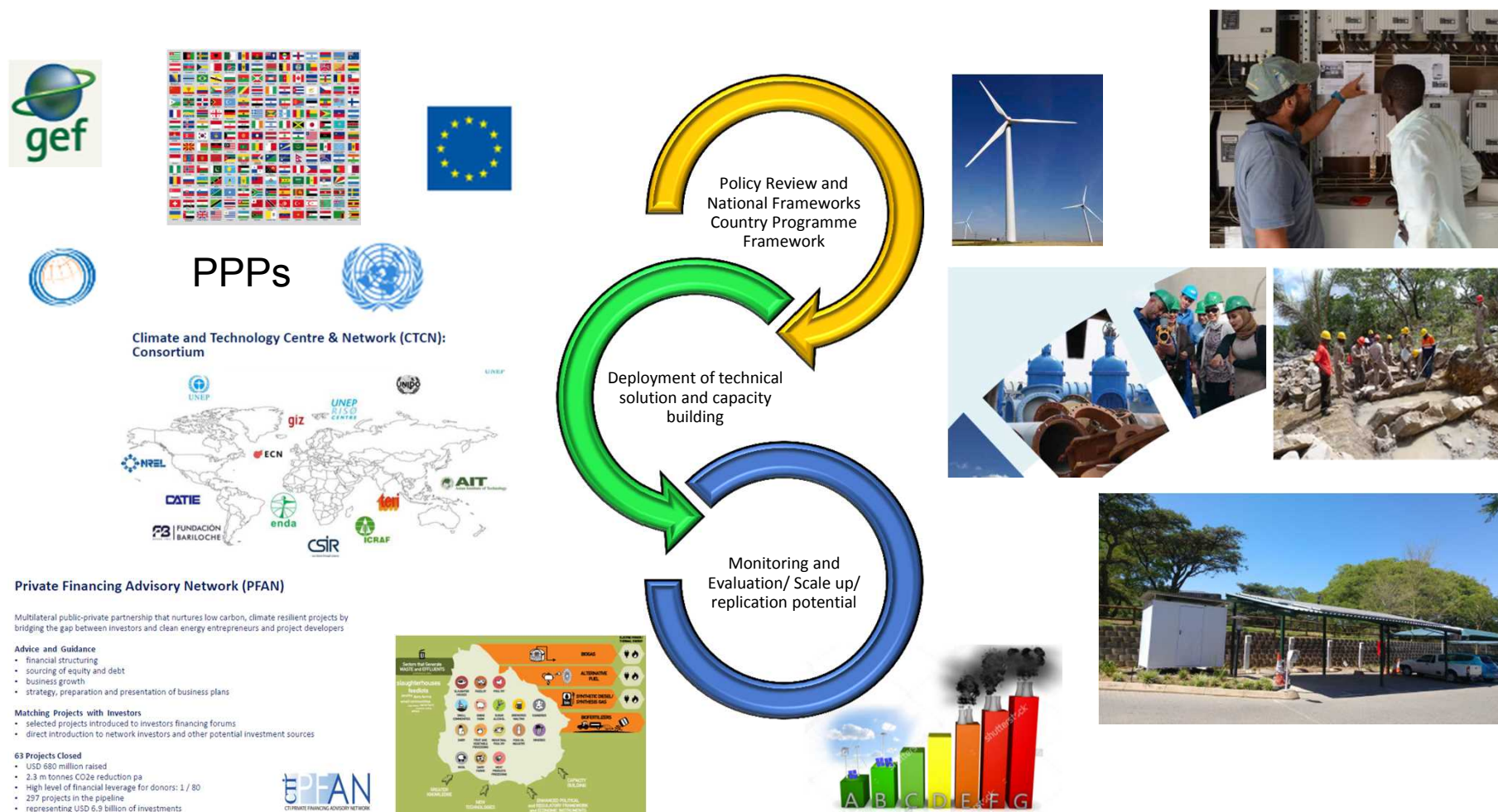
Advancing environmentally sustainable growth



**ISID** INCLUSIVE AND  
SUSTAINABLE  
INDUSTRIAL  
DEVELOPMENT



## Procurement Supporting Technical Cooperation Initiatives







UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



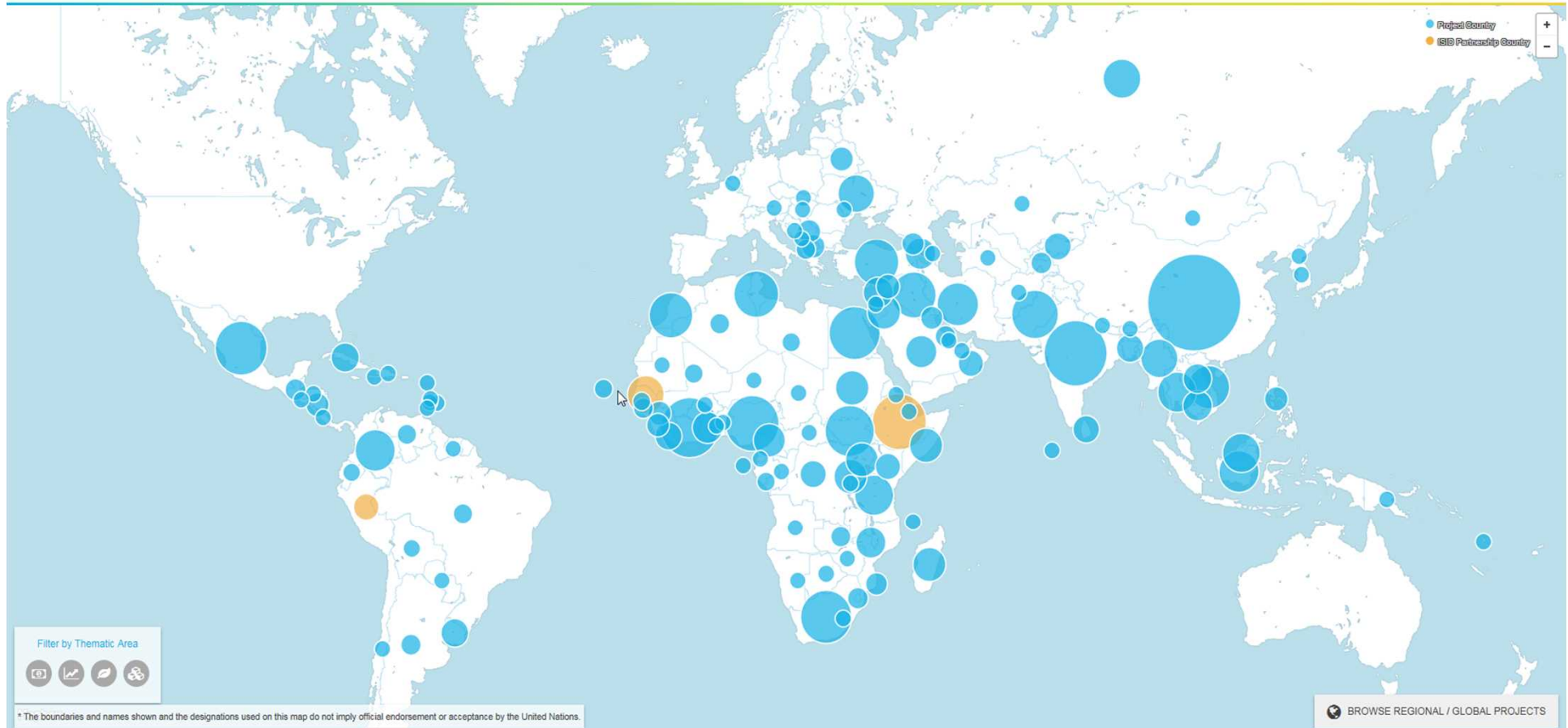
**SUSTAINABLE DEVELOPMENT GOAL 9**  
INDUSTRY, INNOVATION AND INFRASTRUCTURE

## UNIDO Procurement at a Global Level



2017

Home Projects by country Procurement Publications Scorecard About



Countries & Regions

Ongoing Projects	Total Budget	Total Expenditures	2017 Budget	2017 Expenditures
864	\$1395.89M	\$925.68M	\$307.08M	\$202.23M



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT

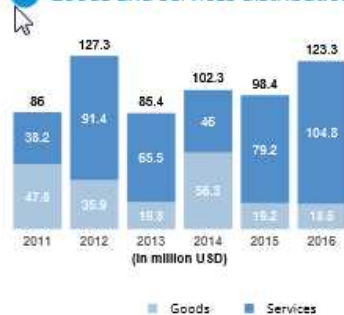


WWW.UNIDO.ORG

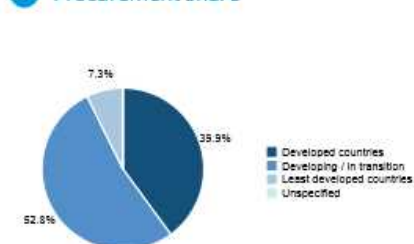


## UNIDO Procurement by Category

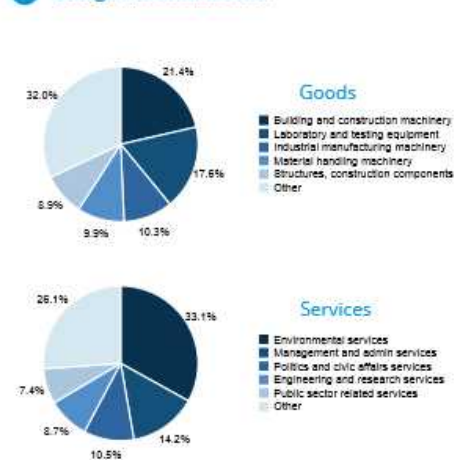
1 Goods and services distribution



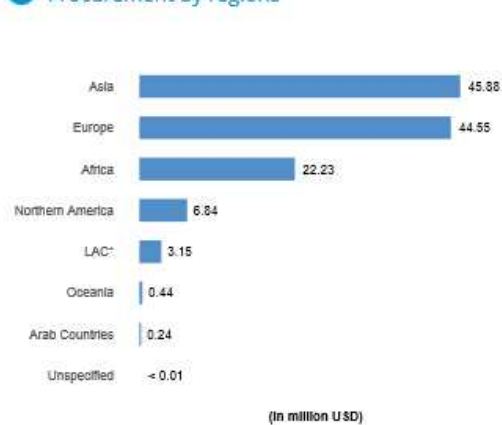
2 Procurement share



3 Categories distribution



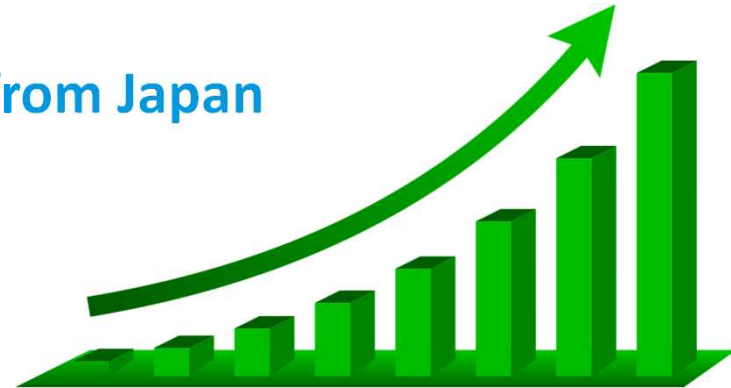
4 Procurement by regions







## Top Goods and Services Procured from Japan



### Goods:

- Renewable energy systems
- Energy control systems
- Agro-industry processing equipment
- Industrial equipment

### Services:

- Advertising services
- Facility maintenance and repair services
- Infrastructure maintenance and repair services
- Writing and translation services
- Banquet and catering services
- Management support services





## Japanese Companies and UNIDO

 **TOYOTA TSUSHO**



 **NIPPON EXPRESS**

 **JAG Seabell Co., Ltd.**

 **INGÉROSEC**  
アンジェロセック



**KOMATSU®**

**TOYOTA**

 **SUMITOMO  
ELECTRIC**

 **pwc** | Japan

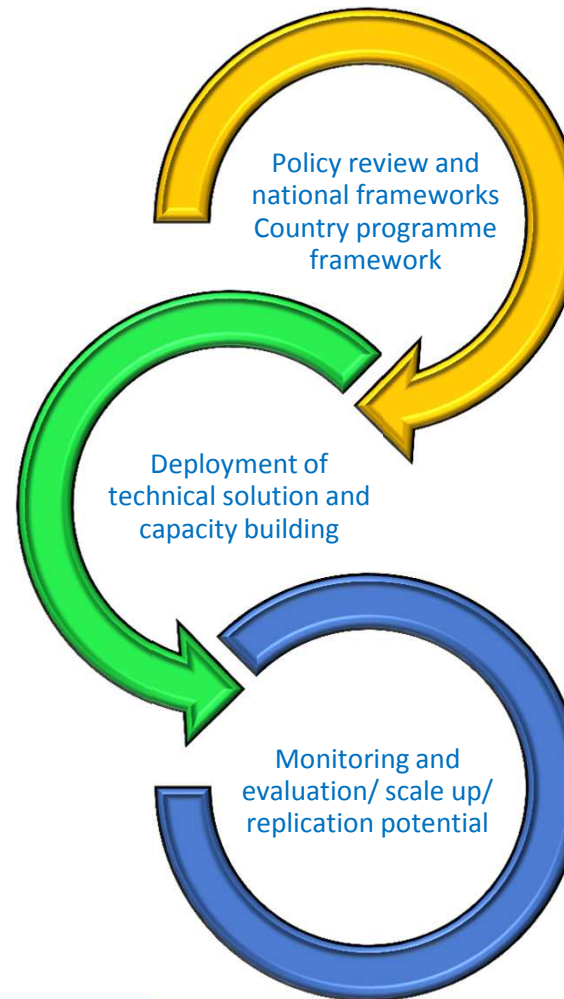
Changing lives - creating shared opportunities – jobs - a brighter future





## What can Japan Supply to UNIDO?

- Consultancy services
- Supply of equipment
- Turn-key contracts
- Construction works
- Training and capacity building services
- Accreditation services
- IT infrastructure
- TV and media services
- Engineering design review services
- Environmental and social impact studies
- Logistics services



- Pre-feasibility studies
- Feasibility studies
- Project design services
- Technological solutions

- Project evaluation services
- Monitoring and oversight services
- Verification and audit services
- Knowledge transfer
- Study tours



## UNIDO's eProcurement Portal

Please visit: <https://procurement.unido.org/>

### 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](#).

### Browser Detection



You are using Firefox 30.0

### Browser Plugin Detection

Pop-up Blocker: **Disabled**

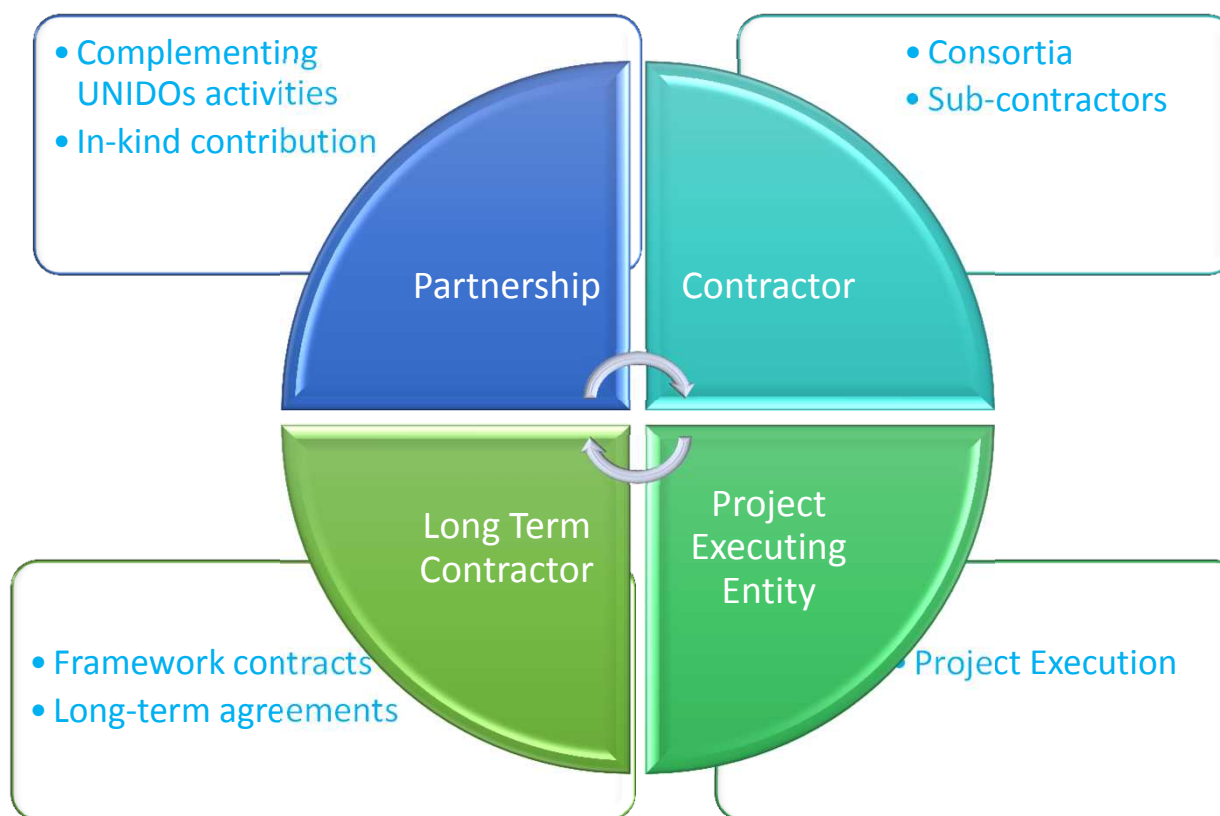
Adobe Reader: **installed, please set Adobe Reader as default PDF viewer.**

JAVA: **Installed & enabled**





## Engaging With UNIDO - Forms of Collaboration





## Procurement Tips

- ☐ Make use of information/publications available on the procurement page of UNIDO's website: [www.unido.org/procurement](http://www.unido.org/procurement)
- ☐ Register on the UNIDO eProcurement portal and UN Global Marketplace (UNGM) at [www.ungm.org](http://www.ungm.org)
- ☐ Regularly monitor procurement opportunities published on UNIDO and UNGM websites;
- ☐ Always respond when invited to submit a bid, even if you should not be in a position to participate
- ☐ Read UNIDO's generic model of contract and general conditions carefully
- ☐ Use your right to ask for clarification if anything in the bidding documents is unclear
- ☐ Ensure that your bid meets all requirements; if you cannot meet all requirements consider to sub-contract or form joint-venture/consortium
- ☐ Submit required certificates, financial statements, catalogues, reports, etc. in the required format and language
- ☐ Ensure sufficient time to prepare offers carefully
- ☐ Prepare the offer to facilitate the work of UNIDO
- ☐ Study bidding documents carefully
- ☐ Understand the ethics and confidentiality provisions
- ☐ Clearly mark and sign bids as required
- ☐ Meet deadline for submission of bids



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



**SUSTAINABLE DEVELOPMENT GOAL 9**  
INDUSTRY, INNOVATION AND INFRASTRUCTURE

# THANK YOU

