

UN Photo/Logan Abassi



# UN PROCUREMENT SEMINAR

## Business Opportunities at the United Nations

**New York – November 3-4, 2011**

The Permanent Mission of Germany to the United Nations  
(German Mission)

Gefördert durch:



Bundesministerium  
für Wirtschaft  
und Technologie



GERMANY  
TRADE & INVEST



Ständige Vertretung  
der Bundesrepublik Deutschland  
bei den Vereinten Nationen  
New York



Dansk-Tysk  
Handelskammer  
Deutsch-Dänische  
Handelskammer

aufgrund eines Beschlusses  
des Deutschen Bundestages

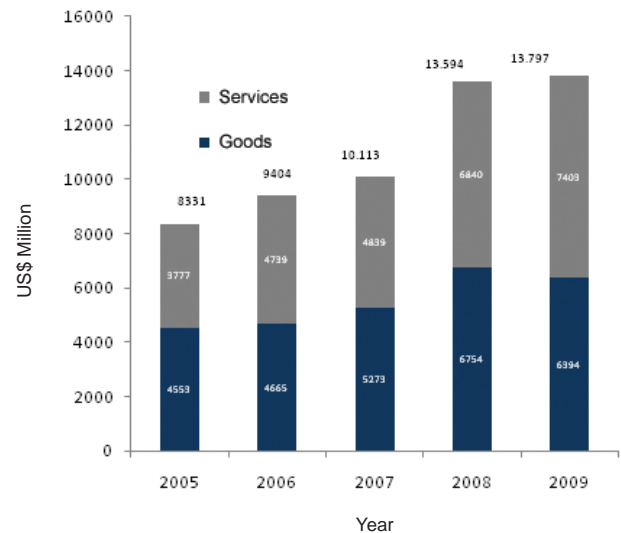


## Procurement at the United Nations

On an annual basis, the organizations of the United Nations procure goods and services in the amount of almost US\$ 14 billion. Numerous German companies already benefit from the outstanding business opportunities presented to companies of all sizes.

Unaffected by the economic situation, the UN procurement volume more than doubled in the past five years.

## Annual procurement volume



## The main procurement sectors of the United Nations

### Goods:

- Foods
- Pharmaceuticals
- Medical equipment
- Vehicles
- IT equipment
- Emergency shelters
- Water supply
- Telecommunications
- Educational products
- Laboratory equipment
- Agricultural inputs
- Household articles

### Services:

- Security services
- Outsourced personnel services
- Engineering & construction services
- Management services
- Transportation
- Printing services
- Consulting services
- Leasing or Renting
- Telecommunications
- Construction services
- Education & training

Initiating business deals with the United Nations is an entirely different process compared to doing business with companies of the private sectors. Many UN organizations follow own procurement proceedings and have varying requirements for suppliers.

Establishing a successful business relationship with the United Nations should include the following steps:

- Extensive research
- Perform registration procedures, which are often time-consuming
- Monitoring attenders

This seminar is especially organized for German companies and is supported by the German Federal Ministry of Economics and Technology.

### Highlights

- Receive detailed information regarding specific UN organizations as potential clients
- Use business opportunities successfully
- Learn about UN business procedures
- Have one-on-one meetings with UN buyers



## Seminar objectives

- Via presentations, you will receive an overview of the largest UN organizations, their procurement and activities
- Use this opportunity for networking and to have one-on-one meetings with UN buyers
- Learn about the UN organizations in New York:
  - UNPD - United Nations Procurement Division
  - UNDP - United Nations Development Programme
  - UNDB - United Nations Development Business
  - UNICEF - United Nations Children's Fund (inquired)
  - UNOPS - United Nations Office for Project Services (inquired)

## Agenda

### Thursday, November 3, 2011

#### Start: 8:30 a.m.

Welcome and opening address by the Deputy Permanent Representative of Germany to the United Nations and the President and CEO of the German American Chamber of Commerce, Inc. in New York

#### Morning

- Presentations by UN staff (UNPD, UNDP) regarding UN procurement, registration proceedings, awarding of contracts

#### Afternoon

- Presentation by UN staff (UNPD, UNOPS and UNDB)
- Topic-oriented workshops:
  - "Procurement for Peacekeeping and Engineering"
  - "ICT, Communication and Software"
- Practical tips and information about UN-procurement (AHK)
- Examples of practical experience: a company representative reports on experiences in dealing with the UN

Following the presentations in the afternoon is a dinner reception at Deutsches Haus.

### Friday, November 4, 2011

#### Morning

- Presentations by UN staff (UNPD) "The reality of UN procurement"
- Examples of practical experience: a company representative reports on experiences in dealing with the UN

#### Afternoon

- Presentations by UN staff (UNPD, Global Compact)

**The event will end at approximately 3:00 p.m.**

**At the same time, you will have the opportunity to have one-on-one meetings with UN buyers on both days. Please register for these meetings in a timely manner.**

Please note that the presentations are mostly in English. We reserve the right to make changes to the agenda.



# UN Procurement Seminar, New York

## 3./4. November 2011

November 3-4, 2011

The Permanent Mission of Germany to the United Nations (German Mission)

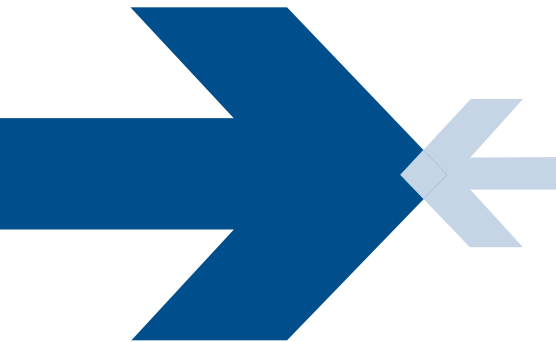
871 United Nations Plaza, New York, NY 10017, USA (1st Avenue at 49th Street)

### Participation fee 200 €

Seminar participation and meals (during breaks, dinner reception) are included in this fee

**Early bird special 150 € (register until September 15, 2011)**

Register by September 30, 2011 to be considered for one-on-one meetings with UN buyers.



### German American Chamber of Commerce, Inc. New York

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## REGISTRATION - [Online registration also available: www.gaccny.com/en/services/un-procurement/events/](http://www.gaccny.com/en/services/un-procurement/events/)

**I would like to register for the seminar – this registration is binding.** (Participation fee 200 € / early bird special 150 €)

Company: \_\_\_\_\_

Industry sector: \_\_\_\_\_

Last name, first name: \_\_\_\_\_

Title, department: \_\_\_\_\_

Address: \_\_\_\_\_

Phone / fax number: \_\_\_\_\_

Email: \_\_\_\_\_

**Signature, date:** \_\_\_\_\_

### You will receive travel information regarding hotel and flight bookings at special rates after registering!

You may cancel your reservation until October 16, 2011, without a cancellation fee, and you will be refunded the participation fee in full. After October 16, 2011, a participation fee refund is no longer possible. Cancellations have to be made in writing. You may choose to transfer your registration to a substitute free of charge.