

The Canadian Trade Commissioner Service

Everywhere you do business



The United Nations in Haiti

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Foreign Affairs and
International Trade Canada

Affaires étrangères et
Commerce international Canada

Canada

The United Nations in Haiti

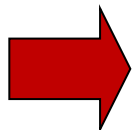
- 1. Overview of the UN System**
- 2. The UN Market**
- 3. The UN in Haiti**
- 4. Next Steps & Resources**

1. The UN System



More than 50 organizational entities:

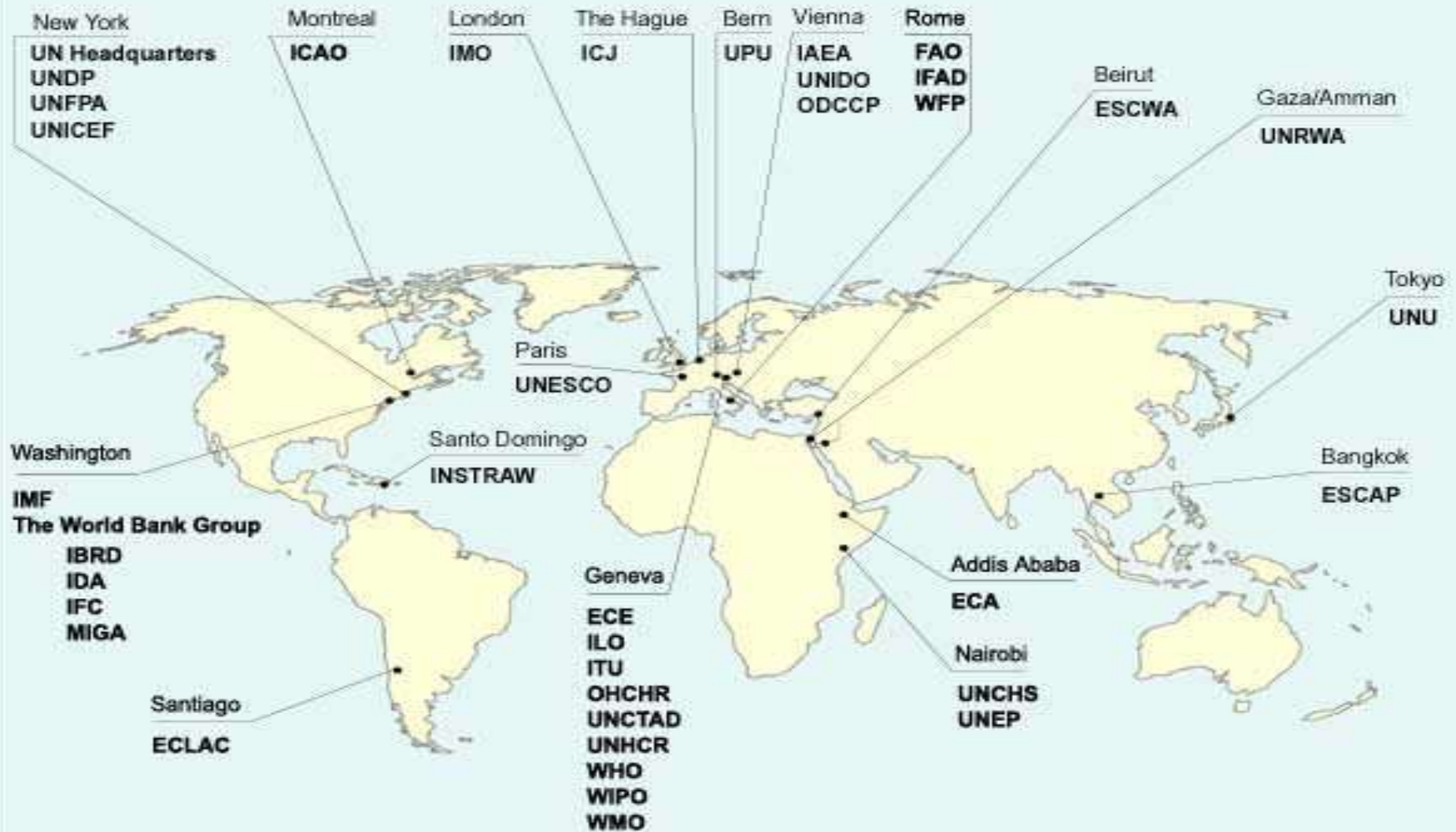
- Funds & Programmes
- Specialized Agencies
- Secretariat: UNHQs, Offices Away from HQs, commissions, tribunals and fields peacekeeping missions
 - **Specific mandate, portfolio, characteristics**
 - **Own specific requirements for goods and services**
 - **Common principles for procurement rules and regulations**
 - **Conduct its own procurement activities**



Each organization constitutes a separate and distinct customer/partner

The Canadian Trade Commissioner Service

PRINCIPAL UNITED NATIONS OFFICES AROUND THE WORLD



2. The UN Market

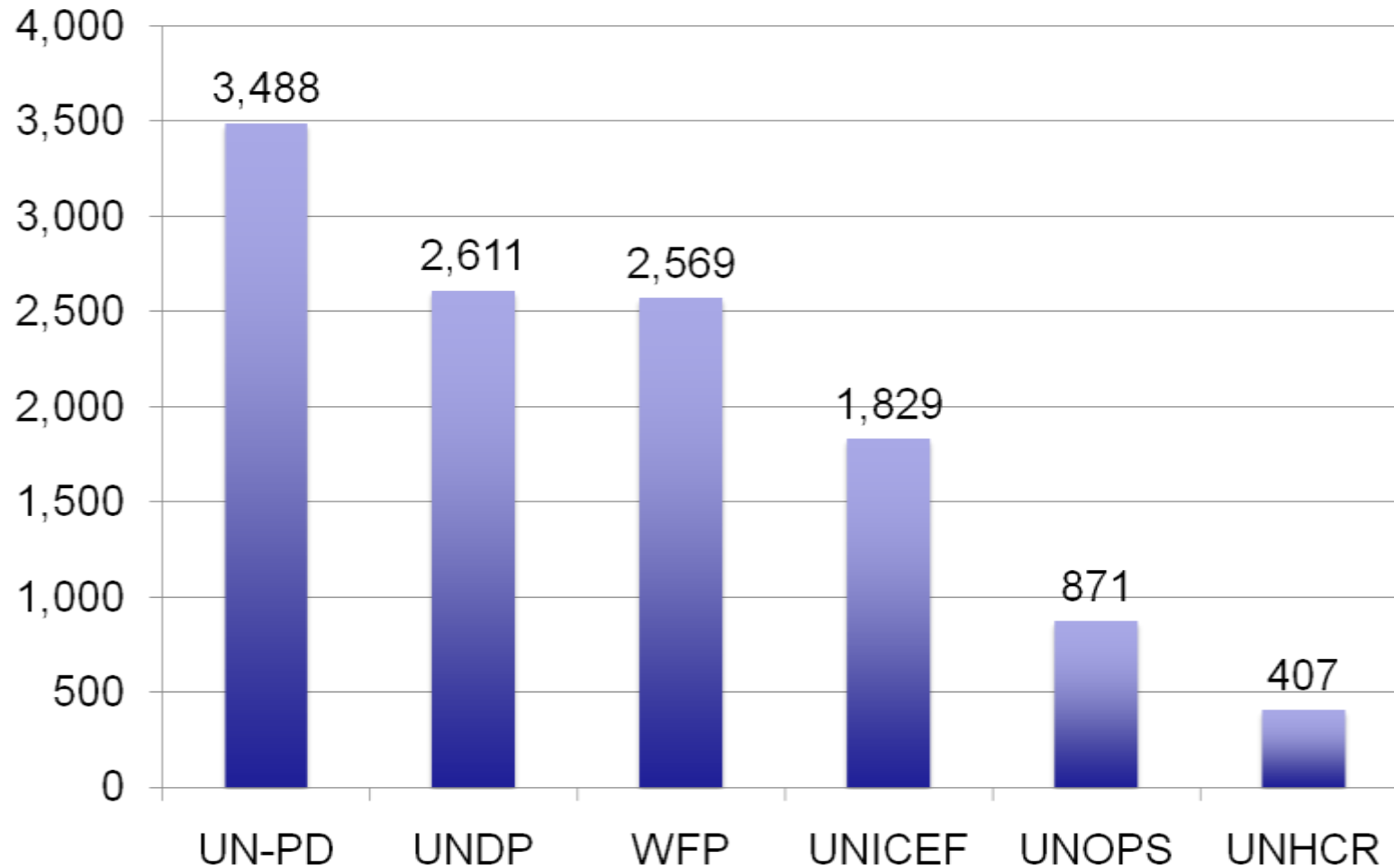
Total UN Procurement of Goods and Services (UN System) 2009



Source: 2009 Annual Statistical report on United Nations Procurement

Who is Procuring?

2009 Procurement Demand by major UN Agencies (\$m)



➔ 85% of total UN procurement demand

UN Procurement from Canada

**2009 total procurement value for
Canadian goods and services = US\$ 184 million**

Good: 27%

Services: 73%

Share of total UN procurement: 1.3%

Commonly procured goods & services include:

Goods

- Food Supplies
- Motor Vehicles
- Vaccines, Pharmaceuticals
- Demining Equipment
- Election Equipment
- Computer Equipment

Services

- Air Chartering
- Freight Forwarding
- IT Services
- Training
- Printing Services

3. The UN in Haiti

Key UN agencies and organizations in Haiti:

- MINUSTAH / UN Procurement Division (UN-PD)
- UN Development Programme (UNDP)
- UN Office for Project Services (UNOPS)
- UNHABITAT
- UNICEF
- And many others...



MINUSTAH (1/4)

The UN Stabilization Mission in Haiti

- **Original mandate:**
to restore a secure and stable environment, to promote the political process, to strengthen Haiti's Government institutions and rule-of-law-structures, as well as to promote and to protect human rights.
- **After January 12:**
to support the immediate recovery, reconstruction and stability efforts.
- **UN Procurement Division (UN-PD, New York)**
- **Local Procurement Office (Port-au-Prince)**

➔ **Suppliers must be registered with UNGM and with MINUSTAH**



MINUSTAH (2/4)

Emergency Response

- **Immediate Deployment:**

- **Supply:** \$7.5 million. Site Assessment/ Recovery, Water Bottles/ Food Ration Packs, Fuel, Furniture, Emergency Health Kits, etc.
- **Engineering:** \$10 million. Tents, Property Leases, Defense Barriers, Heavy Equipment, Light Towers, etc.
- **Vehicles:** \$0.6 million. Purchasing and Rental of Vehicles, etc.
- **Communications and IT:** \$0.2 million. Communication, IT, Cameras, etc.
- **Logistics:** \$13.1 million. Cargo Movements, Passenger Movements, etc.

- **Strategy:**

- Santo Domingo Back Office-**Local Purchasing**
- Purchasing based on **proximity** and **fast deployment**



MINUSTAH (3/4)

Acquisition plan 2010-2011

Engineering

– Construction

- Military Camps (HQ)
- Headquarter Office (HQ)
- Maintenance of land and maritime border management projects
- Rehabilitation of Hangars
- Various site preparations
- Rehabilitation of facilities
- Construction Materials
- Various small-medium construction projects

– Services

- Maintenance
- Septic and solid waste cleaning services
- Technical Inspection
- Rental of portable toilets



MINUSTAH (4/4)

Acquisition plan 2010-2011

Supply

- Security Services
- Maintenance Supplies
- Fire Equipment
- Rescue Equipment
- CCTV Surveillance System
- Office Supplies
- Lubricants
- Personal Protection Gear

Public Information Services (PIO)

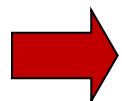
- Standard promotional items for outreach
- Broadcasting Equipment
- Photo Equipment

UNDP/PNUD (1/4)



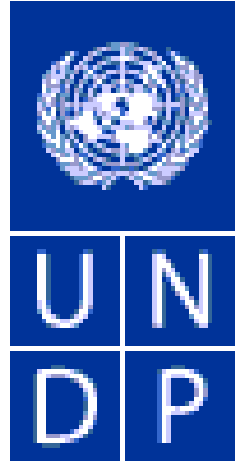
The UN's global development network

- HQ: New York
- On the ground in 166 countries
- Focus:
 - Democratic Governance
 - Poverty Reduction
 - Crisis Prevention and Recovery
 - Environment and Energy
 - HIV/AIDS
- Total procurement: US \$2.6 billion (2009)
- Procurement Office: Copenhagen



Procurement is decentralized and responsibility and ownership is vested with country offices.

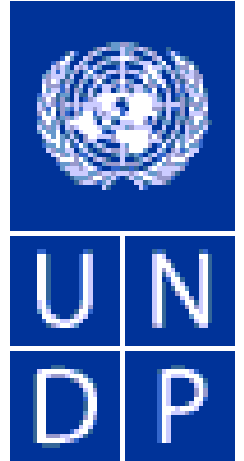
UNDP (2/4)



UNDP's Programme in Haiti 2010-2012

- 1. Territorial Rebuilding**
- 2. Economic Rebuilding**
- 3. Social Rebuilding**
- 4. Institutional Rebuilding**

UNDP (3/4)



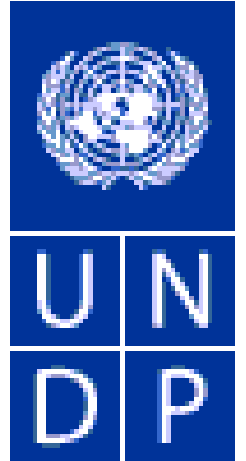
Examples of recent procurement notices:

- Development of a geologic and geotechnical database
- Sorting and composting center construction
- Driveway construction materials
- CCTV Installation
- 5 Tipper Trucks
- Vehicle 4x4

Current procurement notices:

- Technical studies for drinking water supply systems in two cities
- Supply of 5 Tipper Trucks
- LTA with auditing firm for UNDP and other UN agencies's projects

UNDP (4/4)



Procurement Notices:

UN Global Marketplace:

www.ungm.org

UNDP's procurement website:

<http://procurement-notices.undp.org/index.cfm>

UNDP's office in Haiti (French only):

www.ht.undp.org/public/appeloffres.php



The UN Office for Project Services

- HQ: Copenhagen
- Latin America and the Caribbean Regional Office in Panama City
- Oversees activities in more than 60 countries
- Offers management services to UN organizations, international financial institutions, governments and non-governmental organizations



UNOPS (2/2)

Services:

- Project Management
- Procurement
- Human Resource Management
- Financial Management
- UN Common Services

Focus areas:

- Physical infrastructure
- Public order and security
- Census and elections
- Environment
- Health

and the other UN Organizations... (1/3)



The UN Human Settlements Programme

- HQ: Nairobi
- Mandate:
to promote socially *and environmentally* sustainable towns and cities with the goal of providing adequate shelter for all.
- Consultant Roster:
<http://e-roster.unhabitat.org/>



The UN Children's Fund

- HQ: New York
- Procurement Office: Copenhagen
- Major commodity groups:
 - Vaccines/biologicals
 - Education supplies
 - Medical supplies & equipment
 - IT & office supplies
 - Water & sanitation
 - Nutrition
 - Pharmaceuticals
- Online Supply Catalogue:
www.unicef.org/supply
- Vendor registration: UNGM

and the other UN Organizations... (2/3)



The UN Population Fund

- HQ: New York
- UNFPA's Work in Haiti:
 - Reproductive Health Supplies
 - Obstetric and Newborn Care
 - Gender-Based Violence and Protection
 - Young People
 - Communicating With Communities
 - Assessment and Data Collection
- Vendor Registration: UNGM & Prequalification Programme



The World Food Programme

- HQ in Rome
- Now focusing on long-term food security, agricultural sector development and local purchases
- Vendor Registration: UNGM

and the other UN Organizations... (3/3)



The Office of the UN High Commissioner for Refugees

- HQ: Geneva
- Major supplies purchased:
 - shelter products
 - water supply equipment
 - pharmaceuticals / medical equipment
 - construction material
 - transport services
 - computer hardware and software
 - radio telecommunications equipment
- Vendor Registration: UNHCR and UNGM

4. Next Steps & Resources

1. Vendor Registration

2. Publications

3. Trade Commissioner Service

Vendor Registration - UNGM

The screenshot shows the United Nations Global Marketplace (UNGGM) website in a Windows Internet Explorer browser. The address bar shows the URL <http://www.ungm.org/>. The page features the UN logo and the text "United Nations Global Marketplace" with a user identifier "guest". A navigation menu includes links for Home, Registration, Notices, UNCCS Codes, Member States, Knowledge Centre, and About Us. On the left, there is a "Login" section with fields for Username and Password, a "Remember me next time" checkbox, and a "Log In" button. Below the login section are "Links" for "Supplying the UN Publications", "UN Useful Links", "UN System of Organizations", and "Global Compact". The main content area is titled "Welcome on the UNGM - United Nations Global Marketplace" and contains three bullet points: "REGISTER" (submitting company details for approval to become a potential supplier), "ACCESS BUSINESS OPPORTUNITIES" (accessing tender opportunities and contract awards), and "SUBSCRIBE TO THE TENDER ALERT SERVICE" (receiving business opportunities directly to the inbox). A "Sign up free" button is located at the bottom of the registration section. On the right side, there is a UN logo and a link for "For UN Procurement Staff Click here to register". A large red watermark reading "Registration is mandatory" is overlaid diagonally across the entire page.

Publications

To identify UN Agencies with procurement requirements relevant to your company, consult the following publications:

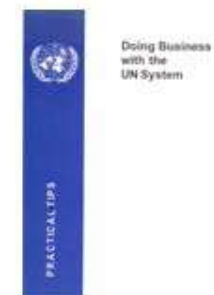
➔ ***Annual Statistical Report on United Nations Procurement***



➔ ***General Business Guide for Potential Suppliers of Goods and Services***



➔ ***Practical Tips – Doing Business with the UN System***



The Canadian Trade Commissioner Service (TCS)

- **Network of international business professionals**
 - **More than 150 offices abroad and in Canada**
 - **Including UN Agency host cities
New York, Rome, Copenhagen, Geneva**
- **Trade Commissioners can provide advice on the role, procurement procedures, qualified contacts, and business opportunities offered by UN agencies located in their region.**

To locate a TCS Office: www.tradecommissioner.gc.ca

For additional information on business opportunities in development and humanitarian aid markets: <http://www.tradecommissioner.gc.ca/eng/development-humanitarian-aid-markets/index.jsp>

Thank you! / Merci!

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