

BUSINESS OPPORTUNITIES AT THE UNITED NATIONS

15th - 16th November 2016



UN Photo/Logan Abassi



UN Photo/Saw Lwin



UN Photo/Albert Gonzalez Farran

WORLD CONFERENCE CENTER BONN

Platz der Vereinten Nationen 2
53113 BONN

UN-Campus, Bonn – Germany

ORGANIZED AND COORDINATED BY:



Deutsch-Italienische
Handelskammer
Camera di Commercio
Italo-Germanica



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern



Dansk-Tysk
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Supported by:



Federal Ministry
for Economic Affairs
and Energy

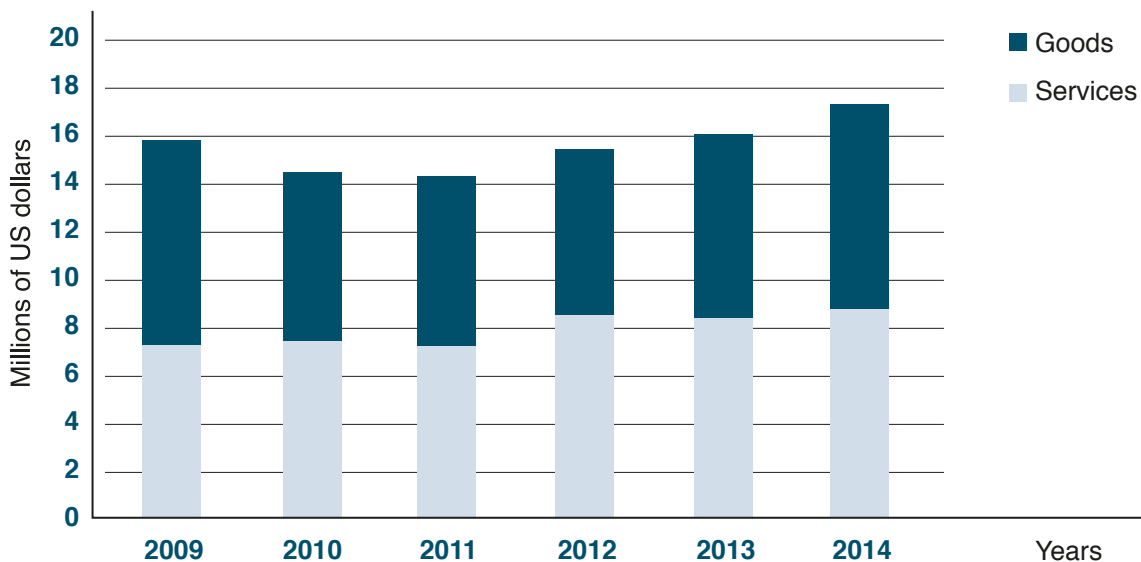
on the basis of a decision
by the German Bundestag

BUSINESS OPPORTUNITIES AT THE UNITED NATIONS

The UN currently spends around 17 billion dollars annually on goods and services for peacekeeping, humanitarian and development projects around the world. UN agencies can offer interesting sales opportunities for international companies whose products match their needs.

The overall procurement volume of UN organizations in 2014 increased to \$17,2 billion, from \$16,1 billion in 2013 – an increase of 7,2%.

TOTAL PROCUREMENT OF GOODS AND SERVICES 2009-2014



*2014 Annual
Statistical
Report on
United Nations
Procurement*

The increase in the overall procurement volume is mainly attributable to a rise in volume from three organizations: the United Nations Children's Fund (UNICEF), the United Nations Procurement Division (UN/PD), and the United Nations World Food Programme (WFP). The increase within these three organizations was due in part to a rise in the procurement of food products, transportation services, fuel and pharmaceuticals.

In 2014, due to two consecutive years of significant increase in the procurement volume of goods, the procurement mix of goods and services are now close to equal, with the services still constituting a slight majority of the UN system's procurement representing 50,5%, while goods represent 49,5% of the total procurement volume.

The 2015 procurement statistics will be published in June 2016

IPS - INTERNATIONAL PROCUREMENT SEMINAR

The goal of this new project, IPS, is to provide potential international suppliers with a detailed overview of the various aspects of doing business with the United Nations Procurement System.



The first IPS- International Procurement Seminar, carried out by German governmental entities in partnership with their European colleagues, will take place on November 15th and 16th, 2016 at the WORLD CONFERENCE CENTER BONN, next to the UN-Campus in Bonn.

In this one-and-a-half-day event the procurement needs will be illustrated through a series of presentations, lectures and workshops, with a special focus on the UN-organizations located in Europe. The purpose is to show international companies and stakeholders what and how the United Nations procures in order to facilitate the procurement procedures for potential vendors and UN procurement professionals.

This event also offers companies the possibility to deepen the dialogue with the individual UN-representatives in bilateral meetings. This seminar is an important opportunity for small and medium enterprises to familiarize themselves with the process of becoming a supplier of goods or services to the United Nations, as well as for current vendors seeking to further develop their business.

IPS- International Procurement Seminar represents the perfect opportunity for all those companies who are interested in doing business with the UN, as it will be a unique chance to meet several UN Procurement Officers directly in the heart of Europe.

UN PROCUREMENT PROFILE: GERMANY



Germany was the 20th ranked supplier country to the UN system in 2014.

1498 COMPANIES

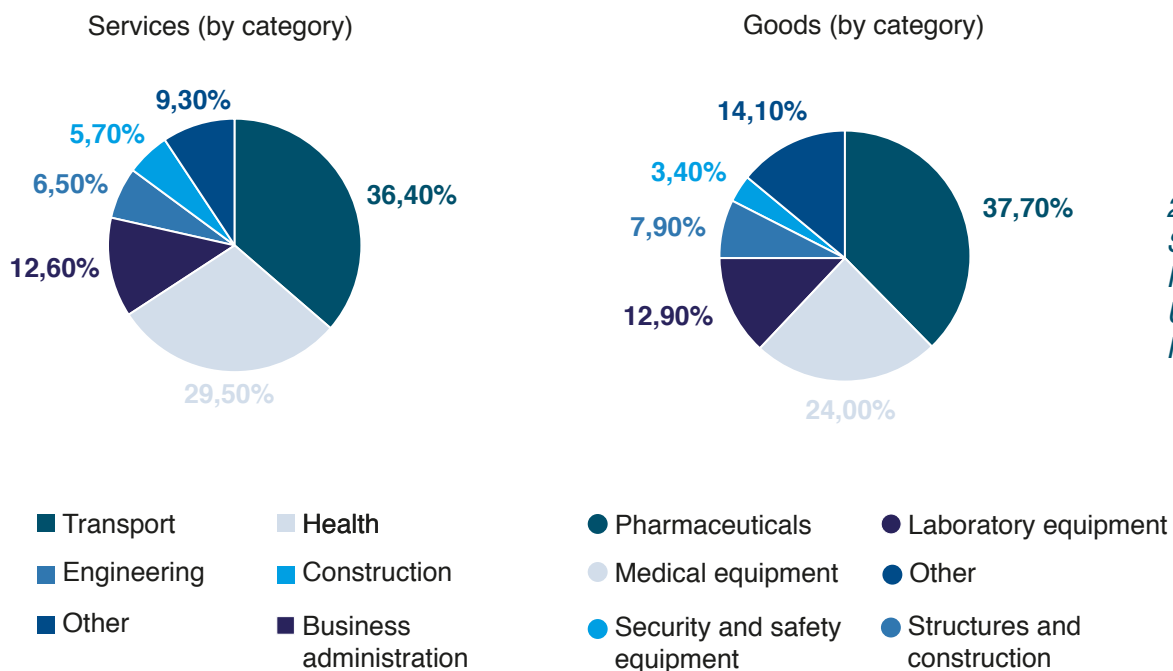
from Germany are registered in UNGM as potential UN suppliers.

33 UN ORGANIZATIONS

procured goods and services from Germany in 2014.

PROCUREMENT VALUE: \$ 248.5 million in 2014.

PROCUREMENT DISTRIBUTION OF GOODS & SERVICES IN 2014:



*2014 Annual
Statistical
Report on
United Nations
Procurement*

WHICH UN ORGANIZATIONS ARE EXPECTED TO PARTICIPATE IN IPS?

With the support of the UN's HLCM Procurement Network Secretariat, we are inviting many of the largest UN Organizations to participate.



UN Photo
Albert Gonzalez
Farran

INVITED UN ORGANIZATIONS:

(this information will be updated promptly upon official confirmation)

- UNDP** (Copenhagen)
- UNICEF** (Copenhagen)
- UN/PD** (New York)
- UNOPS** (Copenhagen)
- UNFPA** (Copenhagen)
- UNRWA** (Amman)
- UNHCR** (Budapest)
- PAHO** (Washington)
- FAO** (Rome)
- WFP** (Rome)
- IFAD** (Rome)

WHY BONN?

UNBonn is home to 17 agencies and spans a vast range of activities of the United Nations, including climate change, land desertification, global volunteerism, water, energy, wildlife, human security, health, bio-diversity, tourism, education and skills development, sustainability, and disaster preparedness.

The organizations in Bonn all strive for an inclusive, holistic sustainable future for all, regardless of the size of each agency housed at the UN Campus. In addition, more than 150 international organizations are located around the UN hub in the Bonn region.



ACCESSIBILITY

The favorable position of Bonn, in the heart of Europe, offers an ideal venue location not only for European companies, but also companies from all over the World.

VENUE

The seminar will take place next to the UN Campus Bonn, in a very new building called the WORLD CONFERENCE CENTER BONN, Platz der Vereinten Nationen 2, 53113 BONN.

THE BONN REGION IS LOCATED:

- in the center of Europe
- between the Rhine-Ruhr and Rhine-Main regions
- within reach of three international airports (Cologne/Bonn, Düsseldorf and Frankfurt) in 15 to 60 minutes
- with two connections to the ICE high-speed rail network
- with optimal connections to the German motorway network

PRACTICAL INFORMATION

IPS INTERNATIONAL PROCUREMENT SEMINAR WILL TAKE PLACE ON:

November 15th 8.00-18.00 Network Evening

November 16th 8.00-14.00

at the **World Conference Center Bonn** (Next to the UN Campus Bonn)

Platz der Vereinten Nationen 2

D-53113 Bonn, Germany

Room: SANTIAGO DE CHILE

www.worldccbonn.com

Please note that all presentations as well as the bilateral meetings will be held in English.

FEE

The participation fee is *EUR 590,00 per person*. The fee includes participation in the seminar, coffee breaks, lunch and beverages as well as a networking dinner buffet. Cancellations must be communicated no later than October 15th 2016, otherwise the registration fee is non-refundable and must be paid by bank transfer upon receipt of invoice.

REGISTRATION

Sign up no later than September 20th, 2016. The deadline is important in order to guarantee vendors and interested UN Officers the opportunity to plan the bilateral meetings.

CONTACT

For more information, do not hesitate to contact the IPS coordinator:



**Deutsch-Italienische
Handelskammer**
Camera di Commercio
Italo-Germanica

IPS is organized in collaboration with:



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern



Dansk-Tysk
Handelskammer
Deutsch-Dänische
Handelskammer

Supported by:



Federal Ministry
for Economic Affairs
and Energy

on the basis of a decision
by the German Bundestag

**and with the support from:
the European Governmental Representatives Network**

REGISTRATION FORM

PLEASE COMPLETE AND RETURN THIS FORM TO:

Maria Giakzidou | m.giakzidou@ahk.com.gr

by September 20th, 2016.

COMPANY: _____

ADDRESS: _____

CITY: _____

VAT-ID (USt-idNr): _____

NAME AND FUNCTION: _____

(First participant)

NAME AND FUNCTION: _____

(Second participant)

PHONE: _____

EMAIL: _____

INDUSTRY SECTOR: _____

AGREEMENT TO PARTICIPATE:

I agree to pay a participation fee of *Euro 590,00*

* I do accept the conditions in the event description.

* Having read the information under Article 13 of Legislative Decree no. 96/2003 - according Italian's law - I hereby consent to the processing of data in the manner indicated.

Date: _____ Signature: _____