



19<sup>TH</sup> ANNUAL  
**EU-UN PROCUREMENT SEMINAR**

17-18

APRIL, 2023

**NEW YORK CITY**

Bohemian National Hall  
321 E 73rd Street  
New York, NY 10021

In 2021, the UN Secretariat spent over 2,000 million USD in goods and services, of which 340 million went to the EU companies. Attend the seminar to learn how to do business with the UN Secretariat.

[www.eupf.org](http://www.eupf.org)



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# WELCOME TO THE 19th SEMINAR

The seminar is organized by the European Procurement Forum (EUPF) in New York!

The EUPF is a non-profit organization, managed by New York based staff from various European Union Member States' Consulates and Missions to the UN. Our purpose is to help European companies initiate and develop their business within the UN marketplace. With that spirit, we have received more than 1,200 different European companies in the past eighteen seminars.

EUPF continues to focus on practical procurement issues and offers opportunities for one-on-one meetings with relevant UN procurement staff. This year we introduced a few changes in the structure of the seminar as well; in cooperation with United Nations Procurement Division, we have included a number of deep-dive sessions on areas where the UN is actively looking for new suppliers: food and fuel distribution, renewable energy and security. Also, based on popular demand, we have invited representatives of the World Bank responsible for corporate procurement.

We wish to thank the representatives of the different EU Member States who have mobilized their companies to participate, and also all the participating UN agencies, especially the Secretariat, UNPD. We also express our gratitude towards all of you for exploring the UN market and for persevering in such a complex and competitive environment.

EUPF is proud to be your host for its nineteenth seminar. We are excited to receive your feedback and are looking forward to your continued involvement.

On behalf of the EUPF Board and all EUPF members, welcome.

**Estefania Sanchez Rodriguez**  
President, European Procurement Forum

## EUPF BOARD MEMBERS

**ESTEFANIA SANCHEZ RODRIGUEZ**  
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in New York

**NICOLE KLUG**  
Board Member, EUPF  
German American Chamber of Commerce, Inc

# PARTICIPATING ORGANIZATIONS



## UN ORGANIZATIONS

- **UN DOS/OSCM/PD** ..... United Nations Department of Operational Support, Office of Supply Chain Management, Procurement Division
- **UN DOS/OSCM/LD** ..... United Nations Department of Operational Support, Office of Supply Chain Management, Logistics Division
- **UN DOS/OSCM/EOS/VRO** ..... United Nations Department of Operational Support, Office of Supply Chain Management, Vendor Registration and Outreach, the Enabling and Outreach Service
- **UN DOS/OICT/OSD** ..... United Nations Department of Operational Support, Office of Information and Communication Technology, Operations Support Division
- **UNICEF** ..... United Nations International Children's Fund
- **UNDP** ..... United Nations Development Programme
- **UNDB** ..... United Nations Development Business

## MULTILATERAL DEVELOPMENT BANK

- **WB** ..... World Bank Group

# PROGRAM

MONDAY

## APRIL 17

8:30 - 9:00 | 3rd floor Library  
REGISTRATION AND BREAKFAST

9:00 - 9:15 | 3rd floor Multifunctional room  
**OFFICIAL OPENING**

- **Ms. Estefanía Sánchez** - President EUPF, Economic Counselor; Trade Commission of Spain in New York
- **Mr. Atul Khare** - Under-Secretary General, Office of Supply Chain Management, UN DOS
- **Ms. AnneMarie van den Berg** - Acting Assistant Secretary-General, Office of Supply Chain Management, UN DOS

9:15 - 10:00 | 3rd floor Multifunctional room  
**OVERVIEW OF UNPD PROCUREMENT**

**Ms. Neris M. Báez García de Mazzora** - Director, UN Procurement Division, OSCM, UN DOS

10:00-10:45 | 3rd floor Multifunctional room  
**OVERVIEW OF THE UN PEACEKEEPING MISSIONS**

**Mr. Ali Al-Saidi** - Administrative Management Officer/Special Assistant, Office of the Director, Logistics Division, OSCM, UN DOS

10:45 - 11:00 | 3rd floor Library  
COFFEE BREAK

11:00 - 13:00 | 3rd floor Multifunctional Room  
**DEEP DIVE SESSION: FOOD LOGISTICS**

- **Ms. Chantal Maille** - Team Leader, Food Team, Procurement Division, Office of Supply Chain Management, UN DOS
- **Ms. Barbara Reggi** - Contract Management Officer
- **Ms. Irena Erakovic** - Quality Assurance Specialist, Rations Unit

11:00 - 13:00 | 1st floor Cinema  
**DEEP DIVE SESSION: SECURITY - PHYSICAL SECURITY**

- **Mr. Falah Sultan** - Team Leader, Security team, UNPD, OSCM, UN DOS
- **Mr. Noel Heffernan** - Security Project Manager, Dept of Security & Safety
- **Mr. Armend Sardulli** - Security Project Manager, Dept of Security & Safety

13:00 - 14:00 | 3rd floor Library  
LUNCH BREAK

14:00 - 15:30 | 1st floor Cinema  
**DEEP DIVE SESSION: SECURITY - CYBER/VIRTUAL SECURITY**

- **Mr. Falah Sultan** - Team Leader, Security team, UNPD, OSCM, UN DOS
- **Mr. Gregory Kuchler** - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS
- **Mr. Thomas Braun** - Chief, Cybersecurity Service, Office of Information and Communications Technology

14:00 - 14:45 | 13rd floor Multifunctional Room  
**AGENCY PRESENTATION: UNICEF**  
**Mr. Pablo Panadero** - Chief of the Service Contracting Center, UNICEF

14:45 - 15:30 | 3rd floor Multifunctional Room  
**AGENCY PRESENTATION: UNDP**  
**Ms. Elisabeth Eckerstrom** - Director, Office of Procurement, Bureau for Management Services, UNDP

15:30 - 15:45 | 3rd floor Library  
COFFEE BREAK

15:45 - 17:15 | 3rd floor Multifunctional room  
**WORKSHOP 1: ICT**

- **Moderator: Mr. Romain Dubourdieu** - Deputy Economic Counsellor, Permanent Mission of France
- **Ms. Marta Paz** - Contracts Manager, ICT services, Supply Division (SD), UNICEF
- **Mr. Gregory Kuchler** - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS
- **Mr. David Padi** - Officer-In-Charge, Business Relationship Management Section, Operations Support Division (OSD), Office of Information and Communications Technology, UN DOS
- **Lt. Col. Yun Kyong SUNG** - Head, Military Operations Unit (MOU) / BRMS / RSMS / OSD, Office of Information and Communications Technology, UN DOS
- **Mr. Boris Meyer** - Business Relationship Manager, Operation Support Division (OSD), Office of Information and Communications Technology (OICT), UN

17:15 - 17:45 | 3rd floor Multifunctional Room  
**ARIBA SESSION**

**Mr. Gregory Kuchler** - Acting Chief, Technology & Infrastructure Support Service, Procurement Division, OSCM, UN DOS

18:00 - 19:00 | 3rd floor Library  
INFORMAL NETWORKING

9:00 - 17:30 | 4th floor Bar/3rd floor Library  
**B2B NETWORKING CO-SHARING SPACE**

11:00 - 13:00 | 4th floor Salon  
**VENDOR REGISTRATION WORKSHOP/SUPPORT**

15:00 - 18:00 | 4th floor Salon  
**ONE-ON-ONE MEETINGS**

11:00 - 13:00 | 3rd floor Lobby  
**MEET UNITED NATIONS DEVELOPMENT BUSINESS**  
**Reza Mapar** - Chief, Development Business Unit, UN Development Business

# PROGRAM

TUESDAY

## APRIL 18

8:30 - 9:00 | 3rd floor Library  
WELCOMING COFFEE AND NETWORKING

9:00 - 9:45 | 3rd floor Multifunctional room  
**AGENCY PRESENTATION: WORLD BANK GROUP**  
**Ms. Lily Cheung** - Team Lead, HR and Professional Services Category, World Bank Group

9:45 - 11:00 | 3rd floor Multifunctional room  
**TRADING PLACES WITH THE UN**  
**Mr. Miguel Alvarez** - Chief, Operational Sustainment and Healthcare Section, Procurement Division, OSCM, UN DOS

11:00 - 11:15 | 3rd floor Library  
COFFEE BREAK

11:15-12:45 | 3rd floor Multifunctional room  
**WORKSHOP 2: TRANSPORTATION & AVIATION**

- **Moderator: Ms. Benedatte Audia** - Partner and Chair, International Development Practice, DLA Piper LLP (US)
- **Mr. Joscha Kremers** - Chief, Aviation Transportation & Logistics Division, Procurement Division, OSCM, UN DOS/PD
- **Mr. Said Awad** - Logistics Officer, OSCM, UN DOS/LD
- **Mr. Sudip Rijal** - Air Operations Officer, UN DOS/LD
- **Mr. Sandro Calavalle** - Chief of Section, Movement Control, UN DOS/LD
- **Mr. Massimo Lo Schiavo** - Chief of Unit, Movement Control, UN DOS/LD

12:45 - 13:45 | 3rd floor Library  
LUNCH BREAK

13:45 - 15:45 | 3rd floor Multifunctional Room  
**DEEP DIVE SESSION: RENEWABLE ENERGY**

- **Ms. Nargiza Asanbaeva** - Chief, Facilities, Construction & Security Section, OSCM, UN DOS
- **Mr. Thierry Tremblay** - Program Management Officer, Environment Section of DOS, OUSG



9:00 - 14:00 | 4th floor Bar/3rd floor Library  
**B2B NETWORKING CO-SHARING SPACE**

10:00 - 12:00 | 3rd floor Lobby  
**MEET UNITED NATIONS DEVELOPMENT BUSINESS**  
**Reza Mapar** - Chief, Development Business Unit, UN Development Business

9:00 - 16:00 | 4th floor Salon  
**ONE-ON-ONE MEETINGS**

11:00 - 13:00 | Cinema  
**VENDOR REGISTRATION WORKSHOP/SUPPORT**  
**Vendor Registration Team: Ms. Mika Kitagami, Mr. Andre Wallas, Ms. Emi Araki** - Enabling and Outreach Service, UN DOS

# SESSION DESCRIPTIONS

APRIL 17



## SESSION DESCRIPTIONS: APRIL 17

09:15 - 10:00

### OVERVIEW OF THE UNPD PROCUREMENT

#### Participating UN organizations: UN DOS/OSCM/PD

The first session of the EU UN - Procurement Seminar consists of an introduction to the UN family, who are the major procurement organizations, what are their mandates and to what kind of procurement does that result? In more details, DOS/PD will present an overview of its mandate and the specific goods and services they procure.

10:00 – 10:45

### OVERVIEW OF THE UN PEACEKEEPING MISSIONS

#### Participating UN organizations: UN DOS

The session will provide a general overview of Peacekeeping missions, the history, types of missions, and the differences between Peacekeeping and Political missions. Also, will cover “What OSCM does” to enable client missions’ mandate delivery in the field, types of goods and Services provided by OSCM, an overview of the global supply chain plan for current fiscal year (2022/2023) with focus on the top four categories (Transportation, Fuel, Facility/Infrastructure and Food), Supply Chain challenges and will end the session with Q&As.

11:00 – 13:00

### DEEP DIVE SESSION: FOOD LOGISTICS

#### Participating UN organizations: UN DOS

In support of approximately 75,000 personnel in UN Peacekeeping Missions, UNPD would like to meet with food logistics and food distribution companies that can supply all the items UNPD demands. These contracts entail the sourcing of food, transportation, customs management, warehouse management with dedicated personnel and road transportation

to delivery points. The provision of Food Rations to the UN Field Missions is carried out in locations with little or no infrastructure, with delivery points in areas with difficult access, often in emergency situations and at varying degrees of risk. In view of this, suppliers’ previous expertise in managing complex operations in hostile environments is highly desirable.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.

11:00 - 13:00

### DEEP DIVE SESSION: SECURITY – PHYSICAL SECURITY

#### Participating UN organizations: UN DOS

UNPD is interested meeting with vendors of weapons, ammunition, ballistic protection (helmets and body protections), safety detection systems (x-ray machines, manual metal detectors, fixed metal detectors), safety field defense tents supplies, and safety uniforms.

Additionally, Peacekeeping operations have an urgent need to use Communication and Information technologies in order to match the level of sophistication of the threat that more and more endangers the life of their staff: for that reason, secured communication networks and integrated surveillance devices can make UN camps safer and save lives.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.



11:00 – 13:00  
**VENDOR REGISTRATION WORKSHOP/SUPPORT**

**Participating UN organizations: UN DOS/OSCM/EOS/VRO**

Feel free to join this session and DOS/PD staff will assist you individually with specific questions that you may have regarding your company registration in UNGM. You will have to bring your own laptop and login info to your UNGM account.

**This session is not a presentation or group workshop.**

14:00 – 15:30  
**DEEP DIVE SESSION: SECURITY – CYBER/VIRTUAL SECURITY**

**Participating UN organizations: UN DOS**

UNPD is interested meeting with vendors of weapons, ammunition, ballistic protection (helmets and body protections), safety detection systems (x-ray machines, manual metal detectors, fixed metal detectors), safety field defense tents supplies, and safety uniforms.

Additionally, Peacekeeping operations have an urgent need to use Communication and Information technologies in order to match the level of sophistication of the threat that more and more endangers the life of their staff: for that reason, secured communication networks and integrated surveillance devices can make UN camps safer and save lives.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.



14:00 – 14:45  
**AGENCY PRESENTATION: UNICEF**

**Participating UN organizations: UNICEF**

UNICEF is mandated by the United Nations General Assembly to advocate the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential. UNICEF is guided by the Convention on the Rights of the Child and strives to establish children's rights as enduring ethical principles and international standards of behavior towards children. UNICEF works with all its partners towards the attainment of the sustainable human development goals adopted by the world community in Paris in 2015 and the realization of the vision of peace and social progress enshrined in the Charter of the United Nations.

11:00 – 13:00  
**MEET UNITED NATIONS DEVELOPMENT BUSINESS**

**Participating UN organizations: UN DB**

United Nations Development Business is a USD\$90+ billion global procurement market. In 2022 alone, we published over 15,000 procurement notices and 35,000 contract awards from various international financial institutions. We are the official publisher of tenders from the World Bank, the Inter-American Development Bank, the Asian Development Bank, and other major MDBs. Come by our table to chat about how we can help you find global contracting opportunities for your goods, works, and services.

**This session is not a presentation or group workshop.**

14:45 – 15:30  
**AGENCY PRESENTATION: UNDP**

**Participating UN organizations: UNDP**

UNDP is in terms of procurement volume consistently in the top 4 procurement organizations. Compared to some of the other large UN Procurement organizations its procurement is quite diverse. What goods and services does it procure in order to fulfil its mandate and achieve its vision of empowered lives and resilient nations? And what are the principles that UNDP abides by to do its procurement? In this presentation UNDP will also touch upon the general legal aspects of doing business with the United Nations, and explain how it applies sustainability to its procurement.

15:45 – 17:15  
**WORKSHOP 1: ICT**

**Participating UN organizations: UN DOS, UNICEF**

The entire world becomes more and more connected. Every day, data is taking a bigger place in our lives. The UN system cannot stay apart from this movement and offers several vulnerabilities to its deviances: the UN system is extremely fragmented and the integration level of information systems of its participating agencies is struggling to keep up with the pace in term of connectivity as well as cybersecurity; the environment in which most of its Peacekeeping Missions operate becomes everyday more unsecure, with ever increasing asymmetric threats and with cyber technologies mastered by those who want to attack the information network, steal or alter data integrity : in other words, harm a vulnerable system.

Therefore, being well equipped and skilled in terms of cybersecurity must be a constant goal for the UN System and Peacekeeping Operations have to protect themselves as well as their military and civil staff to gain effectiveness and efficiency. As the UN itself recognizes, these goals are still quite far from being reached. Beyond ICT, preserving the physical security of the UN camps, personnel and local populations is of paramount importance. Hence the UN seeks the best

measures and services that ensure, as much as possible, that no life is lost.

The UN organized several conferences and events illustrating its eagerness to gain skills and awareness in these domains, such as the Symposium on new technologies in peacekeeping (DPKO and DFS, Nursultan, May 2022). These events aim to help UN staff to be better aware of the state of art technologies.

17:15 – 17:45  
**ARIBA**

**Participating UN organizations: UN DOS/OSCM/PD**

This session will provide an overview of the Organization's new e-tendering platform Ariba. The session will involve showing the system, explaining best practices from a vendor perspective, and providing information on the status of the deployment. As this system is the core of the tendering process at the United Nations, it is critical to understand the process and platform.



# SESSION DESCRIPTIONS

APRIL 18



## SESSION DESCRIPTIONS: APRIL 18

9:00 – 9:45

### AGENCY PRESENTATION: WORLD BANK GROUP

#### Participating UN organizations: WORLD BANK GROUP

In this presentation participants will receive a general overview of procurement opportunities that result from the more than \$30 billion worth of annual lending activities of the World Bank. What are the roles of the World Bank in the contracting process, what regions, countries, and sectors does the World Bank focus on? How is the World Bank different from (other) UN-organizations, and how should this change companies' approach to bid on opportunities. This year in particular this session will focus on the implementation of the reform of the World Bank's own procurement policies and guidelines.

9:45 – 11:00

### TRADING PLACES WITH THE UN

#### Participating UN organizations: UN DOS

How do the rules and regulations of the UN and local conditions influence the daily procurement?

UN/PD has prepared a realistic procurement case with questions for the companies, where companies will need to choose how they would have made the procurement decision. EUPF will distribute the case study and questions before the session.

10:00 – 12:00

### MEET UNITED NATIONS DEVELOPMENT BUSINESS

#### Participating UN organizations: UN DB

United Nations Development Business is a USD\$90+ billion global procurement market. In 2022 alone, we published over 15,000 procurement notices and 35,000 contract awards from various international financial institutions. We are the official

publisher of tenders from the World Bank, the Inter-American Development Bank, the Asian Development Bank, and other major MDBs. Come by our table to chat about how we can help you find global contracting opportunities for your goods, works, and services.

11:00 – 13:00

### VENDOR REGISTRATION WORKSHOP/SUPPORT

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Feel free to join this session and DOS/PD staff will assist you individually with specific questions that you may have regarding your company registration in UNGM. You will have to bring your own laptop and login info to your UNGM account.

**This session is not a presentation or group workshop.**

11:15 – 12:45

### WORKSHOP 2: TRANSPORTATION AND AVIATION

#### Participating UN organizations: UN DOS

Transport is the second largest category in procurement. In 2015 UN agencies spent almost 3 billion US\$. Whether in emergencies or as part of the development phase of a country, the logistics are critically important for a successful and efficient operation. How do the participating UN agencies organize their supply chain? Are there pre-approved items for UN organizations, do they warehouse these items, and if so, what are the arrangements with the private sector? How do companies need to adjust their own supply chain to be better prepared when tender opportunities come up?

Air Charter & Transportation Services are for some UN organizations the largest category of procurement. UN/PD for example spent almost 600 million US\$ in 2015 on air transportation services. What part is for cargo and personnel, where are the services requested, what are the specific requirements to participate in tender procedures?

13:45 – 15:45

**DEEP DIVE SESSION: RENEWABLE ENERGY**

**Participating UN organizations: UN DOS**

UNPD would like to meet with renewable energy companies that can supply (i) photovoltaic panels (hybrid, network connected, not connected and micro networks), (ii) wind turbines, (iii) renewable energy suppliers, (iv) design, manufacturing, assembly, installation, commission, operation, and maintenance of renewable energy plants and systems, (v) renewable energy storage.

This two-hour session will consist of a thorough review of contract requirements and upcoming opportunities by UN officials, together with presentations from participating companies about their products and services.



## PARTICIPATING COMPANIES





## PARTICIPATING COMPANIES

COMPANY	INDUSTRY	CONTACT PERSON	EMAIL & WEBSITE	COUNTRY
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## PARTICIPATING COMPANIES










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PAS – Professional Aviation Solutions GmbH	Aviation & Transportation	Elisabete Dias	www.pasflights.com/federalflights/en e.dias@pasflights.com	Germany
The Armored Group Germany GmbH	Security - armored and specialty vehicles	Don Clarke	www.tag-germany.de don@armoredcars.com	Germany
W. Giertsen Energy Solutions GmbH	Renewable energy solutions and products	Bart Van Ouytsel	www.giertsenenergy.com bart@giertsen.no	Germany
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Idro Group SRL	Environmental Engineering - Water Treatment & Renewable Energy	Eleonora Benedetti	www.idro.net eleonora_benedetti@idro.net	Italy
Idro Group SRL	Environmental Engineering - Water Treatment & Renewable Energy	Stefano Bianchi	www.idro.net stefano_bianchi@idro.net	Italy
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RICCI FORNITURE ALIMENTARI SRL	Food -Rations	Giada Ricci	www.riccialimentari.com export@riccisrlalimentari.it	Italy
R.I. SpA	Engineering, Design and Construction of modular building systems	Francesco Perlangeli	www.rigroup.it/en/ giovanni.deriu@rigroup.it	Italy
R.I. SpA	Engineering, Design and Construction of modular building systems	Giovanni Deriu	www.rigroup.it/en/ giovanni.deriu@rigroup.it	Italy
ESA Logistika	Aviation & Transportation	Damian Popek	www.esa-logistics.eu popek.damian@esa-logistics.eu	Poland
ESA Logistika	Aviation & Transportation	Adrian Reka	www.esa-logistics.eu Reka.Adrian@esa-logistics.eu	Poland
Huzar Sp. z o.o.	Food - honey and spreads	Kamil Opiela	www.miody-huzar.pl/en/about-us/ kamil@huzar.sacz.pl	Poland
Seargin	Information & Communications Technology	Jakub Wojewski	www.seargin.com jakub.wojewski@seargin.com	Poland
SOKOŁÓW SA	Meat plants	Maciej Częścik	www.sokolow.pl maccz@sokolow.pl	Poland



# PARTICIPATING GOVERNMENT & TRADE ORGANIZATIONS



## PARTICIPATING GOVERNMENT & TRADE ORGANIZATIONS

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Permanent Mission of France to the UN	Romain Dubourdieu	Romain.DUBOURDIEU@dgtresor.gouv.fr	
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