



ver. 24 April 2019

Warsaw Procurement Forum 2019

draft Programme

DAY 1 - June 12th, 2019

09:00 - 09:30 Registration and morning coffee

OPENING

09:30 - 9:45 Mr Marcin Przydacz, Under Secretary of State, Ministry of Foreign Affairs

OVERVIEW OF THE PROCUREMENT SYSTEM IN THE UNITED NATIONS

- 09:45 - 10:45
- Mr Christian Saunders, Assistant Secretary-General for Supply Chain Management, Department of Operational Support, UN/DOS (US)
 - Mr Wacim Hadjidj - Chief Procurement Officer, UNOG (CH)

Moderator: Ms Sabina Klimek

General information about the UN procurement system will be presented. The participants will learn which departments are seeking procurement support services, what is the main responsibility of the Procurement Division of the UN Secretariat and the way it proceeds.

The overall procurement volume of UN organisations reached \$18.6 bn in 2017. The largest segments of procurement in 2017, by volume, were pharmaceuticals, contraceptives, vaccines (\$2.6 bn), transportation, storage, mail services (\$2.3 bn) and food and beverage products (\$1.9 bn). In 2017, there was not a single Central or Eastern European country in the top ten suppliers by procurement value (USA, India, UAE, Belgium, France, UK, Switzerland, Netherlands, Denmark and Kenya were the top ten).

10:45 - 11:15 Q&A

Workshop 1. FINDING INNOVATIVE HEALTH SOLUTIONS TO MEET THE SUSTAINABLE DEVELOPMENT GOALS / MEDICAL EQUIPMENT AND PHARMACEUTICAL SUPPLY

- 11:15 - 13:00
- UNDP: Dr Rosemary Kumwenda, Regional Team Leader Eastern Europe and Central Asia (TR)
 - UNDP: Mr Gregory Soneff, Team Leader, Global Health Procurement and CREE (DK)
 - UNICEF: Mr Aadrian Sullivan, Markets, Supplier Financing & Innovation, Supply Division (DK)
 - WHO: Mr François Jorda, Chief Procurement Policy and Strategic Directions a.i (CH)

Moderator: Ms Beata Pich, MFA

In 2017, health became the second largest sector of UN procurement by value (\$3.7 bn). Close to 40% was procured from developing countries, countries with economies in transition and least developed countries.

The top five UN organisations within the health sector in 2017 included UNICEF (\$1,932.7 mn), PAHO (\$663.1 mn), WHO (\$373.5 mn), UNDP (\$316.8 mn) and UNFPA (\$152 mn). In the same year, 62.5% of procurement volume came from only five countries (India - \$700.2 mn, Belgium - \$587.1 mn, USA - \$431.9 mn, France - \$308.5 mn and the Netherlands - \$308 mn).

It is important to note that governments of approx. 40 Member States of the UN signed special agreements enabling procurement of pharmaceuticals and medical equipment through the respective UN agencies with the objective to meet highest international standards. One of the examples is an agreement signed between Ukraine and UNDP.

In this session the participants will learn about current needs for medical equipment and pharmaceuticals of the UN agencies. The discussants will explain how to be successful in tenders, and what are the requirements and possibilities for companies that do not have any experience with UN tenders. The experts from UNDP, UNICEF, WHO and ICRC will provide the detailed know-how about new possibilities and procurement tenders in their agencies.

13:00 - 13:15 Q&A



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13:15 - 14:15 Lunch Break

Workshop 2. FOOD AND AGRICULTURE TENDERS

14:15 - 15:45

- **FAO:** Mr Motohiro Ogita, Senior Procurement Officer (IT)
- **ICRC:** Mr Guillaume Sauvage, Specialized Food & EHI Lead Buyer, Purchasing Unit (CH)
- **UNHCR:** Mr Eskalem Bogale, Chief of Section, Procurement Field Support (HUN) (tbc)
- **WFP:** Mr Enrico Labriola, Procurement Officer (IT)

Moderator: Ms Sabina Klimek

In 2017 \$1.9 bn was spent on food and agriculture tenders. This is the third largest segment of UN procurement. Moreover, the World Food Program is the second largest buyer within the whole UN system. In 2017 WFP's operational budget amounted \$3 bn. The top five UN organisations within the food and farming sector in 2017 included WFP (\$1,405.9 mn), UNPD (\$400.6 mn), FAO (\$94.2 mn), UNRWA (\$80.3 mn) and UNDP (\$34.5 mn). The top five supplier countries in the same year included Turkey (\$266.3 mn), the UAE (\$255.6 mn), Panama (\$136.2 mn), Singapore (\$97.7 mn) and Nigeria (\$94.3 mn).

The 2017 Annual Statistical Report on UN Procurement shows that the largest amount of money was spent on live plant and animal material (\$83 mn) and farming, fishing and forestry services (\$33 mn).

During the panel, experts will explain all kinds of tenders, as well as obstacles and challenges while working with the food sector. They will explain the specificities of the buyers' needs when purchasing food and agri products.

15:55 - 16:00

Q&A

16:00 - 16:15 COFFEE BREAK

Workshop 3. IT, CYBERSECURITY AND MANAGEMENT SERVICES

16:15 - 17:45

- **OICT:** Dr Thomas P. Braun, Chief, Global Security & Architecture Section (US)
- **UN ICC:** Mr Javier Conde, Service Owner & Enterprise Applications Architect, Operations Division (CH)
- **UN/PD:** Mr Lukasz Trzebinski, Procurement Officer (US)

Moderator: Ms Małgorzata Ignatowicz, Office of Electronic Communications

The UN and its agencies are very complex institutions requiring sophisticated means of communicating among themselves and the member states; they need to connect with people and media. They deal with budgets worth billions of USD and process a huge amount of data. The common problem for all is the data protection, while remaining open and accessible to various stake-holders. The UN aspires to treat big data safely and responsibly as a public good.

Data protection is a crucial element for the peacekeeping missions, since they operate in insecure environment and threat of cyber-attacks. There is a continuous need for new technologies, better solutions and best protection. During this session the participants will gain knowledge about the needs and challenges facing peacekeeping missions and other UN operations in terms of IT and cybersecurity.

In 2017 more than \$700 mn was dedicated for computer equipment and accessories, laboratory and scientific equipment, data voice or multimedia network equipment or platforms and accessories, software, measuring and observing and testing instruments. Overall peace and security sector in 2017 was worth \$370 mn and the largest recipients were Arab State, Latin America and Africa.

17:45 - 18:00

Q&A



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DAY2- June 13th, 2019

09:00 - 09:30 *Entrance and morning coffee*

Workshop 4. CONSTRUCTION, ENGINEERING & ENVIRONMENTAL MANAGEMENT IN PEACEKEEPING & POST-CONFLICT ENVIRONMENTS

09:30 - 11:00

- **UN DFS:** Mr Houston Fergusson, Chief, Strategic Support Service (US)
- **UN MIK:** Ms Fatima Tafida, Chief Procurement Officer (US)
- **UNGSC:** Ms Clorinda Gigante, Senior Procurement Assistant (IT)
- **UNHCR:** Mr Eskalem Bogale, Chief of Section, Procurement Field Support (HUN) (tbc)

Moderator: Ms Joanna Fiodorow, MFA

Construction, engineering and environmental protection management play a significant role in sustainable development.

Construction and engineering procurement volume in 2017 reached \$2 bn, where 'building and maintenance' was the top category with \$1.3 bn spent. It is the fifth largest sector that reaches 11% of all UN procurement tenders. 30% of procurement in the construction and engineering sector came from five supplier countries: Iraq, USA, Lebanon, UAE and Senegal. The largest support receivers in 2018 are Iraq, Afghanistan, Yemen, Brazil and Zimbabwe.

Top five UN organizations/divisions within this sector in 2017 were: UNDP, UN/PD, UNICEF, IOM, UNOPS.

UN agencies are involved in these sectors, particularly in the countries which suffered from conflicts and instability. Using green energy, being climate neutral and minimising the environmental footprint are the key objectives for UN agencies in their field operations. All those aspects will be highlighted during that session.

11:00 - 11:15

Q&A

Workshop 5. OVERVIEW OF THE BUSINESS OPPORTUNITIES IN THE EU HUMANITARIAN AND DEVELOPEMNT SECTORS

11:15 - 12:45

- **DG DEVCO/EU:** Mr Paolo Sergio, Legal Officer (BE)
- **DG ECHO/EU:** Mr Javier Calvo, Legal Officer and Procurement Expert (BE)
- **NSPA/NATO:** Mr Patrick Fesquet, Director of Procurement, NATO Support and Procurement Agency (LU)

Moderator: Ms Joanna Fiodorow, MFA

There is an extensive array of EU-sponsored instruments supporting humanitarian and development aid in third countries. European businesses and particularly SMEs have often fragmented knowledge on the EU funded projects in developing countries and the possibilities to be involved in their implementation.

The EU and its MSs continue to be the world's leading provider of Official Development Assistance (ODA) with an overall amount of €75.7 bn in 2017. Humanitarian work remains the largest singular spend of ODA, accounting for 15% of total ODA spent in 2017. This consists of three principal areas: initial emergency response; reconstruction, relief and rehabilitation; and disaster prevention and preparedness. The top five countries receiving ODA humanitarian assistance were: Syria, Yemen, South Sudan, Iraq and Ethiopia.

In this session EU procurement officers acting in the humanitarian and development sector shall instruct participants on how to effectively exploit the EU procurement toolbox and enhance their competitiveness through innovation in order to effectively participate in the aid and development operations.

12:45 - 13:00

Q&A

13:00 - 14:00 *Lunch Break*

Workshop 6. HOW TO PARTICIPATE IN THE NGOs PROCUREMENT SYSTEMS

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- 14:00 - 15:30
- **Crown Agent: Ms Tetiana Korotchenko, Head of Office (UKR)**
 - **ICRC: Mr Łukasz Maciejewski, Logistics Learning Programme Manager (CH)**
 - **OXFAM: Mr Ed Blagden, Head, Oxfam Supply Centre (UK)**
 - **Polish Humanitarian Action: Ms Aleksandra Peszkowska, Logistics and Administration Coordinator (PL)**
 - **Polish Medical Mission: Ms Małgorzata Olasińska-Chart, Director, Humanitarian Education Section (PL)**

Moderator: Marcin Nowak, MFA

Purchasing of goods and services is necessary for the smooth operation of the non-governmental organizations. But there is little knowledge on how the NGOs spent their money when managing big or small development or humanitarian projects. The discussants will reveal some of the secrets of how those procedures look like in different NGOs which manage a very important chunk of funds channelled for development and humanitarian assistance.

The International Federation of Red Cross and Red Crescent Societies - the world's largest humanitarian organizations spent \$160 mn in 2017 for humanitarian projects, most of them located in Iraq, Pakistan, Libya and Afghanistan. Médecins Sans Frontières (MSF) – an independent, medical humanitarian entity, that delivers emergency aid to people affected by armed conflict, epidemics, natural disasters and exclusion from healthcare in 2017 had \$1.75 bn the total budget with 83% spent on humanitarian projects mostly in: Congo, Sudan, Yemen, Iraq, Nigeria and Syria. There are also Polish important NGO players in the humanitarian sector such as Polish Humanitarian Action (in 2017 spent \$3.5 mn for international humanitarian projects, mostly in Sudan, Syria, Somalia and Ukraine).

In this session, non-governmental organizations will explain methods, rules and concepts of conducting tenders. They will present their needs, processes and requirements that have to be fulfilled while conducting their operations.

15:30 - 15:45

Q&A

15:45 - 16:00

COFFEE BREAK

BEST PRACTICES, TESTIMONIES FROM THE COMPANIES

16:00 - 17:00

Presentation of companies that already cooperate with the UN or other international organisations

- **Development Aid: Mr Dinu Turcan, Business Development (MD)**
- **LUBAWA SA: Mr Marcin Kubica, President of the Board (PL)**
- **USAID (US) (tbc)**
- **Vector Synergy sp. z o. o.: Ms Anna Borowska, Tender Specialist (PL)**

Moderator: Ms Magdalena Łukowska-Sumiła, R4SD, Founder

17:00 - 17:15

Q&A

Workshop 7. HOW TO SET-UP A PROJECT RELATED TO THE DEVELOPMENT AID. INTERNATIONAL FINANCIAL INSTITUTIONS INVOLVEMENT

17:15 - 18:00

- **World Bank Group: Mr Carlos Piñerúa, Country Manager, Poland and Baltic Countries**
- **EBRD: Mr Grzegorz Zieliński, Regional Director, Head of Central Europe and the Baltics**
- **EIB: Mr Piotr Michałowski, Head of EIB Group Warsaw Office**
- **MFA: Mr Tomasz Jamróz, Counsellor, Department of Economic Cooperation**

Moderator: Ms Katarzyna Kuźma, Esq., Domański Zakrzewski Palinka sp.k.

Each year, International Financial Institutions spend billions of dollars on development assistance, in various regions around the globe. For example, the aggregate value of all 4723 projects financed by the European Bank of Reconstruction and Development since its establishment amounts to EUR 116.8 bn. World Bank procurement helps countries deliver an \$80bn Procurement Portfolio. Annual procurement value for 2018 reached \$24bn, covered 1800



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projects in 132 countries.

It should be noted, however, that those institutions prefer the formula of development-related projects to public procurement (tenders) stricto sensu. In this session, International Financial Institutions shall familiarize participants with rules on how companies could effectively participate in those projects.

18:00 – 18:15

Q&A

PARALLEL B2B SESSIONS DAY 1 & DAY 2

10:00 - 18:00 **See schedule One-To-One Meetings with Procurement Officers**

Walk-in Kiosk: Live vendor registration and support United Nations Global Marketplace (UNGM)