

United Nations Procurement and Partnerships

Why, where, and how should Japanese business
leverage procurement with the United Nations

By Rui Figueiredo

Overview

The speaker



**Senior Manager and
United Nations
Account Lead SEA**

I have more than 8 years of experience working with the United Nations in various areas such as capacity building, training, audit, and monitoring & evaluation, among others. For the last 3 years I have been in charge of the United Nations Account for Deloitte in Southeast Asia. Through my experience in supporting UN Country Teams on the ground, I have developed a thorough understanding of the organization's culture, vision, procurement procedures and processes.

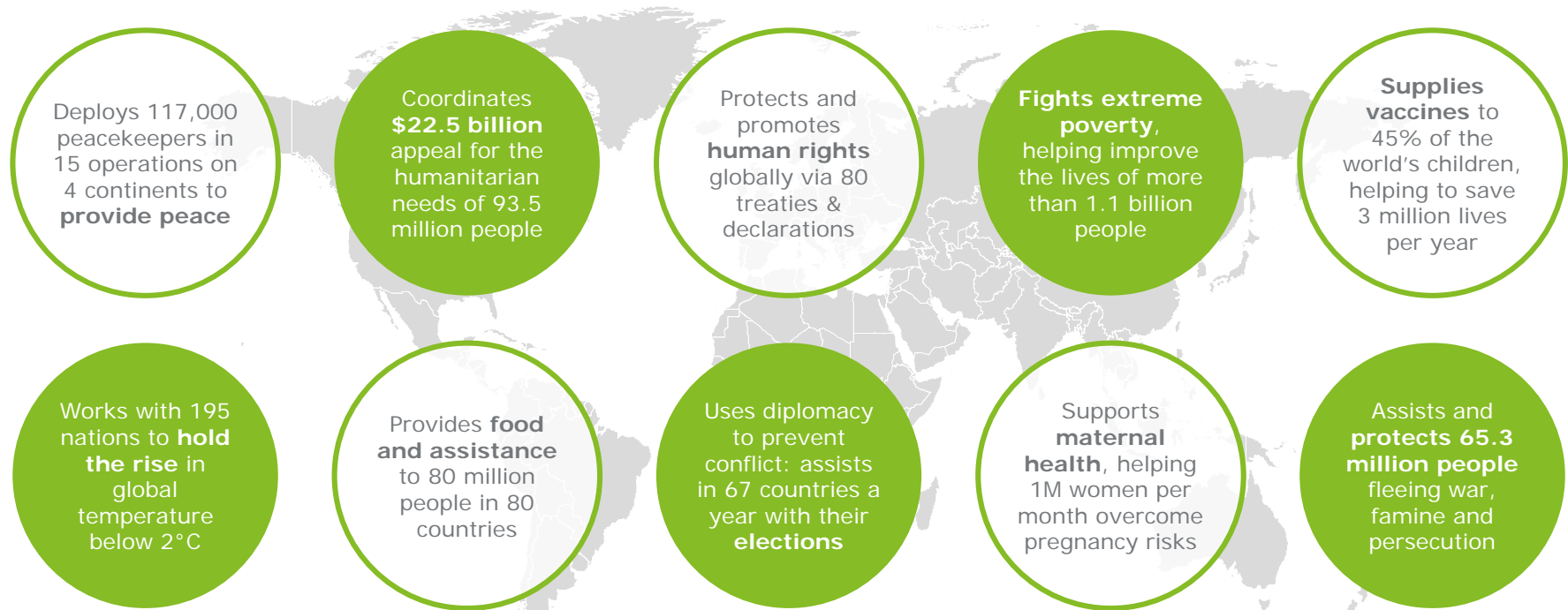
I join Deloitte from Switzerland and I bring with him more than 8 years of experience, specialising in Strategic Governance and Risk Management. I have four university degrees, including BSc in Engineering and a MsBA in Management of Services and Engineering.

Today in my agenda I will help you to answer 4 strategic questions:

1. What is the United Nations (UN) known for?
2. What is the advantage of working with the UN?
3. Where to play in Southeast Asia?
4. How to respond to the demand?

Overview

Impact of the United Nations



Source: United Nations Department of Public Information, 2017

Overview

Deloitte operating model with United Nations

We leverage the scale of Deloitte's global network of member firms to collaborate and to support you where it is needed.

This is comprised of over 286,000 professionals, working out of 744 offices, in over 158 countries across the globe; all acting as "One Firm" to deliver a single standard of quality and service consistency throughout an engagement.

These firms bring world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex challenges.

Our experience also provides those within our network with rich insights into the latest trends, solutions, and challenges and helps us to keep our clients informed and ahead of risks.



Deloitte in numbers



Introduction

What is the United Nations known for?

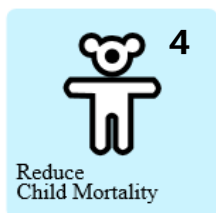
HEALTH IN THE SDG ERA



Health goals in 2000-2015 and in 2015-2030

The health-related Millennium Development Goals (MDGs) have been followed by one unified health-related goal in the Sustainable Development Goals (SDGs)

Health MDGs

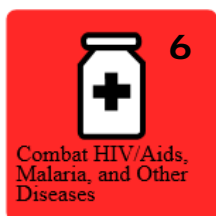


A: Reduce the under-five mortality rate by two-thirds



A: Reduce the maternal mortality ratio by three-quarters

B: Achieve universal access to reproductive health



A: Halt and reverse the spread of HIV/AIDS

B: Achieve universal access to treatment for HIV/AIDS

C: Halt and reverse the incidence of malaria and other major diseases

Direct Health SDG



A: Reduce the global maternal mortality ratio

B: End preventable deaths of newborns and children under 5 years of age

C: End current epidemics and combat communicable diseases

D: Reduce premature mortality from non-communicable diseases

E: Strengthen the prevention and treatment of substance abuse

F: Halve the number of global deaths and injuries from road traffic accidents

G: Ensure universal access to sexual and reproductive health-care services

H: Achieve universal health coverage

I: Reduce deaths and illnesses from hazardous chemicals and air, water and soil pollution and contamination

Source: Georgetown University









Expansion

What is the advantage of working with the UN?

Expansion

What is the advantage of working with the UN?

The United Nations procurement process reduces market entry risks inherent with expanding to developing markets

-  Similar considerations with public and international organizations
-  Robust established infrastructure
-  Centralized procurement vehicle
-  Transparent tendering system
-  Scope of market
-  Embedded market expertise
-  Predictable demand
-  Global opportunities

Expansion

The UN procured around \$18.6 bn. in goods and services in 2017

Total expenditure (2017)



Goods: ~ \$8.8 bn.



Services: ~ \$9.8 bn.

#	Type	Category	No. POS	Total PO Value	Mean PO Value	%
1		Pharmaceuticals incl. Contraceptives and Vaccines	10,780	\$ 2,641,368,846	\$ 245,025	14%
2		Transportation and Storage and Mail Services	138,484	\$ 2,323,126,230	\$ 16,775	12%
3		Food and Beverage Products	3,997	\$ 1,893,768,829	\$ 473,798	10%
4		Management and Business Professionals and Administrative Services	96,956	\$ 1,809,281,450	\$ 18,661	10%
5		Building and Facility Construction and Maintenance Services	25,004	\$ 1,302,987,429	\$ 52,111	7%
6		Engineering and Research and Technology Based Services	36,093	\$ 1,279,417,523	\$ 35,448	7%
7		Medical Equipment and Accessories and Supplies	16,058	\$ 735,686,996	\$ 45,814	4%
8		Information Technology Broadcasting and Telecommunications	36,773	\$ 626,104,443	\$ 17,026	3%
9		Fuels and Fuel Additives and Lubricants and Anti corrosive Materials	7,031	\$ 611,690,765	\$ 86,999	3%
10		Travel and Food and Lodging and Entertainment Services	85,724	\$ 558,978,934	\$ 6,521	3%

Expansion

Several categories receive the highest amount of expenditure

UN expenditure (2017)

Pharmaceuticals incl. Contraceptives and Vaccines

# Category	Total PO Value	%
1 Immunomodulating Drugs	\$ 601,757,542	23%
2 Amebicides and trichomonacides and antiprotozoals	\$ 137,796,206	5%
3 Estrogens and progestins and internal contraceptives	\$ 121,182,543	5%
4 Hormones and hormone antagonists	\$ 120,553,137	5%
5 Antiviral drugs	\$ 46,048,429	2%
6 Other classified pharmaceuticals	\$ 27,106,695	1%
7 Unclassified pharmaceuticals	\$ 1,586,924,472	60%
Total	\$ 2,641,368,846	100%

Medical Equipment and Accessories and Supplies

# Category	Total PO Value	%
1 Clinical nutrition	\$ 220,443,847	30%
2 Mobile medical services products	\$ 83,664,594	11%
3 Patient care and treatment products and supplies	\$ 65,178,107	9%
4 Medical facility products	\$ 41,223,196	6%
5 Other classified medical equipment	\$ 61,037,130	8%
6 Unclassified medical equipment	\$ 264,140,122	36%
Total	\$ 735,686,996	100%

The Global Fund (2017)

# Category	Total PO Value	%
1 Tuberculosis	\$ 83,998,772	44%
2 HIV/AIDS	\$ 65,692,478	34%
3 TB/HIV	\$ 27,923,317	14%
4 Malaria	\$ 15,207,709	8%
Total	\$ 192,822,276	100%



Southeast Asia

Where to play?

Southeast Asia

UN expenditure on goods and services

Top UN Entities



UNDP: ~ \$84.4 mn.



World Food Programme

WFP: ~ \$775.2 mn.



UNICEF: ~ \$60.1 mn.



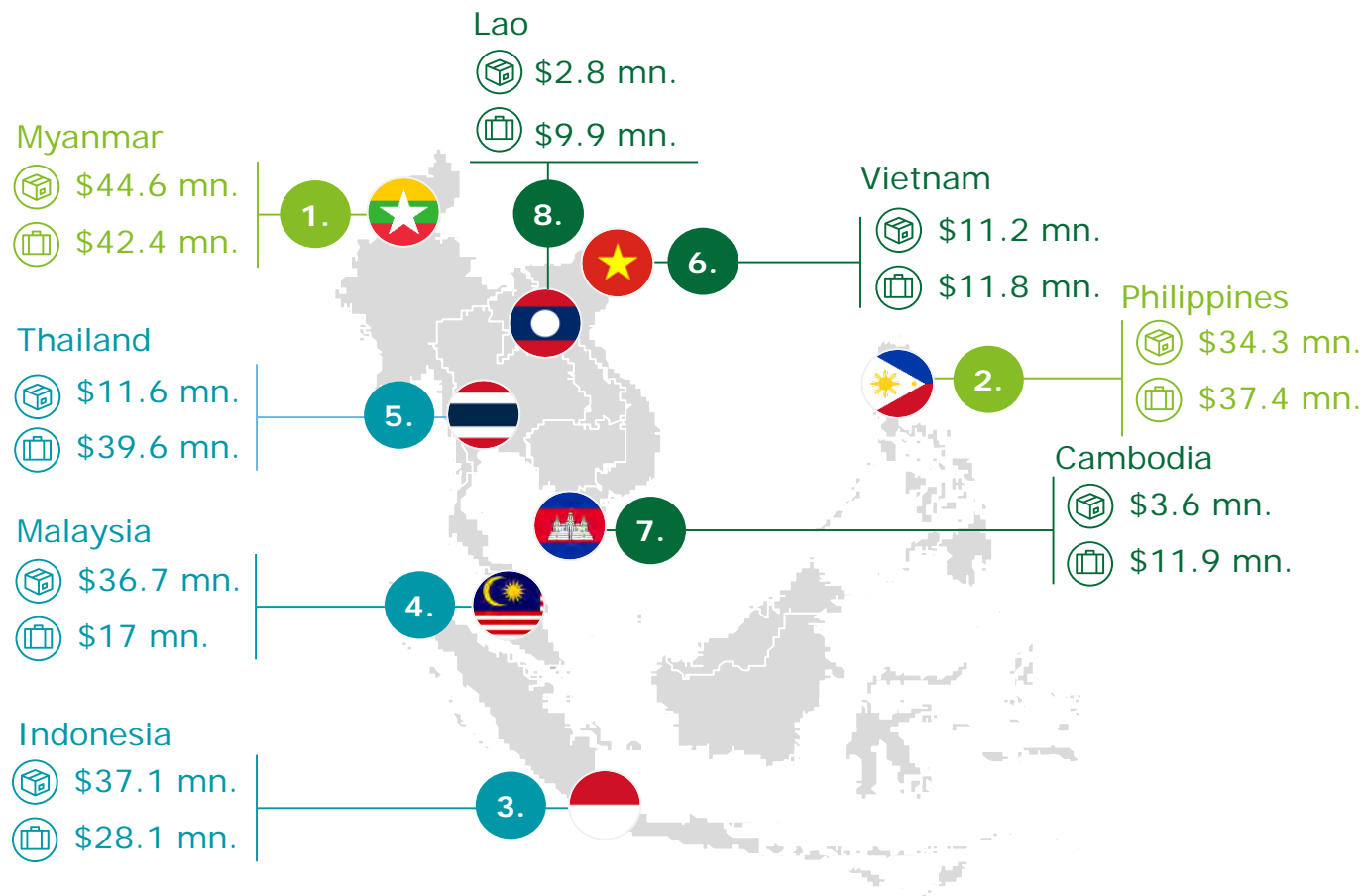
UNOPS: ~ \$38.4mn.



World Health Organization

WHO: ~ \$23.1mn.

Total expenditure (2017) Goods: ~ \$182 mn. Services: ~ 198.2 mn.



Southeast Asia

UN expenditure on pharmaceuticals and medical devices

Top UN Entities



UNICEF: ~ \$30.7 mn.



UNFPA: ~ 11.6 mn.



UNOPS: ~ \$5.8mn.



PAHO: ~ \$1.3 mn.



World Health Organization
WHO: ~ 0.6 mn.

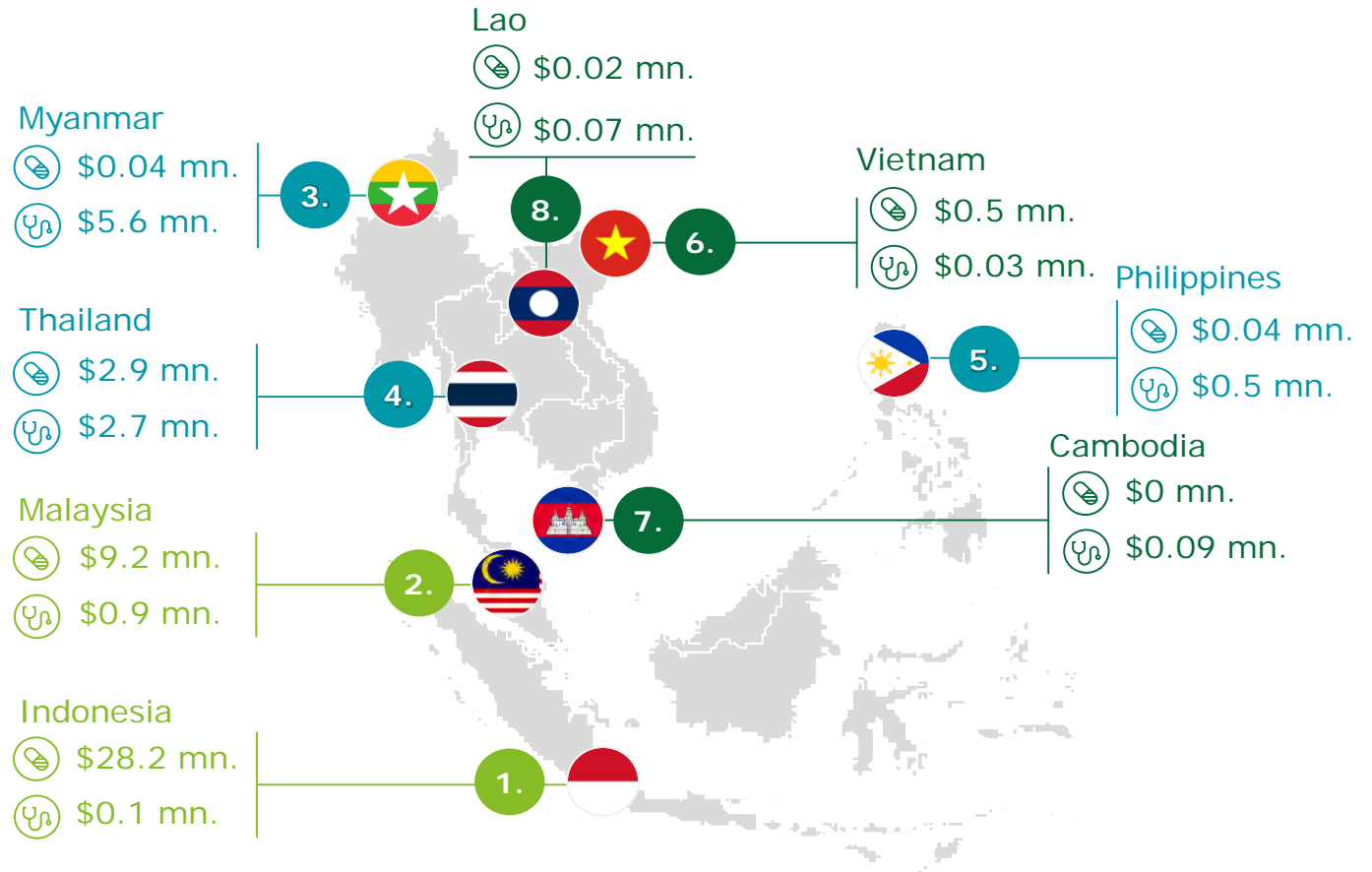
Total expenditure (2017)



Pharmaceuticals: ~ \$40.9 mn.

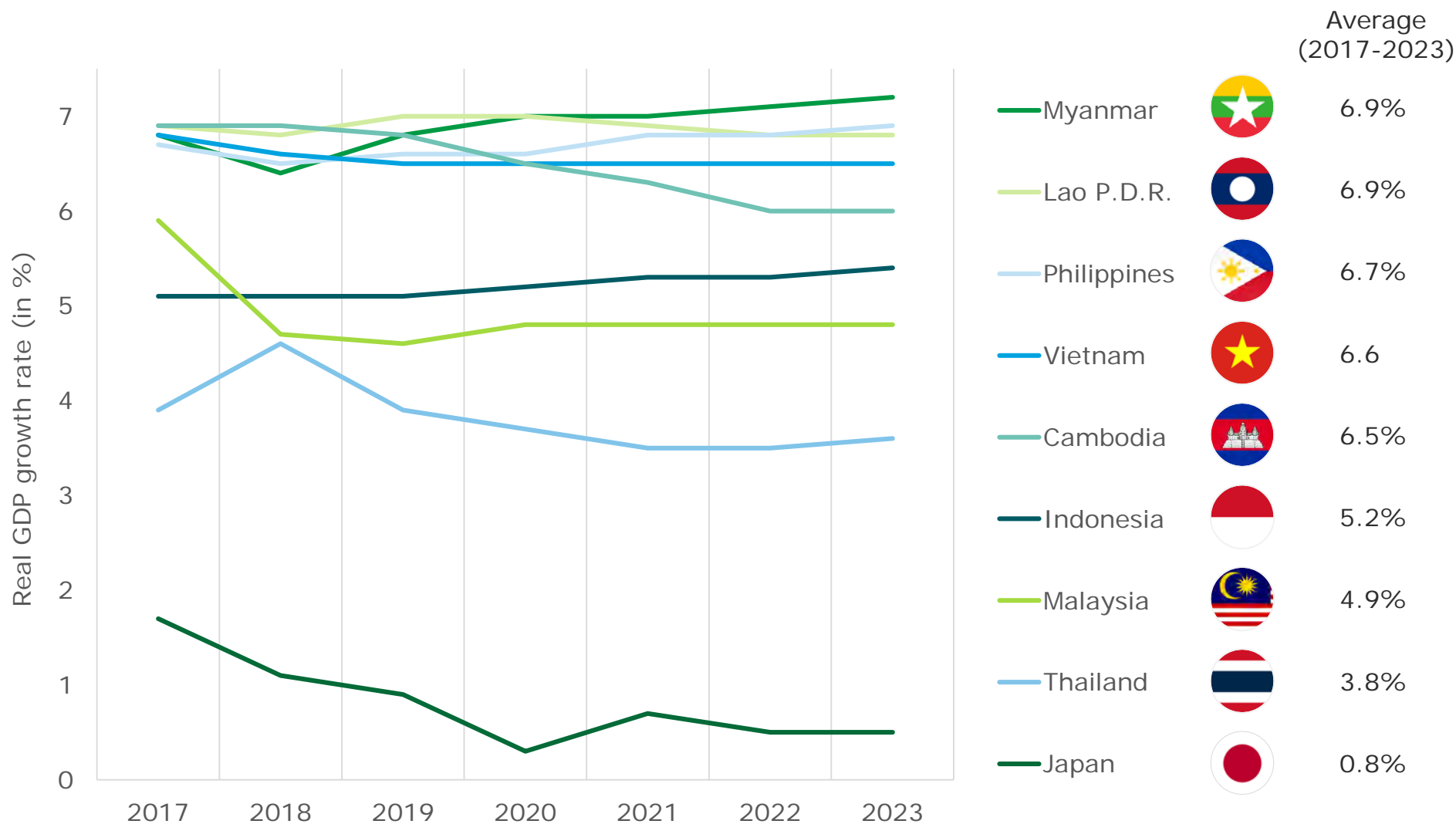


Medical devices: ~ 10 mn.



Southeast Asia

Southeast Asian economies will grow tremendously



Southeast Asia

The prospects for a growing healthcare market in SEA are strong

There are several drivers behind Southeast Asia's strong prospects with regards to a thriving healthcare market in the near future:



Growing consumer class

The proportion of the middle class is expected to increase from 24% in 2010 to 65% in 2030.



Urbanization

The proportion of the population residing in urban areas is expected to increase from 44% in 2010 to 56% in 2030.



Ageing population

The proportion of the population aged 65 years or older is expected to increase from 5.4% in 2010 to 9.8% in 2030.



ASEAN Medical Device Directive (AMDD)

Signed by all 10 member states, the AMDD will harmonize medical device regulations across the region over the coming years.

At the same time, there is a lack of domestic companies in the region able to fulfill the demand for medical equipment, which constitutes a great opportunity for Japanese companies to step in. The *proportion of medical equipment that is imported* is:

Indonesia



Philippines



Thailand

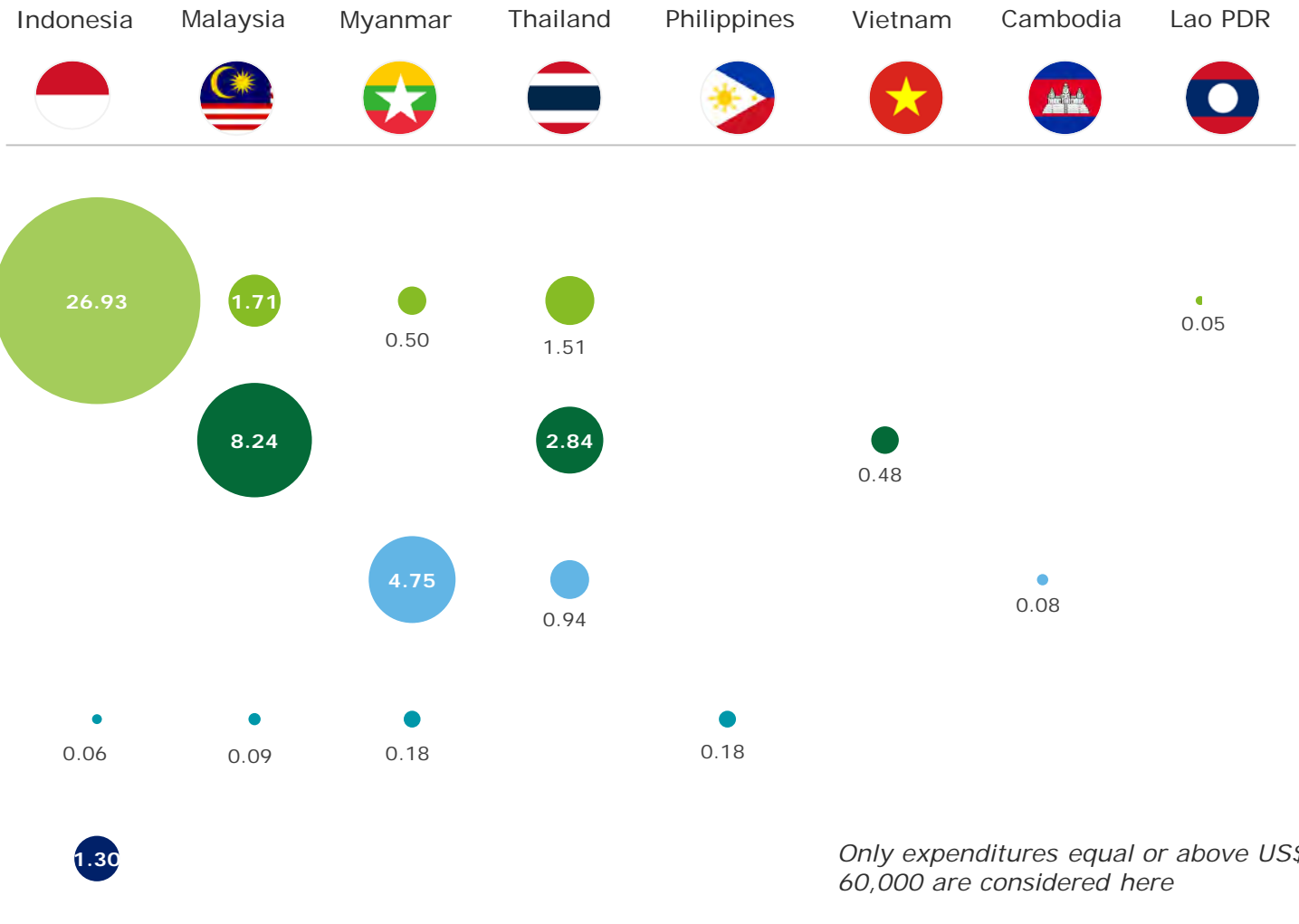


Vietnam



Southeast Asia





UN expenditure (\$mn) on pharmaceuticals and medical devices



Only expenditures equal or above US\$ 60,000 are considered here

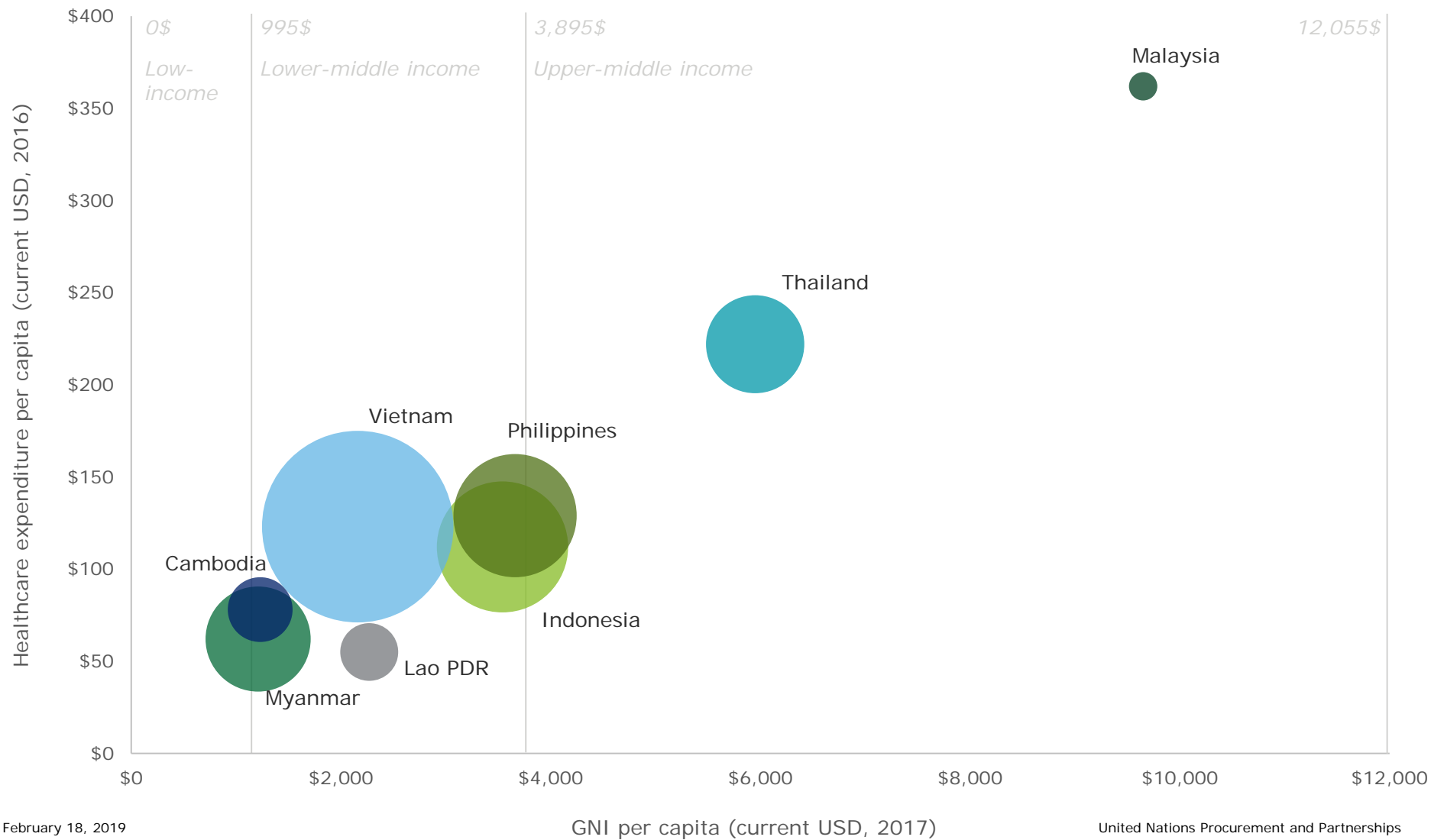
Southeast Asia

2017 JICA's expenditures per country taking into account GNI latest
Healthcare expenditure per capita (latest data from WHO)

Flag	Country	JICA Assistance (USD) 2017	Health expenditure per capita (2016)	GNI per capita (2016)
	Myanmar	\$ 313,103,700	\$ 62	\$ 1,210
	Cambodia	\$ 118,727,700	\$ 78	\$ 1,230
	Lao PDR	\$ 94,903,900	\$ 55	\$ 2,270
	Vietnam	\$ 1,043,742,700	\$ 123	\$ 2,160
	Indonesia	\$ 489,152,300	\$ 112	\$ 3,540
	Philippines	\$ 431,458,300	\$ 129	\$ 3,660
	Thailand	\$ 274,246,700	\$ 222	\$ 5,950
	Malaysia	\$ 22,668,100	\$ 362	\$ 9,650

Southeast Asia

2017 JICA's expenditures per country taking into account GNI latest
Healthcare expenditure per capita (latest data from WHO)



Procurement

How to respond to the demand?

Procurement

Why UN Agencies need to purchase goods and how?

Humanitarian aid

- Fast-pace
- Short-term
- Reactive
- Causal
- Actions targeted at immediate basic needs
- High media attention
- Majority aid workers = non-nationals
- Target: morbidity/mortality
- Measure: input, output, outcome = results

Example: aftermath of war or natural catastrophe

People

Development aid

- Slow-pace
- Long-term
- Proactive
- Multidimensional
- Actions targeted at root causes
- Low media attention
- Majority development aid workers = nationals
- Target: capacity and sustainability
- Measure: input, output, outcome, impact = results

Example: institutional and economic problems hindering progress

Procurement

Understanding EOIs, Sole Sourcing, CFPs, RFQs, ITBs, and RFPs

Relevant solicitation terms



- Expression of Interest (EOI)
 - Precedes formal bidding
 - Expresses a vendor's interest in bidding on a solicitation
 - Submitting an EOI does not constitute a solicitation



- Direct Procurement (Sole Sourcing)
 - Facilitates the awarding of a contract without competition
 - Used only when justified & when a competitive bidding process is not feasible
 - Typically for smaller contract awards



- Grant Support Call for Proposal (CFP)
 - Request of goods or services on behalf of grant operations
 - Grant supports are transferred from procuring UN agency to grantee
 - Establishes collaboration between vendor and 3rd party institutions that may result in future symbiotic relationships

Solicitation methods



- Request for Quotation (RFQ)
 - Request of goods or services with a total estimated value below \$100,000
 - Short document with standard specifications
 - Lowest price typically wins



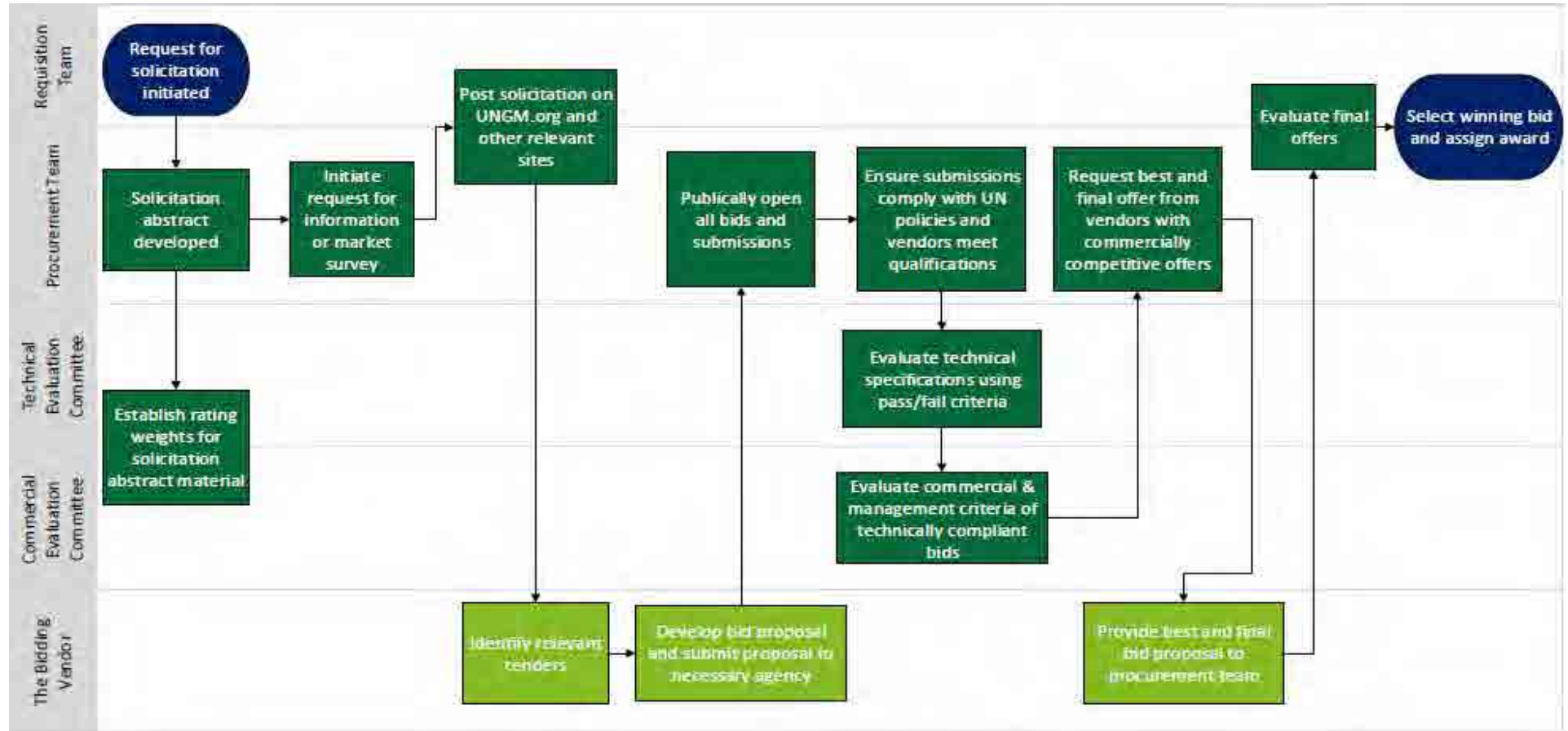
- Invitation to Bid (ITB)
 - Request of goods or services with a total estimated value exceeding \$100,000
 - Method used when large procurement specifications are standard and clear
 - Determining factors include price, technical competency, and compliance



- Request for Proposal (RFP)
 - Request of goods or services that cannot be qualitatively or quantitatively expressed in an ITB
 - Winning bids often possess technical skills and a demonstrated mastery of UN procedures
 - lowest price does not necessarily win

Procurement

One unique process for RFQs, ITBs, and RFPs



UN - I

UN - II

Company

Procurement

The procurement process after a successful bid

There are several activities that a company might be required to be involved in once it wins a procurement bid with the UN. These include:



Pre-contract negotiations and contract agreement



Registration of products with the UN (Country Team HQ) and the target country



Regular meetings with UN and local government staff



Procurement

The approaches to target UN – government and corporations

Government

Patronage Approaches

- Contribute to the UN Budget
- Develop multi-stakeholder partnerships
- Support Southeast Asian governments through improving the implementation of procurement standard operating procedures
- Staff employees familiar with Japanese companies in UN procurement offices
- Advocate for projects relevant to the expertise of Japanese companies

Policy Approaches

- Limit distribution restrictions and ensure uncomplicated distribution
- Review government rules and regulations to ensure they do not interfere with the efficiency of pharmaceutical trading

UN
Agencies

Corporations

Direct Approaches

- Vendor performance on past projects
- Extensions to on-going projects
- Long-term engagement (LTA) participation
- Circulation of vendor contract and performance information across agencies
- Assistance with RFIs
- Meetings with UN project managers

Indirect Approaches

- UNGM account registration
- Maintenance of UNGM account
- Tender Alert Service (TAS) membership
- Receive request for EOI from agencies
- UN Global Compact membership

Procurement

Japan's contribution to the UN

Year	Contribution to UN Regular budget in USD	Ranking of member states	Contribution to Peacekeeping operations (PKO) in USD	Ranking of member states
2018	USD260 million	2	USD650 million***	3
2017	USD240 million	2	USD660 million	3
2016	USD240 million	2	USD1.02 billion	3
2015	USD290 million	2	USD690 million	3
2014	USD270 million	-	USD1.3 billion	-

*For year 2014-2017

- Ministry of Foreign Affairs of Japan. Diplomatic Bluebooks 2015-2018. <https://www.mofa.go.jp/index.html>

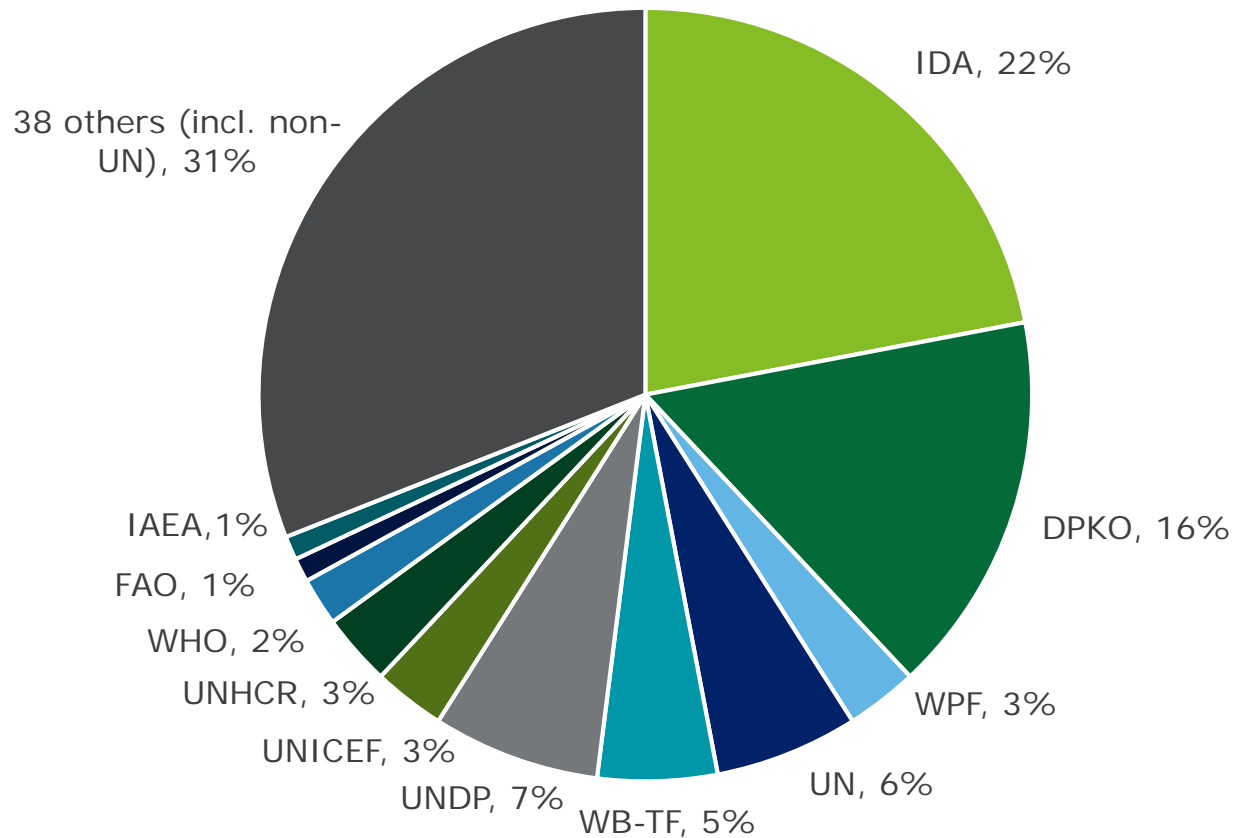
**For year 2018

- UN Peace Keeping. <https://peacekeeping.un.org/en/how-we-are-funded>
- Assessment of Member States' advances to the Working Capital Fund for the biennium 2018–2019 and contributions to the United Nations regular budget for 2018. <https://undocs.org/en/ST/ADM/SER.B/973>

*** Estimate made on the basis of the \$6.7 billion UN peacekeeping operation budget for the fiscal year 1 July 2018 – 30 June 2019 and Japan contribution for 2018 (9.68%)

Procurement

Japan's contribution to international development organizations was USD 5.6 bn. between 2014 and 2016



*Brookings. Globalviews no.8 December 2017. https://www.brookings.edu/wp-content/uploads/2017/12/globalviews_who_funds_which_multilaterals.pdf

Win-win

How to go beyond procurement?



“

“Across the United Nations system, **partnership approaches** are evolving towards deeper and more strategic collaboration focusing on innovation, scalability and impact.”

Report of the Secretary General (A/72/310)

António Guterres, UN Secretary General

Win-win

Partnerships with the UN can go beyond procurement



Philanthropic

Unilateral flow of generic resources to advance a cause that is oftentimes unrelated to the core business (e.g. through charity)

Procurement



Transactional

Market transaction of goods and/or services that are specific to the demands of the procuring entity without further collaboration



Strategic

Co-investment of two or more entities in projects and/or programs creating "shared value" through strategic capabilities and resources



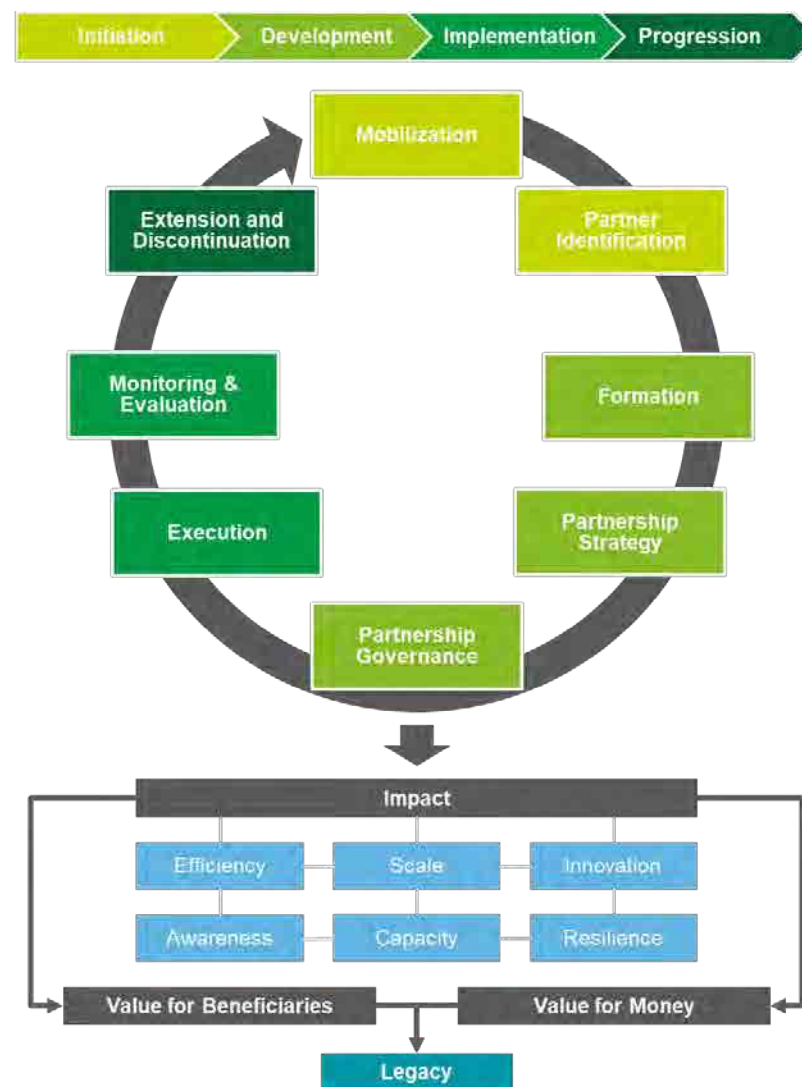
Transformative

Coordination of aligned efforts across multiple entities that are key to the resolution of a common social, environmental, or economic issue

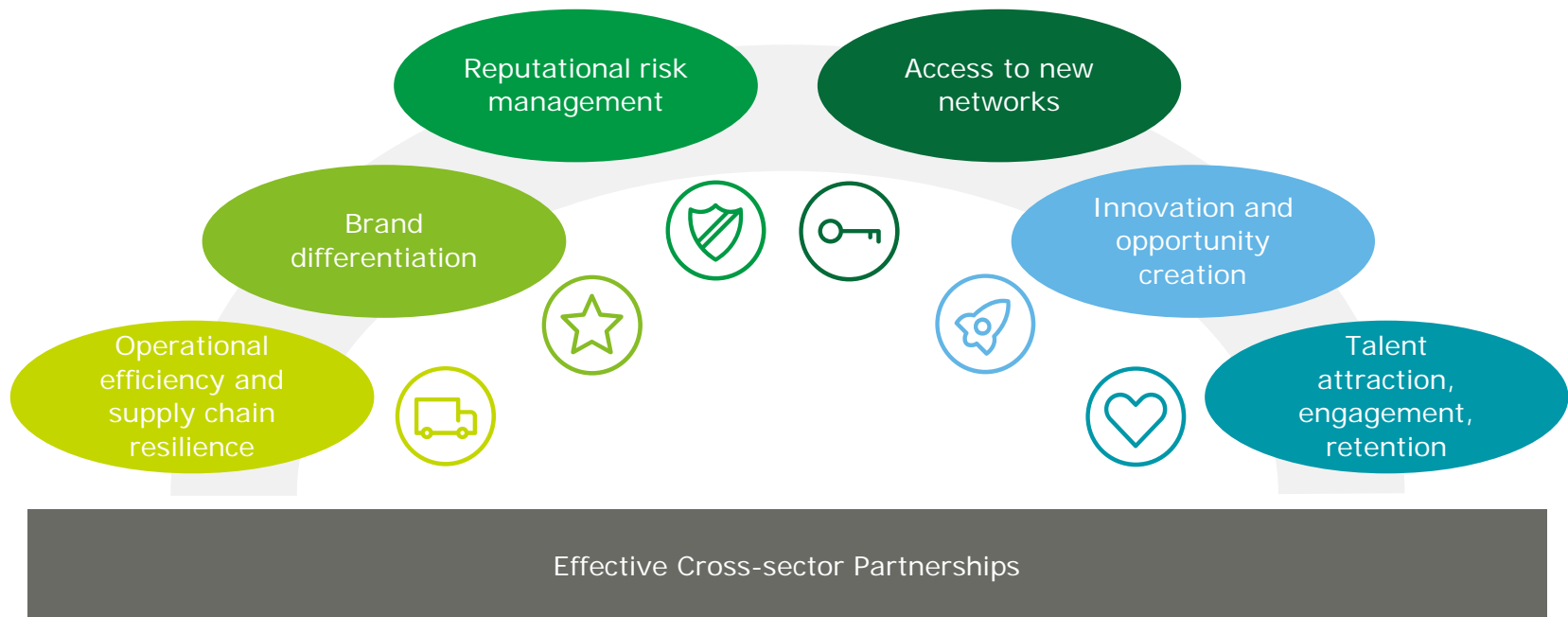
Win-win

Cross-sector partnerships need a strategy to give great rewards

- Most partnerships are characterized by four phases and several steps, each of which requires investment from both partners in terms of staff, time, money, and trust
- Moving from a transactional towards a strategic partnership requires a shift towards value co-creation, knowledge sharing, and the deployment of resources and capabilities that are key to each organizations' success
- It is imperative that each partner is clear about the purpose of the partnership before the signing of the formal partnership agreement and that they communicate their objectives clearly



Win-win Partnership rewards

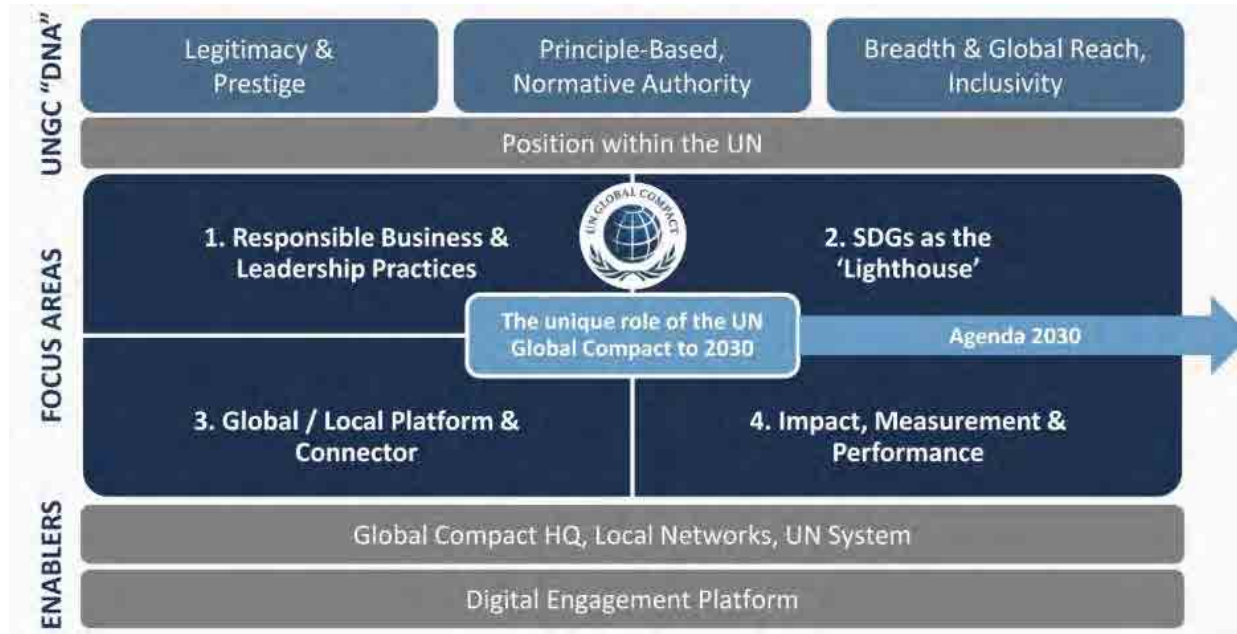


Engaging with the UN

Examples

Engaging with the UN

United Nations Global Compact – The world's largest corporate sustainability initiative



The UN Global Compact is a voluntary initiative that seeks to advance universal principles on human rights, labour, environment and anti-corruption through the active engagement of the corporate community, in cooperation with civil society and representatives of organized labour.

- United Nations Global Compact (2018)

United Nations Global Compact (2018)



Focus areas are:

- Environmental
- Social
- Governance
- Sustainable Development
- Financial Markets
- Supply Chain



> 13,000 members, including:

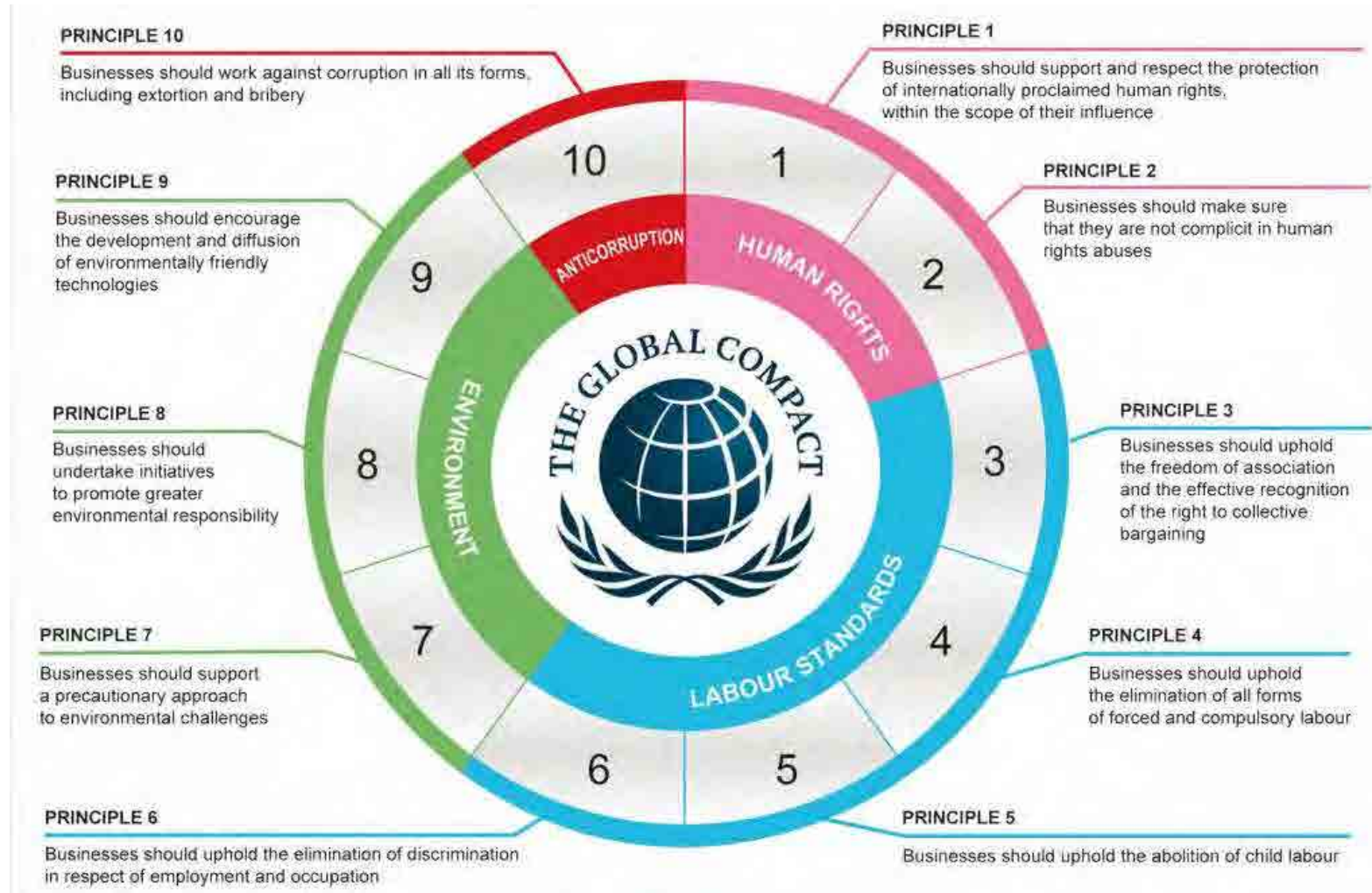
- Academic institutions
- Companies
- Business Associations
- NGOs
- Labour Organizations
- Cities & Public Sector Organizations



Several companies represented attending this workshop have been members for many years

Engaging with the UN

United Nations Global Compact – The world's largest corporate sustainability initiative



United Nations Global Compact (2018)

Engaging with the UN
Microsoft



Engaging with the UN Microsoft

Google microsoft and united nations

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Microsoft - United Nations Partnerships for SDGs platform

<https://sustainabledevelopment.un.org/partnership/partners/?id=1396>

The below is a listing where the government/entity/organization Microsoft is listed as ... The UN MY World survey has shown that it is both possible and useful to ...

Technology helps the UN advance the protection of ... - Microsoft News

<https://news.microsoft.com/.../technology-helps-un-advance-protection-human-rights-...>

Ensuring justice and reconciliation — and intervening early to prevent atrocities — is in the hands of the United Nations. But how can the UN know when human ...

Microsoft and UN Human Rights Office partner to strengthen human ...

<https://news.microsoft.com/humanrightsun/>

Ensuring justice and reconciliation — and intervening early to prevent atrocities — is in the hands of the United Nations. But how can the UN know when human ...

Microsoft Corporation | UN Global Compact

<https://www.unglobalcompact.org/what-is-gc/.../6584-Microsoft-Corporation>

Type: Company; Country: United States of America; Employees: 95,000; Sector: Software & Computer Services; Ownership: Publicly Listed; Engagement Tier:...

Technology for human rights: New partnership between UN High ...

<https://www.business-humanrights.org/.../technology-for-human-rights-new-partnersh...>

Microsoft and the United Nations (UN) have announced a five-year "landmark" partnership to develop technology to "better predict, analyze and respond to ...

Microsoft commits \$5 million to 'landmark' United Nations technology ...

<https://venturebeat.com/.../microsoft-commits-5-million-to-landmark-united-nations-te...>

May 16, 2017 - Microsoft and the United Nations (UN) have announced a five-year "landmark" partnership to develop technology to "better predict, analyze and ...

Microsoft and United Nations team up for 'landmark' human rights ...

<https://www.geekwire.com/.../microsoft-and-united-nations-team-up-for-landmark-hu...>

May 16, 2017 - Microsoft and the United Nations today announced what they called a "landmark" five-year partnership to support human rights work.

UN agencies and Microsoft join hands to create jobs for communities ...

www.undp.org/.../un-agencies-and-microsoft-join-hands-to-create-jobs-for-communit...

May 23, 2017 - United Nations agencies and Microsoft today signed an agreement to work together to create jobs for communities affected by the Syria crisis.

Google Apple and united nations

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About 10,10,00,000 results (0.52 seconds)

U.N. backs Apple, calls encryption fundamental to freedom | Cult of Mac

<https://www.cultofmac.com/.../u-n-backs-apple-calls-encryption-fundamental-to-the-e...>

Mar 3, 2016 - The United Nations is standing behind Apple in the company's fight against the FBI over whether the federal government can compel the ...

APPLE Project - United Nations Partnerships for SDGs platform

<https://sustainabledevelopment.un.org/partnership/partners/?id=8855>

Ghana Climate Care Project. The Ghana Climate Care Project aims to educate, advocate, and offer practical adaptation activities in climate-affected ...

United Nations Apps on the App Store - iTunes - Apple

<https://itunes.apple.com/us/developer/united-nations/id439971125>

Download apps by United Nations, including United Nations Visitor Centre.

UN News by United Nations on Apple Podcasts

<https://itunes.apple.com/us/podcast/un-news/id304114245?mt=2>

Download past episodes or subscribe to future episodes of UN News by United Nations for free.

UN Demands Answers From Apple Over VPN Removal in China

<https://wccftech.com/un-apple-vpn-removal-china/>

Aug 7, 2017 - UN special rapporteur has sent a letter to Tim Cook asking him several questions about Apple's decision to comply with Chinese demands.

Flag: United Nations Emoji on Apple iOS 12.1 - Emojipedia

<https://emojipedia.org/apple/ios-12.1/flag-for-united-nations/>

This is how the Flag: United Nations emoji appears on Apple iOS 12.1. It may appear differently on other platforms. iOS 12.1 was released on Oct. 30, 2018.

Apple Hit By China Foxconn Factory Report-UNPAN - United Nations ...

www.unpan.org/Regions/.../Apple-Hit-By-China-Foxconn-Factory-Report.aspx?...

Mar 29, 2012 - The US Fair Labor Association (FLA) was asked by Apple to investigate working conditions at Foxconn after reports of long hours and poor ...

UN human rights watchdog sends Apple letter over China VPN - ZDNet

<https://www.zdnet.com/article/un-special-rapporteur-apple-letter-china-vpn-demands/>

Aug 7, 2017 - A leading human rights expert for the United Nations has sent a letter to Apple to ask why the company removed the majority of VPN providers ...

Engaging with the UN Bill and Melinda Gates (Microsoft)



Engaging with the UN
Bill and Melinda Gates (Microsoft)



Engaging with the UN Microsoft

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HIV Vaccine Design

Overview

HIV is one of the world's primary health concerns. Researchers at Microsoft are using advanced technology in to the fight against the virus. Computational tools are available to help researchers analyze large amounts of data to identify patterns and trends that can help in the development of a vaccine.

In the news

- [Washington Post, 2016](#)
- [Geek Wire, 2013](#)
- [Fast Company, 2012](#)
- [Microsoft Blog, 2011](#)

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How do you improve vaccine distribution with big data?

June 22, 2017

MERCK 125 YEARS

Customer: Merck & Co., Inc.
Products and Services: R Server
Industry: Pharmaceuticals
Organization Size: Corporate (10,000+ employees)
Country: United States

Microsoft's advanced data analysis capabilities are being applied to Merck's therapeutic sciences to improve patient care. For example, every year pharmaceutical companies are forced to discard inventory such as flu vaccines due to temperature fluctuations or, in industry terminology, excursions. In order to preserve the potency of vaccines, proper temperatures must be maintained throughout storage, handling, and shipping. Special thermal-protection containers equipped with temperature-recording sensors are used to transport these vaccines. This temperature-controlled supply route is known as the cold chain. Microsoft R Server for Hadoop is now being used to analyze the various factors that affect the cold chain such as origin, destination, shipment route, external weather, and logistics providers. This analysis provides invaluable data that subsequently identifies variations that contribute to temperature excursions in order to mitigate them. This in turn preserves the vaccines that save the lives of countless people every year.

Big data is often thought of mainly as a tool to analyze financial data and consumer behavior. At

Engaging with the UN LEGO



Engaging with the UN LEGO



© 2015 UNICEF / Sebastian Ratti

Towards sustainable, systemic change in South Africa

Poverty and inequality have profound negative impacts on children's developmental outcomes, and more intensely for younger children. In South Africa, where poverty levels are high (55.7% among children under 18) and is one of the most unequal societies in the world (GINI coefficient 0.65 in 2011), the need for comprehensive early childhood development services and programming is more imperative

Thanks to the partnership with the LEGO Foundation, the South African government is working on changing policies and programmes and has included play-based learning as a fundamental principle in the National Integrated Early Childhood Development Policy, bringing play-based learning into classrooms and pre-school facilities nationwide. The partnership in South Africa has the potential to benefit 3 million children under 10 who are receiving support and care from parents, caregivers and educators who have been taught to understand and use play as a tool for stimulation and learning.



Engaging with the UN LEGO



© UNICEF/Ukraine/2015/Hatman

build more peaceful societies.

Since 2015, the LEGO Foundation has made an in-kind contribution of LEGO play materials and trained practitioners and staff to support play as a strategy to alleviate trauma and stress reaching over 320,000 conflict-affected children in Ukraine, Iraq, Egypt, Turkey and Jordan.

Play as a strategy to alleviate trauma and stress of conflict affected children

UNICEF figures show that globally one in 11 children aged 6 or younger has spent the most critical period of brain development growing up in conflict. Emergency settings pose a multitude of risks to young children and their families, and can have adverse effects on young children's development.

Play can be a powerful strategy to help children establish routines and regain a sense of normalcy, as well as to help build young child's resilience. Furthermore, play can contribute in the long term to



Engaging with the UN
IKEA



Engaging with the UN IKEA

FEATURES & MATERIALS

ROOF AND WALLS

Made of lightweight semi-hard plastic designed to last at least three years – compared to six months for conventional refugee tent.



MEASUREMENTS

SIZE
188 square feet

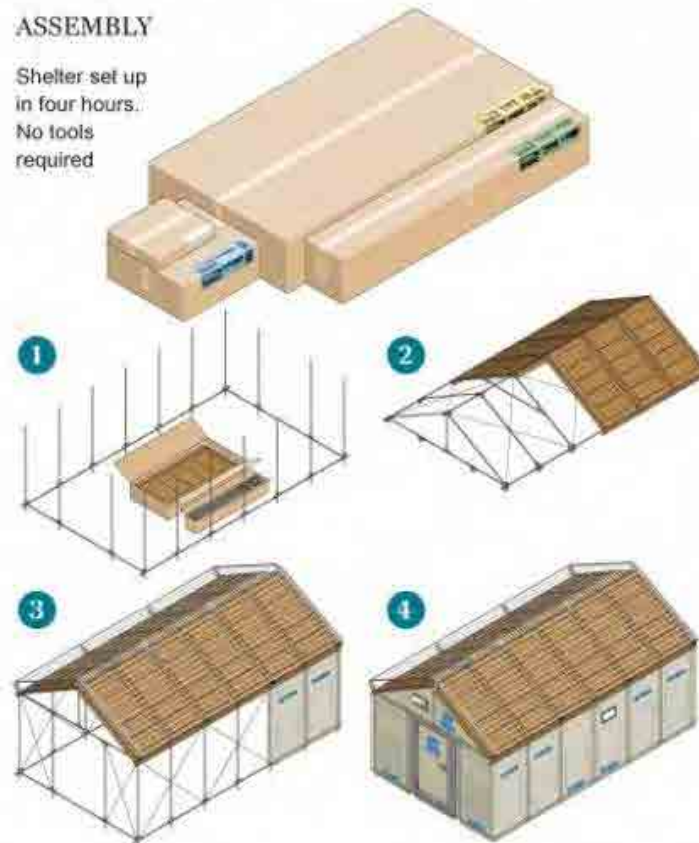
WEIGHT
100kg

HOUSES
Five people 

COST
£638 per unit once in mass production

ASSEMBLY

Shelter set up in four hours.
No tools required



SOURCES IKEA FOUNDATION | GRAPHIC NEWS

Deloitte.



Thank you for your attention!
My name is Rui san, and it
was my pleasure to be with
you today.



Contact Information

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