

in gara con **NOI** *Tender Lab*

FOCUS: PROCUREMENT ONU

MILANO, 10 maggio 2018

ENRICO LABRIOLA

Procurement Officer – Supply Chain Division WFP



Farnesina
Ministero degli Affari Esteri
e della Cooperazione Internazionale



**Diplomazia
Economica
Italiana**



ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane



World Food
Programme

SAVING
LIVES
CHANGING
LIVES



ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane

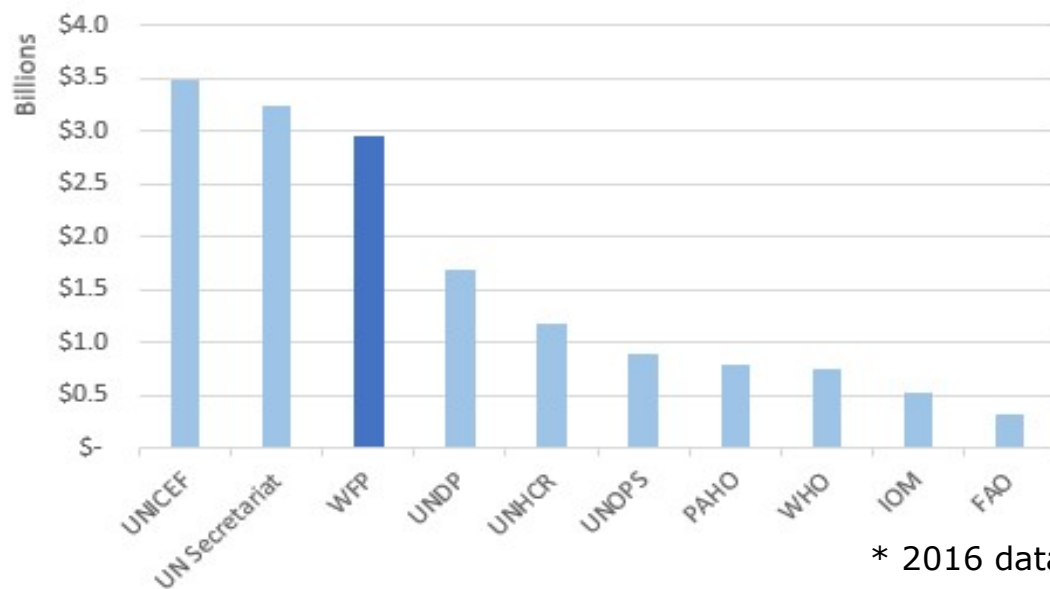


Introducing WFP Procurement

Milano

10 Maggio 2018

The entire UN system
procured 17.7 billion
USD in 2016, the size
of Bosnia &
Herzegovina or
Trentino-Alto Adige



* 2016 data

The World Food Programme (WFP) is the leading humanitarian organization fighting hunger worldwide and working towards the global goal of ending hunger by 2030.

WFP has been delivering life-saving food in emergencies since 1962. We also work in recovery and sustainable development.

WFP is funded entirely by donations from governments, companies and private individuals.





GLOBAL COMMITMENT

Adequate nutritious food is a basic human need. We believe it's also the foundation of a full and dignified life.

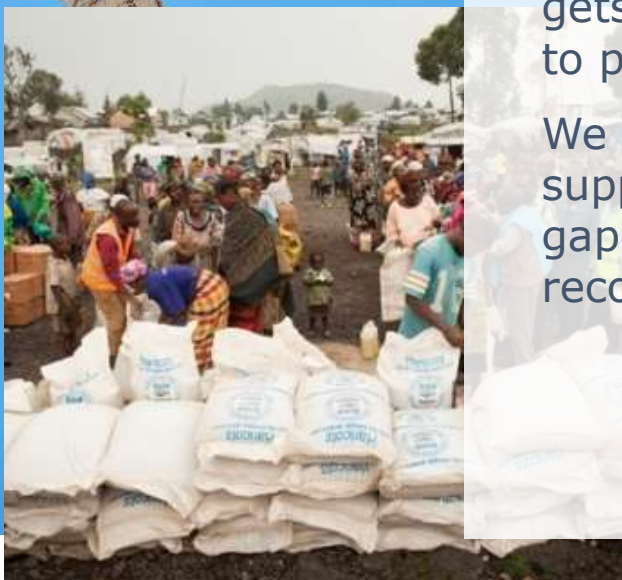
- We reach an average of 80 million people with food assistance in around 80 countries each year.
- We have unrivalled experience operating in the world's most difficult environments, both war zones and disasters.
- More than 15,000 people work for WFP. Most are locally recruited staff who work in remote areas, directly serving the hungry poor.



The World Food Programme is best known for its life-saving work in emergencies.

When disaster strikes, WFP gets vital food assistance to people in need.

We also provide food and support that bridges the gap between relief and recovery.





WORKING TOGETHER

WFP works in partnership with national and local governments, other humanitarian agencies and the private sector.

We lead the humanitarian Logistics and Telecommunications Clusters to help coordinate humanitarian response. We co-lead the Food Security Cluster with the Food and Agriculture organization of the United Nations (FAO).

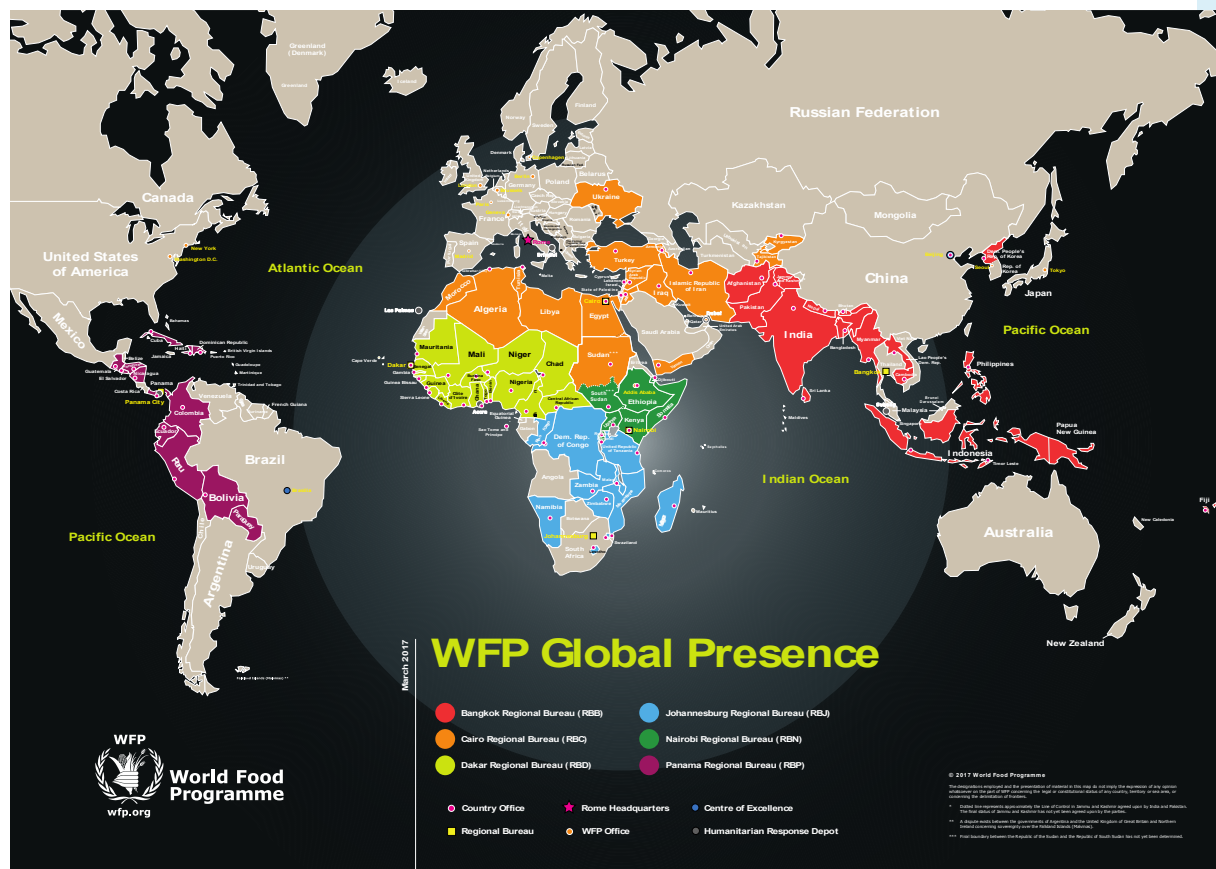
We manage humanitarian response services that are used by the whole humanitarian community:

- A network of 6 United Nations Humanitarian Response Depots (UNHRD) that procure, store and transport emergency supplies.
- The United Nations Humanitarian Air Service (UNHAS) which enables humanitarian workers and supplies to reach isolated or inaccessible communities in need.

GLOBAL PRESENCE

**WFP is headquartered in Rome.
We have a global presence that includes:**

- 83 Country Offices worldwide
- 6 Regional Bureaux
(Bangkok, Cairo, Dakar, Johannesburg, Nairobi and Panama)
- 14 Liaison Offices
- A vast supply chain logistics network that enables us to quickly deliver life-saving food assistance anywhere in the world
- Specialist centres for innovation and development of sustainable solutions to hunger





OUR WORK

We do whatever it takes to ensure those furthest behind can get the safe, nutritious food they need.

We tackle causes, not just symptoms, by:

- Helping governments develop and implement anti-hunger strategies
- Helping the most vulnerable people eat more nutritious food
- Ensuring people have access to food — even in emergencies
- Helping make food systems in countries more resilient to shocks.



FOOD DISTRIBUTIONS

When food is not available on local markets, or people cannot get to the shops, we deliver food to them. We work with local NGO partners to organize the distributions.

Foods provided can include:

- Flour/rice/bulgur
- Lentils/split peas
- Cooking oil
- Iodized salt

To prevent and treat malnutrition we provide specialized nutritional products formulated for particular nutritional needs.

HUMANITARIAN LOGISTICS

WFP's supply chain logistics expertise helps many humanitarian organizations reach people in need.

- We manage the **United Nations Humanitarian Air Service (UNHAS)**.
In 2016, WFP flew more than 282,000 humanitarian workers and 3,000 tons of cargo to 269 regular destinations.
- We manage the **United Nations Humanitarian Response Depots (UNHRD)**, a network of six strategically located emergency hubs around the world. In 2016, we dispatched US\$51 million in relief supplies to 81 countries.
- We provide **Logistics Services** directly to the humanitarian community. For example, the World Health Organization chose us to provide logistics and engineering services for them during the Ebola Outbreak in West Africa.





WFP Procurement

WFP buys food, goods & services and logistics items to support our operations, our regular programs and the emergency relief

WFP also buys to support the global humanitarian community (UN, non-UN, NGOs, Governments)



Procurement of food, relief items and operational equipment

- Emergency stockpiling and pre-positioning
- Cargo transportation
- Telecommunications and IT services
- Air passenger transport
- Warehousing and handling
- Engineering support
- Medical wellness and accommodation services



WFP Procurement

TOTAL IN 2017:
USD 3.07 billion



Goods and
Services
USD 652.3 million



Food
USD 1.4 billion



Logistics
USD 1.02 billion

- WFP operates with a **decentralized procurement model**, based on value thresholds to activate/approve procurement actions at local, regional and HQ level





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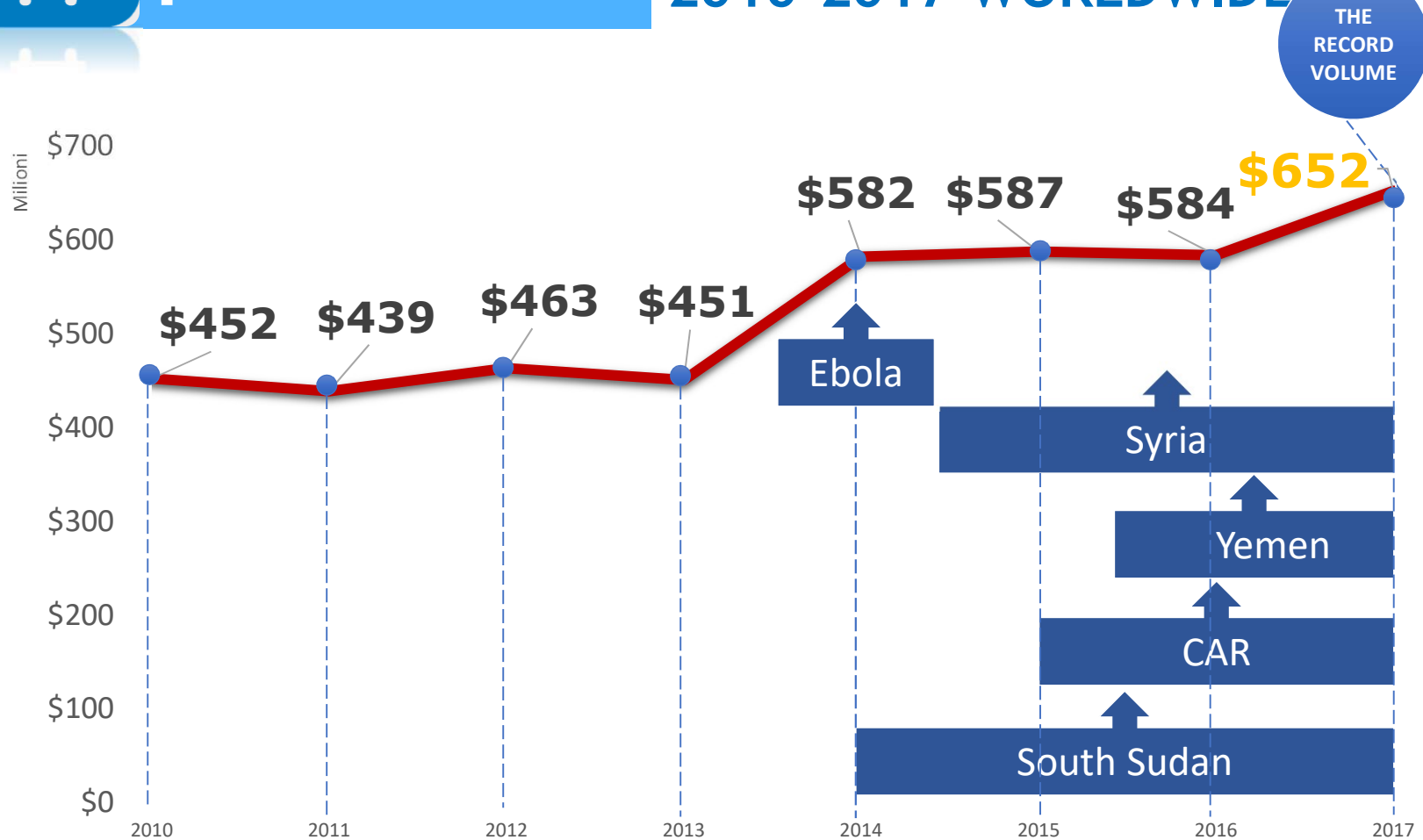
GOODS AND SERVICES PROCUREMENT





G&S procurement

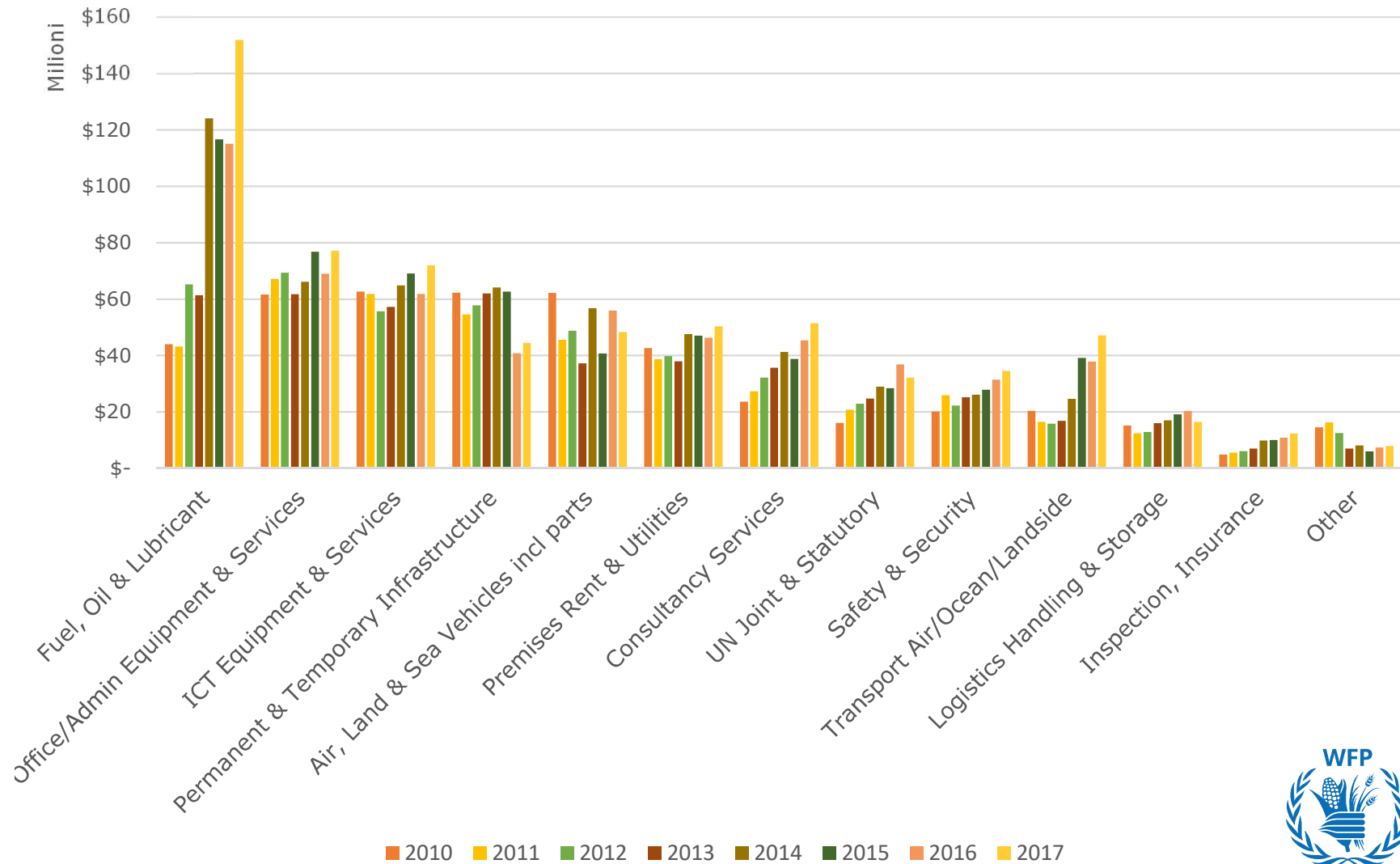
TOTAL Goods & Services PURCHASE TREND: 2010-2017 WORLDWIDE





G&S procurement

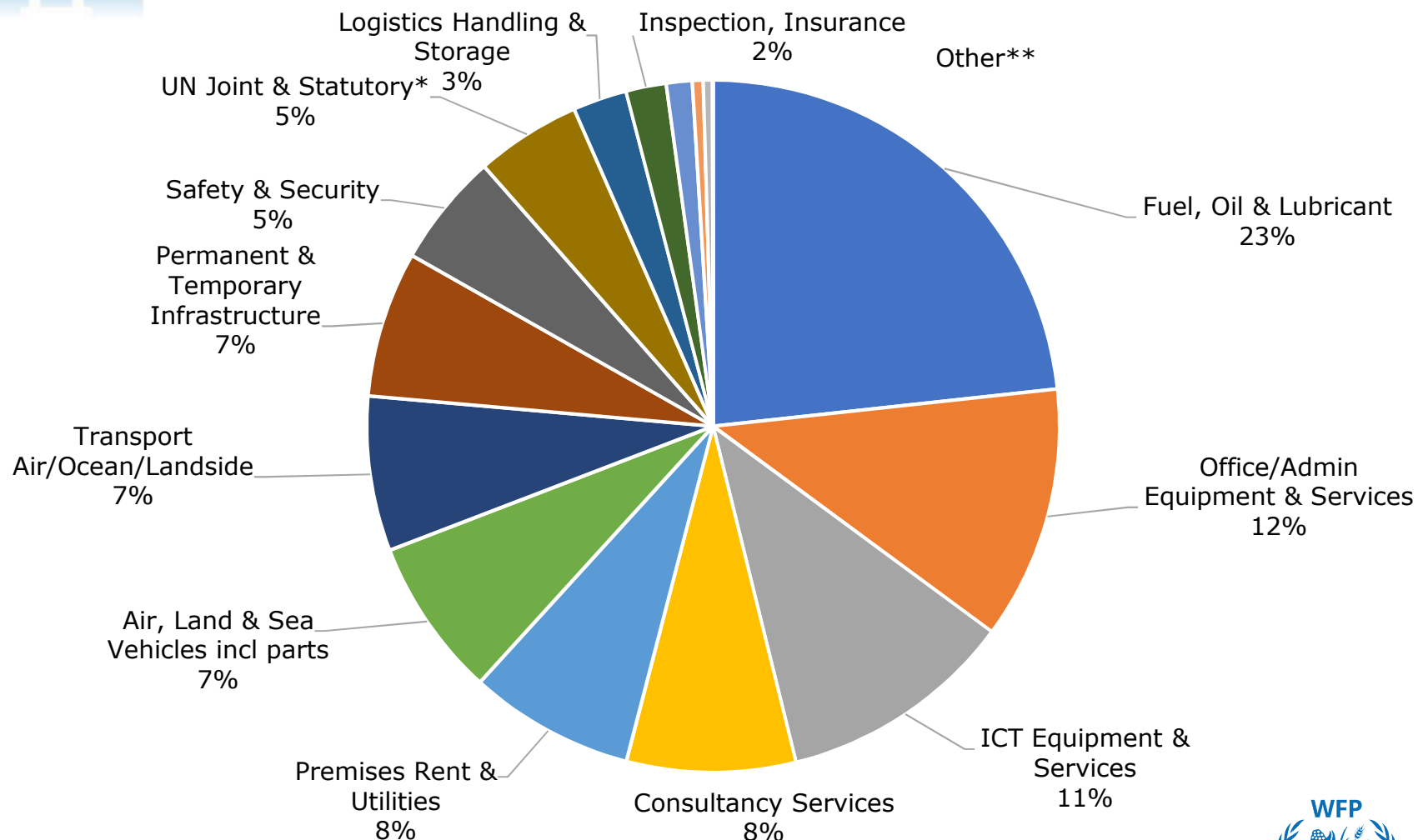
Categories of Goods & Services PURCHASE TREND: 2010-2017 WORLDWIDE





Key Categories

Goods & Services purchased in
2017:
USD 652.3 million



* UN Joint and Statutory relates to payments made internally between UN Agencies, Funds and Programmes





Vendor countries

Goods & Services purchased in 2017: USD 652.3 million

- At Headquarters in **Rome, Italy** contracts with commercial providers are managed by WFP's Goods & Services Procurement Branch.

Vendor countries	Value US\$
Ethiopia	\$ 45,842,704.99
South Sudan	\$ 45,420,878.05
USA	\$ 39,201,142.13
Italy	\$ 34,343,125.83
Sudan	\$ 28,849,930.92
Kenya	\$ 26,482,986.54
Utd.Arab Emir.	\$ 23,307,632.69
Yemen	\$ 17,863,681.07
United Kingdom	\$ 17,007,589.31
Afghanistan	\$ 16,913,997.91
France	\$ 15,550,216.10
Dem. Rep. Congo	\$ 12,104,229.67
Norway	\$ 11,967,618.20
Denmark	\$ 10,860,214.16
Netherlands	\$ 10,029,113.36
Other	\$ 227,773,837.78
Total	\$ 583,518,898.71

2016

Vendor countries	Value US\$
Ethiopia	\$ 61,567,212.95
South Sudan	\$ 44,506,016.66
Italy	\$ 37,238,152.32
Kenya	\$ 33,206,795.49
Sudan	\$ 31,832,219.70
USA	\$ 31,648,437.71
Utd.Arab Emir.	\$ 28,231,819.76
France	\$ 27,798,472.68
Denmark	\$ 17,946,417.30
United Kingdom	\$ 17,338,152.60
Yemen	\$ 17,007,263.38
Afghanistan	\$ 16,529,159.66
Netherlands	\$ 14,295,041.68
Jordan	\$ 12,865,487.27
Switzerland	\$ 11,310,515.48
Others	\$ 248,948,291.00
Total	\$ 652,269,455.64

2017





Italian vendors

Goods & Services purchased from Italian vendors

WFP Procurement purchased **USD 37.2 million** of goods and services in **2017** and **USD 34.3 million** in **2016**

In 2017 leading **categories of goods and services procured from Italian suppliers:**

- ICT services & consultancies
- Rents & maintenance
- Software licenses
- Prefab structures
- Consultancy services
- Cleaning services
- Meeting-related services



Total value of purchases
USD 34,343,125.83

2016

Total value of purchases
USD 37,238,152.32

2017





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FOOD PROCUREMENT





Food Procurement

KEY ROLE



- Undertake all international food procurement for all WFP operations worldwide as well as for third parties such as UN Agencies, Governments and NGOs
- Provide oversight, technical expertise and guidance to all WFP offices to ensure that food procurement is undertaken in a cost effective, timely and transparent manner
- Support the development and implementation of strategies, policies and plans to meet WFP's mandate
- Review and authorize all food procurement actions from the field above the authority of field offices

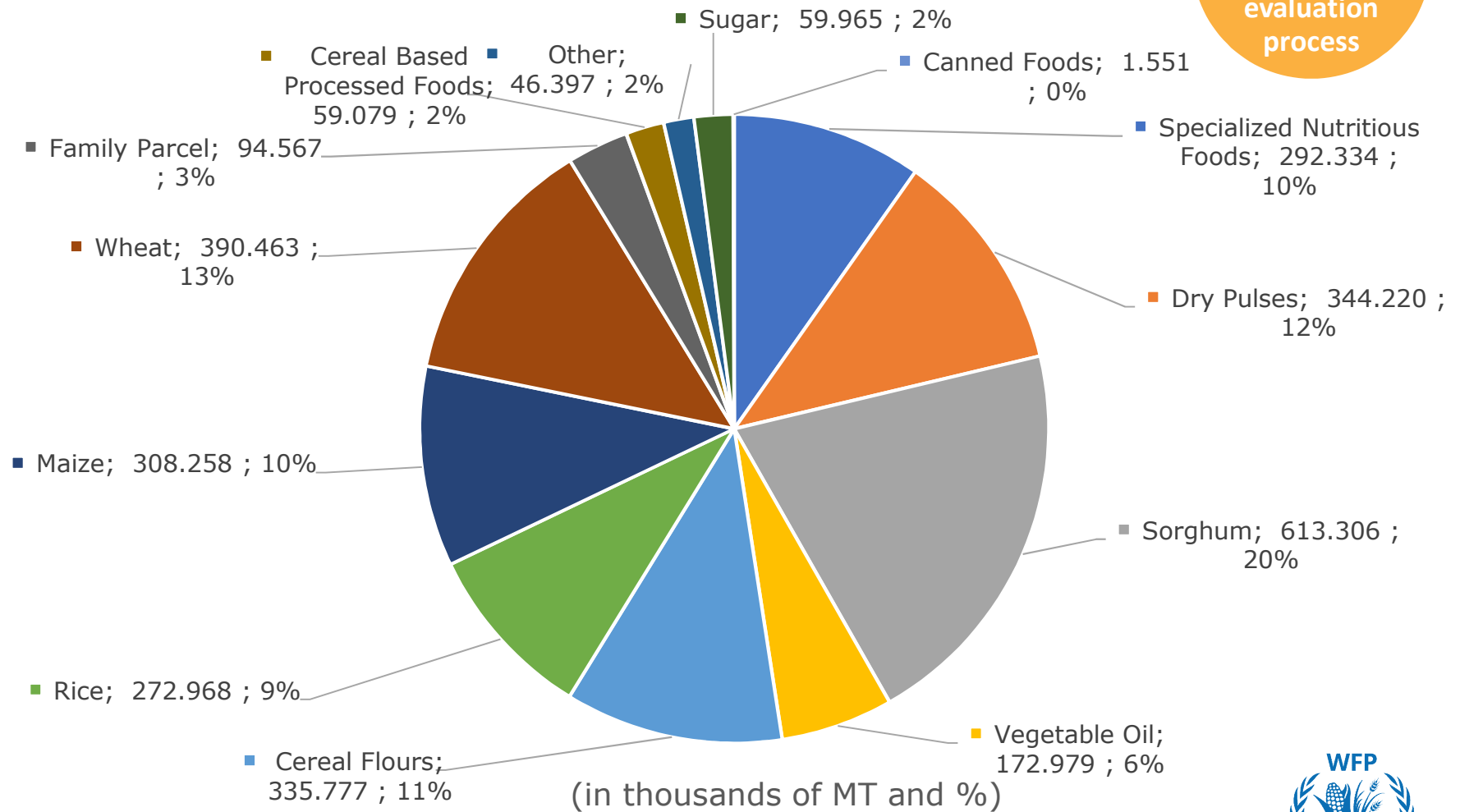




Key Categories

WFP Global Food Purchases in 2017: USD 1.4 billion

FOOD
suppliers
undergo a
Vendor-
evaluation
process





Food Procurement

WFP Global Food Purchases CONDITIONS

Conditions affecting food procurement:

- Donor country conditions/restrictions (origin/destination/quality/packing /marking etc.)
- Recipient country requirements (product/origin/packing/import regulations)
- Impact on local market/economy (harvest/lean period/surplus)





Italian vendors

Food purchased from Italian vendors

WFP Procurement purchased food originating from Italy worth **USD 80 million** in **2017** and **USD 58.8 million** in **2016**

In 2017 leading **categories of food procured from Italian suppliers:**

- Corn Soya blend
- Wheat Soya blend
- Wheat flour





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LOGISTICS PROCUREMENT





Logistics Procurement

In 2017 procured: USD 1.02 billion and handled 4.5 million metric tons of food



Land
USD **403** million



Ocean
USD **183** million



Air*
USD **245** million



Other transport
related costs**
USD **183** million

*Air: cost cover the transport of food, passengers and misc.

** Like: Equipment, Utilities, Supplies, Materials, and other related products





Italian vendors

WFP Food purchased from Italian vendors



WFP Logistics procured from Italy suppliers:

USD 1.64 million in **2017**

In 2017 leading **categories procured from Italian suppliers:**

- Port Operations
- Ocean Transportation
- Superintendence



For new vendors

How to do business with WFP?



1. Check out procurement page on www.wfp.org
2. Understanding WFP's G&S requirements
3. Send a presentation of your products to WFP at newsuppliers@wfp.org
4. Read & acknowledge the UN Supplier Code of Conduct
5. Register on www.ungm.org to be in the Vendor lists of UN
6. When requested, register on WFP e-tendering platform In-tend
7. Respond to solicitation requests, when invited

UNGM

It is the UN global marketplace and serves as point of entry and for sourcing vendors for entire UN

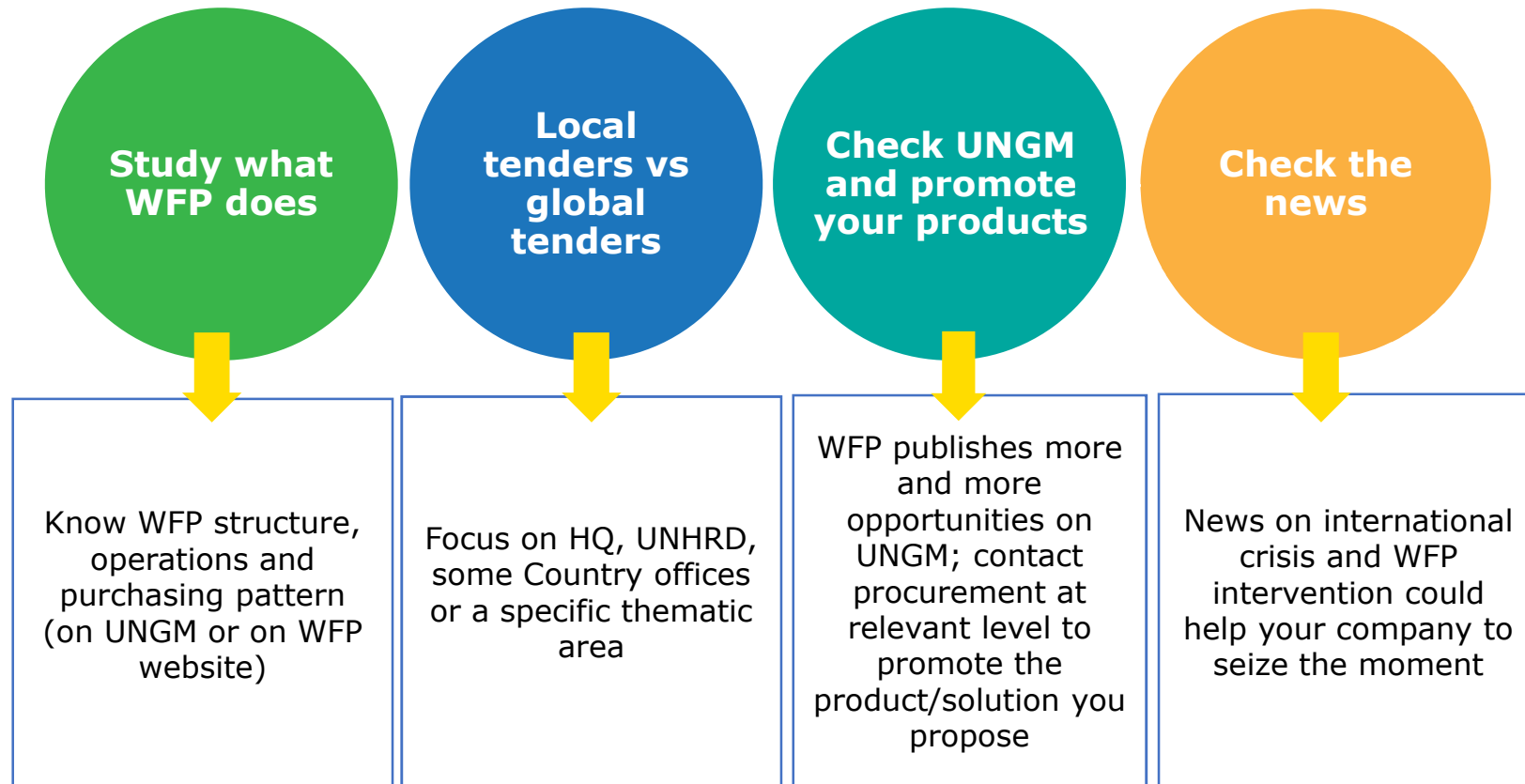
In-tend

It is WFP's e-tendering portal. Vendor shall register there when requested so they can be invited to submit offers to specific tenders for their products.



How does it work

How to do business with WFP?





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QUESTIONS, COMMENTS





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World Food Programme

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