

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

FOCUS: PROCUREMENT ONU

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IFAD and its Procurement

**UN Business Seminar
10 May 2018**

What is IFAD



International
Fund for
Agricultural
Development
(IFAD)

- Established as an **international financial institution** and **specialized UN agency** in 1977 as one of the major outcomes of the 1974 World Food Conference
- Current membership: **176 countries**
- IFAD is the only IFI dedicated exclusively to **Rural/Agricultural Sectors**
- **Loans** and **grants** to governments of developing countries

Investing in Rural People

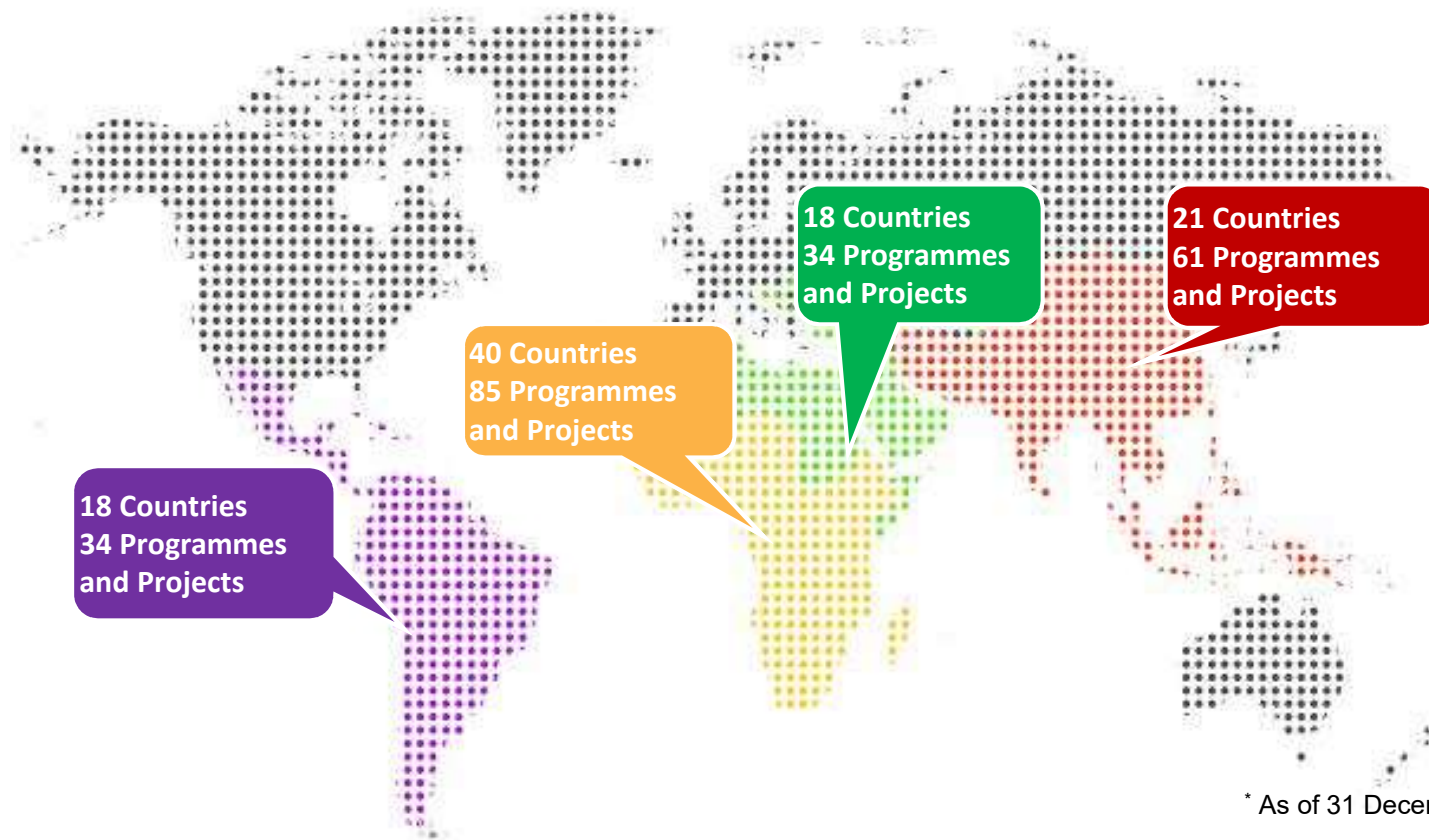


*Animated story about the
power of a simple idea:
Investing in rural people*

“Making Good Things Grow”

- **78% of the world’s population who live in extreme poverty are in rural areas (WB estimates)**
- **IFAD works where poverty and hunger are deepest:** in the most remote regions of developing countries and fragile situations, where few development agencies venture.
- By investing in rural people, and in small and medium-sized enterprises, our work **reduces poverty and hunger** and results in **greater resilience**, contributing to the achievement of **Sustainable Development Goals**.

Where we work



IFAD invests in rural people

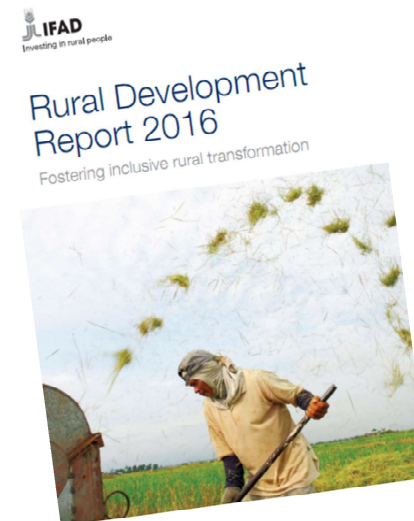
Since 1978, IFAD has..

- invested about **US\$17.6 billion** in grants and low-interest loans to developing countries through rural development projects
- supported **1,013 programs and projects** in partnership with **123 recipient governments**
- empowered approximately **459 million people** to grow more food, better manage their land and other natural resources, learn new skills, start small businesses, build strong organizations and gain a voice in the decisions that affect their lives.



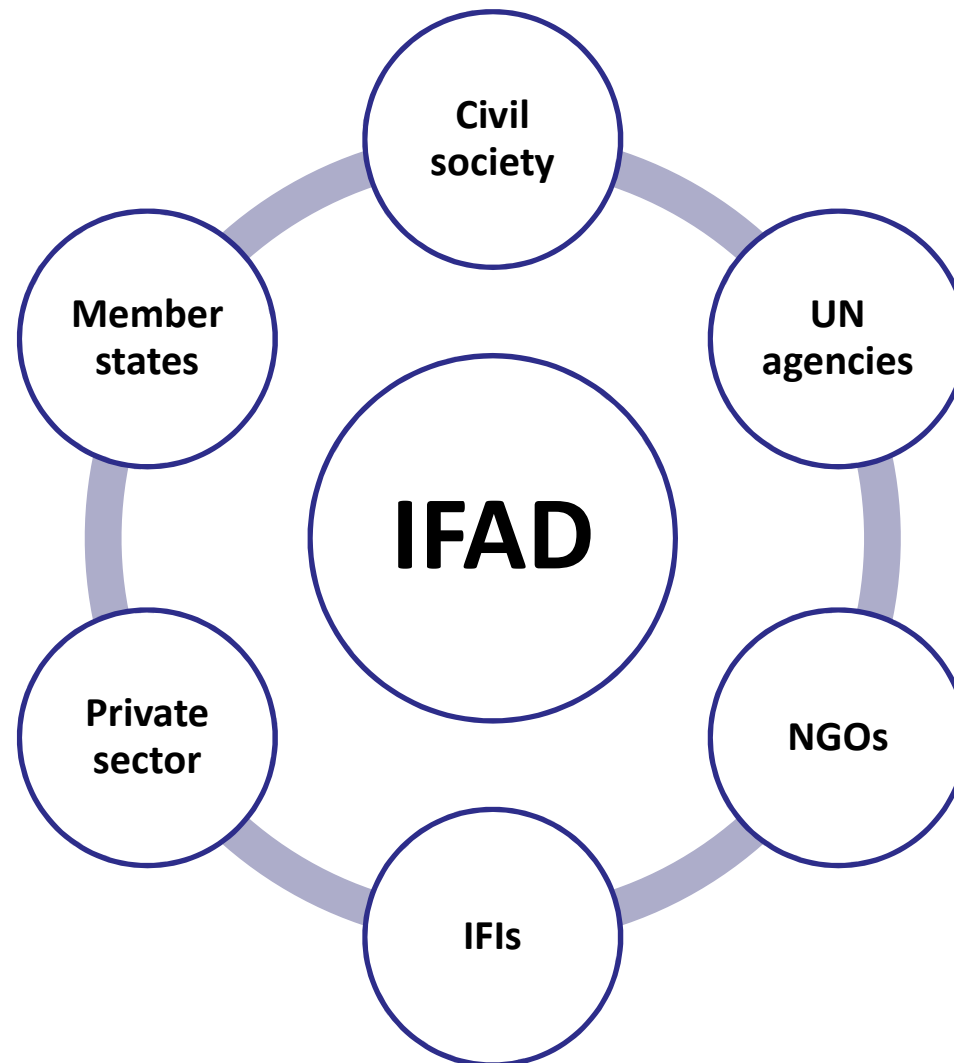
IFAD's Projects and Main Areas

- Climate change and agricultural development
- Financial services for smallholder farmers
- Rural infrastructure
- Livestock
- Fisheries
- Capacity-and institution-building
- Storage/food-processing/marketing
- Research/extension/training
- Small and medium scale enterprise development



IFAD's Partnership

Partnerships
are central to IFAD.
Our partners include:



Procurement at IFAD

Corporate Procurement



- Most of high value procurement is centralised at **IFAD HQ**, carried out by the Procurement Section
- Procurement in **IFAD Country Offices** is delegated or carried out by the hosting organizations

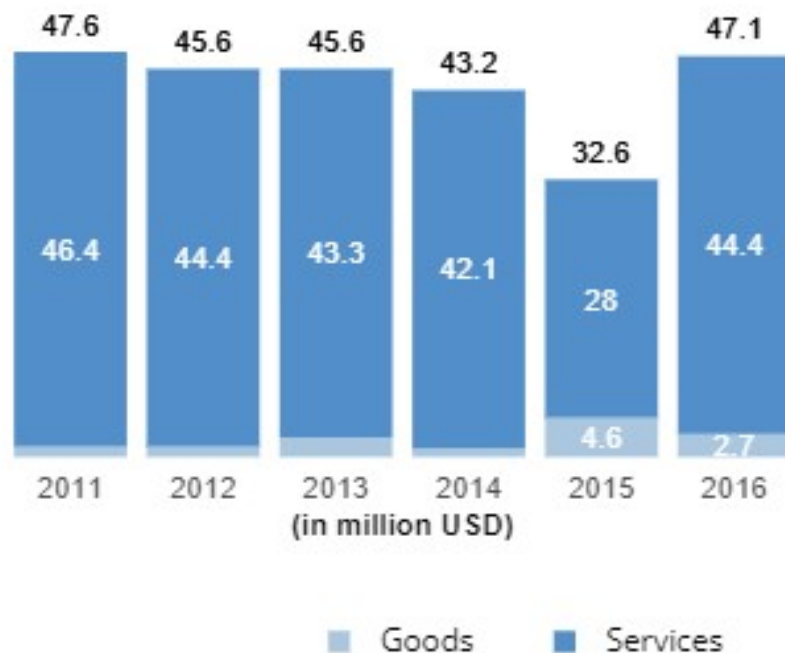
Project Procurement



- **Carried out by the Borrowers / Recipients (not done by IFAD!)**
- IFAD's Direct Supervision of Projects include monitoring of Procurement

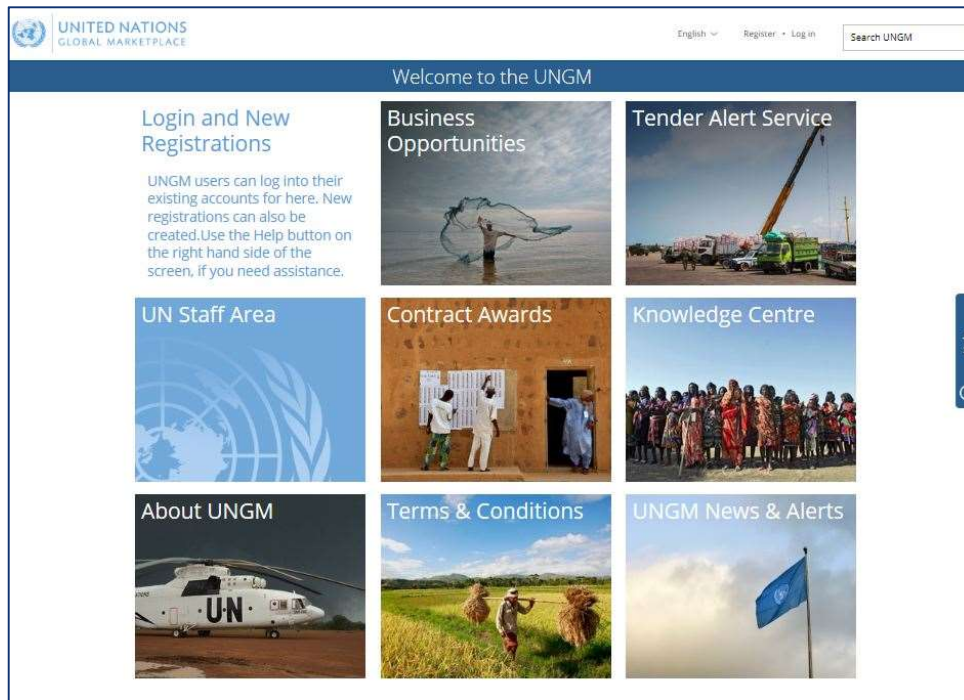
Corporate Procurement at IFAD

IFAD's Procurement Volume



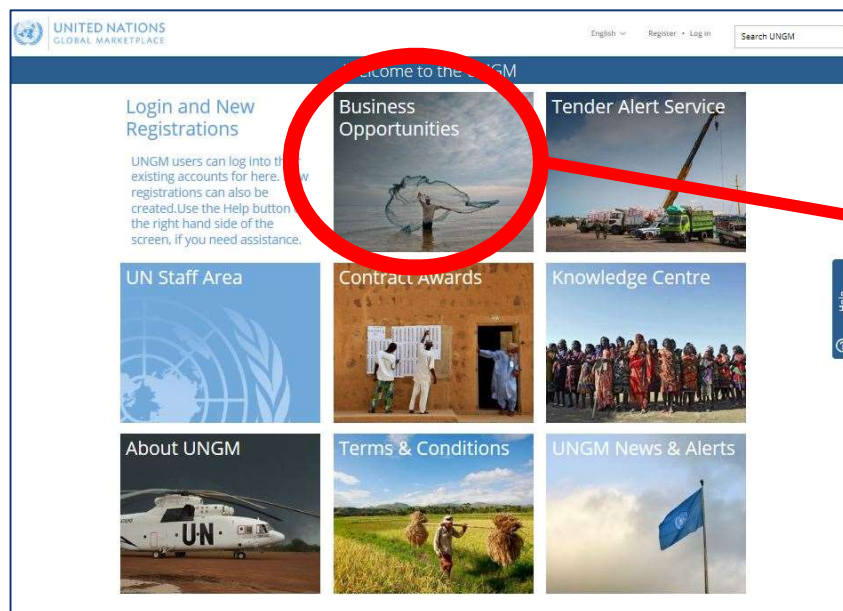
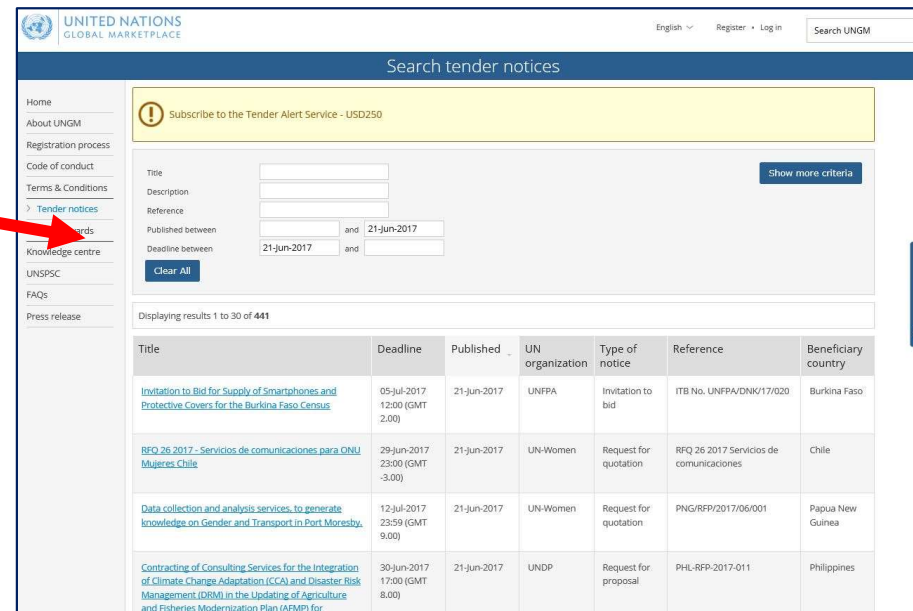
- IFAD procures approximately **45 million USD** annually.
- In 2016, IFAD purchased goods and services from vendors from **78 different countries**
- IFAD's **corporate procurement** includes:
 - **Commercial contracts**
 - Institutional Contracts with **non-commercial entities** (NGOs, UN agencies, non-profit organizations, etc.)

Doing Business with IFAD



- Suppliers who want to do business with IFAD should register **with the United Nations Global Marketplace (UNGM) portal** (www.ungm.org).
- Registration is simple and **free** and gives access to a single portal for the **entire UN system**.
- Vendors need to agree on the **UN Supplier Code of Conduct** and declaration of eligibility and then specify the products and/or services they can offer.

How to find business opportunities



- Tenders above EUR 50,000 are published on the **United Nations Global Marketplace (UNGM) portal** (www.ungm.org) for international competitive bidding.
- **Tender Alert Service** may be an useful option to receive timely information on relevant business opportunities.

Main Competitive Procedures

- ◉ Request for Quote RFQ -> up to 50,000 EUR
- ◉ Invitation to Bid ITB (for detailed requirements) and
- ◉ Request for Proposal RFP (for more general requirements) -> above 50,000 EUR

- ◉ Other possible solicitation procedures
 - Request for Expression of Interest (REOI + RFP)
 - Negotiated Procedure (NP after RFP)
 - Dynamic Purchase System (DPS)
 - Competitive Dialogue Procedure (CDP)

Goods

procured by IFAD for its corporate operations

- ◎ TECHNOLOGY

- Computer Hardware and Software
- Telecommunication equipment
- Multifunction Printing Equipment (rental)
- Printshop Equipment (rental)
- Photo and Audio Video equipment
- Security and Surveillance equipment

- ◎ FURNITURE

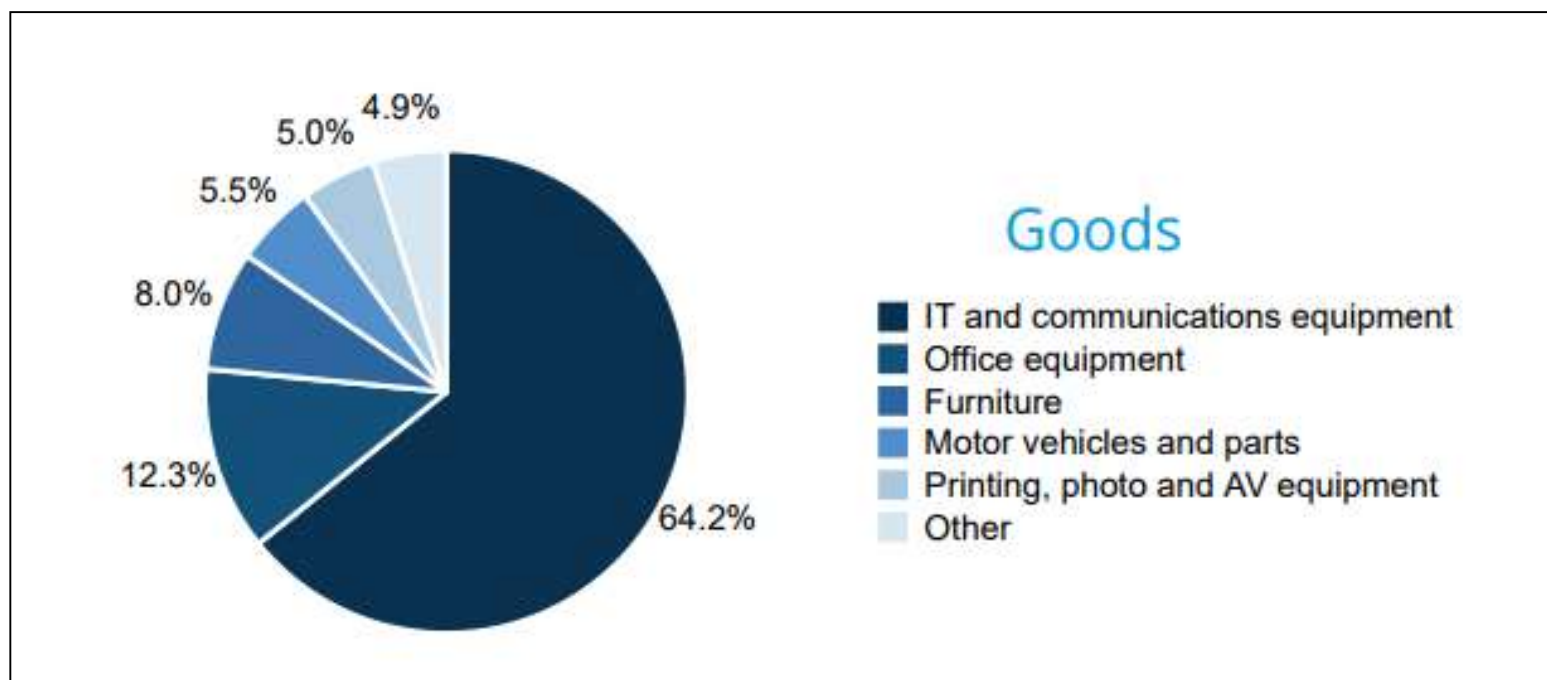
- ◎ SUPPLIES

- Maintenance Supplies
- Paper, Office Stationary and other supplies

- ◎ OFFICIAL VEHICLES

Goods procured by IFAD

Main categories of procurement of goods (2017)



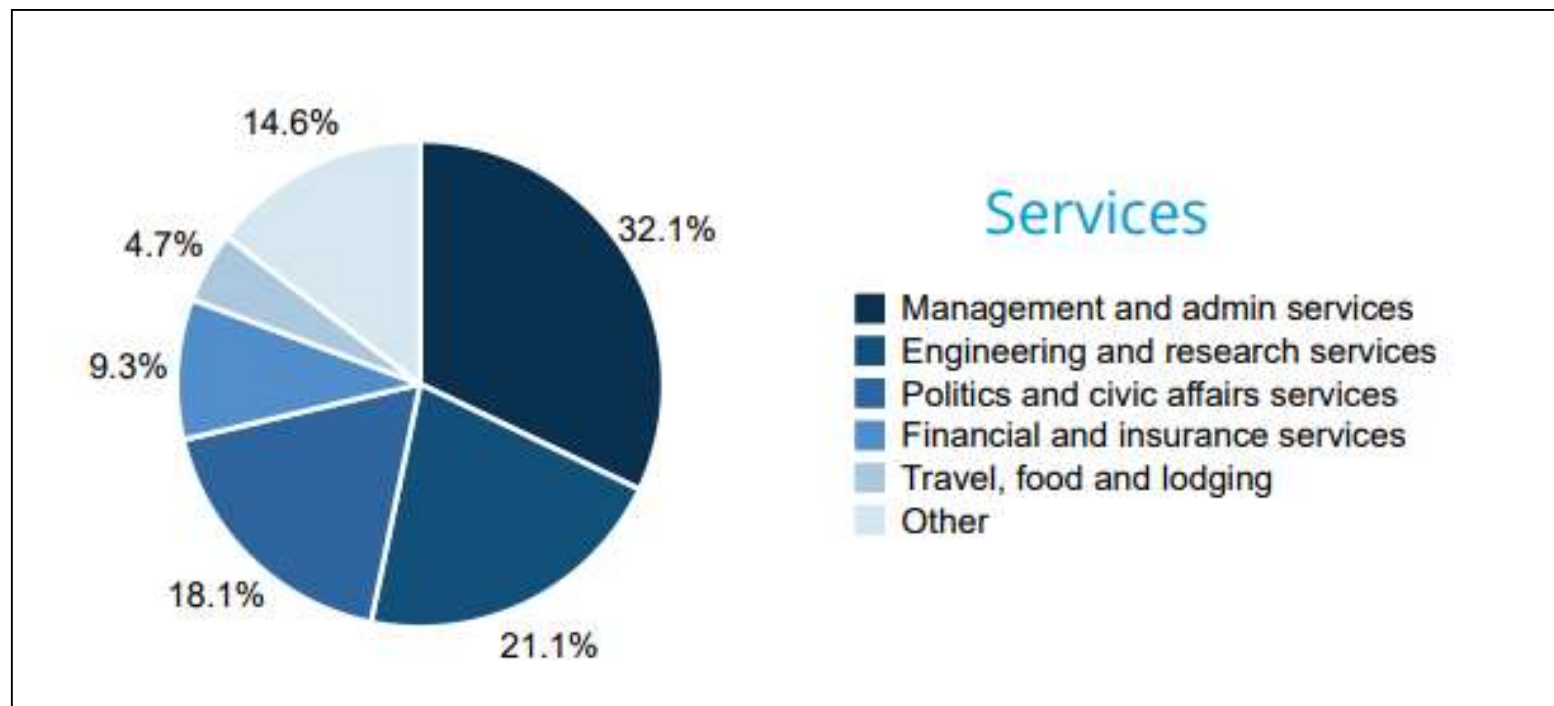
Services

procured by IFAD for its corporate operations

- Audio-Video Services
- Auditing Services
- **Catering and Hospitality Services**
- **Cleaning Services**
- **Professional consultancy services in various sectors**
- Courier and Mailing
- **Conference Services and Event Management**
- **Facility Technical Maintenance**
- Financial Services
- ICT Project Management
- **ICT Software Development**
- **Insurance**
- **Investment Management**
- Moving, Storage and Shipping
- Printing and Publishing
- Refurbishing Works
- Rental Services
- **Security and Custody Services**
- Training and Staff Development
- **Travel Services**
- **Utilities (Electricity, Gas)**

Services procured by IFAD

Main categories of procurement of services (2017)



IFAD PROCUREMENT DATA

- A report on IFAD Procurement can be found in **UNGM KNOWLEDGE CENTRE**, under the **ANNUAL STATISTICAL REPORT OF UN PROCUREMENT** (both PDF and interactive map)

<https://www.ungm.org/public/asr>

The screenshot displays the 'Annual Statistical Report on UN Procurement' page on the UNGM Knowledge Centre website. The browser address bar shows the URL <https://www.ungm.org/Public/KnowledgeCenter/AnnualStatisticalReport>. The page features a navigation menu on the left with links to 'Public Home', 'Code of conduct', 'Tender notices', 'Contract awards', 'Knowledge centre', and 'Annual Statistical Report on UN Procurement'. The main content area includes a header for the 'Annual Statistical Report on UN Procurement' with a 'Year' dropdown set to '2014'. Below this are tabs for 'Map', 'Procurement by UN Organizations', 'Procurement by Vendor Countries', 'Procurement by Categories', and 'About the ASR'. The 'Map' tab is active, showing a world map titled 'UN Procurement Worldwide'. The map displays procurement data points across various countries, with a legend indicating 'Area', 'Countries', 'Regions', 'Subregions', and 'Least developed countries'. The IFAD logo is visible in the bottom left corner, with the tagline 'Investing in rural people'.

DOING BUSINESS WITH UN



UNITED NATIONS
GLOBAL MARKETPLACE

A dedicated area within the UNGM Knowledge Centre



UN Interagency collaboration

IFAD has a relevant participation in the **UN Global Marketplace** portal (www.ungm.org)



UNITED NATIONS
GLOBAL MARKETPLACE

Collaboration with other UN Agencies , in particular

Common Procurement Team (CPT) with FAO and WFP,

- Share plans (tenders, training) and information
- Carry out joint tenders



COMMON PROCUREMENT TEAM
OF FAO, IFAD, WFP

→ *Benefits include: Economies of scale, efficiency, access to others' contracts*

Other business opportunities

Project Procurement



- Project Procurement is **conducted by Borrowers/Recipients**, in accordance with the **national procurement regulations** (if consistent with the IFAD Project Procurement Guidelines).

Methods for Project Procurement

- International competitive bidding (ICB)
- Limited international bidding
- National competitive bidding
- International or national shopping
- Direct contracting

IFAD reviews the arrangements for procurement of goods, works and services proposed by the Borrower/Recipient.

→ Post/Prior Reviews

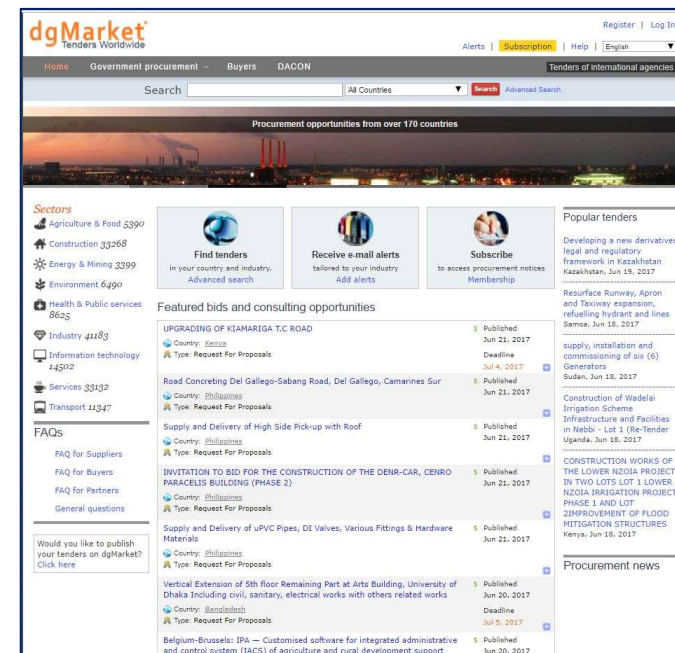
→ 'No Objections'

Other business opportunities

Project Procurement



Development Business
(<https://www.devbusiness.com/>)

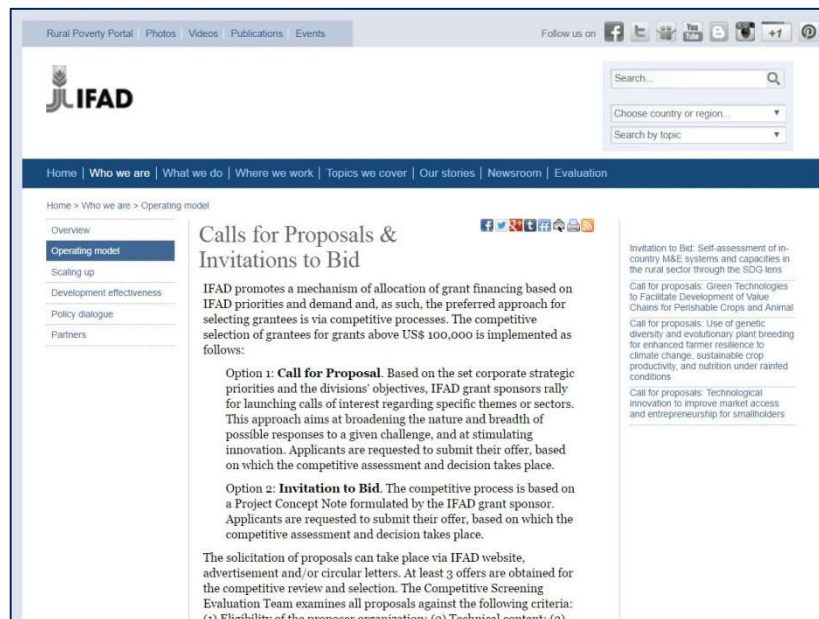


dgMarket
(<http://www.dgmarket.com/>)

- Many IFIs use online platforms such as **Development Business** and **DG Market** to advertise project procurement tender notices.

Other business opportunities

Competitive Grant Selections



- Grants with **value above USD 100,000.00** are selected through competitive selection processes
- Call for proposals for grants can be found on [IFAD's website](#) or on the UNGM.
- Selected recipient enters into a Grant Agreement with IFAD.

Thank you!

International Fund for Agricultural Development

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