in gara con NOI Tender Lab

FOCUS: PROCUREMENT ONU

MILANO, 10 maggio 2018

Best Practice - Newster Group

Farnesina
Ministero degli Affari Esteri
e della Cooperazione Internazionale

Diplomazia Economica Italiana

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

IN BREVE

COMPANY PROFILE

FRICTIONAL HEAT TREAMENT (FHT): LA TECNOLOGIA

INSTALLAZIONI / PAESI

ATTIVITA' DI INTERNAZIONALIZZAZIONE

UNITED NATIONS

TENDER

PROCESSI INTERNAZIONALIZZAZIONE

COMPANY PROFILE

- Newster was founded in 1996 in the Republic of San Marino
- Production and servicing of technology for the treatment of solid and liquid hospital waste
- Training for the sustainable management of waste in healthcare facilities
- Operates worldwide through its two main companies:
- Italy – Newster System Srl (Manufacturing facility)
- Republic of San Marino – Newster Technologies Spa (R & D /Sales)
- Distributor Network in selected countries

COMPANY PROFILE

www.newstergroup.com

Line of products:

Newster® Frictional Heat Treatment technology (FHT): – health care waste

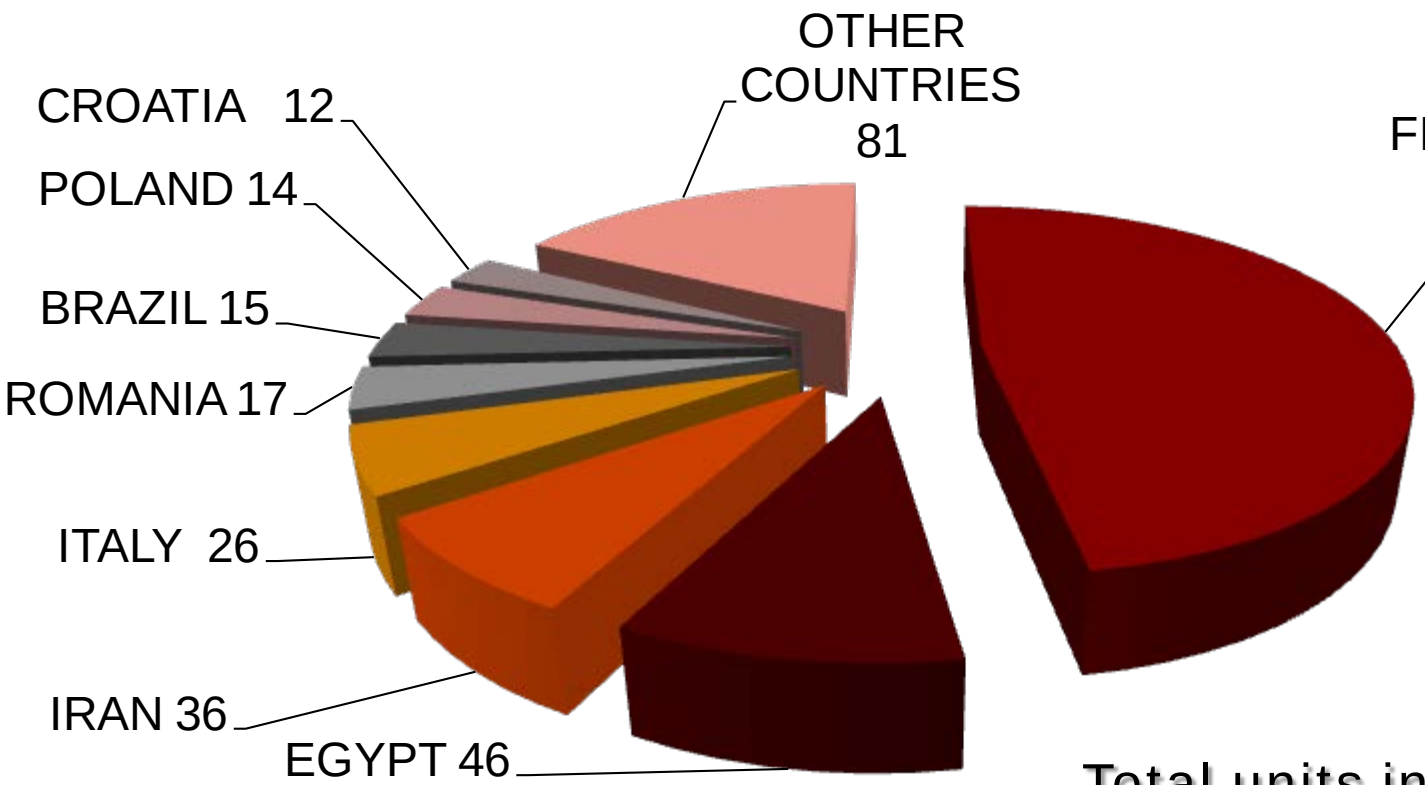
- Newster® SWT - hospital water from infectious hospital wards
- Newster® PURA – laboratory fluid waste

Newster has become worldwide leader in hospital waste treatment for FHT

- Employees – 25 / 28
- Turnover 2016 - 4,790 M. EURO

FRICTIONAL HEAT TREATMENT

INSTALLATIONS



Total units installed Worldwide - 471

COUNTRIES

- RUSSIAN FEDERATION
- EGYPT
- IRAN
- ITALY
- ROMANIA
- BRAZIL
- POLAND
- CROATIA
- MEXICO
- VIETNAM
- BELARUS
- PARAGUAY
- TUNISIA
- AUSTRALIA
- SOUTH AFRICA
- KAZAKHSTAN
- ALBANIA
- BULGARIA
- GREECE
- DOMINICAN REPUBLIC
- URUGUAY
- BOSNIA
- PAKISTAN
- ALGERIA
- ECUADOR
- VENEZUELA
- AZERBAIJAN
- JORDAN
- TURKMENISTAN
- ESTONIA
- HUNGARY
- SAN MARINO
- SERBIA
- SWITZERLAND
- UNITED KINGDOM
- UNITED ARAB EMIRATES
- LITHUANIA
- SAUDI ARABIA

….. AND MORE

INTERNAZIONALIZZAZIONE

2007: Partecipazione gara in Repubblica Serba indetta da EAR (European Agency for Reconstruction – in seguito chiusa)

- 72 impianti
- Valore gara 6 mil Euro (ATI)

Gara aggiudicata a nota azienda Tedesca – produttore di <u>autoclavi</u>

INTERNAZIONALIZZAZIONE

Dal 2008: Adesione a Club Estero di Camera di Commercio di San Marino / Adesione a Confindustria Rimini - partecipazione a giornate di formazione

Azienda-test di Confindustria nel progetto “Sviluppo internazionale delle PMI” con affiancamento di un tutor

Iscrizione come membri Commissione Cooperazione allo Sviluppo (Confindustria)

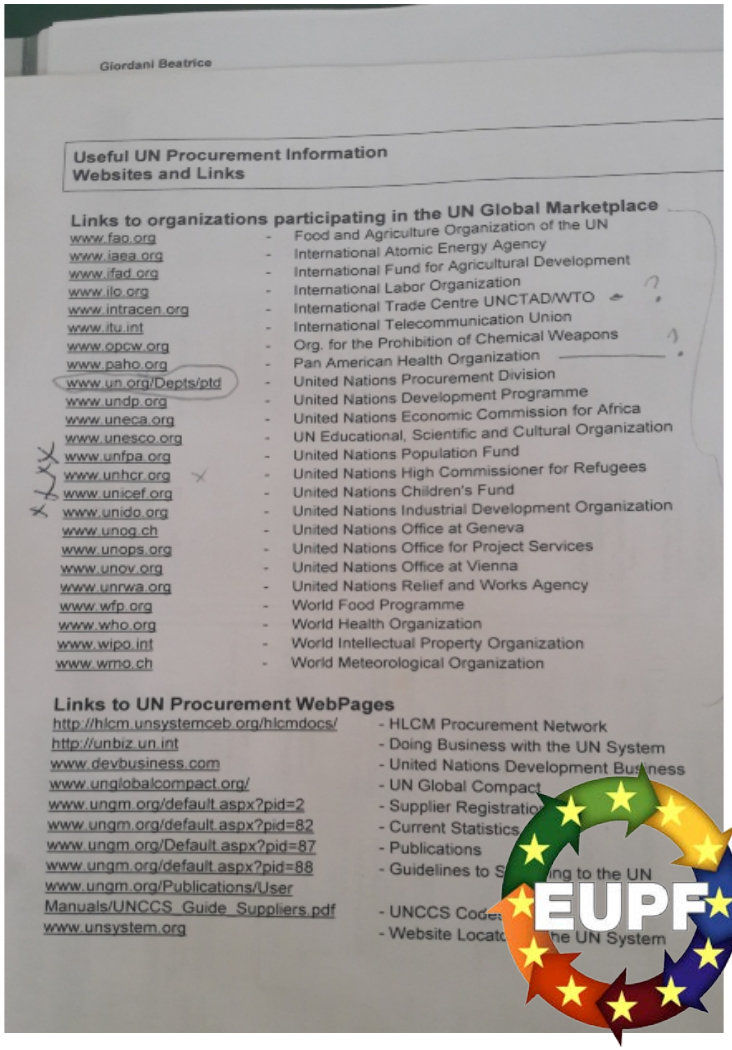
Nel **2010** partecipazione a EU-UN Procurement Seminar - New York

UNITED NATIONS

- www.eupf.org
- www.un.org
- www.unsystem.org/members/specialized-agencies
- www.ungm.org

CEB Member Organizations

The membership of the CEB (Chief Executive Board for Coordination) includes the United Nations; 15 specialized agencies established by intergovernmental agreement; 3 Related Organizations; and 12 funds and programmes created by the United Nations General Assembly.



Giordani Beatrice

Useful UN Procurement Information
Websites and Links

Links to organizations participating in the UN Global Marketplace

www.fao.org	Food and Agriculture Organization of the UN
www.iaea.org	International Atomic Energy Agency
www.ifad.org	International Fund for Agricultural Development
www.ilo.org	International Labor Organization
www.intracen.org	International Trade Centre UNCTAD/WTO
www.itu.int	International Telecommunication Union
www.opcw.org	Org. for the Prohibition of Chemical Weapons
www.paho.org	Pan American Health Organization
www.un.org/Depts/ptd	United Nations Procurement Division
www.undp.org	United Nations Development Programme
www.uneca.org	United Nations Economic Commission for Africa
www.unesco.org	UN Educational, Scientific and Cultural Organization
www.unfpa.org	United Nations Population Fund
www.unhcr.org	United Nations High Commissioner for Refugees
www.unicef.org	United Nations Children's Fund
www.unido.org	United Nations Industrial Development Organization
www.unog.ch	United Nations Office at Geneva
www.unops.org	United Nations Office for Project Services
www.unov.org	United Nations Office at Vienna
www.unrwa.org	United Nations Relief and Works Agency
www.wfp.org	World Food Programme
www.who.org	World Health Organization
www.wipo.int	World Intellectual Property Organization
www.wmo.ch	World Meteorological Organization

Links to UN Procurement WebPages

http://hlcm.unsystemceb.org/hlcmdocs/	- HLCM Procurement Network
http://unbiz.un.int	- Doing Business with the UN System
www.devbusiness.com	- United Nations Development Business
www.unglobalcompact.org/	- UN Global Compact
www.ungm.org/default.aspx?pid=2	- Supplier Registrati
www.ungm.org/default.aspx?pid=82	- Current Statistics
www.ungm.org/Default.aspx?pid=87	- Publications
www.ungm.org/default.aspx?pid=88	- Guidelines to S ng to the UN
www.ungm.org/Publications/User Manuals/UNCCS_Guide_Suppliers.pdf	- UNCCS Code
www.unsystem.org	- Website Locat he UN System

UNITED NATIONS

www.unsystem.org/members/specialized-agencies

- United Nations Industrial Development Organization (UNIDO)
- World Tourism Organization (UNWTO)
- International Atomic Energy Agency (IAEA)
- World Trade Organization (WTO)
- International Organization for Migration (IOM)
- United Nations Conference on Trade and Development (UNCTAD)
- United Nations Development Programme (UNDP)
- United Nations Environment Programme (UNEP)
- Office of the United Nations High Commissioner for Refugees (UNHCR)
- United Nations Relief and Works Agency for
- Palestine Refugees in the Near East (UNRWA)
- United Nations Children's Fund (UNICEF)
- United Nations Population Fund (UNFPA)
- World Food Programme (WFP)
- United Nations Office on Drugs and Crime (UNODC)
- United Nations Human Settlements Programme (UN Habitat)
- UN Women (UN Women)
- United Nations Office for Project Services (UNOPS)

UNITED NATIONS

- United Nations (UN)
- International Labour Organization (ILO)
- Food and Agriculture Organization (FAO)
- United Nations Educational, Scientific and Cultural Organization (UNESCO)
- International Civil Aviation Organization (ICAO)
- World Health Organization (WHO)
- World Bank Group (World Bank Group)
- International Monetary Fund (IMF)
- Universal Postal Union (UPU)
- International Telecommunication Union (ITU)
- World Meteorological Organization (WMO)
- International Maritime Organization (IMO)
- World Intellectual Property Organization (WIPO)
- International Fund for Agricultural Development (IFAD)
- United Nations Industrial Development Organization (UNIDO)
- World Tourism Organization (UNWTO)
- International Atomic Energy Agency (IAEA)
- World Trade Organization (WTO)
- International Organization for Migration (IOM)
- United Nations Conference on Trade and Development (UNCTAD)
- United Nations Development Programme (UNDP)
- United Nations Environment Programme (UNEP)
- Office of the United Nations High Commissioner for Refugees (UNHCR)

UNITED NATIONS

- **United Nations Relief and Works**
- **Agency for Palestine Refugees in the Near East (UNRWA)**
- **United Nations Children's Fund (UNICEF)**
- **United Nations Population Fund (UNFPA)**
- **World Food Programme (WFP)**
- **United Nations Office on Drugs and Crime (UNODC)**
- **United Nations Human Settlements**
- **Programme (UN Habitat)**
- **UN Women (UN Women)**
- **United Nations Office for Project Services (UNOPS)**

United Nations Secretary-General

Above all, sustainable, inclusive development, deeply rooted in respect for all human rights – economic, social, cultural, civil and political – is the world's best preventive tool against violent conflict and instability.

ANTÓNIO GUTERRES

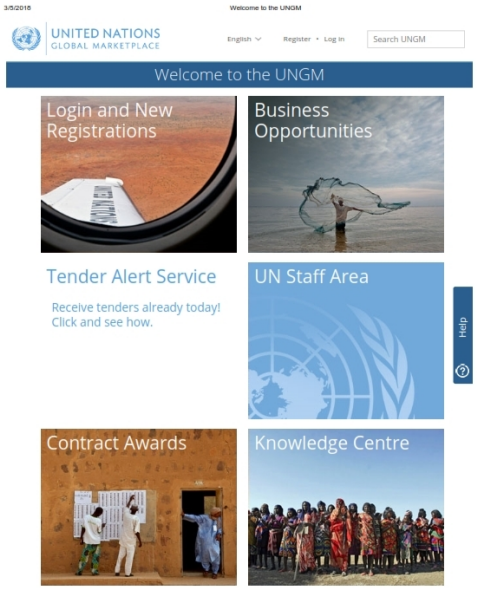
AZIONI

- Individuazione agenzie UN di interesse
- Monitoraggio progetti finanziati (circa 2/3 anni prima dell'uscita del potenziale procurement)
- Studio delle linee guida delle gare emesse dagli enti appaltanti (UNDP-WB)
- Consultazione dei siti web: area progetto – per paese – per settore – per tema
- Stretta collaborazione con la filiale, partner esteri, uffici ICE.
- Rapporto con la banca per predeterminare l'ammontare degli affidamenti necessari per tutto il procedimento di gara, tenendo conto dell' impossibilità di modificare i testi dei bond.

United Nations Global Marketplace

UNGM – www.ungm.org

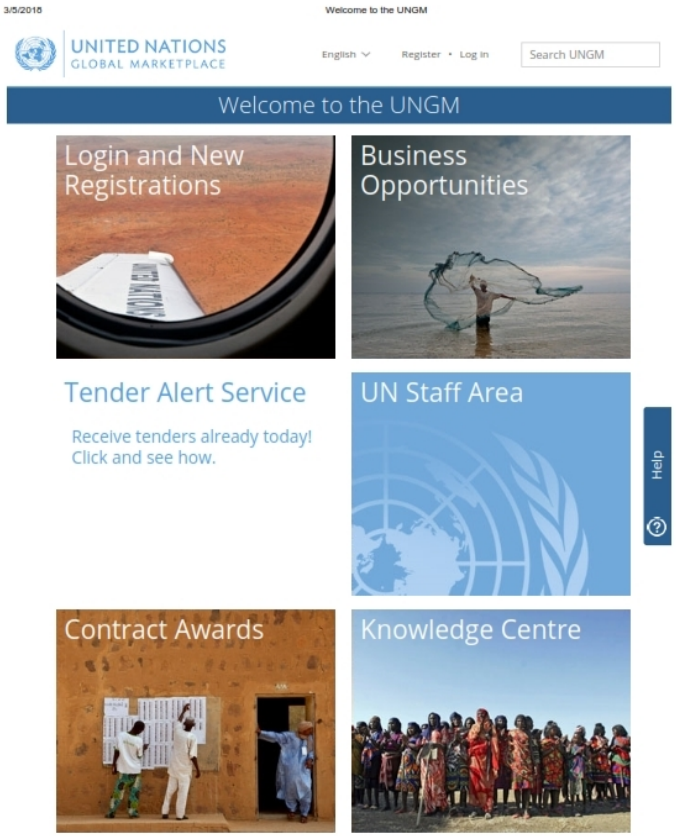
Common procurement portal of the United Nations system of organizations
Brings together UN procurement staff and the vendor community. The United Nations represents a global market of over USD 17 billion annually for all types of products and services.



United Nations Global Marketplace

UNGM – www.ungm.org

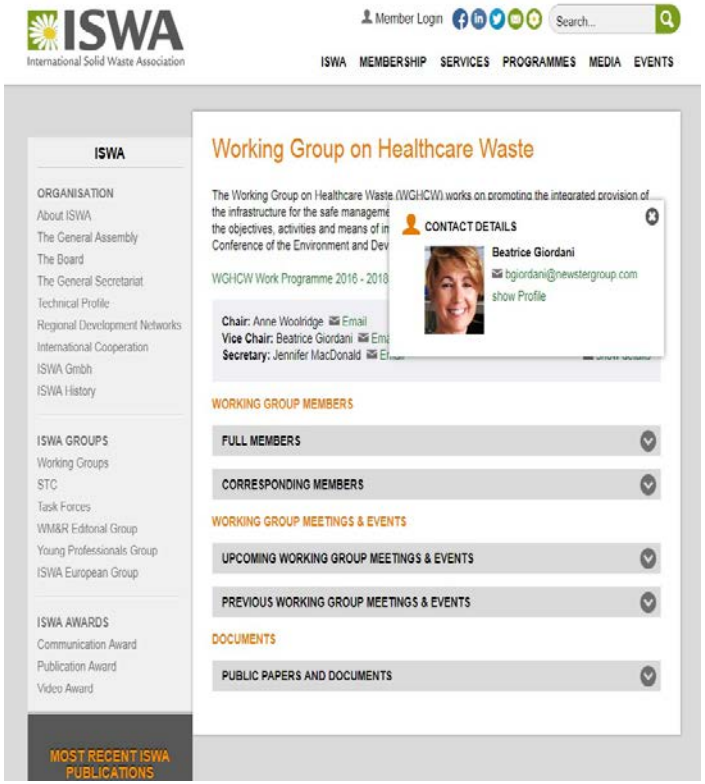
https://www.ungm.org/Shared/KnowledgeCenter/Pages/VBS_SupplyingUN



INTERNAZIONALIZZAZIONE
RICERCA E PARTECIPAZIONE

RESEARCH AND CONTINUOUS UP-DATE ON TARGETED INFORMATION:

- ICE, UN AGENCIES, WB, INTERNATIONAL COOPERATION, EU DG'S, HCW ASSOCIATIONS
- PARTICIPATION AT CONFERENCE / EVENTS /NETWORKING
- THROUGH ISWA - HCW WORKING GROUP
- ICAN – INFECTION CONTROL AFRICA NETWORK
- UN CONFERENCES AND EVENTS



INTERNAZIONALIZZAZIONE
RICERCA E PARTECIPAZIONE

UN PEACEKEEPING TECHNOLOGY FAIR Valencia Oct. 2017

IMPORTANTE

- Studio delle linee guida delle gare emesse da enti appaltanti internazionali
- Consultazione dei siti web: area progetto – per paese – per settore – per tema
- Preparazione continua dei documenti richiesti.
- Stretta collaborazione con la filiale o il partner esteri.
- Rapporto con la banca per predeterminare l'ammontare degli affidamenti necessari per tutto il procedimento di gara, tenendo conto dell' impossibilità di modificare i testi dei bond.

WB AND UN

- The World Bank Group (1944) and the United Nations (1945)
- Throughout their joint history, the World Bank Group and the United Nations have worked together in virtually every region and sector, from health to education, agriculture, climate change, and so on
- The relationship between the World Bank and the United Nations is governed by the agreement entered into by the two organizations in 1947. This agreement made the World Bank a specialized agency of the United Nations, while recognizing it as an independent international organization.

Esperienza Newster - Banca Mondiale, Romania, 2009-2013 (Tender aggiudicato)

- Importo totale della gara: 721,470. 00 €
- Numero dei lotti: VII – Partecipazione Newster : 1 Lotto
- Q.tà: 9 impianti
- Fornitura degli impianti per il trattamento eliminazione dei rifiuti pericolosi biomedici e sanitari
- Notifica della gara: 23/09/2009
- Notifica del contratto: 06/10/2010
- Fine del collaudo: 15/07/2011
- Termine della garanzia: 15/07/2013

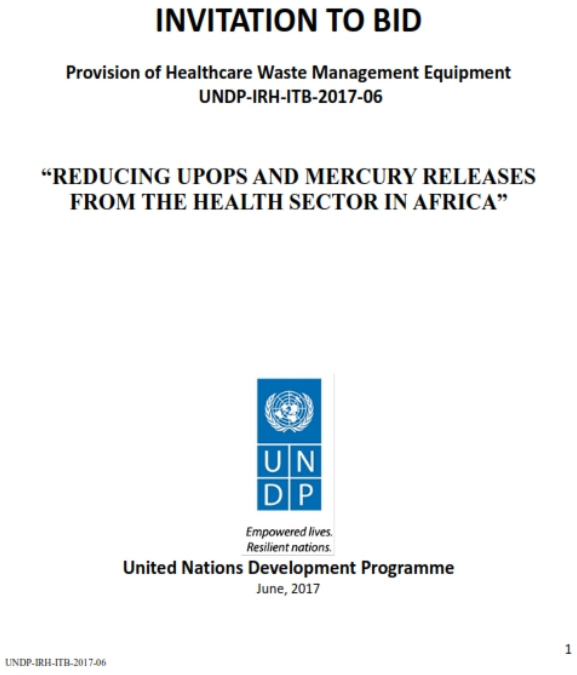
Esperienza Newster - Banca Mondiale, Tender Vietnam, 2014- (Tender aggiudicato)

- Info sul progetto di WB in Vietnam notificate tramite gli aggiornamenti inviati da Advisor to the Executive Director EDS21 WB
- Project Information Document: valutazione del mercato Workshop "Introduction of healthcare waste treatment technologies"
- Ricerca del Distributore e incarico
- Avviso di gara, fase di Invitation to bid: contatto con il responsabile del progetto per informazioni e chiarimenti
- Supporto dell'Ufficio ICE in Vietnam
- Deadline presentazione offerta: 16/01/2014
- Partecipazione a tender – aggiudicato – impianto installato 10/2014

ALTRI TENDER

- ADB – WB – Vietnam (A)
- WHO – Djibouti (Gibuti) (N.A.)
- WHO – Palestina (N.A.)
- UNDP – Kazakistan (N.A.)
- UNDP - Provision of Healthcare Waste Management Equipment
  UNDP-IRH-ITB-2017-06 - “REDUCING UPOPS AND MERCURY RELEASES FROM THE HEALTH SECTOR IN AFRICA”
  (Stockholm Convention)
  Emesso dall’Ufficio UNDP di Istanbul

  Paesi: Ghana, Madagascar, Tanzania, Zambia (N.P.)



INVITATION TO BID

Provision of Healthcare Waste Management Equipment
UNDP-IRH-ITB-2017-06

“REDUCING UPOPS AND MERCURY RELEASES FROM THE HEALTH SECTOR IN AFRICA”

Empowered lives. Resilient nations.

United Nations Development Programme

June, 2017

UNDP-IRH-ITB-2017-06

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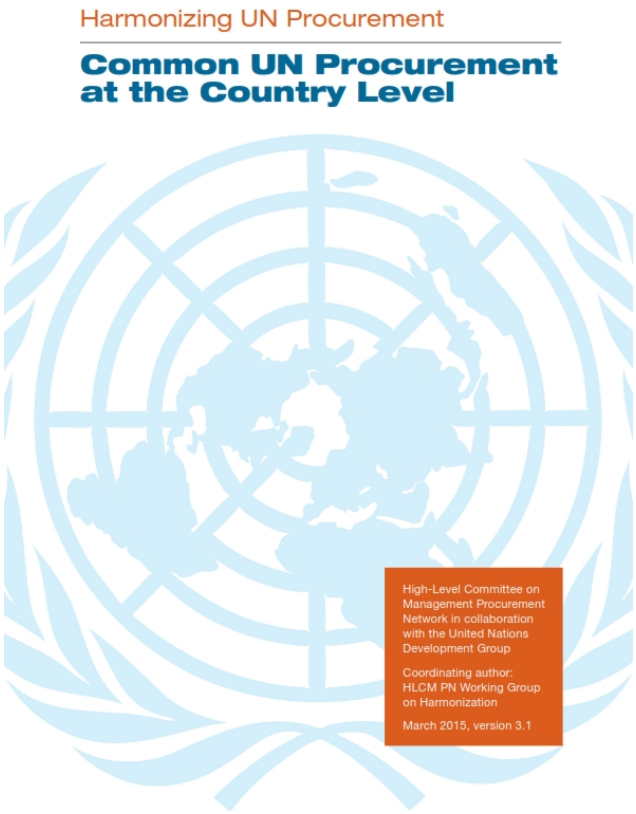
IMPORTANTE


Harmonizing UN Procurement
Common UN Procurement at the Country Level
High-Level Committee on Management Procurement Network in collaboration with the United Nations Development Group
Coordinating author: HLCM PN Working Group on Harmonization
March 2015, version 3.1

SUSTAINABLE DEVELOPMENT GOALS
1 NO POVERTY
2 ZERO HUNGER
3 GOOD HEALTH AND WELL-BEING
4 QUALITY EDUCATION
5 GENDER EQUALITY
6 CLEAN WATER AND SANITATION
7 AFFORDABLE AND CLEAN ENERGY
8 DECENT WORK AND ECONOMIC GROWTH
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
10 REDUCED INEQUALITIES
11 SUSTAINABLE CITIES AND COMMUNITIES
12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION
14 LIFE BELOW WATER
15 LIFE ON LAND
16 PEACE, JUSTICE AND STRONG INSTITUTIONS
17 PARTNERSHIPS FOR THE GOALS
SUSTAINABLE DEVELOPMENT GOALS

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

in gara con NOI Tender Lab

REFERENCES

United Nations Development Programme
GEF Global Healthcare Waste Project

COMPILATION OF FRICTIONAL HEATING TREATMENT TECHNOLOGIES FOR HEALTHCARE WASTE[1]

INTRODUCTION

This document provides a partial list of frictional heating treatment technologies for healthcare waste. The technologies do not include autoclaves, microwave units, hybrid steam treatment systems or other steam-based technologies, alkaline hydrolysis, chemical disinfection, irradiation, biological treatment, and incineration or incineration-like technologies. Companies that only provide waste collection and treatment services are not included.

LIST OF VENDORS AND CONTACT INFORMATION

Name of Vendor	Physical Address	Telephone/Fax	Email	Website
Newster Srl	Via Montalbano 1377/V 47842 San Giovanni in Marignano (RN) Italy	Tel: ++378 (0549) 960576 Fax ++378 (0549) 960585	info@newster.sm; market@newster.sm	www.newster.sm
Ompeco Ecotechnology (OMPeco)	Officine Meccaniche Pejrani srl Strada Moncalieri 99/36 Frazione Tetti Caglieri 10048 Vinovo Torino, Italy	Tel.: +39 011 99 35 111 Fax: +39 011 99 35 133	info@ompeco.com	www.ompeco.com

Revised August 2012

[1] NOTE: This compilation is intended as an informational document. The UNDP GEF Project does not endorse any of the technologies, companies, or brand names in this list and does not claim that this is a comprehensive list of non-incineration treatment technologies. The UNDP GEF Project does not make any warranty, expressed or implied, with respect to the use of any of the technologies in this list and does not assume any liabilities with respect to their use.

Compendium of Technologies for Treatment/Destruction of Healthcare Waste

Compiled by

UNEP

United Nations Environment Programme
Division of Technology, Industry and Economics
International Environmental Technology Centre
Osaka, Japan

NEWSTER
The New Age Sterilization

REFERENCES

2014

2017

REFERENCES

Newster Group. L'esperienza d'internazionalizzazione di una PMI italiana nelle gare d'appalto finanziate da Banca Mondiale

Tindaro Paganini

Newster Group, fondata nel 1996, comprende Newster System S.r.l. (Italia) e Newster Technologies S.p.a. (Repubblica di San Marino). Con un fatturato medio annuo di € 4,5 milioni, conta circa venticinque dipendenti diretti e diversi collaboratori esterni in vari paesi. Newster è tra i principali leader europei nella produzione e commercializzazione di sistemi innovativi, brevettati e certificati. Il "cuore" della produzione aziendale sono gli impianti Newster® che utilizzano la tecnologia "Frictional Heat Treatment" (FHT), processo termico per frizione per la sterilizzazione di rifiuti ospedalieri. La tecnologia è riconosciuta a livello internazionale ed è inserita in pubblicazioni e report di vari enti, tra cui "UNEP Compendium of Technologies for Treatment/ Destruction of Healthcare Waste (2012), la pubblicazione di Health Care Without Harm "Alternative Health-Care Waste Treatment Technologies" - A Global Inventory (2014) ed altri ancora. Gli impianti progettati per la gestione sostenibile degli ospedali, sono prodotti interamente nello stabilimento italiano. La produzione include inoltre tecnologie per il trattamento delle acque reflue ospedaliere e per la neutralizzazione dei liquidi reflui di laboratorio. Più di quattrocento impianti sono installati in circa trenta Paesi.

Newster ha avuto un approccio strategico all'internazionalizzazione sin dai primi anni di attività, ma la prima gara internazionale alla quale ha partecipato è avvenuta nel 2007. Il bando, finanziato da una agenzia dell'UE ha permesso di apprendere la prima lezione significativa: l'importanza di essere coinvolti attivamente con organizzazioni ed enti governativi italiani ed internazionali. Newster ha iniziato a partecipare regolarmente a seminari ed eventi, organizzati da Confindustria, ICE, MAE e Camere di Commercio Italiane. In particolare, ha collaborato come azienda pilota ad uno dei programmi promossi da Confindustria / ICE, che si è rivelato particolarmente efficace per la promozione dell'internazionalizzazione delle PMI italiane. Newster è stata supportata da un professionista dedicato che ha valutato diversi parametri e seguito l'azienda nel suo percorso di sviluppo. Attraverso l'analisi dell'organizzazione aziendale, sono stati individuati alcuni parametri che potevano essere modificati e/o implementati, suggerendo anche miglioramenti strutturali. Durante gli incontri periodici programmati, le azioni adottate sono state verificate per poter apportare ulteriori aggiustamenti.

La registrazione alla piattaforma Ex-Tender di Confindustria e ad altre piattaforme di raccolta di bandi nazionali ed internazionali, ha permesso di ottenere informazioni per la partecipazione a diversi appalti. Si è quindi creata l'esigenza di modificare nuovamente la struttura aziendale, individuando una figura interna che si occupasse esclusivamente di gare d'appalto: Tender Manager (TM). La funzione del TM di Newster include la raccolta di informazioni sui progetti pipeline, la partecipazione

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

GRAZIE PER L'ATTENZIONE

Sources:

HCWH - Alternative Health-Care waste treatment technologies (2014)
Healthcare Waste Treatment Technologies Database - http://medwastetech.info
UNEP, Compendium of Technologies for Treatment / Destruction of Healthcare Waste, (2012)
UNDP-GEF Compilation of Vendors of Waste Treatment – Non-incineration technologies - Frictional Heat Treatment Technologies for Healthcare Waste (2012)
WHO- Safe management of wastes from health-care activities (2014) and Summary (2017)
UNEP – IETC Application of the Sustainability Assessment of Technologies Methodology (2012)
Analysis of technology selection for infectious medical waste in the Republic of Sprska (2014)

Beatrice Giordani

Newster Group – www.newstergroup.com

NEWSter
The New Age Sterilization