



Ministry
of Foreign Affairs
Republic of Poland

**PTAK
WARSAW
EXPO**



www.humanitarianexpo.com

International Organizations & Entities participating in the *Warsaw Humanitarian Expo 2019* Projects and Procurement





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Projects and Procurement

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FOREWORD

With this publication the Polish Ministry of Foreign Affairs would like to share with you some information on the procurement potential of international organizations present at the Warsaw Humanitarian Expo 2019.

International organizations represent a huge market opportunity for companies wishing to expand their business internationally. This market is regulated by transparent and efficient rules and most of the transactions are dealt through public tenders open for companies from all over the world.

There are various objectives of the Warsaw Humanitarian Expo. One of them is to bring business closer to the world of humanitarian and development assistance. To make it happen, the business community has to realize that regardless of the charity aspect, the market opportunity aspect is also a part of that sector.

During the Warsaw Humanitarian Expo a number of highly specialized experts from many international entities shall be present, including the UN Secretariat as well as other UN programs and agencies (UNDP, FAO, WHO, UNHCR, WFP and many others), EU, NATO and ICRC and NGOs as well as International Financial Institutions.

That provides the business community with quite a unique opportunity to engage into a direct dialog with them in order to better comprehend how the procurement sector of those institutions is organized.

UN SYSTEM ENTITIES

General guidelines – UN Global Marketplace

The United Nations Global Marketplace (UNGM) acts as a single entry point, where the potential suppliers may register with the UN organizations, which are using the UNGM as the vendor database. These organizations are responsible for over 90% of the total UN procurement. The UNGM therefore provides an exceptional mechanism for introducing products and services to many UN organizations worldwide by completing a single registration form.

Mandatory online registration through the UNGM at: <http://www.ungm.org> is a prerequisite for a participation in tenders organized by the UN Secretariat and most of the UN system entities representing a global market of over \$18 billion annually. Vendor registration related queries can be directed at: registry@ungm.org.

There are three levels of registration commensurate with the business requirement. Vendors select the level of business activity that best matches their capacities, scope and expertise. **In most cases, the UN organizations require registration at the Basic level only.** Some UN organizations may require vendors to provide additional information and documentation instead of qualifying the vendor for registration at Level 1 or 2. The level of registration and accompanying requirements depend on the value of the given contract.

In general the following information is required for each registration level:

Basic registration requirements

1. General information (name of company, license number, address, telephone, details of contact persons, etc.).
2. Information on countries in which you do business.
3. Classification of your goods and services.

Level 1 requirements

4. Criteria 1-3 above.
5. Certificate of incorporation or equivalent document verifying legal status/capacity.

6. Details and email addresses of at least three independent, non-affiliated references whom you have done business with.
7. Names of owner(s) and principals (including parent company, subsidiaries/affiliates, CEO/Managing Director, and those with controlling interests, if applicable). The names of intermediaries, agents and/or consultants, (if any) used in relation to United Nations contracts or bids/proposals.

Level 2 requirements

8. Criteria 1-7 above.
9. Reference letters from three independent, non-affiliated clients or companies, you have done business with. Reference letters should be in English and from three independent, non-affiliated clients or companies whom you have sold products and/or services to during the last 12 months, preferably with a description of projects work undertaken; and starting/completing date and project value. Reference letters should be prepared and signed on the referee’s letterhead paper and reference should refer to the entity that is seeking registration.
10. Financial documents (audited/certified financial statements or equivalent) for the last three years.

Registration requirements as listed below are example criteria specific to the UN Secretariat (UN Procurement Division):

LEVEL	VALUE OF CONTRACT AWARD
Basic	less than 40 000 USD
Level 1	up to 500 000 USD
Level 2	over 500 000 USD

Other UN agendas may require other value of contract award for the above mentioned levels of registration.

Once registered, vendors will be automatically notified about upcoming tenders in the areas of interest declared during the registration process.

UN Secretariat

UN PD – UN Procurement Division

PD – entities support

PD¹ is providing support for a range of UN Departments such as The Office of Information and Communications Technology (OICT), Facilities Management Service (FMS), the Department of Peace Operations (DPO) and peacekeeping missions, the Offices Away from Headquarters (OAH) and other units asking for procurement support.

The Procurement Division is responsible for procurement of a wide variety of categories of goods and services for UN Headquarters in New York, OAH in Geneva, Nairobi and Vienna, peacekeeping missions and special political missions, regional commissions, tribunals and to other UN organizations.

Some of the top commodities with highest procurement volume include: Air Transport, Fuels, Food & Catering, IT, Building & Construction, Transportation & Storage, Travel, Real Estate, Security, Vehicles, Financial & Insurance, Professional Services, Industrial Cleaning, Power Generation & Distribution, Lodging & Conference Services, Pharma & Health, Utilities, Water Treatment, Engineering Services, Industrial.

<https://www.un.org/Depts/ptd/procurement-by-commodity-table-detail/2018>

PD's Vendors

PD is placing orders with vendors from all over the world implementing the following fundamental four principles:

- Best value for money;
- Fairness, integrity and transparency;
- Effective international competition;
- The interest of the United Nations.

¹ PD is part of the Office of Supply Chain Management (OSCM), which is part of the Department of Operational Support (DOS)

Procurement Manual

Guidelines on procurement policies and procedures to all employees involved in the various stages of the procurement process conducted by the UN are published in the Procurement Manual. The Procurement Manual is intended to provide guidance on procurement policies and procedures to all staff members involved in the various stages of the procurement actions conducted by the UN.

Purchase volume: \$3.03 billion (2018)

HQ: 1 United Nations Plaza, New York, NY 10017 USA

Useful links:

1. Homepage: <https://www.un.org/Depts/ptd/welcome-united-nations-procurement-division-unpd>
2. About us: <https://www.un.org/Depts/ptd/about-us/about-un-procurement-division-unpd>
3. FAQ: <https://www.un.org/Depts/ptd/frequently-asked-questions>



UN PD App is available in:

- Google Play
<https://play.google.com/store/apps/details?id=org.UN.PD.MobileApp>
- App Store
<http://itunes.apple.com/us/app/un-procurement/id473333632>



UN DOS – UN Department of Operational Support

About DOS

DOS mainly offers operational support to the UN Secretariat consisting of up to 100 units worldwide. DOS is providing consulting, operational services, transactional support services and is allowed to act on behalf of clients. DOS consists of three offices and two divisions and employs personnel of about 1200 people.

The Office of Supply Chain Management

The areas of logistics and procurement are functionally combined into one continuous process of Supply Chain Management (SCM). DOS is focusing on the customer satisfaction, efficient delivery and cost-effectiveness while providing goods and services to the Secretariat and Troop and Police Contributing Countries (T/PCCs).

SCM is covering such functions as:

- Logistics tracking and monitoring
- Preparing and optimizing plans for sourcing, logistics, storage, transport and distribution
- Selecting the best suppliers
- Management of storage, transportation, and delivery of incoming goods from supplier to a distribution location
- Warehouse and transportation services
- Distribution of goods and services to the place of delivery

HQ: 1 United Nations Plaza, New York, NY 10017 USA

Useful links:

1. Homepage: <https://operationalsupport.un.org/en>
2. Supply Chain: <https://operationalsupport.un.org/en/supply-chain>



UN GSC – UN Global Service Centre

About GSC

GSC (previously UNLB) has served the needs of peace operations for over 20 years. The UNGSC – a part of UN Secretariat – is an enabler of efficient and effective peace operations through providing such services as: core logistics, geospatial, information and telecommunications technology.

UNGSC consists of the following main service areas:

- Supply Chain Service
- Field Technology Service
- Central Service

Procurement

Potential suppliers are asked to register through the on-line UNGM portal <https://www.ungm.org/>.

HQ: Piazza Del Vento 1, 72100 Brindisi, Italy

Useful links:

1. Homepage: <https://www.unlb.org/>
2. General Terms: <https://www.unlb.org/Procurement/GeneralTerms>



UNOG – United Nations Office at Geneva

About UNOG

The UNOG is one of the Offices Away from Headquarters and is a part of the United Nations Secretariat and functions as the representative office of the Secretary-General in Geneva. It is a hub for multilateral diplomacy that organizes and supports more than 8,000 meetings per year, making it one of the most active conference centres in the world. It employs over 1,600 people and is the second biggest UN office.

Purchase and Transportation Section (PTS)

UNOG acquires goods through competitive solicitations from qualified vendors. On the basis of the complexity and the value of the purchase requisition, PTS issues:

- a Request for Proposal (RFP), when the requirements are general and price may be one of the considered factors;
- an Invitation to Bid (ITB), when the requirement is specific and decision is based on price and other price-related factors;
- a Request for Quotation (RFQ), for low-value procurement where the requirement is specific and the selection criteria are based on the price and other price-related factors.

In general, most requirements for \$40,000 or more are procured through either an RFP or ITB.

Purchase volume: \$110 million (2017)

HQ: Avenue Appia 20, 1202 Geneva, Switzerland

Useful links:

1. Homepage: www.unog.ch
2. PTS: [https://www.unog.ch/80256EDD006AC19C/\(httpPages\)/AC05C88A1449ED7280256EED004E71AA?OpenDocument](https://www.unog.ch/80256EDD006AC19C/(httpPages)/AC05C88A1449ED7280256EED004E71AA?OpenDocument)



OICT – Office of Information and Communications Technology

About OICT

OICT defines the overall ICT strategy of the Secretariat and is supervising the ICT programs, budgeting and decision-making process. The OICT team is made of over 300 professionals running data centres worldwide and managing services carried out by more than 4,000 people in the UN offices.

OICT long-term directions for improvement:

- enterprise applications
- innovative technologies (e.g. BI, analytics, machine learning, AI, block chain)
- well-organized management and growth of the ICT infrastructure (e.g. lease lines and satellite communications)
- stronger information security
- project management
- ICT administration
- Introduction of ICT policies, architectures and standards

HQ: 1 United Nations Plaza, New York, NY 10017 USA (within the Department of Management)

Useful links:

1. Homepage: <https://unite.un.org/about>
2. Fact Sheet: https://unite.un.org/sites/unite.un.org/files/oict_factsheet_2019.pdf



UN programmes and agencies

UNDP – United Nations Development Programme

About UNDP

UNDP is present in about 170 countries and territories. The main goals of the organization are eradication of poverty and reduction of inequalities and exclusion. UNDP supports countries in developing policies, leadership skills, partnering abilities, institutional capabilities and building resilience in order to sustain development results.

Doing business with UNDP

UNDP purchases goods and services for its Country Offices as well as for Headquarters in New York. Decentralized procurement means that the entire process – from sourcing to contract management – is executed locally and is supervised by a Country Office’s Resident Representative, or his or her designee.

Companies and individuals sign contracts with The Country Office. Headquarters’ role is restricted, but its Procurement Services Unit (PSU) is providing support and specialized assistance. The contracts which are beyond authorities delegated to a Business Unit are reviewed by an independent Procurement Oversight Unit (POU). By that means the POU ensures that procurement undertaken by UNDP Business Units remain compliant with applicable guidelines, and that procurement risks are properly assessed and mitigated.

Purchase volume: \$2.1 billion (2017)

HQ: 1 United Nations Plaza, New York, NY 10017 USA

Useful links:

1. Homepage: <https://www.undp.org/>
2. Doing business with UNDP: <https://www.undp.org/content/undp/en/home/procurement/business.html>



UNHCR – United Nations High Commissioner for Refugees

About UNHCR

A vast majority of the UNHCR employees – more than 16 thousand – is engaged in the field.

UNHCR is present in 138 countries. The personnel organized in a structure of regional, branch and field offices is working hard to assist the displaced people in such fields as legal protection, administration, community services, public affairs and health.

Doing Business with UNHCR

UNHCR encourages suppliers to register their company with the United Nations Global Marketplace (UNGM).

Suppliers wishing to do business with UNHCR in a specific region or country in reply to local/regional solicitations, shall request registration directly to the local/regional operation. Suppliers may also contact **Procurement Service in Budapest** responsible for the major part of international procurement.

Purchase volume: \$1.24 billion (2017)

UNHCR Global Service Centre: Népfürdő utca 22. Budapest, Hungary, 1138

Useful links:

1. Homepage: <https://www.unhcr.org/>
2. Doing business: <https://www.unhcr.org/doing-business.html>



UNICEF – United Nations Children’s Fund

About UNICEF

UNICEF is a specialized UN humanitarian and development agency which helps children and mothers in developing countries. The organization was funded as a initiative of a Polish physician Ludwik Rajchman, who was also the first chairman of UNICEF.

Procurement in UNICEF

The procurement process is centralized and is handled by the UNICEF Supply Division on behalf of UNICEF Country Offices. In 2017 UNICEF spent \$3.4 billion on products and services for 150 countries and territories.

Through efficiently operating Procurement Services, UNICEF delivers a broad range of essential supplies such as vaccines, injection materials, pharmaceuticals, medical and diagnostic supplies, bed nets, micronutrients, food, educational materials, equipment for water filtering etc. The UNICEF online Supply Catalogue contains comprehensive specifications for about 2,000 products.

Purchase volume: \$3.43 billion (2017)

UNICEF’s Supply Division HQ: Oceanvej 10-12, 2150 Copenhagen, Denmark

Useful links:

1. Homepage: <https://www.unicef.org/>
2. Procurement: https://www.unicef.org/supply/index_procurement_services.html



WFP – World Food Programme

About WFP

Close to 100 million people receive assistance from WFP each year. This makes WFP one of the leading humanitarian organizations in the world. It is saving lives and improving living conditions by delivering food in urgent situations and improving nourishment.

Procurement in WFP

WFP issues tender invitations to companies selected on the basis of evaluation criteria such as company's experience, ability to perform and financial reliability. Potential new suppliers should provide accurate and credible information and ensure that offered products and services meet WFP requirements. Registration through United Nations Global Marketplace (UNGM) portal is recommended, however it does not guarantee further invitation to participate in tenders.

Introduction of new types of foods will depend on the assessment of compatibility with WFP's operations, nutritional value, quality and safety, procurement and logistic.

Purchase volume: \$3 billion (2017)

HQ: Via Cesare Giulio Viola 68, Parco dei Medici, 00148 Rome, Italy

Useful links:

1. Homepage: <https://www1.wfp.org/>
2. Doing business: <https://www1.wfp.org/do-business-with-wfp>



FAO – Food and Agriculture Organization

About FAO

FAO is a specialized agency of the United Nations leading international activities aimed at eliminating hunger. The main goals of FAO are achieving food security for everybody and providing sufficient amount of first-class food worldwide. FAO is present in more than 130 countries and encourages everyone to become part of the global battle against hunger.

Procurement in FAO

Local FAO offices are allowed to procure products and services within certain limits: \$100,000 for Liaison Offices and Representation Offices, \$150,000 for Sub-Regional Offices and \$200,000 for Regional Offices. The Procurement Service (CSDA) located at FAO Headquarters in Rome is covering procurement actions in excess of the authority delegated to Non-HQ Locations.

FAO is expecting that a vendor should be registered in the United Nations Global Marketplace (UNGM) portal. Details of the registration process can be found on the Vendor Registration page.

Purchase volume: \$371 million (2017)

HQ: Viale delle Terme di Caracalla, 00153 Rome, Italy

Useful links:

1. Homepage: <https://www.fao.org/>
2. Procurement: <http://www.fao.org/unfao/procurement/general-information/en/>



WHO – World Health Organization

About WHO

WHO is a specialized UN agency which promotes health and safety worldwide. The main goal of the organization is strengthening international cooperation in the area of healthcare, eradicating diseases and setting standards for composition of pharmaceuticals and quality of food.

Procurement in WHO

WHO spends on average about \$700 million per year for goods and services in order to maintain field operations and to respond to expected and repetitive demands. Services make up roughly 75% of total purchase volume.

WHO invites their pre-qualified vendors to take part in tenders but occasionally also uses the United Nations Global Marketplace (UNGM) portal and its own Procurement website for publishing some of its procurement opportunities.

Potential suppliers are asked to register their companies through an electronic tendering portal *In Tend* (link number 3), where you will find step-by-step guide to the WHO Electronic Tendering Portal.

Purchase volume: \$667 million (2017)

HQ: Avenue Appia 20, 1202 Geneva, Switzerland

Useful links:

1. Homepage: <https://www.who.int/>
2. Procurement FAQ: <https://www.who.int/about/finances-accountability/procurement/faqs/en/>
3. Tenders: <https://ungm.in-tend.co.uk/who/asp/Home>



DG DEVCO – Directorate-General for International Cooperation and Development

About DG DEVCO

DG DEVCO – European Commission’s department, defines the European Union’s development policy abroad with an aim to help reduce and ultimately eradicate poverty in developing countries. DG DEVCO is responsible for the proper management of funds and transparent tendering and contracting procedures while implementing EU projects, policy strategies or programs for the delivery of aid. DG DEVCO is responsible for all the steps of an aid delivery project (identifying needs, feasibility studies, financial decisions, controls, drawing up tendering, monitoring and evaluation procedures). Most of the preparatory and implementation work is done through the EU Delegations in the beneficiary countries.

DG DEVCO awards grants and contracts to implement projects or activities that relate to the EU external aid programs.

DG DEVCO /EU initiatives

Contracts are divided into three categories: Services – technical assistance and studies; Supplies – equipment and materials; and Works – infrastructure and other engineering works.

DG DEVCO potential²: EUR 7,389 million was paid by DG DEVCO on behalf of the EU in 2017. DCI – Development Cooperation Instrument amounts to EUR 19.66 billion; the EDF – European Development Fund to EUR 30.51 billion; the EIDHR EUR 1.33 billion and others (applicable until 2020).

² Annual Activity Report 2017 https://ec.europa.eu/info/sites/info/files/file_import/devco_aar_2017_final.pdf

HQ: DG DEVCO, European Commission; 1049 Bruxelles/Brussel, Belgium

Useful links:

1. Homepage: https://ec.europa.eu/info/departments/international-cooperation-and-development_en#department_plans
2. Funding and grants: https://ec.europa.eu/europeaid/about-funding_en
3. Tenders and contracts: <https://ec.europa.eu/europeaid/node/1072>



DG ECHO – Directorate-General for European Civil Protection and Humanitarian Aid Operations

About DG ECHO

DG ECHO – European Commission’s department, helps save and preserve life, prevent and alleviate human suffering and safeguard the integrity and human dignity of populations affected by natural disasters and man-made crises. DG ECHO works both as the EU’s humanitarian aid donor (through its partner organizations) and by coordinating and facilitating the deployment of Participating States’ in-kind disaster relief assistance through the Union Civil Protection Mechanism. DG ECHO funds the work through individual agreements with partner organizations (NGOs, United Nations agencies, other international organizations).

DG ECHO initiatives

DG ECHO supported interventions in more than 80 countries (In 2017) – over 50 armed conflicts, natural disasters (climate change, water scarcity, urbanization and demographic pressures).

DG ECHO potential³:

The budget for 2017 in payments amounted to EUR 2.55 billion (EUR 2.49 billion in 2016). DG ECHO contributed to EU trust funds managed by DG DEVCO. The EC funded humanitarian aid operations include: Emergency Support in the EU (EUR 198 million) in more than 80 countries (Syria and refugees in neighbouring countries and regions i.e. Lebanon, Jordan, Iraq, Egypt and Turkey; also Ukraine, Iraq and Africa region).

The response to 32 emergencies concerned: forest fires, floods, earthquakes, tropical storms, other humanitarian crises and epidemics with the use of medical teams, mobile laboratories, medical evacuation planes and logistical support teams.

HQ: DG ECHO, European Commission; 1049 Bruxelles/ Brussel, Belgium

Useful links:

1. Homepage: https://ec.europa.eu/info/departments/humanitarian-aid-and-civil-protection_en#department_plans



³ Report DG ECHO 2017 https://ec.europa.eu/info/sites/info/files/file_import/echo_aar_2017_final.pdf

INTERNATIONAL FINANCIAL INSTITUTIONS

WBG – World Bank Group

About WBG

The WBG aims by 2030 are the following: to end extreme poverty and promote shared prosperity by fostering income growth. WBG serves as a source of financial and technical assistance to developing countries.

WBG initiatives

WBG provides low-interest loans, zero to low-interest credits, and grants to developing countries or trust fund partnerships with bilateral and multilateral donors (for health, education, infrastructure, agriculture, environmental management, public administration, private sector development). Some of WBG projects are co-financed with governments, commercial banks, other multilateral institutions, export credit agencies, or private sector investors.

WBG projects cover i.a.: accelerating the energy transition, supporting the move to sustainable transport, revolutionizing development with digital technologies, investing in agribusiness to create inclusive growth, achieving a water-secure world for all, managing resources effectively for long-term gain, improving private sector involvement in infrastructure, realizing the promise of education, pursuing universal health coverage and innovative financing for health, partnering to affirm climate change commitments, increasing support to fragile and conflict-affected places, responding quickly to disease outbreaks.

WBG potential⁴: WBG committed nearly \$67 billion in loans, grants, equity investments, and guarantees to partner countries and private businesses (including multiregional and global projects) for 2018. The IBRD commitments rises to \$23 billion in fiscal 2018, the International Development Association, IDA provided \$24 billion to help the poorest countries.

The International Finance Corporation (IFC) in 2017 has foreseen more than \$23 billion for private sector development (nearly \$6.8 billion of this went to IDA

⁴ <http://www.worldbank.org/en/about/annual-report>

countries, and more than \$3.7 billion was invested in areas affected by fragility, conflict, and violence.

The Multilateral Investment Guarantee Agency (MIGA) mobilized direct private capital to low- and middle-income countries equal to \$5.3 billion in political risk insurance and credit enhancement guarantees, helping finance \$17.9 billion worth of projects in developing countries.

In 2018, the WBG approved \$16.5 billion in lending to the Africa region for 138 projects, including \$1.1 billion in IBRD loans and \$15.4 billion in IDA commitments (raising agricultural productivity, increasing access to affordable and reliable energy, building resilience to climate change, promoting regional integration, and boosting human capital).

The WBG approved \$4.6 billion for 38 projects in the Asia (in 2018), including \$4.0 billion in IBRD loans and \$631 million in IDA commitments.

The WBG approved \$4.5 billion in lending to Europe for 37 projects (in 2018), including \$3.6 billion in IBRD loans and \$957 million in IDA commitments. It includes: technical advice in public finance sector and fiscal reforms, urban planning and development, and strengthening education and skills for employment).

HQ: WBG 1818 H Street, NW Washington, DC 20433 USA, Tel : (202) 473-1000

Useful links:

1. Homepage: <http://www.worldbank.org/en/about>
2. Procurements for projects and programmes: <http://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>



EBRD – European Bank for Reconstruction and Development

About EBRD

The EBRD's aim is to advance the transition to open market economies. The EBRD offers financial investment projects, business advisory services, promotes trade finance and loan syndications. EBRD is active in 38 countries (in the Southern and Eastern Mediterranean, Central and Eastern Europe and Central Asia)⁵.

EBRD initiatives⁶

Business sectors of EBRD work include: agribusiness, infrastructure, transport, climate, finance, considering the green economy transition approach.

Projects financed by the EBRD cover public works and associated services, as well as consultant services and goods.

247 contracts, of the total value of EUR 988 million (for which EBRD's own financing represents EUR 732 million), were signed by the Bank's clients in 2017.

Additionally, 109 donor funded consultancy contracts have been selected and contracted by the EBRD's Clients at a total value of EUR 34 million. The average contract value was EUR 4 million and the average EBRD financing was EUR 3 million per contract.

A total of 1,268 contracts have been signed with a total value of EUR 8.11 billion of which the EBRD financed EUR 4.80 billion between 2013 and 2017.

The highest number of contracts EBRD signed in the following countries: Tajikistan – 52; Kazakhstan – 34; Ukraine – 34; Morocco – 33; Romania – 22. The highest cumulative value of contracts (in EUR): Ukraine 211 million, Romania 177 million, Kazakhstan 168 million, Russian Federation 83 million, Serbia 69 million. Amongst the most successful tendering countries (number of awarded contracts) were: Tajikistan – 47; Morocco – 31; Kazakhstan – 27; Ukraine – 19; Romania – 18.

⁵ <https://www.ebrd.com/where-we-are.html>

⁶ Acc. EBRD Report of 2017: <https://www.ebrd.com/work-with-us/procurement/project-procurement/reports.html>

Contract value financed by EBRD: EUR 732 million (2017)

HQ: EBRD, One Exchange Square; London EC2A 2JN; Tel: +44 207 338 6000

Useful links:

1. Homepage: <https://www.ebrd.com/what-we-do.html>
2. Project Procurement: <https://www.ebrd.com/work-with-us/procurement/project-procurement.html>



EIB – European Investment Bank

About EIB

The EIB lends (up to the half of the cost of a project) to the public and private sectors, supports small companies through local banks and lends money to innovative start-ups and offers technical assistance for the preparation of the projects. The Bank focuses on the following areas: innovation and skills, small businesses, infrastructure, climate and environment.

EIB initiatives⁷

Business sectors of EIB work include: agriculture, food and rural development, digital economy, education and training, energy, forestry, health and life science, regional development, trans-European networks, transport, urban agenda, global climate city challenge, water and wastewater management

The Bank's lending signatures amounted to EUR 69.9 billion (in 2017) and total disbursements reached EUR 58.4 billion. The Bank raised EUR 56.4 billion in the international capital markets to finance lending activities and other cash flow needs. The total of borrowings and commercial papers amounted to EUR 449.6 billion at end of 2017. At the same time, the EIB Group (the European Investment Bank and the European Investment Fund) had approved 717 projects for an aggregate of EUR 51.3 billion of financing, expected to mobilize investments of EUR 256.9 billion.

EIB Disbursements: EUR 58.4 billion (2017)

HQ: EIB, 98-100, boulevard Konrad Adenauer; L-2950 Luxembourg

Useful links:

1. Homepage: <https://www.eib.org/en/index.htm>
2. Projects: <https://www.eib.org/en/projects/index.htm>
3. EIB Procurement: <https://www.eib.org/en/about/procurement/index.htm?year=2016&type=eib&status=closed>



⁷ EIB Report for 2017: <https://www.eib.org/attachments/general/reports/fr2017en.pdf>

OTHER INTERNATIONAL ENTITIES

ICRC – International Committee of the Red Cross

About ICRC

Since its establishing (1863), the ICRC has been protecting and assisting the victims of armed conflict and other situations of violence. At the beginning, the ICRC focused on helping wounded soldiers but eventually it broadened its actions and covered also civilian victims. The ICRC promotes humanitarian law and universal humanitarian principles.

ICRC Procurement

The specifications of emergency items based on international standards are available online: <http://procurement.ifrc.org/catalogue/>

Procured goods have to meet the quality requirements and meet the needs of recipients. The product catalogue includes the following groups:

- relief, food, shelter, household, water and sanitation
- drugs, medical equipment and renewable items
- medical, surgical & nutrition specific kits

Useful links:

1. Homepage: <https://www.icrc.org/en>
2. How to do business with ICRC: <https://www.icrc.org/en/document/guidelines-and-information-how-do-business-icrc>



NATO/NSPA – NATO Support and Procurement Agency

About NATO/NSPA

The NATO/NSPA – an executive body of the NATO Support and Procurement Organization, NSPO – is responsible for the logistics and procurement support activities for its stakeholders.

DG NATO/NSPA initiatives

The NSPA provides lifecycle management, logistics, operational and systems support and services to the member states, NATO Military Authorities, in time of peace, crisis and war.

HQ: in the Grand Duchy of Luxembourg NSPA 11, rue de la Gare

L-8325 Capellen, G.-D. Luxembourg

and operational centers in Luxembourg, France, Hungary and Italy.

Useful links:

1. Homepage: <https://www.nspa.nato.int/en/organization/organization.htm>
2. Business with NSPA: <https://www.nspa.nato.int/en/portfolio.htm>
3. Procurement: <https://www.nspa.nato.int/en/organization/procurement/procurement.htm>



IOM – International Organization for Migration

About IOM

Since 1951, IOM is the leading inter-governmental organization dealing with migration and cooperating with governments, other intergovernmental bodies and NGOs.

173 states are members of the IOM and other 8 states are holding the observer status. The IOM offices are present in more than 100 countries. IOM is active in promoting humane and orderly migration by providing services and advice to governments and migrants.

IOM is engaged in the four broad areas of migration management:

- Migration and development
- Facilitating migration
- Regulating migration
- Forced migration.

IOM Procurement

IOM purchases a range of goods, works and services. All registered global vendors can respond to invitations to bids (ITBs), and – in addition – they can submit information about their available stocks including quantities and location to Global Procurement and Supply Unit (GPSU). GPSU will forward this information to IOM missions worldwide.

HQ: IOM International Organization for Migration (IOM); 17 Route des Morillons, 1218 Grand-Saconnex; Switzerland

Manila Administrative Centre, Global Procurement and Supply Unit (formerly Field Procurement Unit); 28th Floor, Citibank Tower, 8741 Paseo de Roxas; 1226 Makati City, Philippines; E-mail: gpsu@iom.int

Useful Links:

1. <https://www.iom.int/>
2. IOM procurement:
<https://www.iom.int/procurement>



Goods and services procured by the chosen entities

CATEGORY	FAO	IOM	UNDP	UNHCR
GOODS				
Live plant and animal material	√			
Farming, fishing equipment	√			
Motor vehicles and parts	√		√	√
IT and communications equipment	√	√	√	√
Domestic appliances and electronics		√		√
Medical equipment		√	√	
Structures, construction components		√		√
Apparel, luggage and personal care		√		√
Pharmaceuticals, contraceptives, vaccines	√		√	
Power generation machinery			√	
Other	√	√	√	√
SERVICES				
Transportation, storage, mail services	√	√	√	√
Building and maintenance services	√	√	√	√
Education and training services	√			
Engineering and research services	√		√	√
Travel, food and lodging	√	√	√	
Management and admin services		√		√
Organizations and clubs		√		
Management and admin services			√	
Politics and civic affairs services				√
Other	√	√	√	√

CATEGORY	UNICEF	UNOG	UNPD	WFP	WHO
GOODS					
Motor vehicles and parts		√	√	√	√
IT and communications equipment		√	√	√	√
Medical equipment	√		√		√
Pharmaceuticals, contraceptives, vaccines	√		√		√
Power generation machinery			√		
Tools and general machinery	√		√		
Musical instruments and arts and crafts	√				
Office equipment	√	√	√		
Security and safety equipment		√	√		
Furniture		√	√		
Food and beverage products			√	√	
Fuels and lubricants etc			√	√	
Material handling machinery			√	√	
Laboratory and testing equipment			√		√
Other	√	√	√	√	√
SERVICES					
Transportation, storage, mail services	√		√	√	√
Building and maintenance services	√	√	√		
Engineering and research services	√	√	√	√	√
Travel, food and lodging		√	√		√
Management and admin services	√	√	√	√	
Politics and civic affairs services			√	√	
Financial and insurance services	√		√		√
Public sector related services		√	√		
Industrial manufacturing services			√	√	
Healthcare services			√		√
Other	√	√	√	√	√

List of Polish diplomatic missions to selected international organizations

Permanent Mission of the Republic of Poland to the United Nations in New York

750 Third Avenue, 30th floor
New York, N.Y. 10017, USA
Phone: +01 (212) 744 2506
<https://nowyjorkonz.msz.gov.pl/en/>
nowyjork.onz.sekretariat@msz.gov.pl

Permanent Mission of the Republic of Poland to the United Nations Office at Geneva

L'Ancienne Route 15
1218 Grand-Saconnex
Switzerland
Phone: +41 22 710 9798
<https://genewa.msz.gov.pl/en/>
genewa.onz.sekretariat@msz.gov.pl

Permanent Mission of the Republic of Poland to the United Nations Office and International Organizations in Vienna

Hietzinger Hauptstraße 42 C
1130 Wien, Austria
Phone: +43 1 87015 804, 87015 816
www.wiedenonz.msz.gov.pl/en
un.vienna@msz.gov.pl

Permanent Representation of the Republic of Poland to the EU

Rue Stevin, 139

1000 Bruxelles

Phone: +32 2 7804 200

<https://brukselaue.msz.gov.pl/en/root>

bebrustpe@msz.gov.pl

Permanent Delegation of the Republic of Poland to NATO

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1110 Brussels, Belgium

Phone: + 32.2.707.1388

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<https://brusselsnato.mfa.gov.pl/en/>



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