

## Does your company want to become a successful supplier to the UN?

This program will give you the opportunity to learn effectively how to do business in the \$15 billion UN-Procurement market.

### HIGHLIGHTS

- **Supported** by several UN-procurement organizations & EU-missions in New York.
- Presentations offering an overview of the largest UN organizations, their procurement procedures and activities.
- **Theme-Specific Workshops** selected and moderated by UN-staff focusing on specific industries.
- Meet the UN-buyers and decision makers in **1-on-1 meetings\***.
- Invited organizations: **UN/PD, UNOPS, UNICEF, UNDP, UNHCR, WFP, UNRWA, UNIDO, UNGM, OCHA, UN Women, UNDB, World Bank, IADB, FAO, UNESCO, ICAO**, and selected major US NGOs.
- Excellent **B2B network opportunities** with about 150 other EU companies.

### WHAT TO EXPECT?

Companies interested in learning how to do business with the UN will gain an understanding of where to find procurement notices, how the tender process works, and the type of products that the participating UN organizations procure. Various interactive workshops will help companies understand how their products and services can best be promoted to the UN. The 1-on-1 meetings will then provide opportunities for them to meet individually with UN organizations. Furthermore, networking opportunities with other EU companies will be provided.

### WHO SHOULD ATTEND?

Representatives from EU companies, who are interested in becoming successful suppliers to the UN.

# 11th Annual EU UN-Procurement Seminar

April 14-16, 2014

At the  
Bohemian National Hall  
New York City



This year's focus is on:

**Procurement in Peacekeeping and Capacity Building**

**"Understand how your company can do business with the UN!"**





## PROGRAM OUTLINE\*\* April 14

### Breakfast

#### Presentations:

- Overview of the United Nations

### Lunch

#### Presentations:

- Vendor Registration
- Legal aspects of UN procurement
- The tender process

#### Workshops:

- Consultancy
- ICT
- Logistics
- Engineering
- Air charter/aviation

1-on-1 meetings all afternoon

11th EU-UN Networking Reception

## PROGRAM OUTLINE\*\* April 15

### Breakfast

#### Theme Specific Workshops:

- The impact of B2B partnerships in UN Procurement
- Case Study: Trading Places with the UN

#### Presentations:

- Live Registration Advice and Support
- Multilateral Investment Bank: Inter American Development Bank

### Lunch

#### Presentations:

- Multilateral Investment Bank: World Bank

#### Workshops:

- Procurement Trends within UN HQ
- Impact of UMOJA on UN Procurement

## PROGRAM OUTLINE\*\* April 16

### Breakfast

- B2UN and B2B meetings all morning

The program will end before lunch



## REGISTRATION

Visit [www.eupf.org](http://www.eupf.org) for more information and registration. Registration will open on December 3.

**Fee:** \$925 for European company representatives  
\$775 for an additional European company representative  
\$775 for government representatives

**Contact us:** [info2014@eupf.org](mailto:info2014@eupf.org) or +1 (347) 227 0153

The EU UN-Procurement Seminar 2014 is organized by the European-Procurement Forum, Inc. (EUPF), which is a 'not for profit' organization that has been promoting UN-Procurement from EU-companies since 2003.

*\*\* Itinerary is subject to change without prior notice, check the website [www.eupf.org](http://www.eupf.org) for the most up-to-date seminar program.*