

25-26 JANUARY 2021

# VIRTUAL NORDIC UNITED NATIONS PROCUREMENT SEMINAR



*The most important meeting place for Nordic companies seeking to do business with UN agencies.*



Photo: UN City/Adam Mørk

UNDERSTAND HOW YOUR COMPANY EFFECTIVLY CAN DO  
BUSINESS WITH THE **\$20 BILLION**  
UN PROCUREMENT MARKET

ORGANISED BY:



UDENRIGSMINISTERIET  
Ministry of Foreign Affairs  
of Denmark



Dansk Industri



ÍSLANDSSTOFA  
PROMOTE ICELAND



Embassy of Sweden  
Copenhagen



Innovation  
Norway



Embassy of Iceland  
Copenhagen



Embassy of Finland  
Copenhagen

BUSINESS  
FINLAND



Norwegian Embassy  
Copenhagen

# PROGRAM

## MONDAY JANUARY 25

**09:00-09:15 (CET) | Main stage**

### WELCOME

- Verner Kristiansen

**09:15-09:30 (CET) | Main stage**

### OPENING REMARKS

- Grete Faremo, Under-Secretary-General and Executive Director of UNOPS

**09:30-10:25 (CET) | Main stage**

### HIGH-LEVEL PANEL

Nordic collaboration through UN Procurement

- Ville Skinnari, Minister of Finland
- Guðlaugur Þór Þórðarson, Minister of Iceland
- Anna Hallberg, Minister of Sweden
- Flemming Møller Mortensen, Minister of Denmark
- Ine Eriksen Søreide, Minister of Norway

**10:30-11:30 (CET) | Main stage**

### TUTORIAL

How to navigate the virtual platform and get the most out of the seminar

**11:30-12:15 (CET) | Main stage**

### PANEL: HOW TO BE SUCCESSFUL IN SELLING TO THE UN

Successful experiences and strategic engagement with the UN's procurement efforts

- Phoenix Design Aid
- Jetflite
- W. Giertsen Energy Solution
- HemoCue

### PARALLEL ACTIVITIES

**Open availability | Exhibitors room**

Presentations from 15 UN Agencies on current procurement needs

**09:30-16:30 (CET) | B2B Chat room**

B2B networking and meetings

**09:30-16:30 (CET) | 1:1 UN Meetings room**

One-on-one meetings with UN Procurement Officers

**14:30-16:30 (CET) | UNGM Exhibitor booth**

UNGM Kiosk – walk-in with advise and support



**12:15-13:30 (CET) | BREAK IN PROGRAM**

**13:30-14:15 (CET) | Main stage**

### PANEL: SUSTAINABILITY AND INNOVATION

Procurement as a mechanism to further economic, social and environmental development

- Sara Krüger Falk, Global Compact Denmark
- Kristoffer Gandrup, UNICEF
- Marcus McKay, UNOPS
- Francois Buratto, WFP

**14:30-15:15 (CET) | Main stage**

### WORKSHOP: RENEWABLE ENERGY

UN needs and challenges connected to renewable energy solutions

- Gregory Soneff, UNDP
- Kristof Choinski, UNOPS
- Tareq Entairah, UNIDO

**15:30-16:15 (CET) | Main stage**

### WORKSHOP: ICT

Digital empowerment: Increasing access to information and knowledge through ICT

- Isaam White, UN DOS
- Victor Margal, UNDP
- Sanjay Colaco, The World Bank Group

# PROGRAM

## TUESDAY JANUARY 26

**09:00-09:10 (CET) | Main stage**

### GOODMORNING

Run through of Day 2 program

- Verner Kristiansen

**09:10-9:50 (CET) | Main stage**

### HIGH-LEVEL PANEL

Sustainable Procurement and the Private Sector

- Thomas Bustrup, COO, The Confederation of Danish Industry
- Pétur Þ. Óskarsson, CEO, Promote Iceland
- Ylva Berg, CEO, Business Sweden
- Per Niederbach, Division Director, Innovation Norway
- Christopher Palmberg, Head of Developing Markets Platform, Business Finland

**10:00-10:45 (CET) | Main stage**

### PANEL: COVID-19

Procurement challenges and needs in light of the pandemic

- Gabriel Rangel, PAHO
- Martine Israel, UNHCR
- Philipp Kalpaxis, UNICEF
- WHO (Speaker TBD)

**11:00-11:45 (CET) | Main stage**

### WORKSHOP: WASH

Needs, challenges and opportunities for water and sanitation solutions in developing countries

- Antonio Torres, IOM
- Geoffrey Morgan, UNOPS
- Sylvain Bertrand, UNICEF

**12:00-12:45 (CET) | Main stage**

### WORKSHOP: MEDICAL SERVICES AND SUPPLIES

The Nordic suppliers' strongholds in supplying advanced products and services and how the UN's needs will evolve the coming years following the pandemic

- Gabriel Rangel, PAHO
- Peter Bollen, UNICEF
- UNFPA (TBC)
- WHO (Speaker TBD)

**12:45-14:00 (CET) | BREAK IN PROGRAM**

**14:00-14:50 (CET) | Main stage**

### WORKSHOP: TRADING PLACES WITH THE UN

Learn how to navigate and understand the tender process at the UN

- Miguel Alvarez, UN DOS

**15:00-15:45 (CET) | Main stage**

### WORKSHOP: TRANSPORTATION AND LOGISTICS

The needs of the Transportation and Logistics sector and how more collaboration and innovation can play a role in overcoming future challenges

- Joscha Kremers, UN DOS
- Mounir Bouzar, UNICEF
- Vladimir Jovcev, WFP

**16:00-16:45 (CET) | Main stage**

### WORKSHOP: ENGINEERING AND MANAGEMENT SERVICES

Trends and development in the needs and requirements for engineering and management services across sectors

- Wamidh Shammass, UNICEF
- Geoffrey Morgan, UNOPS
- Rajiv Parankusam, The World Bank Group

**16:45-17:00 (CET) | Main stage**

### CLOSING REMARKS

- Verner Kristiansen

### PARALLEL ACTIVITIES

**Open availability | Exhibitors room**

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**14:30-16:30 (CET) | UNGM Exhibitor booth**

UNGM Kiosk – walk-in with advise and support

## SESSIONS

MONDAY

# JANUARY 25



## SESSIONS: JANUARY 25

09:30-10:25 | Main stage

**HIGH-LEVEL PANEL:** Nordic Collaboration through UN Procurement

Ville Skinnari, Minister of Foreign Trade and Development, Finland • Flemming Møller Mortensen, Minister of Development Cooperation and Minister of Nordic Cooperation, Denmark • Ine Eriksen Sjøreide, Minister of Foreign Affairs, Norway • Guðlaugur Þór Þórðarson, Minister of Foreign Affairs, Iceland • Anna Hallberg, Minister of Foreign Trade and Nordic Affairs, Sweden

United Nations is the world largest buyer of goods and services in terms of volume and has the potential to reinforce standards when it comes to innovation and sustainable procurement. The Nordics are pioneers in committing to sustainability and developing innovative solutions and Nordic collaboration is essential for laying the foundation to a greener and more resilient future. Meet the Nordic Ministers in this high-level panel and follow their discussion about the importance of Nordic collaboration through UN procurement in order to ensure a green economic recovery for sustainable development.

11:30-12:15 | Main stage

**PANEL:** How to be Successful in Selling to the UN

Louise Lund Harpøth, COO, Phoenix Design Aid • Jan Lindholm, Sales Director, Jetflite • Bart van Ouytsel, Executive Vice President, Sales and Business Development, W. Giertsen Energy Solutions • Lena Wahlhed, Director Alliance Development, Hemocue

Many Nordic companies have already found a successful way into the UN market and have benefitted from Long Term Agreements with different UN agencies. Meet some of these at this sessions where we will explore their successful cases and key learnings on how they have engaged with the UN system, what to expect and prepare for when working with UN agencies, and how more Nordic companies can take the initiative to strategically engage with the UN.

13:30-14:15 | Main stage

**PANEL:** Sustainability and Innovation

Participating UN organizations • UNICEF, UNOPS, WFP, Global Compact Denmark

Sustainable Procurement involves looking beyond the traditional economic parameters and making long-term decisions. This session will present a wide range of initiatives from various UN agencies for fostering an increasing focus on sustainable procurement and innovative solutions. The panel will cover issues, such as the life cycle of products, and environmental and socioeconomic factors in the current UN procurement process.

14:30-15:15 | Main stage

**WORKSHOP:** Renewable Energy

Participating UN organizations • UNDP, UNIDO, UNOPS

The world is making progress towards SDG 7 'Affordable and Clean Energy', with encouraging signs that energy is becoming more sustainable and widely available. However, 789 million people around the world, still lack access to electricity. This workshop will evolve around the UN's current needs and challenges within renewable energy solutions across the globe.

15:30-16:15 | Main stage

**WORKSHOP:** ICT

Participating UN organizations • UN DOS, UNDP, World Bank Group

Information and communication technologies (ICT) have been on the frontlines of the COVID-19 response. As the pandemic reshapes the way we are living, it has never been more important to bridge the digital divide for the 3.6 billion people who remain offline. Learn more about how the UN and the private sector together can increase access to information and knowledge through ICT.

## SESSIONS

MONDAY

# JANUARY 26



## SESSIONS: JANUARY 26

09:10-9:50 | Main stage

**HIGH-LEVEL PANEL:** Sustainable Procurement and the Private Sector

Business Norway • Business Sweden • Business Finland, Promote Iceland • The Confederation of Danish Industry

*The private sector is instrumental in the efforts to build back better and greener in the recovery from the COVID-19 crisis and if the UN Sustainable Development Goals are to be attained. Listen in to this panel discussion with Directors from the Nordic Trade Organizations and learn more about how these are helping Nordic companies contributing to the UN and the SDGs.*

10:00-10:45 | Main stage

**PANEL:** COVID-19

**Participating UN organizations** • PAHO, UNHCR, UNICEF, WHO

*The COVID-19 pandemic has exposed significant inequalities in healthcare access across the globe. This panel discussion will evolve around the procurement challenges and needs in light of the pandemic and the need for ensuring global efforts across both public and private sectors.*

11:00-11:45 | Main stage

**WORKSHOP:** WASH

**Participating UN organizations** • IOM, UNOPS, UNICEF

*Access to water and sanitation is a human right, yet billions are still faced with daily challenges in accessing even the most basic services. Join this workshop on how the UN and the private sector together can contribute to solve the challenges for WASH in developing countries.*

12:00-12:45 | Main stage

**WORKSHOP:** Medical Services and Supplies

**Participating UN organizations** • PAHO, UNICEF, WHO

*The UN delivers vital medical and health-care solutions for communities around the world. This session will evolve around the UN's needs in times of a pandemic and along with the advancement of medical technology.*

14:00-14:50 | Main stage

**WORKSHOP:** Trading Places with the UN

Miguel Alvarez, Chief Operational Sustainment and Healthcare Section • UN DOS

*The UN Procurement System can be complex for both new and former vendors to navigate in. Trading Places with the UN is an interactive workshop build on gamification to lead the participating Nordic companies through how procurement decisions are being made at the UN. The Nordic companies will gain insights on the UN requirements and obtain a better understanding of the UN procurement process. It will also provide the companies with tips and tricks in order to become a successful bidder to the UN agencies.*

15:00-15:45 | Main stage

**WORKSHOP:** Transportation and Logistics

**Participating UN organizations** • UN DOS, UNICEF, WFP

*The transportation and logistics sector is key for delivering a large variety of goods and products to UN projects around the world. This session will present current needs within Transportation and Logistics and open a dialogue around collaboration and innovation for overcoming future challenges.*

16:00-16:45 | Main stage

**WORKSHOP:** Engineering and Management Services

**Participating UN organizations** • UNICEF, UNOPS, World Bank Group

*Engineering and Management services play a crucial role in supporting the fulfillment of UN activities around the globe, and various Nordic companies are experts on these type of services. Join this workshop on the needs, trends and requirements for engineering and management services across the UN.*