

## WHO SHOULD ATTEND?

Representatives from EU companies who seek to become long term **suppliers** to the UN.

## WHY?

**1 - Endorsed** by major UN procurement organizations & EU Missions in New York.

**2 - Presentations** offering **unrivaled** insight of the largest UN organizations, their procurement procedures, projects and activities.

**3 - Theme-Specific Workshop and group discussions** selected and presented by UN staff focusing on specific industries such as Energy, Water and Sanitation, Construction, Transport and Logistics, Waste Management, Sustainable Procurement, and many more.

**4 - Meet directly** with UN buyers, prescribers and decision makers in 1-on-1 meetings.

**5 - Invited organizations** UN/PD, UNDP, UNICEF, UNLB, UNOPS, UNDB, UNFPA, and World Bank among others.

**6 - Excellent B2B Network opportunities** with more than 60 other EU companies.

## WHAT TO EXPECT?

Companies seeking to do business with the UN will gain an in-depth 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 also help companies understand how their products and services can be best promoted to the UN.

The 1-on-1 meetings will allow companies to meet individually with UN organizations. Furthermore, this event serves as an exceptional networking opportunity with other EU companies.

**REGISTRATION OPEN**  
January 9, 2017

**Early Bird Rate \$875/PP**  
(\$975<sup>+</sup>/PP Regular Rate)

Valid until January 31, 2017  
For the first 30 participants

<sup>+</sup>2<sup>nd</sup> Company Representative \$775

## 14<sup>th</sup> Annual EU-UN Procurement Seminar

April 3 - 4 , 2017

Instituto Cervantes  
New York City



“Understand how your  
company can do  
business in the \$17 billion  
UN - Procurement  
market effectively”



UN Photo-Marco Dormino

**Program Outline (tbc)**  
**April 3, 2017**  
**DAY 1**

*Registration & Coffee*

Official Opening

Presentations  
 Overview of the United Nations

Panel Discussion  
 Highlighting procurement specifics and differences of the participating UN organizations

*Lunch*

Panel Discussion continued

Workshops  
 Waste Management - Water & Sanitation  
 Construction - Energy  
 Logistics & Transportation

1-on-1 meetings in the afternoon

**Program Outline (tbc)**  
**April 4, 2017**  
**DAY 2**

*Breakfast*

Interactive Presentations  
 UNDP  
 UNOPS  
 UN Logistic Base Brindisi  
 UN Global Compact  
 UNFPA

Wrap-up Session

*Lunch*

1-on-1 meetings morning & afternoon

**Webinars**

Webinars for EU Companies  
 on UN Procurement  
 In collaboration with several UN agencies

Free for EU companies

Webinar Themes (tbc)

Introduction to the UN Procurement Market:  
 Overview of procurement requirements of major UN organizations

Vendor Registration:  
 Presentation on detailed registration process for various vendor databases used by the UN organizations

The Tender Process:  
 Overview of the tender process  
 From A to Z