



A digital gateway to UN procurement opportunities in the Middle East

INVITATION

DIGITAL FORMAT, 8-9 DECEMBER 2020

BACKGROUND

Sweden is a longstanding partner to the United Nations as a donor and policy partner. However, Sweden is not realising its full potential when it comes to UN procurement. Some of our Nordic neighbours outperform Swedish companies in securing tender deals and engages more closely with UN agencies.

Business Sweden is therefore actively working on establishing Sweden as a product and service provider to the UN - not least by introducing advancements in technology and supporting the Sustainable Development Goals.

During Winter 2020/2021, a new digital format will allow Swedish companies to get insights and information on UN procurement in Iraq and Yemen, two of the largest humanitarian crises' globally. Specifically, participants will receive a report on procurement opportunities, partaking in digital seminars with the largest UN agencies, and an individual meeting to discuss concrete business opportunities.

SETTING

Regional instability and long-term burden from direct conflict has contributed to growing UN operations very large in the Middle East. Yemen presents the worst humanitarian crisis globally, with over 24,1 million people in need. Iraq on the other hand is trying to rebuild a country affected by conflict for decades, most recently after the territorial defeat of the terrorist group Daesh.

The five largest UN agencies; UNDP, UNHCR, UNICEF, UNOPS and WFP, alone, procure to an annual value of over 850 million USD in Yemen (465 MUSD) and Iraq (390 MUSD). In addition, one can add large regional procurement deals and procurement in neighbouring countries as a result of the situations in Iraq and Yemen.

In Yemen, the acute conflict situation foremost results in humanitarian needs. Key segments include food security, shelter and site management, healthcare and WASH. In Iraq procurement needs are more advanced, mirroring the post-conflict situation in the country. Protection, cash assistance, shelter and site management, infrastructure, food security, wash and healthcare are all important procurement areas.

Sweden has been at the forefront of diplomacy to contribute to a peaceful solution in Yemen, including mediation at the highest level through the UN Security Council. In Iraq, Sweden has longstanding bilateral relations, development aid, traditionally significant trade and, in recent years, a military training mission supporting peacekeeping during and after Daesh. In both countries, Sweden's humanitarian support is among the highest in the world.



PROPOSED SET UP

To develop Swedish engagement in the procurement field, the digital platform will provide participants with:

- A market report with a situation analysis, mapping of UN entities and key stakeholders, identified specific procurement opportunities and procurement processes
- A digital seminar series with UN agencies in the Middle East, focusing on current needs and product adaptations for successful tender bids
 - ▶ Seminar 1: Opportunities in Iraq, including procurement in affected neighboring countries
 - ▶ Seminar 2: Opportunities in Yemen
 - ▶ Meetings: Individual follow up meetings with UN agencies (1-2 meetings/company*)



Key details

Price: 30 000 SEK (10 000 SEK for SME's)

Date: Dec 2020

Location: Digital

Expected UN coverage

