

Executive Summary

The report from the UN-, humanitarian- and development market in Geneva, Nairobi and New York is produced by NOREPS/ Innovation Norway Head Quarters in Oslo, The Permanent Mission of Norway in Geneva, and Innovation Norway's offices in New York and Nairobi. Some of the main findings from the three reports are summarized below.

Geneva

Among others, the following organizations are relevant for Norwegian Businesses in Geneva:

- United Nations High Commissioner for Refugees (UNHCR)
- International Organisation for Migration (IOM)
- World Health Organization (WHO)
- International Committee of the Red Cross (ICRC)

Market trends

- Trends in humanitarian response like the use of cash, cooperation with locals and urbanization are likely to lead to a decrease in internationally procured low-end products; e.g. blankets and jerry cans.
- The increased focus on innovation can however be a door opener for companies that develop new and smarter solutions.
- Products of procurement include but are not limited to: vehicles, shelter materials, blankets, kitchen sets, tarpaulins, telecommunication equipment and IT equipment products and services.
- Quality was highlighted as a key characteristic of Norwegian products. However, the feedback included a perception that Norwegian enterprises did not seem used to the UN system and lacked an understanding of the UN market and how to interact with UN organizations.

Portals and arenas of procurement:

- United Nations Global Marketplace (UNGM)
- The organizations' own databases and procurement portals
- Introducing a new product in the humanitarian market is very difficult, and it takes time and careful courting. The air tends to go out of the balloon in meetings where sales ambitions became the focus.

Nairobi

Among others, the following organizations are relevant for Norwegian businesses in Nairobi:

- United Nations Development Programme (UNDP)
- United Nations Refugee Agency (UNHCR)
- United Nations Children's Fund (UNICEF)
- World Food Programme (WFP)
- United Nations Office at Nairobi (UNON)

Market trends

The following sectors of procurement are relevant for businesses in this area:

- Water and Sanitation
- Food and Nutrition
- ICT
- Sustainable Energy
- Education
- Health
- Emergency relief materials / Shelter

Portals and arenas of procurement:

- UNGM
- The individual UN agencies' portals. The same procedure applies to the NGOs though most of the NGOs follow the prequalification process.
- Some NGOs also procure from identified supply centers, depending on the existing agreements between them.
- Register properly / Prequalify: Register fully with the UNON and UN Agencies, and often check INGOs web pages.
- Attend humanitarian conferences and seminars in this region, useful topics are discussed, and in such conferences, relevant contacts are found.

New York

Among others, the following organizations are relevant for Norwegians businesses in New York:

- United Nations Population Fund (UNFPA)
- United Nations Children's Fund (UNICEF)
- UN Women
- United Nations Development Programme (UNDP)
- United Nations Procurement Department (UN/PD)

Market trends

The following products of procurement are relevant for businesses in this area:

- Office Equipment
- Motor Vehicles and parts
- IT and communications equipment
- Pharmaceuticals including contraceptives
- Medical Equipment
- Apparel, luggage and personal care
- Fuel and lubricants
- Food and beverage products

Portals and arenas of procurement:

- UNGM
- UN Development Business
- eTendering
- UN WebBuy
- The European Procurement Forum (EUPF)

Introduction

This report provides an introduction to the UN-, humanitarian- and development market in Geneva, Nairobi and New York and an overview of the relevant UN agencies and international non-governmental organizations present in these cities. Geneva is one of the world's humanitarian capitals which hosts more than 30 UN agencies and international organizations, about 300 NGOs, and more than 170 diplomatic missions. The UN City in New York contains the seats of the principal organs of the UN, including the General Assembly and Security Council. Nairobi holds the United Nations Office at Nairobi (UNON) which is the UN headquarters in Africa and 16 UN agencies and NGOs relevant for Norwegian businesses in terms of procurement.

The report shows how and what the UN agencies and NGOs buy, and how Norwegian suppliers can contribute to innovation, partnerships and sustainability towards global humanitarian challenges. The report also gives useful insights about the strengths and weaknesses of Norwegian suppliers, and identifies areas where they need to gain more knowledge to succeed in this complex market.

The three regions represent very different markets, and the reports were written separately, and then synthesized into one final report. Therefore, the report from each region might have some differences regarding content. The report from each region is divided into three parts:

1. Introducing the UN-, humanitarian and development market
2. Strengthening Norway's contribution towards the global humanitarian challenges
3. List of relevant actors in the respective markets.

Finally, there will be a summary and concluding remarks.

Methodology

The data collection and following analysis of the material has been carried out among the various teams in Oslo, Nairobi, New York and Geneva. An initial desk study was carried out in Nairobi, New York and Geneva. This was followed up by in-depth interviews with relevant buyers, beneficiaries and stakeholders in the target regions. Each team delivered a draft report from their region, based upon an overall structure. The numbers and statistics are gathered at different stages over a period of two years. Although the regional reports are based upon the same overall structure, they are all standalone reports.

NOREPS has synthesized the various inception and draft reports to a joint report that outlines and elaborates the opportunities for Norwegian suppliers in the UN-, humanitarian- and development market.