



The United Nations purchases goods and services for more than NOK 150 billion annually. In 2018, Norway represented only 0.22% of the total market share. Norwegian companies can benefit by getting better acquainted with the exciting opportunities that the UN market has to offer.

The world is facing some of the biggest challenges of our lifetime. In order to eradicate poverty, combat inequalities and fight climate change, we have now received a common work plan - the 17 UN Sustainable Development Goals. Norwegian companies have expertise, knowledge and resources that are essential in creating global solutions that will contribute to sustainable development.

Market potential in the UN City

The UN is the world's largest purchaser of goods and services from private companies, and Copenhagen is the UN's second largest procurement centre. The offices in New York and Copenhagen account for 70% of all UN's procurement.

The UN is a large global system that needs everything from office supplies to complete hospitals and power plants. The biggest needs to be covered by UN organisations are:

- Health and medicine
- Food and nutrition
- Water and sanitation
- Shelter and protection
- Construction and infrastructure
- Renewable energy
- Information and communications technology
- Emergency aid equipment
- Cars, machinery and tools
- Educational materials

There is a great need to develop new technology and smarter solutions in all areas.

In addition to products, there is a need for services. The most sought-after are:

- Consulting services
- Engineering services
- Transport and freight

Norwegian solutions are in demand

Norwegian firms have a competitive advantage with their technological solutions, their ability to

innovate and not least with their high-quality products and services. Digitalisation and sustainable technologies are common trends in the UN's procurement processes, as these are necessary prerequisites for achieving the UN's Sustainable Development Goals.

How to do business with the UN?

- Does your solution and business profile meet the UN's demands and needs?
- How can your company become a supplier to the UN?
- What does the UN emphasise regarding tenders?
- What does the UN expect from their suppliers?

We can help to answer all of these questions.

Would you like to find out more?

Our office is a five minute bike ride from the UN City and is therefore very close to the procurement arena. We can assist with advice about the opportunities to be found in the UN market in general, procurement processes and the procurement portal UNGM, how your company can position itself in relation to the UN market, important meeting places, and more.

Contact our expert:

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Did you know?

Norway's market share in 2018 was 0.22%, representing approx. NOK 368 million.

A rather small share if we compare ourselves with:

- Denmark - 2.93% (approx. NOK 4.8 billion)
- Switzerland - 2.88% (approx. NOK 4.7 billion)
- Netherlands - 2.72% (approx. NOK 4.4 billion)

Source: 2018 Annual Statistical Report on United Nations Procurement