



# UN Web Buy Fostering Private Sector Partnerships and Digital Entrepreneurship

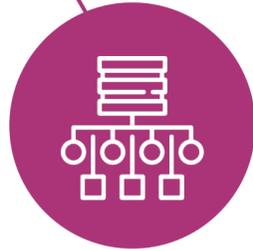
Asia Pacific Public Electronic  
Procurement Network

 **UNOPS**

# What is UN Web Buy Plus?

## EASY ACCESS TO LTAS

We provide access to some of the most needed products by the international aid and humanitarian community. We offer more than 2000 products divided under 10 different categories.



## TIME SAVING

All our offers go through a comprehensive tendering process. This means that all our products and suppliers have been through a competitive process, which means our clients save time on tendering, competition, review and negotiation etc.



## SIMPLYFYING COMPLEXITY

Our aim is to continuously improve our services to facilitate the supply of complex commodities, and make it as convenient as possible for our clients.

## COST SAVING

UN Web Buy Plus provides a competitively priced service based on cost recovery.



## FULL SERVICE SOLUTION PROVIDER

We provide logistics services, including low insurance fees. We make sure that you are able to follow your order every step of the way.

## TECHNICAL EXPERTICE

UN Web buy Plus capitalizes on UNOPS technical knowledge by bringing together its experts collective experience in procurement, logistics, customer service and risk management. Partners using UN Web Buy Plus benefit from twenty years of experience in the procurement and delivery of goods to some of the world's most challenging locations.





**UNOPS helps the UN and its partners provide peace and security, humanitarian and development solutions.**

**Our mission is to help people build better lives and countries achieve peace and sustainable development.**

We are focused on **implementation**, committed to **UN values** and **private sector efficiency**.

Our partners call on us to improve **speed**, **reduce risks**, boost **cost-effectiveness** and **increase quality**.

In 2017 - through more than **900 projects** - we delivered more than **\$1.8 billion** worth of support to our partners, mainly in **fragile and conflict affected environments**.

# KEY RESULTS ACROSS UNOPS SERVICES - 2017



more than  
**2.1 million**  
days of paid work  
created for  
beneficiaries



more than  
**370,000**  
days of paid work  
created were  
undertaken by women



more than  
**11,000**  
people on UNOPS  
contracts



almost  
**40,000 days**  
of technical assistance  
and advice



more than  
**2,300 km**  
of roads designed,  
constructed or  
rehabilitated



**35**  
schools constructed,  
designed, or rehabilitated



more than  
**\$104 million**  
worth of goods  
procured through UN  
Web Buy Plus



**47**  
hospitals and 243 health  
clinics constructed,  
designed, or rehabilitated



more than  
**\$1 billion**  
worth of goods and  
services for partners



almost  
**\$540 million**  
worth of procurement  
budgets went to local  
suppliers



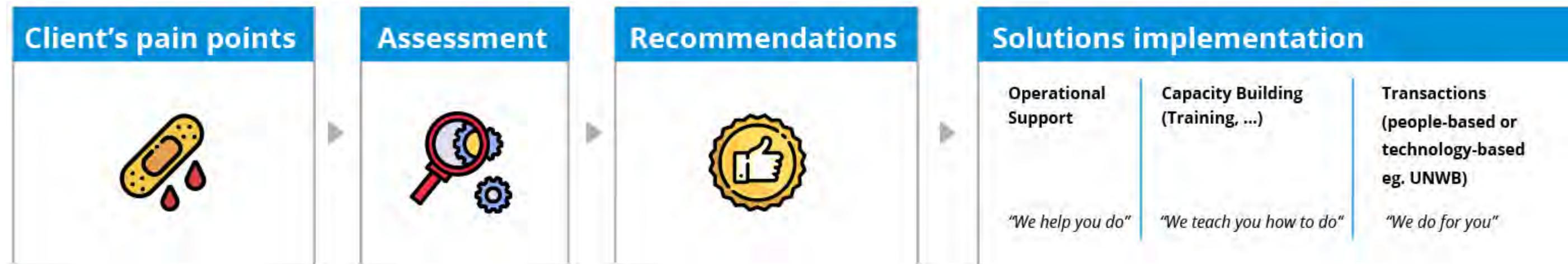
**17**  
countries & territories  
where UNOPS supported  
UNMAS and its partners  
mine-clearance work



in total, around  
**\$1.8 billion**  
delivered in peace and  
security, humanitarian and  
development projects

# Our procurement expertise

- Emergency procurement
  - Flexibility and speed in carrying out procurement processes and some recruitments
  - +USD 50 Million or 5-10% of all procurement through EPP per year
- Advisory projects: assessments and solutions implementation
- Procurement agent services
- Capacity development – 1 of only 5 organizations globally (and only UN) to hold CIPS gold certificate in sustainable procurement three years running

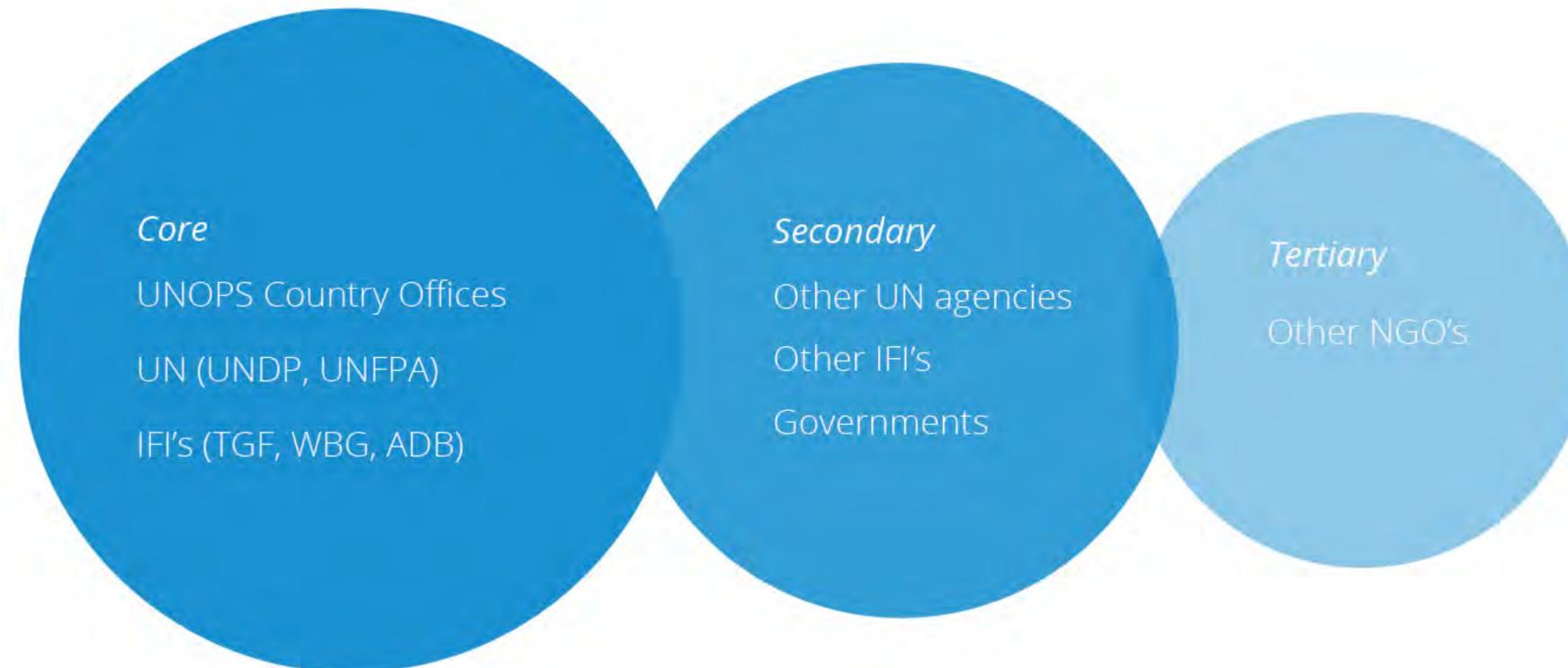


# UN Web Buy Plus 3 Year Strategy

## VISION

UN WebBuy+ is the leading procurement solution for UN organisations and their global partners

## WHO



## OBJECTIVES

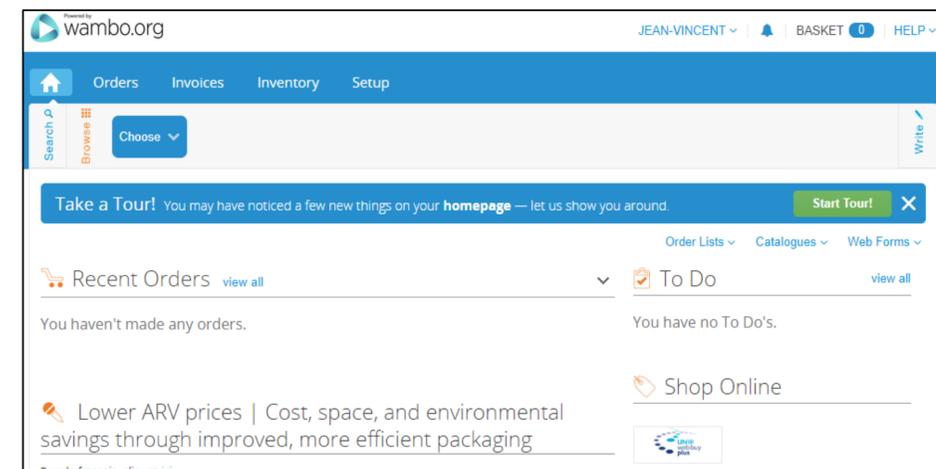
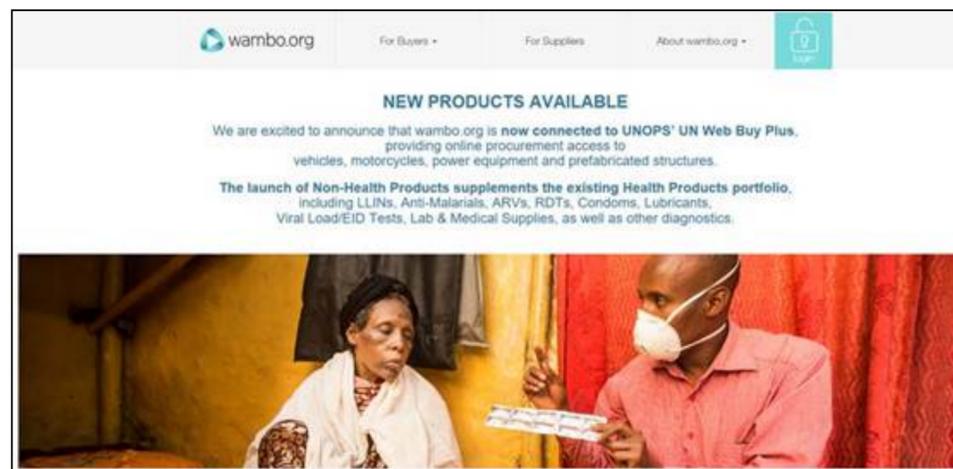
- Grow procurement volume on Web Buy+
- Expand Web Buy+ product and service offering
- Build and strengthen the Web Buy+ brand
- Innovate for growth

# Digital entrepreneurship and the private sector

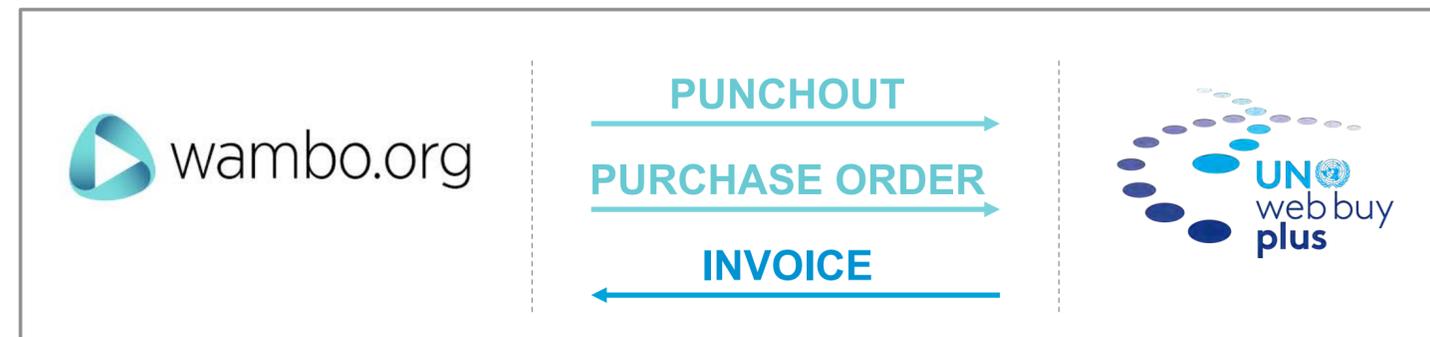
- The European Commission defines digital entrepreneurship broadly as creating new ventures and transforming existing businesses by developing novel digital technologies and/or novel usage of such technologies (European Commission, 2015)
- Digital entrepreneurship is viewed as a critical pillar for economic growth
- Public procurement as a tool to support digital transformation
- Demand side is not always aligned with supply side - Policy is often catching up with the sector
- Certainty and integrity of process – attractive for supply market
- Transparency and corruption reduction – attractive for partners

# Solutions for our partners – Global Fund

This innovative model implemented through a punch-out technology allows Global Fund grantees in 57 countries access from wambo.org to UN WebBuy for non-health products catalogue



Wambo.org - the online market place of The Global Fund to fight aids, tuberculosis and malaria



# Solutions for our partners – World Bank

## VEHICLES STANDARD AGREEMENT

- Vehicles template: “self-standing” purchase order by Government
- Deliver to the customs (Government does customs clearance)
- Government can order directly from Web Buy

## SUPPLIES STANDARD AGREEMENT

- UNOPS as Specialized Supplier vs Procurement Agent (i.e. Myanmar Flood Recovery example; use of UNOPS’ long term agreements LTAs)



WebBuy enabled procurement of 176 ambulances for the Ministry of Health in Nicaragua

# UN Web Buy in Myanmar



The Ministry of Construction testing a tyre roller in Bago



Combine harvesters for the Agriculture Department



Department of Agriculture inspecting a seed processing plant



Vehicles delivered to the Ministry of Social Welfare, Relief and Resettlement in Nay Pyi Taw

# Accessing Web Buy

[www.unwebbuyplus.org](http://www.unwebbuyplus.org)

[unwebbuyplus@unops.org](mailto:unwebbuyplus@unops.org)

An intuitive and comprehensive e-Commerce portal for the aid and development sector



UN Web Buy Plus is a full-service procurement solution provider

# THANK YOU

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