

# 25-26 JANUARY 2021

## VIRTUAL NORDIC UNITED NATIONS PROCUREMENT SEMINAR



*The most important meeting place for Nordic companies seeking to do business with UN agencies.*



Photo: UN City/Adam Mørk

UNDERSTAND HOW YOUR COMPANY EFFECTIVLY CAN  
DO BUSINESS WITH THE **\$20 BILLION**  
UN PROCUREMENT MARKET

ORGANISED BY:



UDENRIGSMINISTERIET  
Ministry of Foreign Affairs  
of Denmark



Dansk Industri



ISLANDSSTOFA  
PROMOTE ICELAND



Embassy of Sweden  
Copenhagen



Innovation  
Norway



Embassy of Iceland  
Copenhagen



Embassy of Finland  
Copenhagen

BUSINESS  
FINLAND



Norwegian Embassy  
Copenhagen

# PROGRAM

## MONDAY JANUARY 25

09:00-09:30 | Main stage

### WELCOME AND OPENING REMARKS

- Grete Faremo, Under-Secretary-General and Executive Director of UNOPS

09:30-10:30 | Main stage

### HIGH-LEVEL PANEL

Nordic collaboration through UN Procurement

- Nordic Ministers (TBD)

10:30-11:30 | Main stage

### TUTORIAL

How to navigate the virtual platform and get the most out of the seminar, incl. how to book B2B meetings, watch available presentations and engage with the UNGM Kiosk.

11:30-12:30 | Main stage

### PANEL: HOW TO BE SUCCESSFUL IN SELLING TO THE UN

Successful experiences and strategic engagement with the UN's procurement efforts

- Nordic companies

12:30-13:30 | BREAK IN PROGRAM

## ALL DAY ACTIVITIES

### Open availability | Stage 1

Presentations from 15 UN Agencies on current procurement needs

09:30-16:30 | Private break-out sessions

B2B meetings

09:30-16:30 | Private break-out sessions

One-on-one meetings with UN Procurement Officers

9:30-16:30 | Break-out room 1

UNGM Kiosk – walk-in with advise and support



Photo: UN City/Adam Merik

13:30-14:30 | Main stage

### PANEL: SUSTAINABILITY AND INNOVATION

Procurement as a mechanism to further economic, social and environmental development

- UN Global Compact (Speaker TBD)
- UNICEF (Speaker TBD)
- UNOPS (Speaker TBD)
- WEP (Speaker TBD)

14:30-15:30 | Main stage

### WORKSHOP: RENEWABLE ENERGY

UN needs and challenges connected to renewable energy solutions

- UNDP (Speaker TBD)
- UNHCCR (Speaker TBD)
- UNOPS (Speaker TBD)

15:30-16:30 | Main stage

### WORKSHOP: ICT

Digital empowerment: Increasing access to information and knowledge through ICT

- UN Secretariat (Speaker TBD)
- UNDP (Speaker TBD)
- The World Bank (Speaker TBD)

# PROGRAM

## TUESDAY JANUARY 26

09:00-09:15 | Main stage

### GOODMORNING

Run through of Day 2 program

- Verner Kristiansen

09:30-10:30 | Main stage

### PANEL: COVID-19

Procurement challenges and needs in light of the pandemic

- PAHO (Speaker TBD)
- UNHCR (Speaker TBD)
- UNICEF (Speaker TBD)
- WHO (Speaker TBD)

10:30-11:30 | Main stage

### WORKSHOP: WASH

Needs, challenges and opportunities for water and sanitation solutions in developing countries

- IOM (Speaker TBD)
- UNOPS (Speaker TBD)
- UNRWA (Speaker TBD)

11:30-12:30 | Main stage

### WORKSHOP: MEDICAL SERVICES AND SUPPLIES

The Nordic suppliers' strongholds in supplying advanced products and services and how the UN's needs will evolve the coming years following the pandemic

- PAHO (Speaker TBD)
- UNICEF (Speaker TBD)
- WHO (Speaker TBD)

12:30-13:30 | BREAK IN PROGRAM

13:30-14:30 | Main stage

### WORKSHOP: TRADING PLACES WITH THE UN

Learn how to navigate and understand the tender process at the UN

- Miguel Alvarez, UN Department of Operational Support (TBC)

14:30-15:30 | Main stage

### WORKSHOP: TRANSPORTATION AND LOGISTICS

The needs of the Transportation and Logistics sector and how more collaboration and innovation can play a role in overcoming future challenges

- UN Secretariat (Speaker TBD)
- UNICEF (Speaker TBD)
- WFP (Speaker TBD)

15:30-16:30 | Main stage

### WORKSHOP: ENGINEERING AND MANAGEMENT SERVICES

Trends and development in the needs and requirements for engineering and management services across sectors

- UNDP (Speaker TBD)
- UNOPS (Speaker TBD)
- The World Bank (Speaker TBD)

16:30-17:00 | Main stage

### CLOSING REMARKS

- Verner Kristiansen

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Tentative program  
(TBD)