



Doing Business with the United Nations World Food Programme

Pablo Yuste Echarren

Enrique Pulido

Global Hunger

- **925 million** people suffer from hunger worldwide.
- Hunger kills more people every year than AIDS, malaria and tuberculosis combined.
- A third of all deaths in children under the age of five in developing countries are linked to undernutrition.



How we do it

Delivering food by any means possible



- 11,000 staff, over 90% in the field
- Mandated to respond to emergencies globally
- Humanitarian clusters – lead service provider
- Telecoms
- Logistics
- UN Humanitarian Air Service

Who we are



WFP's strategic plan lays out **five objectives** and all our work is geared towards achieving them.

We are the world's largest humanitarian agency fighting hunger worldwide.



90
million
beneficiaries
on average

70
countries
on average

3.7
million
tons of food
on average

They are:

- 1 Save lives and protect livelihoods in emergencies
- 2 Prepare for emergencies
- 3 Restore and rebuild lives after emergencies
- 4 Reduce chronic hunger and undernutrition everywhere
- 5 Strengthen the capacity of countries to reduce hunger



WFP Mandate

- *Use food assistance to support economic and social development;*
- Meet refugee and other emergency food needs, and the associated logistics support; and*
- Promote world food security in accordance with the recommendations of the United Nations and the Food and Agriculture Organization.*

The Role of the UN World Food Programme

- *The World Food Programme (WFP) is the United Nations frontline agency fighting global hunger.*
- *WFP is the world's largest humanitarian agency.*



WFP Figures

- *In 2011, WFP aimed to feed more than 82.7 million hungry people in 72 countries*
- *WFP employs roughly 10.200 staff (more than 90% in the field).*
- *In 2010, WFP needed US\$ 6.9 billion to cover operational costs - of which it received about US\$ 3.82 billion.*
- *=> completely voluntarily funded organization*

Logistics

- On any given day WFP operates an average of 60 aircrafts, 40 ships and 5,000 trucks.*

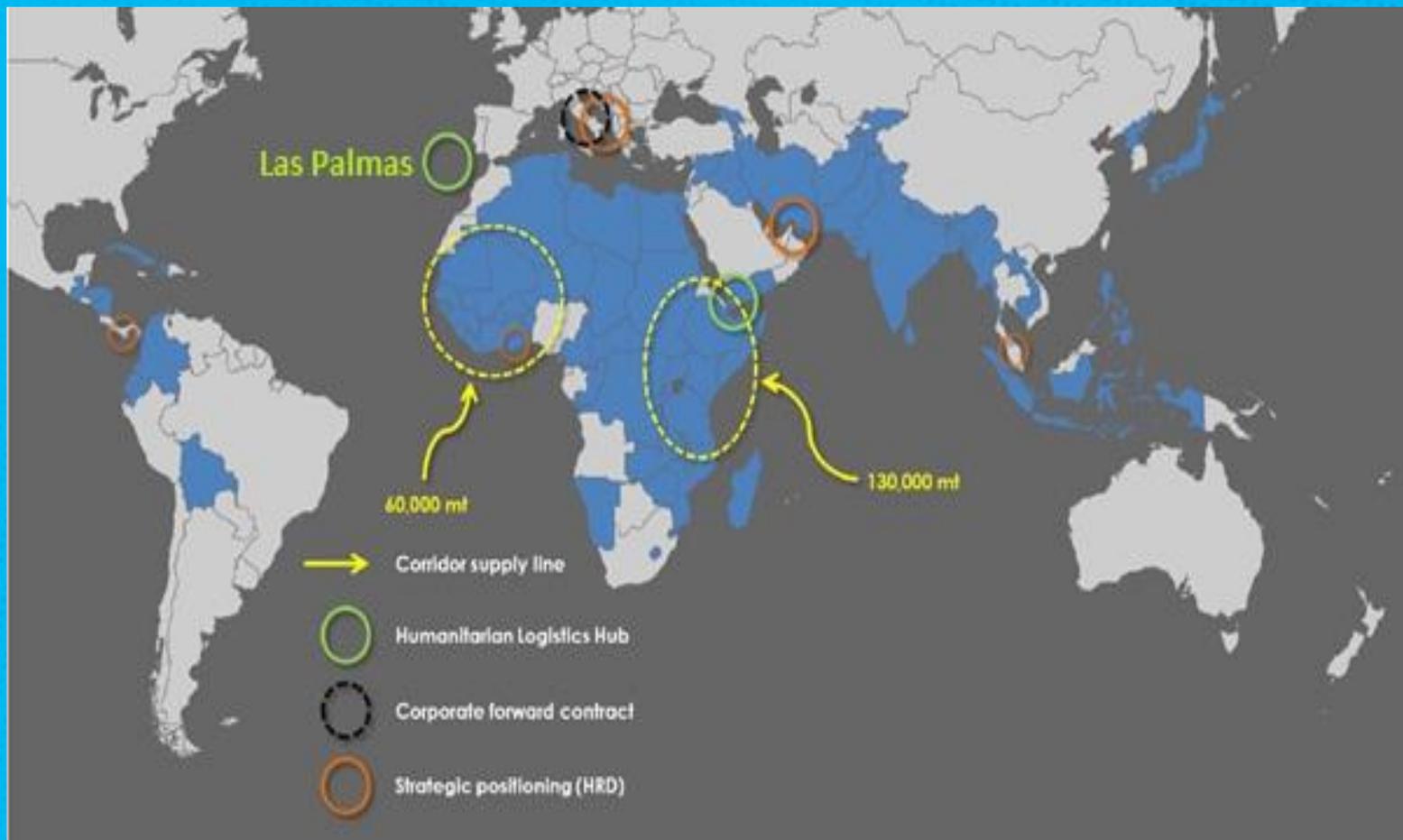




Core policies and strategies

- To save lives in refugee and other emergency situations;*
- To improve the nutrition and quality of life of the most vulnerable people at critical times in their lives; and*
- To help build assets and promote the self-reliance of poor people and communities, particularly through labour-intensive works programmes.*

ESPAÑA/PMA



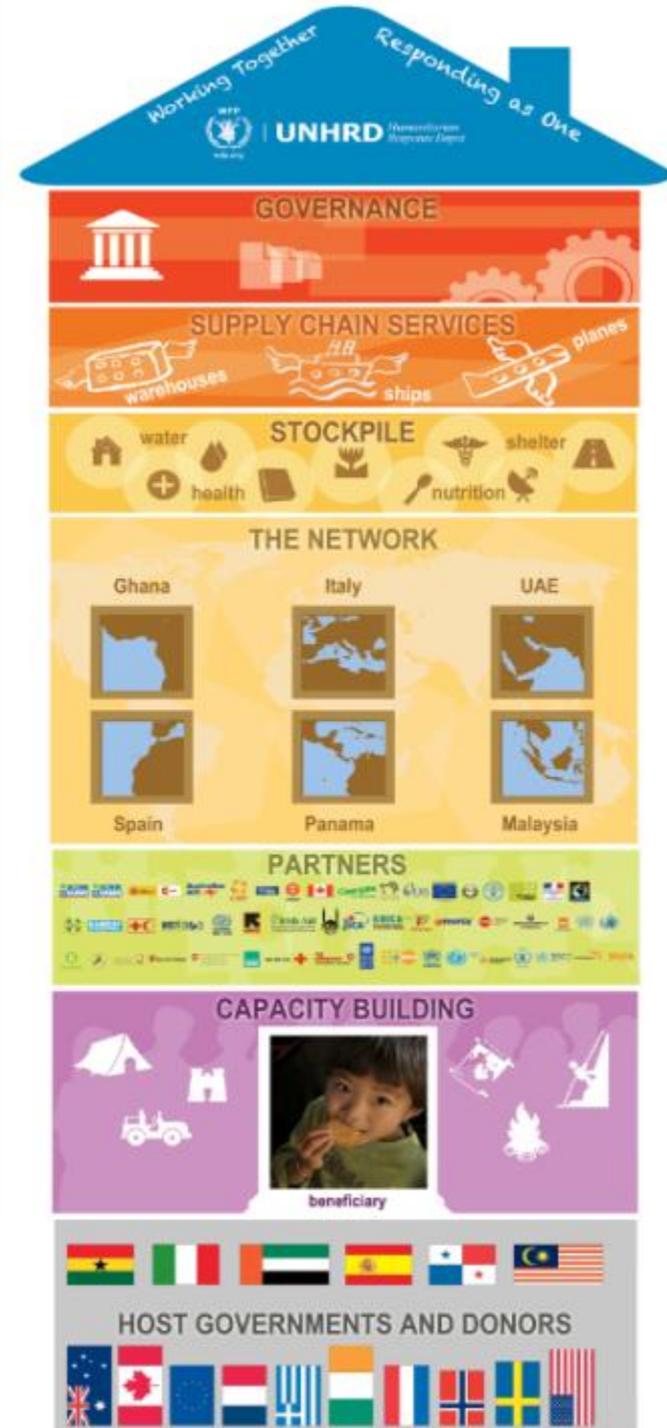
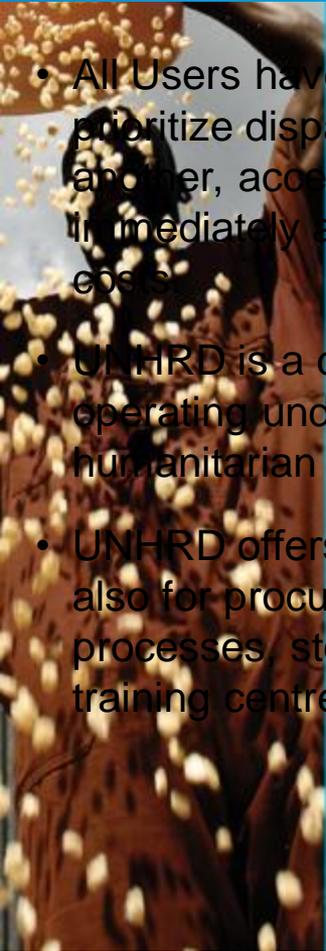


UNHRD *Humanitarian
Response Depot*

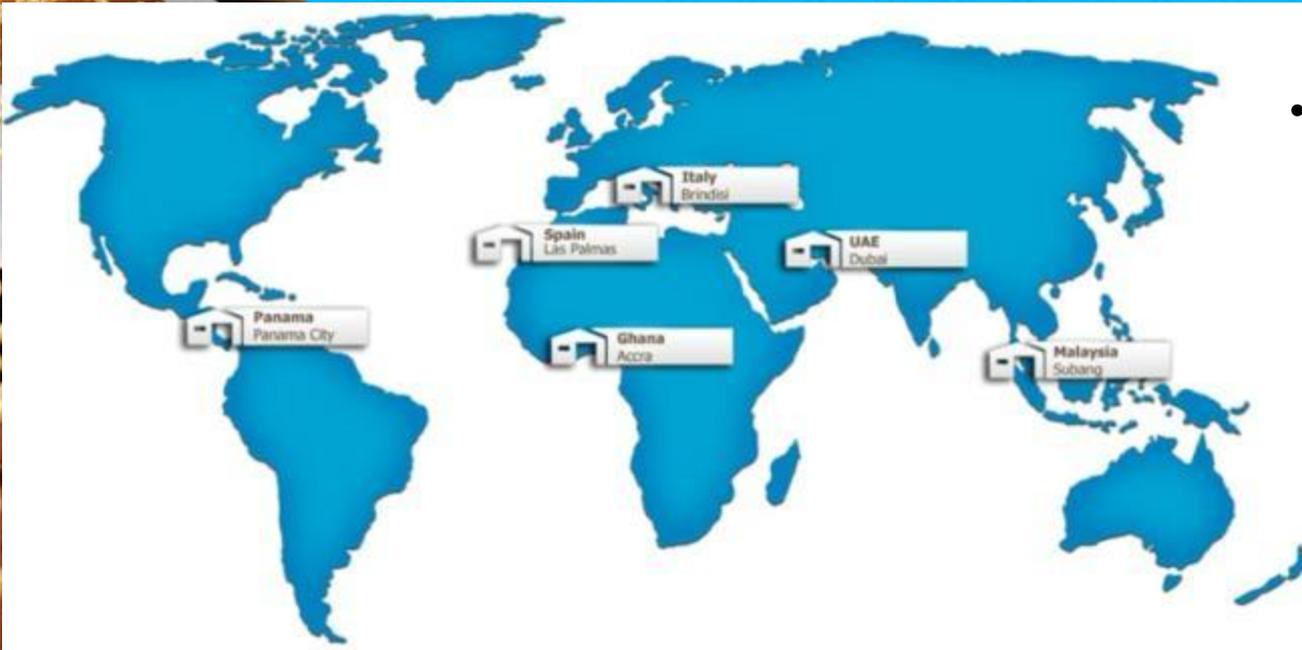


Working together - Responding as ONE UNHRD as a common house

- All Users have the opportunity to coordinate their efforts, prioritize dispatches, loan and borrow stocks from one another, access stocks and turnkey solutions that are immediately available, share logistics solutions and minimize costs
- UNHRD is a consortium of humanitarian organizations operating under a United Nations mandate to support humanitarian relief efforts.
- UNHRD offers a “one-stop shop”, not only for storage, but also for procurement, transport, handling, customs processes, stock borrowings, technical field assistance and training centre facilities.



UNHRD Network



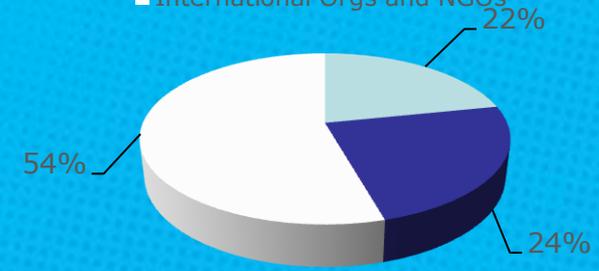
- The Network operates out of six Depots strategically located to ensure the rapid provision of humanitarian supplies to those in need anywhere in the world.

- UNHRD aims to achieve (i) Emergency preparedness and response, (ii) Strategic stockpiling of relief items (iii) Provision of comprehensive supply chain solutions.
- The Network holds strategic reserves of emergency relief items, such as medical kits, shelter items, water & sanitation equipment, nutritious food, prefabricated office and storage units, logistics assets and IT equipment.

UNHRD Users and Partners

	ActionContre La Faim		Handicap International
	Accion Contra El Hambre		Intermon – Oxfam
	Agencia Española de Cooperación Internacional para el Desarrollo		International Federation of the Red Cross
	Australian Agency for International Development (AusAID)		International Organization for Migration
	Canadian International Development Agency		International Rescue Committee
	Care International		InterSOS
	Cascos Blancos/White Helmets Commission		Irish Aid
	Catholic Relief Services		Islamic Relief
	Concern Worldwide		Italian Civil Protection Department
	CESVI		Italian Cooperation
	Economic Community Of West African States		Japan International Cooperation Agency
	European Commission		Korean International Cooperation Agency
	Finn Church Aid		Mercy Corps
	Food and Agriculture Organization		Mercy Corps Malaysia
	Global Mercy Mission Project		Norwegian Church Aid
	Goal Ireland		Norwegian Refugee Council
	Government of the French Republic – Centre de Crise		Office for the Coordination of Humanitarian Affairs

- UN Agencies
- Governmental Organizations
- International Orgs and NGOs



	Office of the High Commissioner for Human Rights
	Qatar Charity
	Save the children
	ShelterBox
	Swedish Civil Contingencies Agency
	Swiss Agency for Development and Cooperation
	Swiss Red Cross
	The Johanniter International Assistance
	United Nations University
	United Nations Development Programme
	United Nations Population Fund
	United Nations High Commissioner for Refugees
	United Nations Children's Fund
	World Health Organization
	WorldFoodProgramme
	World Society for the Protection of Animals
	World Vision International

With a diversified user base of 51 partners,

Benefits of the Network?

- Storage at no cost to the users
- Dedicated Customer Service
- 24/48 hrs Response Time
- Real Time Stock Visibility
- Online service catalogue
- Timeliness, Cost Efficiency
- Integrated Procurement
- Cargo Optimization
- Staging Areas
- Standardization
- Training Facilities



The Facilities

State of the art warehousing:

- *Training facilities*
- *Flexible staffing structure*
- *Operational 24/7*
- *Customer Service*
- *Cold chain storage and kitting*
- Located within Airport Perimeter or next to Airport and port
- Minimum 5,000 sq/m of indoor storage
- Minimum 5,000 sq/m of out door storage





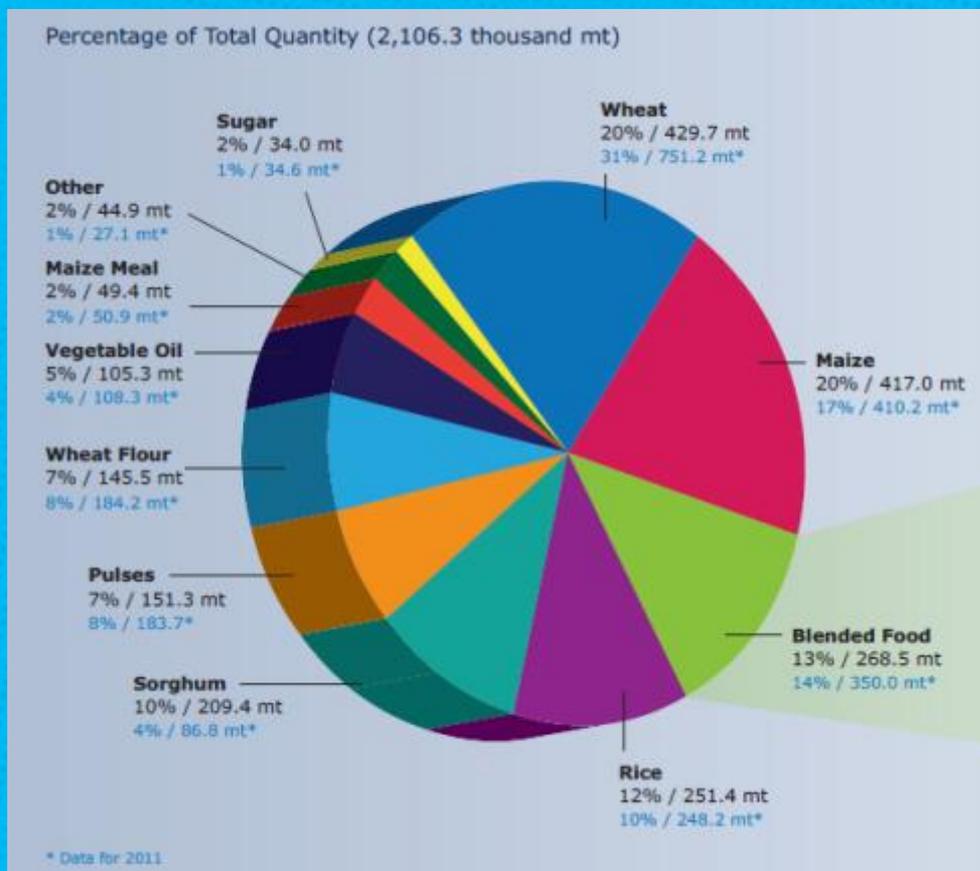
PROCUREMENT

Purchasing units

Food	Food Procurement Service (Rome HQ)
Goods and services	Goods and Services Procurement Branch (Rome HQ)
Land, sea and air transport services	Transport Division
Country Offices	Local and regional level procurement activities plus logistics services regionally and locally

2012 Food Procurement

Total quantity 2.1 million mt
Total value US\$1.1 billion





Vendor registration

If your company is a manufacturer or trader of any of the food, goods or service items indicated in the graphics on page 4, you can apply to be considered for the WFP Registered Vendor Roster

*You can submit your registration through the UNGM, from the following internet address:
www.ungm.org*

A person is shown from the side, pouring a large amount of popcorn from a red bucket into a large, dark-colored container. The popcorn is falling in a thick stream, creating a dynamic and textured scene. The background is a plain, light color.

Vendor registration

Complete the ‘New Supplier Registration’ Section. You will then proceed through a number of steps requiring you to enter company specific information.

Only fully completed registration forms with “Submitted” status will be reviewed.

Vendor Management Committee will review your completed supplier profile and registration online. Pending the committee’s recommendations, trade references will be contacted.



Queries

- *food.procurement@wfp.org for food related queries; or write to*
- *goods-services.procurement@wfp.org for non-food and services related queries*

WFP Supplier Roster

Once registered, potential suppliers are eligible to be invited to submit bids for tenders where WFP considers them competitive

- Registration does not imply invitation to every tender issued by WFP*
- Registration status is not indefinite*
- E-tendering*



Qualification

- *Legal qualification to enter into a contract with the United Nations.*
- *Food commodities: cereals, pulses, edible oil and/or processed commodities (such as wheat flour, blended foods and high energy biscuits) must be part of your core business.*
- *Goods and services offered are of interest to WFP projects and programmes and/or the company holds the necessary professional and technical competence*

A photograph of a person in a brown jacket pouring popcorn from a red bucket. The popcorn is falling all around them, creating a dynamic scene. The background is a clear sky.

Qualification

- *Goods and services: ability to provide installation, training and after-sales services and/or maintenance in countries where the products will be used*
- *Readiness to dispatch company staff to project sites (for goods and services)*
- *Ability to provide technical manuals, instruction booklets and spare parts lists in the required language(s)*

Qualification

- *Company has a minimum of three years' experience as an established business*
- *Company accepts WFP's general terms and conditions, including its payment terms (see next section)*
- *At least three trade references have been provided*
- *The UNGM registration has been completed in full and all WFP specific questions are answered (for food items only)*

Payment

- Cash against the electronic transfer of shipping documents within 4 days*
- Payment by bank transfer within 30 days of receipt of the documents named in the purchase order in good order in Rome or on goods receipt at destination for goods and services. WFP may consider shorter periods against early payment discounts.*
- WFP does not accept requests for letters of credit, advance payment or assignment of payments to third parties.*

Delivery (1)

- *Food procurement – Timing is essential in WFP contracts. Suppliers are expected to strictly adhere to delivery times stipulated in the contract. Any breach of this vital condition entitles WFP to repudiate a contract. The tender documents specify the 2010 INCOTERMS on which the suppliers are invited to bid. Typically, WFP asks for FOB (free on board), CFR (cost and freight), DAP (delivered at place), or FCA (free carrier) terms.*



Delivery (2)

- Goods and Services – Non-food purchases are typically made on a DAP (delivered at place) basis if delivered to WFP Headquarters or purchased locally. International purchases, either shipped to or made by country offices, are normally on CIP (carriage and insurance paid to) or CIF (cost, insurance and freight) terms. Payment for non-food purchases is usually made within 30 days of presentation of documents or delivery, depending on the contracted delivery terms.*

Tax exemption

- *Food, goods and services purchased by WFP are exempt from all taxes and customs duties. However, in some rare cases, recipient governments may levy taxes and customs duties. In such cases, WFP expects the supplier to contact WFP immediately to determine a mutually acceptable solution.*



