

THE UN PROCUREMENT FROM DEVELOPING COUNTRIES: PROSPECTS AND CHALLENGES FOR BANGLADESH

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Introduction

Every year the United Nations (UN) organizations procure various goods and services offering great business opportunities for developing countries. The total procurement volume of the UN in 2014 was more than 17 billion US Dollar. The trend of procurement shows that volume of procurement from developing countries is on the rise conforming to the UN policy. In recent years the share of SAARC and neighbouring countries of Bangladesh in overall procurement volume of the UN system has also increased by a significant amount. Though Bangladeshi suppliers have been providing goods and services to different UN agencies for last ten years, Bangladesh has not witnessed a significant rise in her procurement volume. The UN and domestic environment in conjunction with system of UN procurement offer both opportunities and challenges for the Bangladeshi suppliers. Selection of suitable categories of goods and services in a competitive international market is also very important to increase share in UN procurement volume. It seems that Bangladesh has potentials to provide varieties of goods and services to different UN organizations. However, there is a myth that ‘doing business with the UN’ is different from other business. Hence, it is crucial to find out how best Bangladesh can explore the opportunities in suitable categories of goods and services procured for UN organizations in order to increase her share in UN procurement volume.

This study would explore the potential of Bangladesh as supplier of goods and services to the UN organizations. However, so far no study was conducted specifically to identify the factors affecting the share of Bangladesh in overall procurement volume of the UN organizations. This study is an attempt to fill up that void. In dealing with such business environment and finding ways ahead for Bangladesh, a systematic and critical review of the Annual Statistics Reports on UN Procurement and published articles in books and websites of the UN agencies was carried out. Officials of various leading organization doing business with the UN and government offices were also interviewed. The recommendations of

this study would act as a tool for the suppliers of Bangladesh in deriving correct approach towards business with the UN organizations.

The UN Procurement System and Its Profile

Doing Business with the UN

Authorized Entity in The UN for Procurement. At the UN Headquarters in New York, the United Nations Procurement Division (UNPD) is the office which is authorized to commit the UN to contractual obligations and interact with vendors wanting to do business with the United Nations Secretariat (UNPD, Doing Business with the UN Secretariat, 2015, p.2). However, every UN system entity (WFP, UNICEF, UNESCO, UNDP, etc.) has its own procurement capacity, expertise and portfolio.

General Principles for Procurement Functions of the UN. The following general principles are given due consideration when exercising the procurement functions of the United Nations (UNPD, UN Procurement Manual, 2015, p.8):

- Best value for money.
- Fairness, integrity and transparency.
- Effective international competition.
- The interest of the United Nations.

Registration Process. Doing business with the UN requires registering as a potential supplier with the UN Global Marketplace (UNGM). The UNGM provides a one-stop portal for applying to become a registered vendor with 22 different agencies, funds and programme and UN Secretariat that together represents 95% of the procurement expenditure of the UN system (UNPD, Frequently Asked Questions, 2015, p.1).

Meeting the Registration Criteria. The UN identifies potential recipients of solicitation documents from accepted vendors registered in the UN Secretariat Register of Vendors on UNGM. Using established criteria; the United Nations evaluates vendors' applications to determine whether the application complies with UN requirements and is thus eligible for registration (UNPD, UN Procurement Manual, 2015, p.58).

Competitive Bidding. One of the fundamental tenets of UN procurement is achieving the “best value for money” for the Organization. Bids and proposals

are obtained through an effective, internationally competitive process. Bids are always evaluated according to the principle of lowest price, meeting technical specifications and stated requirements (UNPD, Doing Business with the UN Secretariat, 2015, p.4).

Procurement System in the Global Field Support Strategy

Global Field Support Strategy. The Global Field Support Strategy is a comprehensive, five-year (2010-2015) change management initiative that aims to improve quality, speed and efficiency of the support from Department of Field Support (DFS) provided to field missions and personnel serving on the ground (Department of Field Support, Global Field support Strategy, 2015, p.1).

The contingents of member states participating in a mission are not allowed to enter into procurement activities in the name of the UN unless authorisation in a written form or as a “Note Verbal” agreed to between UN Headquarters in New York and the respective government.

Analysis on the UN Procurement System

The UN is made up of a variety of organizations (UNICEF, WFP, UNHCR, etc). The processes and procedures for procurement of these organizations may slightly vary. The UN Business Seminar programme is instrumental in clarifying the suppliers’ queries on doing business with the UN organizations.

Web based registration and business information allows the vendors to get registered easily. The Fairness, integrity and transparency can be easily maintained because of the on-line competitive bidding system and sound evaluation criteria. Overall the suppliers find the procedures and processes friendly while doing business with the UN (Interview with official from Square Pharmaceuticals, ACI Motors Limited, etc).

Procurement needs in the field missions is more challenging than that in the Headquarters. When acquisition process is carried out locally, it is likely to be difficult for vendors from all around the globe to participate in procurement system.

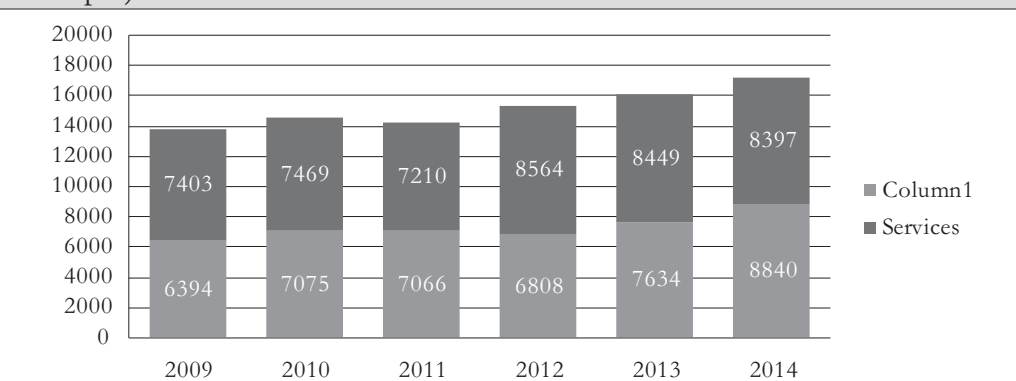
A supplier needs to ensure the following aspects while doing business with the UN:

- **Market Knowledge and Culture of Business with the UN.** A supplier needs to carry out Market research and identify relevant UN organisations and register (Annual Statistics Report on UN Procurement, 2014, p.21).
- **Suitable products/services.** Selection of suitable product and services with competitive prices will be the key to be finally selected.
- **Export experience/references.** The suppliers with adequate export experience/ references along with networks/partners and intercultural skill are likely to be more successful in doing business with the UN.
- **Capacity (financial, personnel).** Capacity of a supplier in terms of financial and personnel with flexibility, accuracy, persistence and patience will be instrumental in doing business with the UN organizations.

Procurement Profile of the UN

Total procurement of goods and services for operational activities of the UN system. The overall procurement volume (goods and services combined) of UN organizations in 2014 increased to \$17.2 billion, from \$16.1 billion in 2013 (Figure 1). The total procurement of goods increased by \$1,206 million, while procurement of services decreased by \$52 million (Annual Statistics Report on UN Procurement, 2014, p.7).

Figure 1. Total procurement of goods and services, 2009-2014 (in millions of USD per)



Source: Annual Statistics Report on UN Procurement, 2014, p.7

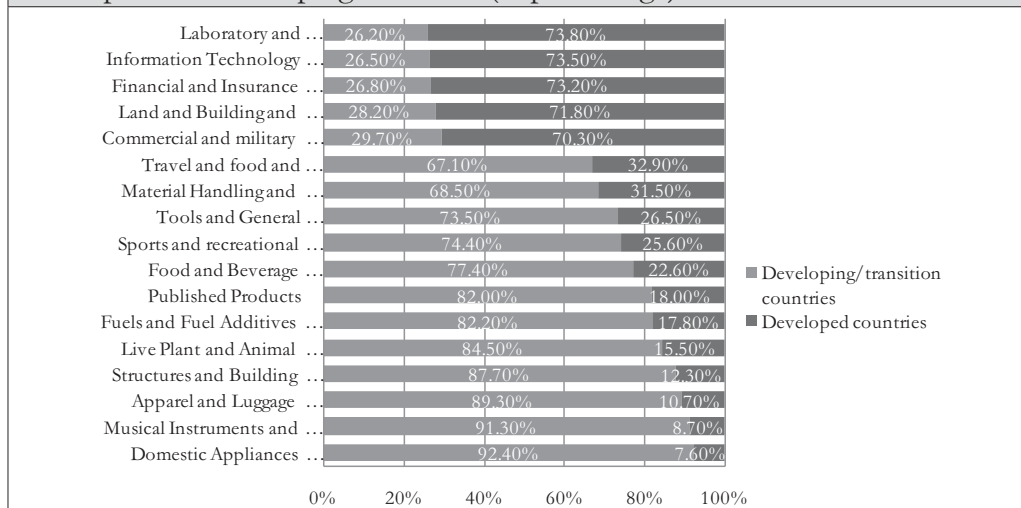
Procurement from Developing Countries and Countries with Economies in Transition by UN Organizations. The procurement volume by different UN organizations in 2014 is displayed in Table 1 (Annual Statistics Report on UN

Procurement, 2014, p.79). The table also shows total number of contracts and orders for procurement by UN organizations from supplying countries.

Table 1. Goods and Services Procured by UN Agencies (in USD Thousand) in 2014				
Name of UN Agencies	Total Number of Order/ Contracts by UN	Goods Procured by UN in USD Thousand	Services Procured by UN in USD Thousand	Total Volume of Procurement in USD Thousand
FAO	29,612	3794.13	1767.99	350,713
ILO	6,927	467.19	1585.77	148,063
UNAIDS	3,589	22.46	78.26	38,399
UNDP	45433.00	4706.71	24,715.40	2,285,487
UNESCO	24,936	30.58	347.85	123,282
UNFPA	15,967	478.28	1045.54	357,124
UNHCR	10,245	924.61	539.64	1,044,741
UNICEF	27,469	3623.89	4505.53	3,382,136
UNIDO	1,494	565.5	4507.92	102,309
UNOPS	27,060	17.62	408.85	669,035
UNWOMEN	4,987	53.22	966.14	90,299
WFP	64,523	9227.31	136.99	2,752,857
WHO	42,622	452.93	4452.77	708,671
WIPO	9,019	4.17	101.25	146,642
IAEA	10,135	-	189.62	180,061
ITC	1,954	-	58.62	14,873
Source: Based on Annual Statistics Report on UN Procurement, 2014				

Segments of goods and services procured from developed countries, developing countries and countries with economies in transition The following category analysis shows which categories are predominantly procured from developed countries and which categories are predominantly procured from developing countries and countries with economies in transition. In 2014, 12 different categories of products and services were widely procured from countries with developing economies and economies in transition (Figure 2). Seven categories had more than 80 per cent of their procurement volume originating from developing countries and countries with economies in transition.

Figure 2. Categories with uneven distribution of procurement between developed and developing countries (in percentage)



Source: Annual Statistics Report on UN Procurement, 2014, p.15

Implications of the UN Procurement profile for Developing Countries

The United Nations provide an excellent springboard to introduce own goods and services to other countries and regions. However, all the UN organizations do not have demand for similar types of goods. It is important to find out the suitable categories of goods and services to be provided to the UN organizations through competitive bidding.

In response to General Assembly Resolution 57/279 (2005) and 61/246 (2007), the UN organizations have placed more orders with suppliers from developing countries. The developing countries need to take initiative to encourage their

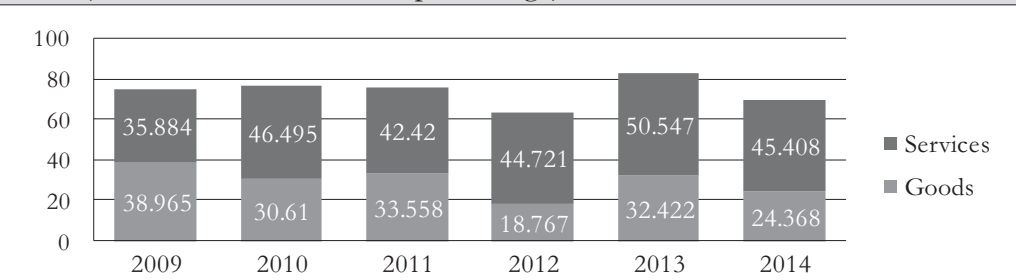
suppliers to find out the suitable sectors of goods and services and participate more in the UN procurement activities.

Bangladesh in the UN Procurement System

Procurement of Goods and Services by the UN from Bangladesh

The overall procurement volume of UN organizations from Bangladesh in 2014 decreased to \$69.776 million, from \$82.949 million in 2013 (Figure 3).

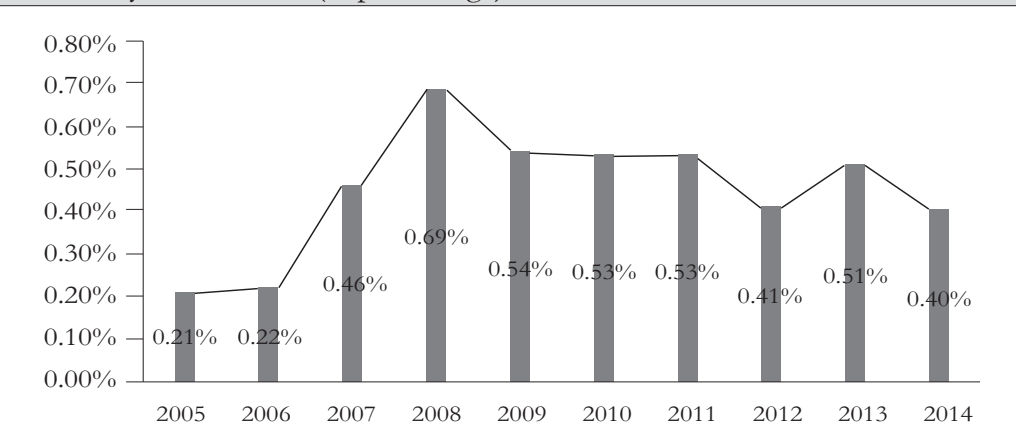
Figure 3. Total procurement of goods and services from Bangladesh, 2009-2014 (in millions of US dollars percentage)



Source: Prepared by Author Based on Annual Statistics Report, 2009-2014

The following Figure 4 shows the percentage share of total goods and services procured from Bangladesh experienced a decrease in 2014.

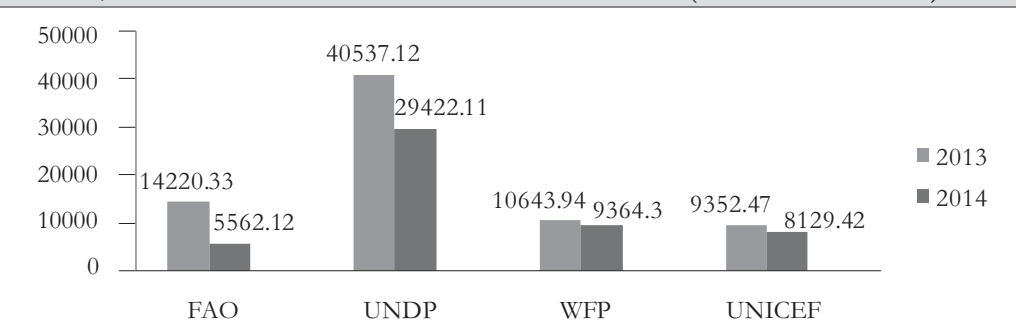
Figure 4. Share of procurement volume from Bangladesh by organizations of the UN system in 2014 (in percentage)



Source: Prepared by Author Based on Annual Statistics Report on UN Procurement, 2014

The decrease in the overall procurement volume of Bangladesh is mainly attributable to a decrease in procurement volume from four organizations: FAO, UNDP, WFP and UNICEF (Figure-5).

Figure 5. Decrease in procurement volume of Bangladesh to supply FAO, UNDP, WFP and UNICEF between 2013 and 2014 (in USD Thousand)

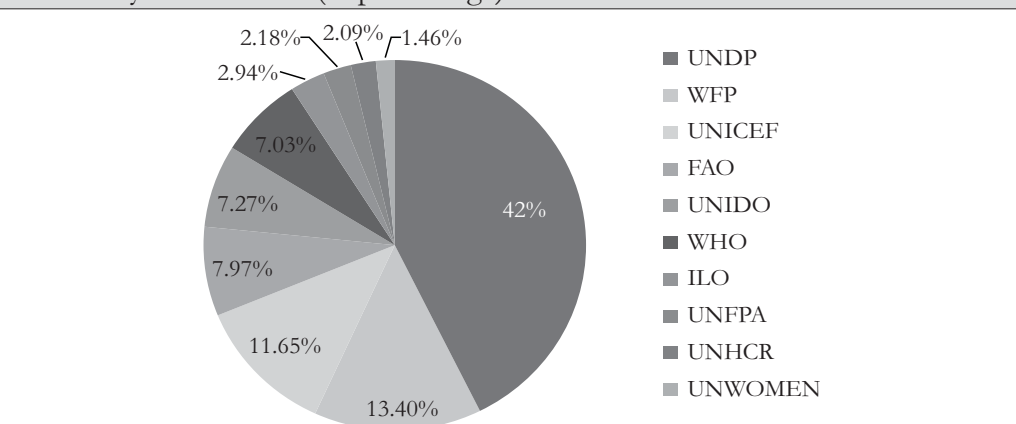


Source: Prepared by Author Based on Annual Statistics Report, 2013 and 2014

Procurement by Organizations of the UN System from Bangladesh

In 2014, a total of 16 organization of the UN system procured goods and services from Bangladesh. The following Figure 6 shows the top ten UN agencies sharing the total procurement volume from Bangladesh in 2014. UNDP shared significantly larger part of the procurement volume from Bangladesh than the other UN agencies.

Figure 6. Share of procurement volume from Bangladesh by organizations of the UN system in 2014 (in percentage)

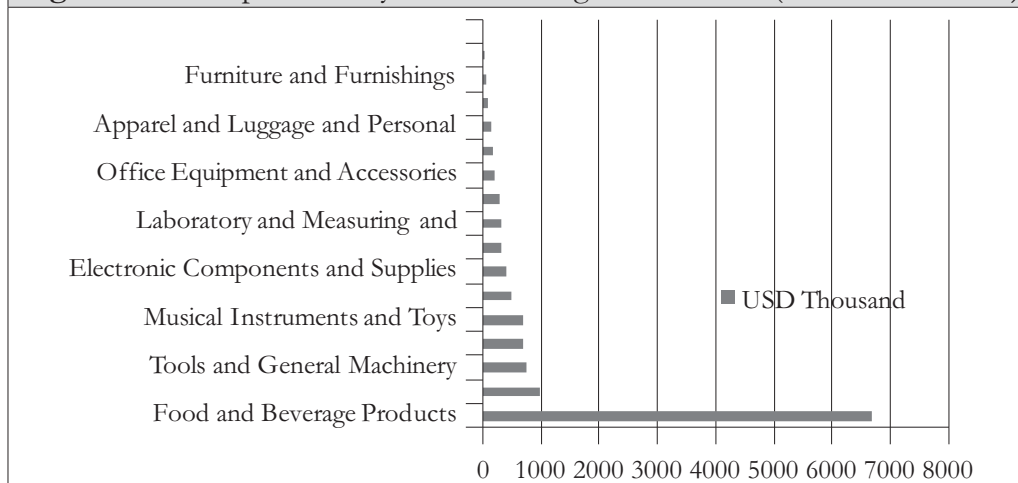


Source: Prepared by Author Based on Annual Statistics Report on UN Procurement, 2014

Sectors of Categories of Goods and Services Procured from Bangladesh

The following Figure 7 shows distribution of the UN procurement from Bangladesh across the largest sectors of categories of goods. In 2014, the food and beverage products sector represented 56.8 per cent of the UN system's procurement of goods from Bangladesh.

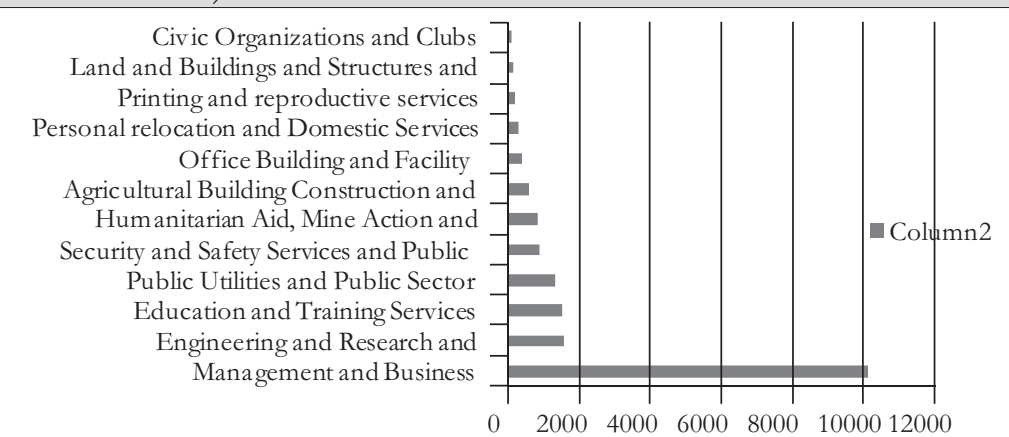
Figure 7. Goods procured by UN from Bangladesh in 2014 (in USD Thousand)



Source: Prepared by Author Based on Annual Statistics Report on UN Procurement, 2014

The following Figure 8 shows distribution of the UN procurement from Bangladesh across the largest sectors of categories of services. In 2014, management and business professionals and administrative services represented about 60 per cent of the UN system's procurement of services.

Figure 8. Categories of services procured by UN from Bangladesh in 2014 (in USD Thousand)



Source: Prepared by Author Based on Annual Statistics Report on UN Procurement, 2014

UN Procurement from SAARC and Neighbouring Countries of Bangladesh

Among countries in the SAARC and neighbouring countries of Bangladesh, India and Afghanistan have seen particularly large increases in their procurement volume over the 10 year period; \$1billion and \$619 million increase, respectively. Procurement from Afghanistan consisted primarily of fuel, food products, and community services procured by UNDP and UNOPS. In 2014, India is the largest country to supply to UN organizations with health-related goods and services (Annual Statistics Report on UN Procurement, 2014, p.31).

The following Table 2 shows the share of procurement from SAARC and neighbouring countries of Bangladesh (Annual Statistics Report on UN Procurement, 2014).

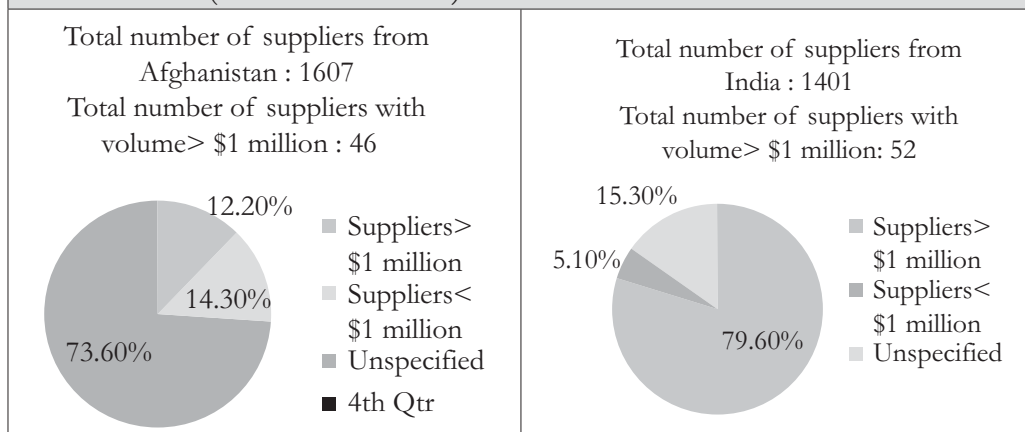
Table 2. The SAARC and neighbouring countries of Bangladesh supplying UN operations in 2014 (in USD Thousand)

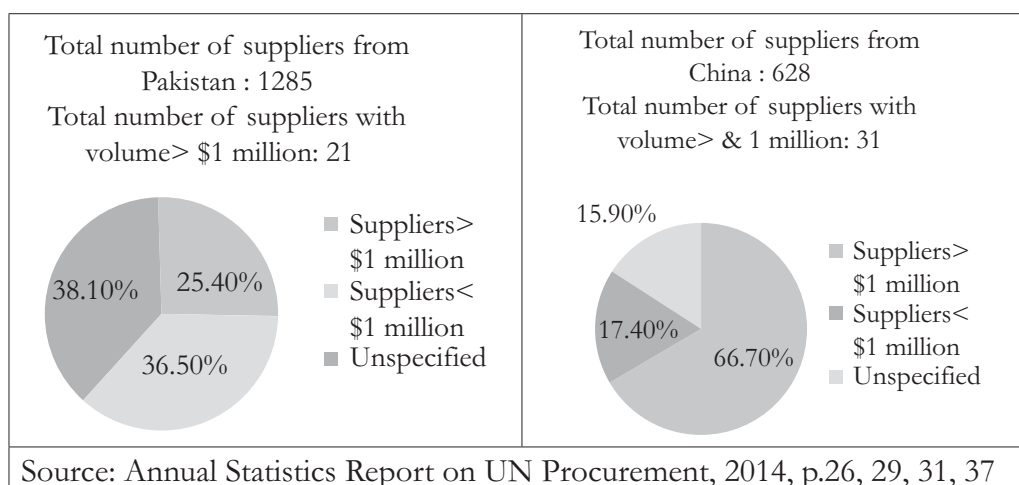
Serial	Countries	Goods	Services	Total
1	India	1059201.38	127385.35	1222586.76
2	Afghanistan	104271.35	713089	817360.55
3	Pakistan	79673.02	96853.38	176526.40
4	China	126,860.53	36,754.01	163,614.54
5	Bangladesh	24368.60	45408.14	69776.74
6	Myanmar	37106.45	29221.11	66327.56
7	Nepal	10062.33	25407.82	35470.15
8	Srilanka	7031.45	11630.70	18662.15
9	Maldives	2912.88	5055.71	7968.59
10	Bhutan	856.49	1102.19	1958.68

Source: Based on Annual Statistics Report on UN Procurement, 2014

Total number of suppliers from Afghanistan, India, China and Pakistan are shown in Figure 9 (Annual Statistics Report on UN Procurement, 2014). From the list of procurement of goods and services by UN from different suppliers, a total of 158 suppliers from Bangladesh were identified. In 2014, the total number of procurement orders and contracts from Bangladesh was 221.

Figure 9. Total number of suppliers from Afghanistan, India, Pakistan and China in 2014 (in USD Thousand)





The Categories distribution of top three goods and services and procurement by top three UN organizations from Afghanistan, India, Pakistan and China and Bangladesh are shown on the following Table 3. This is consistent with UN resolutions encouraging UN organizations to increase opportunities for suppliers from developing countries and countries with economies in transition (Annual Statistics Report on UN Procurement, 2014).

Table 3. Categories distribution of top three goods and services and procurement by top three UN organizations				
Serial	Countries	Top three Goods	Top Three Services	Top Five UN organization
1.	Afghanistan	-Fuels (62.8%) -Food and beverage product -Shelter equipment	-Humanitarian and rural development (82.3%) -Construction -Security, public order	-UNDP (\$577.67 million) -UNOPS -WFP
2.	India	-Pharmaceuticals (81.9%) -Food and beverage -Medical equipment	-Business administration (31.5%) -Health -Transport	-UNICEF (\$785.54 million) -UNOPS -WFP

Serial	Countries	Top three Goods	Top Three Services	Top Five UN organization
3.	Pakistan	- Food and beverage product (38.1%) -Domestic appliance - Medical equipment	- Business administration (35.1%) -Transport -Health	-WFP (\$64.47 million) -UNICEF -UNDP
4.	China	- Educational equipment (17.5 %) - Medical equipment - Pharmaceuticals	- Business administration (35.1%) -Editorial and design -Transport	-UNICEF (\$66.19 million) -UNPD -UNFPA
5.	Bangladesh	- Food and beverage product (56.8 %) - Pharmaceuticals - Tools and general machineries	- Business administration (60%) - Engineering, research and technology based services - Education and training services	-UNDP (\$29.4 million) -WFP -UNICEF
Source: Prepared by Author Based on Annual Statistics Report on UN Procurement, 2014				

Comments on the State of Bangladesh in the UN Procurement System

Bangladesh maintains a steady share in the overall UN procurement volume. But except UNDP, other UN organizations procure very less amount of goods and services. The volume of procurement by these organizations is found inconsistent which affects the increase of procurement volume from Bangladesh.

The amount of goods and services procured by different UN organizations is also not consistent. The UN organizations procure mostly business administration service from Bangladesh. Overall, Bangladesh does not utilize her potential sectors of goods and services to increase her share in the UN procurement volume.

The neighbouring and SAARC countries like India, Afghanistan, China and Pakistan have more number of registered suppliers to the UN in comparison to Bangladesh. These countries provide almost similar categories of goods and services to the UN organizations. Bangladesh can also explore similar categories of goods and services to provide the UN organizations. At the same time Bangladesh is likely to face more competitive bidding.

Potential of Bangladesh to Increase Share in the Overall Procurement Volume of the UN

Opportunities to be Derived from System of Doing Business with the UN

Principles for Exercising Procurement Functions by the UN. The principles of Fairness, integrity and transparency and Effective international competition when exercising the procurement functions of the United Nations allow active participation of suppliers from countries like Bangladesh. The UN is constantly seeking to attract suppliers from countries and regions hitherto under-represented.

Availability of On Line Registration. The suppliers from Bangladesh interested to become registered can have access to the web site of The United Nations Global Marketplace (UNGM) very easily at free of charge. The UN entities use UNGM as a sourcing tool in search for suppliers, as well as to publish new business opportunities.

Simple Registration Criteria. The registrations process is progressive and user friendly. In Bangladesh, easy access to internet by the suppliers can be positively utilized to learn about the process.

Scope for Market Research. The information available on line are sufficient to learn about the UN market, relevant UN organizations and search for potential goods and services to be supplied. The Business Seminar arranged by UN can be very good source of learning about UN procurement process, evaluation criteria, vendor registration procedures and how to find business opportunities in the various Agencies of the UN.

Availability of Eligible Suppliers from Bangladesh in Potential Sectors. More than hundred suppliers from Bangladesh in last few years is the testimony of huge potential of Bangladesh in the UN procurement system. For example, the Square Pharmaceuticals and ACI Motors Limited have been doing business

with the UN since 2004 and 2005 respectively. So far they have met up with the evaluation criteria of the UN organizations like UNICEF and FAO very successfully without any failure.

Similarity in Procurement System under Global Field Support Strategy (GFSS). The procurement process for the field missions under GFSS is similar to the procurement system by the Headquarters and various UN agencies. There is a huge prospect of earning more reimbursement by using more number of Contingent Owned Equipment (COE) instead of using the UN Owned Equipment (UNOE) by the Bangladeshi contingents in the field missions.

Opportunities to be Derived from Procurement Profile of the UN

The UN General Assembly Resolution Related to Procurement. The recent trend of procurement from developing countries and countries in transition is encouraging for Bangladesh. The policy related advantage should be explored by Bangladesh to increase her share in the procurement volume of the UN.

Involvement of UNICEF, UNDP and WFP with the Developing Countries. Recently UNICEF, UNDP and WFP have increased their procurement significantly in the categories of food products, transportation services, fuel and pharmaceuticals. The point to ponder by Bangladesh is that all these organizations are developing-country driven and invite an appropriate geographical range of suppliers to tender. Same is the case for other UN agencies like FAO, ILO, UNESCO, WHO, etc.

Wide Range of Categories of Goods and Services. The UN agencies procure a wide range of categories of goods and services. This includes 36 categories of goods and 20 categories of services. This offers a greater opportunity for Bangladesh to explore more varieties of goods and services and participate more in the procurement activities in the UN.

Opportunities to be Derived from Procurement Profile of Bangladesh in the UN

Steady Growth in Procurement Volume of Bangladesh. Over last six years, Bangladesh has been maintaining a minimal growth in procurement volume. The trend indicates that with some effort Bangladesh can boost her participation and share in overall procurement volume.

Maximum Share of Procurement Volume from Bangladesh by Leading UN Agencies like UNDP, UNICEF, etc. UNDP shares approximately 42% of total procurement volume from Bangladesh. UNICEF, WFP and FAO also share another approximately 34% of the share in procurement volume. At the moment Bangladesh share less than .50% of overall procurement volume by these organizations which can be improved much more.

Existing Entry into the Promising Sectors of Goods and Services like Food and Beverage, Pharmaceuticals, etc. Bangladesh has already got entry into the market of some 28 potential categories of goods and services which are very promising in terms of procurement volume in the previous years. The increasing amount of expenditure by UN agencies in these sectors is definitely very encouraging for Bangladeshi suppliers.

Presence of Competitive and geographically Distributed Market in the Region. UN policy of ensuring appropriate geographical range to tender is being maintained and all countries in the region have equal opportunities to offer their goods and services to the UN agencies and get selected. Our suppliers have got all the potentials to compete with other countries specially the neighbouring countries in the UN market.

Common Range of Sectors of Categories of Goods and Services Procured from SAARC and Neighbouring Countries. It is very encouraging to note that the top three sectors in the categories of goods and services (business administration service, health service, etc) procured by different UN agencies are common in most cases for the SAARC and neighbouring countries of Bangladesh. It shows that UN agencies provide plenty of opportunities to explore such sectors.

Cost-Benefit Analysis in 'Doing Business with the UN'. The study shows that Bangladeshi suppliers find doing business with profitable but competitive. However, they always maintain standard profit margin and supplied quality product with after sales service and training for end users.

Challenges to be Emerged from System of Doing Business with UN

Internet Based Information on How to do Business with UN. The study shows that there is a general lack of understanding on how to do business with

UN. Since the registrations and other business related information are internet based, doing business with UN remains an unknown phenomena.

Business Initiative Mostly on Supplier's Part. As UN agencies identify the suppliers who are registered in the data base only, without access to internet and online registration it is difficult for a supplier to contact the UN agencies for business purpose. In Bangladesh, the suppliers start business with the UN at their own initiative.

Need For Constant Monitoring and Understanding the Procurement Practices. Though information is available in the related web sites of the UN, it needs constant search and monitoring of the opportunities, observance of norms and standards and seeking clarification all the time.

Policy Constraint on Participation of the Contingents of Member States in Procurement for UN Field Mission. So far Bangladesh contingents have replaced some of the UNOE like prefabricated modules, generators, etc with COE in few mission areas. Efforts are being taken to provide such items to other Troops Contributing Countries (TCC) by the Bangladeshi supplier.

Challenges to be Emerged from Procurement Profile of the UN

Dealing with the Vastness of the UN Market. The UN provides a vast market for business to the suppliers of the all member states. Dealing with such a big market and competitive environment needs to be dealt in a prudent way.

Fluctuation in the Procurement volume of UN Agencies. Overall procurement volume of UN is on the rise in recent years which is attributable to the rise in volume of procurement by some Particular agencies. But it is not always consistent with the individual procurement volume of any particular agency.

Challenges to be Emerged from Procurement Profile of Bangladesh in the UN

Involvement with Limited Number of UN Agencies. Lion share of the procurement volume for Bangladesh is dependent on only one or two UN agencies. This dependency on few agencies may hinder the involvement with some other agencies due to complacency.

Dependency on Very Few Categories of Goods and Services. More than 50% of total procurement volume of Bangladesh depends on only one category for both goods and services sectors. Many of the potential sectors like pharmaceuticals, apparel and luggage, furniture and furnishing, IT etc need to contribute more.

Less Number of Suppliers from Bangladesh. In comparison to neighbouring countries, number of suppliers from Bangladesh is very limited mostly due to lack of awareness about business opportunities with the UN organizations.

Ways Forward for Bangladesh

Bangladesh can benefit from the extensive participation of the local suppliers if can face the challenges that emerged from both UN and domestic environment in a pragmatic way. The following steps may be taken to exploit the opportunities and overcome the difficulties to increase the overall procurement volume of Bangladesh:

- The suppliers from Bangladesh should take necessary initiatives to maintain the performance standard set by the UN agencies.
- Arrangement should be made for creating awareness about doing business with the UN so that more number of suppliers is registered in UNGM.
- Capacity building of the suppliers should get due importance in terms of financial and personnel, networking with the partners, Language skill, competitive price, intercultural skill, etc.
- Market research should be carried out by the suppliers for identifying suitable and potential sectors to do business with the UN agencies having traditional requirements for its types of goods or service.
- The suppliers should take initiative to represent their companies to the relevant procurement personnel/organizations.
- A supplier should take initiative to learn modalities of doing business on line which necessitate regular and prompt response to an inquiry or request for proposal from a UN agency.

Recommendations

Based on the discussions in preceding chapters following are recommended:

- A request for arranging the UN business seminar should be forwarded to the United Nations Procurement Division (UNPD) through the Permanent Mission, or a government office (e.g. Export Promotion Bureau). This office should be made responsible for inviting the companies and organizing the UN business seminar.
- Number of training should be conducted for the suppliers by the competent authority on how to do business with the UN.
- The Export Promotion Bureau should maintain a data base on business activities with the UN by a dedicated section.

Conclusion

The UN organizations need to procure goods and services of different categories. The trend shows that UN organizations have placed more orders with the suppliers from the developing countries. The UN procurement of goods and services consists of a wide variety of categories. The categories include health, transport, food and farming, construction and engineering, management and administrative services, fuels and fuel additives, apparel and luggage and personal care products, etc.

Bangladesh also maintains a steady but minimal share in the procurement volume of UN in number of categories of goods and services. Some of the sectors are food and beverage products, pharmaceuticals, tools and general machinery, farming and fishing sectors, etc. UNDP, WFP, UNICEF, FAO, UNIDO WHO are major agencies procuring different goods and services from Bangladesh. However, Bangladesh has very less number of registered suppliers to the UN in comparison to neighbouring countries.

There are many opportunities as well as challenges that emerge from both UN and domestic environment in conjunction with UN procurement system. Principles for exercising procurement functions by the UN, presence of competitive and geographically distributed market in the region, availability of On Line registration, etc can provide Bangladesh the opportunities required for increasing her share in

UN procurement volume. However, challenges can emerge from dealing with the factors like vastness of the UN Market, involvement with limited number of UN Agencies, less number of suppliers from Bangladesh, dependency on very few categories of goods and services, etc.

Bangladesh needs to make the suppliers aware of the business opportunities with the UN. The suppliers already registered in UNGM should pursue to increase their share in procurement volume and maintain the performance standard set by the UN. Market research, capacity building of the suppliers, etc, can be instrumental in increasing the share of Bangladesh in UN procurement volume.

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