

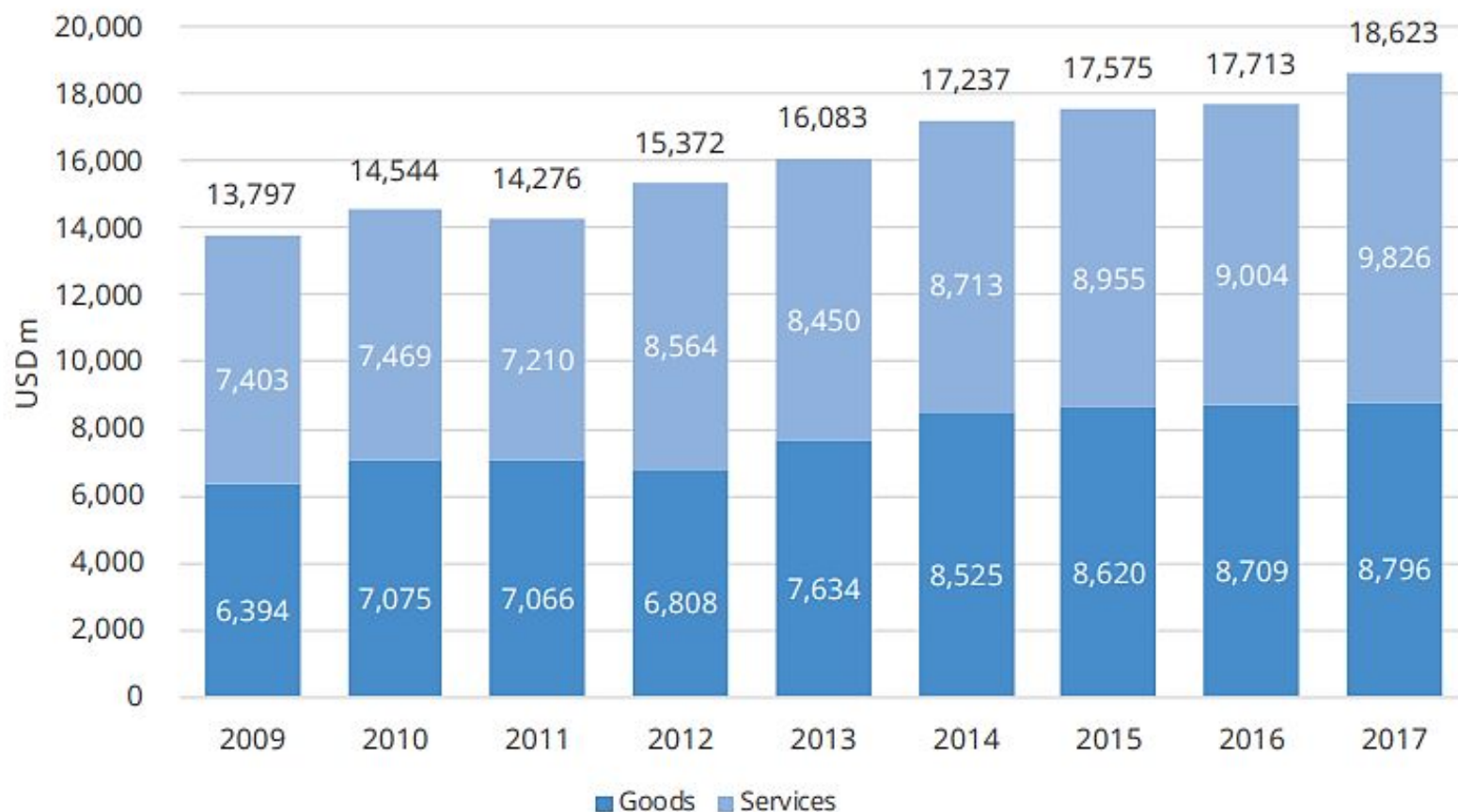
# 日本における国連調達課題と可能性。商機を逃さないために知っておくべきこと。

2018年7月

UNOPS駐日事務所

## 国連調達は2兆円(18billion USD) 規模のマーケット

Figure 1.1 – Total procurement of goods and services, 2009–2017



## 国連調達上位10か国 (中国 23位, 韓国 27位, 日本 34位)

Table 1.1 – Top ten supplier countries by procurement volume, 2017

Supplier country	Goods 2017 (USD m)	Services 2017 (USD m)	Total 2017 (USD m)	Share of UN total 2017 (%)	Total change 2016-2017 (%)
United States of America	587.2	1,154.2	1,741.4	9.4%	9.8%
India	741.7	165.2	907.0	4.9%	-14.8%
United Arab Emirates	635.7	161.1	796.8	4.3%	-8.3%
Belgium	660.4	58.4	718.8	3.9%	-20.7%
France	511.7	181.0	692.7	3.7%	13.7%
United Kingdom of Great Britain and Northern Ireland	156.8	398.3	555.1	3.0%	-8.3%
Switzerland	142.9	404.6	547.5	2.9%	24.3%
Netherlands	388.7	123.1	511.8	2.7%	19.5%
Denmark	260.0	247.4	507.4	2.7%	-31.3%
Kenya	169.8	333.1	502.9	2.7%	27.4%
<b>Top 10 total</b>	<b>4,254.9</b>	<b>3,226.4</b>	<b>7,481.3</b>	<b>40.2%</b>	<b>-2.1%</b>
<b>UN total</b>	<b>8,796.4</b>	<b>9,826.3</b>	<b>18,622.7</b>		<b>5.1%</b>

## 国連調達を取り巻く昨今のトレンド

- 国連調達は過去9年に於いて右肩上がりの市場 (from 1.3bil to 1.8bil)
- 登録企業が急増中。現在16万以上の企業が登録しており、これは2014年度比で330%増。2018年度は第一四半期だけで前年度比10%増。
- 政府からのUNGMBビジネスセミナー参加依頼が増加中。中国だけでも2018年5都市で開催。
- 政府や産業界から、自国企業が更なる国連調達に携わるための方針策定や戦略作りのため、国連調達データへのアクセスに関する強い要望があがっている。ポータルサイトの開発中。


## UN Global Marketplace (UNGM)とは

- UNGMは29国連機関が登録している国連調達プラットフォーム。
- 90年代にInter-Agency Procurement Working Group (現the High Level Committee on Management's Procurement Network)下で組織される。
- 企業がそれぞれ各国連機関の調達部門に登録せずとも、1回の登録でほぼ全ての国連機関に登録出来る窓口。99%の国連調達の情報が集まる。

現在加盟の29国際機関

**ADB /AfDB /CTBTO /FAO /IAEA /ICAO /IFAD /ILO /ITC /ITU /IMO /OPCW  
/PAHO /UNSecretariat /UNWomen /UNAIDS /UNDP /UNESCO /UNFPA  
/UNHCR /UNICEF /UNIDO /UNOPS /UNRWA /WFP /WHO /WIPO /WMO  
/WTO**

\*UNGMから委託を受けてUNOPSがUNGMのAdministration/Implementation等サービスを行っている



# **日本における 国連調達と課題**

# JAPAN

511 companies are registered on UNGM as potential suppliers for the UN

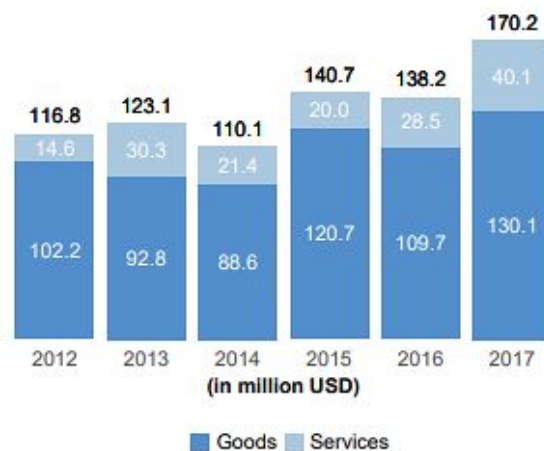
28 different UN organizations procured goods and services from this country in 2017

Procurement value: 170.19 million USD  
Growth over previous year: 23.12%  
% of total UN procurement: 0.91%

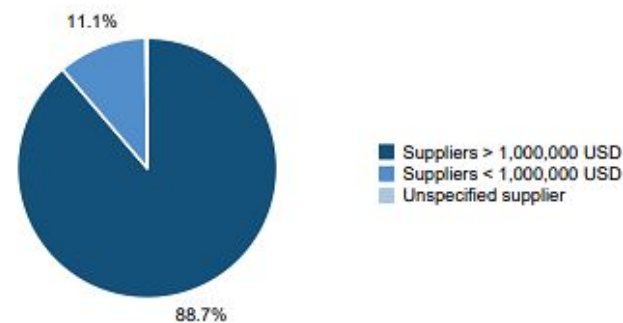
34th largest country supplier to the UN system in 2017

*Some data labels omitted for visual purposes*

## 1. Goods and services distribution



## 2. Supplier distribution



Share of total procurement volume by suppliers with aggregate volume greater or less than 1 million USD.

Total number of suppliers: 477

Total number of suppliers with volume > 1 million USD: 21

## 日本企業の国連調達の課題

エントリーポイントであるUNGGMの  
活用不足



## UNGMのWebsiteでは調達データが開示されている

**現在の公示  
55,399件**

現在の国連調達公示情報に  
誰もが登録なしで  
アクセスできる。

\*2018年6月20日時点

**過去の国連調達結果  
4,118件**

過去の国連調達公示情報に  
誰もが登録なしで  
アクセスできる。  
(2008年以降)

\*2018年6月20日時点

UNGMデータを活用すれば。。。

御社の商品とサービスを調達している

- 1)国際機関は？
- 2)調達は本部か国事務所か？
- 3)競合はどこか？
- 4)市場規模はどのくらいか？

# 1. 過去データの使い方

1.1 [www.ungm.org](http://www.ungm.org)をクリック

1.2 Contract Awards をクリック



UNITED NATIONS  
GLOBAL MARKETPLACE

English ▾

Register • Log in

Search UNGM

Welcome to the UNGM

Login and New  
Registrations

Business  
Opportunities

Tender Alert Service

UN Staff Area

Contract Awards

Knowledge Centre

# 1. 過去データの使い方: Keyword編

## ■ 1.3 検索ページでKey word、例えばMalaria

### Search contract awards

Search contract awards

Description

Supplier

Award Date between
 
 and

Showing awards 1 to 15 of **4149**

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
<a href="#">Recruitment Selection Tool</a>	N/A	19-Jun-2018	IAEA	RFP 112274-SB	Austria
<a href="#">Convection Ovens for IAEA Seibersdorf</a>	Project Cancelled	18-Jun-2018	IAEA	RFQ 90260-SB	Austria
<a href="#">Procurement of rechargeable batteries for UNMAS Somalia</a>	Name withheld for security reasons	18-Jun-2018	UNOPS	RFQ/2018/4785	Somalia

## Search contract awards

Title

Description

Reference

Supplier

Award Date between  and

UN Organization

Country/territory

UNSPSC Codes

[Select UNSPSC](#)[Hide advance criteria](#)[Clear All](#)

Showing awards 1 to 11 of 11

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
<a href="#">Provision of French-language series of media articles in support of 7th MIM Pan-African Conference and World Malaria Day 2018</a>	Société Editrice du Monde	15-Mar-2018	UNOPS	RFQ/2018/3186	Multiple destinations
<a href="#">Provision of consultancy to develop private sector engagement framework for RBM Partnership</a>	Cambridge Economic Policy Associates	14-Mar-2018	UNOPS	RFQ/2018/3343	Multiple destinations
<a href="#">Supply of Malaria Rapid Diagnostic test Ag Pf/Pv</a>	Name withheld for security reasons	19-Jan-2018	UNOPS	ITB/2018/2738	Myanmar
<a href="#">Supply of Anti-Malaria Medicines</a>	Cipla Ltd	08-Jan-2018	UNOPS	ITB/2017/2567	Myanmar
<a href="#">Communication and Public Relations Services to</a>	Grayling Momentum Limited	01-Dec-2017	UNOPS	RFP/2017/1419	Multiple destinations

## Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

### General information

Title	Supply of Anti-Malaria Medicines
UN organization	United Nations Office for Project Services
Reference	ITB/2017/2567
Award date	08-Jan-2018
Contract value (\$)	61617.00
Description	The goods include Anti-Malaria Medicines to supply for Myanmar as further described in Section II of this ITB.

-----

IMPORTANT NOTE: Interested vendors **must respond to this tender using the UNOPS eSourcing system**, via the UNGM portal. In order to access the full UNOPS tender details, request clarifications on the tender, and submit a vendor response to a tender using the system, vendors need to be registered as a UNOPS vendor at the UNGM portal and be logged into UNGM. For guidance on how to register on UNGM and submit responses to UNOPS tenders in the UNOPS eSourcing system, **please refer to the vendor user guide attached** in the **Documents** tab of this tender or on the **Links** tab of the UNGM tender notice.

### Countries/territories

Myanmar

## Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

Cipla Ltd



## Supply of Anti-Malaria Medicines

General

Supplier

Contacts

UNSPSC

Expand all

Collapse all

## UNOPS contact details for this contract award

Hide details

First name	Ei Thu
Last name	Han
Email	eithuh@unops.org
Telephone country code	Myanmar
Telephone number	1657281
Telephone extension	
Fax country code	
Fax number	
Contact Text	UNOPS contact details for this contract award



# 1. 過去データの使い方: Criteria編

- 1.4 検索ページでShow more criteriaをクリック

Search contract awards

Title

Description

Reference

Supplier

Award Date between  and

[Clear All](#)

[Show more criteria](#)

Showing awards 1 to 15 of **4149**

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
<a href="#">Recruitment Selection Tool</a>	N/A	19-Jun-2018	IAEA	RFP 112274-SB	Austria
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<a href="#">Procurement of rechargeable batteries for UNMAS Somalia</a>	Name withheld for security reasons	18-Jun-2018	UNOPS	RFQ/2018/4785	Somalia

# 1. 過去データの使い方:Criteria編

## ■ 1.4 検索ページでSelect UNSPSCをクリック

### Search contract awards

Title

Description

Reference

Supplier

Award Date between  and

Clear All

UN Organization

Country/territory

UNSPSC Codes

Type organization abbreviati

Type a country/territory nam

[Select UNSPSC](#)

Hide advance criteria

Showing awards 1 to 15 of **4149**

Title	Vendor	Award date	UN organization	Reference	Beneficiary country/territory
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<a href="#">Procurement of rechargeable batteries for UNIMAS Somalia</a>	Name withheld for security reasons	18-Jun-2018	UNOPS	RFQ/2018/4785	Somalia

# 1. 過去データの使い方:Criteria編

## ■ 1.4 検索ページでSelect UNSPSCをクリック

### Search Contract Awards by UNSPSC code

Selected codes (0) [Remove all codes.](#)

No codes are currently selected.

UNSPSC selector

Search

- A - Raw Materials, Chemicals, Paper, Fuel >
- B - Industrial Equipment & Tools >
- C - Components & Supplies >
- D - Construction, Transportation & Facility Equipment & Supplies >
- E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals ▾
  - 41000000 - Laboratory and Measuring and Observing and Testing Equipment >
  - 42000000 - Medical Equipment and Accessories and Supplies ▾
    - ☐ 42120000 - Veterinary equipment and supplies >
    - ☐ 42130000 - Medical apparel and textiles >
    - ☐ 42140000 - Patient care and treatment products and supplies >
    - ☐ 42150000 - Dental equipment and supplies >
    - ☐ 42160000 - Dialysis equipment and supplies >
    - ☐ 42170000 - Mobile medical services products >
    - ☐ 42180000 - Patient exam and monitoring products >
    - ☐ 42190000 - Medical facility products >
    - ☐ 42200000 - Medical diagnostic imaging and nuclear medicine products ▾
      - ☐ 42201500 - Medical computed tomography CT or CAT systems and related products >

de advance criteria

Beneficiary  
country/territory

Austria

Austria

Somalia

Senegal

## 2. 現在公示データの使い方

2.1 [www.ungm.org](http://www.ungm.org)をクリック

2.2 Business Opportunitiesをクリック



UNITED NATIONS  
GLOBAL MARKETPLACE

English ▾

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Welcome to the UNGM

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Registrations

Business  
Opportunities

Tender Alert Service

UN Staff Area


Contract Awards

Knowledge Centre

## 2. 現在の公示データの使い方

- 2.3 Show more criteriaをクリック

### Search tender notices


 Wish you had known about a tender earlier? Wish you had more time?  
 We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title   
 Description   
 Reference   
 Published between  and 20-Jun-2018  
 Deadline between  and

Clear All

Show more criteria


Displaying results 1 to 15 of **55399**

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
Express Interest	<a href="#">Request for Quotation of USED Telescopic Handler Forklift compliant with international laws for manufacturing and safety</a>	19-Jul-2018 23:59 (GMT 2.00)	20-Jun-2018	UNIDO	Request for quotation	7000003023	Ethiopia



## 2. 現在の公示データの使い方

### Search tender notices


 Wish you had known about a tender earlier? Wish you had more time?  
**We connect vendors to tenders.** [Subscribe to the Tender Alert Service now.](#)

Title   
 Description   
 Reference   
 Published between  and   
 Deadline between  and

Clear All

UN Organization

Beneficiary country/territory

UNSPSC Codes

[Select UNSPSC](#)

Type

- ☐ Not set  
 ☐ Request for EOI  
 ☐ Request for proposal  
☐ Request for quotation  
 ☐ Invitation to bid  
 ☐ Request for pre-qualification  
☐ Request for information  
 ☐ Grant support-call for proposal  
☐ Pre-bid notice

Hide advance criteria

## Search tender notices



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between

Deadline between



 and 20-Jun-2018

20-Jun-2018 and 

UN Organization

Type organization abbreviati

Beneficiary country/territory

Type beneficiary/territory nam

UNSPSC Codes

[Select UNSPSC](#)

43210000 - Computer Equipment and Accessories [\(remove\)](#)

Type

- ☐ Not set
 ☐ Request for EOI
 ☐ Request for proposal
 ☐ Request for quotation
 ☐ Invitation to bid
 ☐ Request for pre-qualification
 ☐ Request for information
 ☐ Grant support-call for proposal
 ☐ Pre-bid notice

Hide advance criteria

Clear All

Displaying results 1 to 12 of 12

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
<a href="#">Express Interest</a>	<a href="#">UNICEF Innovation Fund: Open source technology solutions for children</a>	31-Dec-2018 23:59 (GMT -5.00)	05-Jan-2018	UNICEF	Request for EOI	OPEN SOURCE TECHNOLOGY SOLUTIONS FOR CHILDREN	Multiple destinations
<a href="#">Express Interest</a>	<a href="#">Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.</a>	26-Jun-2018 03:00 (GMT 0.00)	18-Jun-2018	UNOPS	Request for quotation	RFQ/2018/4900	Kenya

# Search tender notices



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between  and

Deadline between  and

UN Organization

Beneficiary country/territory

UNSPSC Codes [Select UNSPSC](#)

43210000 - Computer Equipment and Accessories [\(remove\)](#)

Type

- ☐ Not set
 ☐ Request for EOI
 ☐ Request for proposal
 ☐ Request for quotation
 ☐ Invitation to bid
 ☐ Request for pre-qualification
 ☐ Request for information
 ☐ Grant support-call for proposal
 ☐ Pre-bid notice

Hide advance criteria

Clear All

Displaying results 1 to 12 of 12

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Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya. ✕ Express Interest

General

Contacts

Links

Documents

UNSPSC

Revisions

## General information

Type of notice	Request for quotation
Registration level	Basic
Title	Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.
UN organization	United Nations Office for Project Services
Reference	RFQ/2018/4900
Published	18-Jun-2018
Deadline	26-Jun-2018 03:00
Time zone	0.00

## Description

Tender description: **Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya.**

-----

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## Countries/territories

Kenya

(GMT

Supplying of Laptops for Design Services Unit, UNOPS KEOH Office in Gigiri, Nairobi, Kenya. × Express Interest

General

Contacts

Links

Documents

UNSPSC

Revisions

[RFQ Section I InstructionstoBidders.pdf](#)[RFQ Section II ScheduleofRequirements.docx](#)[RFQ Section III ReturnableBiddingForms.docx](#)

Title

Descrip

Referen

Publish

Deadlin

Clea

## 国連調達への期せぬ障害

**517社**

日本企業がUNGMIに登録

そのうち

**89社**

が登録不完全で国連側から  
見えていない。

理由：登録情報が不完全なため。

**13社**

UNGMIアラートサービスに登録

数社有効活用出来ていない例が見受けられる。

例えば、医療CTスキャナーの場合。

大項目だけで登録すると、一ヶ月\*に  
**833件**の入札情報が届く(医薬品等含)。

正しい項目だけを登録すれば、  
**5件**のCTスキャナーに関する入札情報が届く。

\*2018年4月の例

Login and New Registrations



Business Opportunities



Tender Alert Service



UN Staff Area



Contract Awards



Knowledge Centre



About UNGM



Terms & Conditions



UNGGM News & Alerts



## UNGMまとめ

- UNGM登録なしでも、過去調達情報や現在の公示情報を集めて、マーケット分析は出来る
- UNGM登録は国連調達のエントリーポイント
- UNGMテnderアラートで、自動的な公示案内が届く



A photograph of a young boy with dark hair and a bright smile. He has yellow paint or clay smeared on his cheeks and nose. He is wearing a green and white plaid shirt. An adult's hands are visible, holding his arms. The background is blurred, showing shelves with various items.

# UNOPSと 調達を行うには

 UNOPS

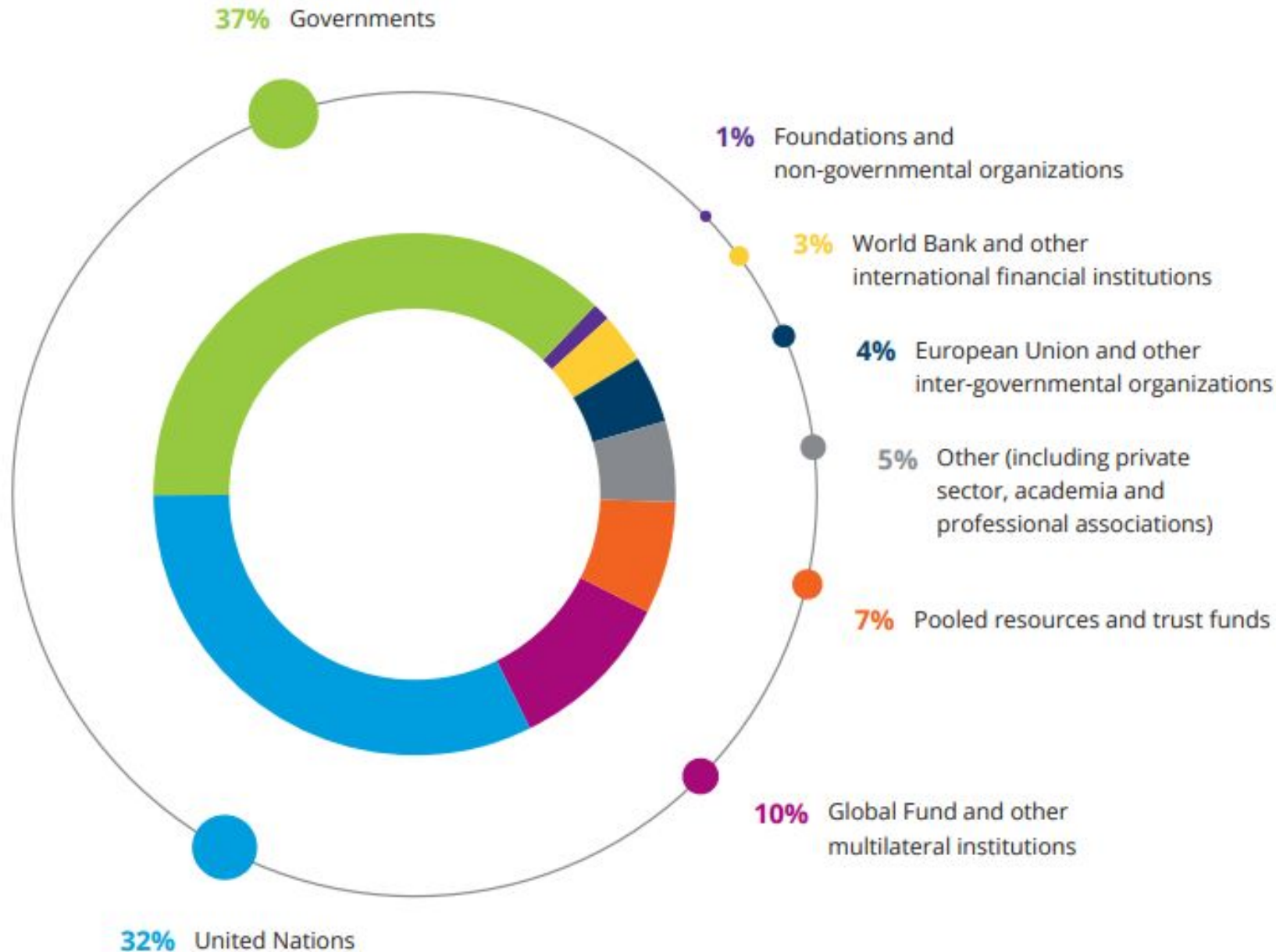
The background of the entire slide is a repeating pattern of small, stylized building icons in a light yellow color. These icons are arranged in a grid-like fashion, covering the top and bottom sections of the slide.

# UNOPS

(国連プロジェクトサービス機関)

平和構築、人道支援、開発分野等における  
プロジェクトの実施管理、調達、インフラ整備等を行  
う国連機関。

# UNOPSのドナー及びパートナー





# UNOPSの3つの事業柱



UNOPSは完全なプロジェクトベース組織であり、80カ国以上で1000を超える数のプロジェクトを実施しています。

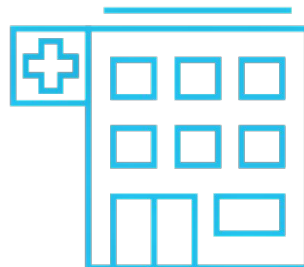
## 2017年の達成状況

総額18億米ドル以上



**10億 \$** 以上に価値を

パートナーへの物資・サービスの提供



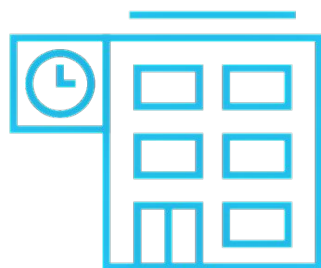
**317** 施設

74の病院と、243ヶ所の診療所の  
設計、建設、修復



**5億4000万 \$**

現地サプライヤーを通じた調達



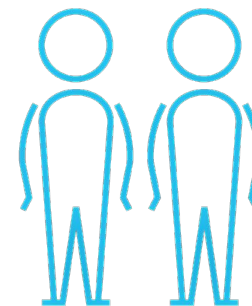
**35** 校

学校の設計、建設、修復



**2,300 km**

道路の設計、建設、修復



**210万日**

労働日数の創出 **以上**

# JAPAN

511 companies are registered on UNGM as potential suppliers for the UN

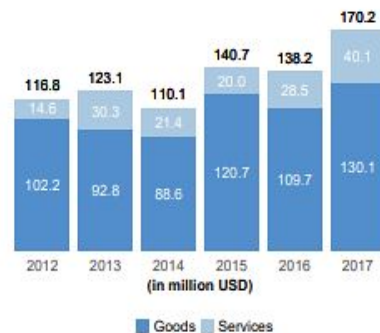
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Growth over previous year: 23.12%  
% of total UN procurement: 0.91%

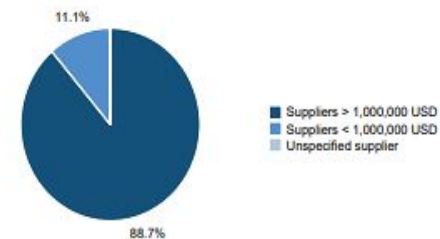
34th largest country supplier to the UN system in 2017

*Some data labels omitted for visual purposes*

## 1. Goods and services distribution



## 2. Supplier distribution

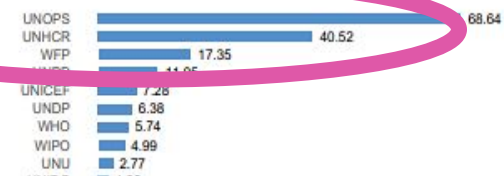


Share of total procurement volume by suppliers with aggregate volume greater or less than 1 million USD.  
Total number of suppliers: 477  
Total number of suppliers with volume > 1 million USD: 21

## 3. Procurement by category



## 4. Procurement by organization





## UNOPSによる調達:アフガニスタン太陽光発電



## UNOPSによる調達:ウクライナ医療機器





## UNOPSによる調達:イラク救急車



## UNOPSによる調達:イラク警察車両





## UNOPSによる調達:エチオピア警察バイク





## UNOPS調達:上手に活用する3つの方法

前提として

- UNGM登録する
- マーケット分析をして通常入札

その上で

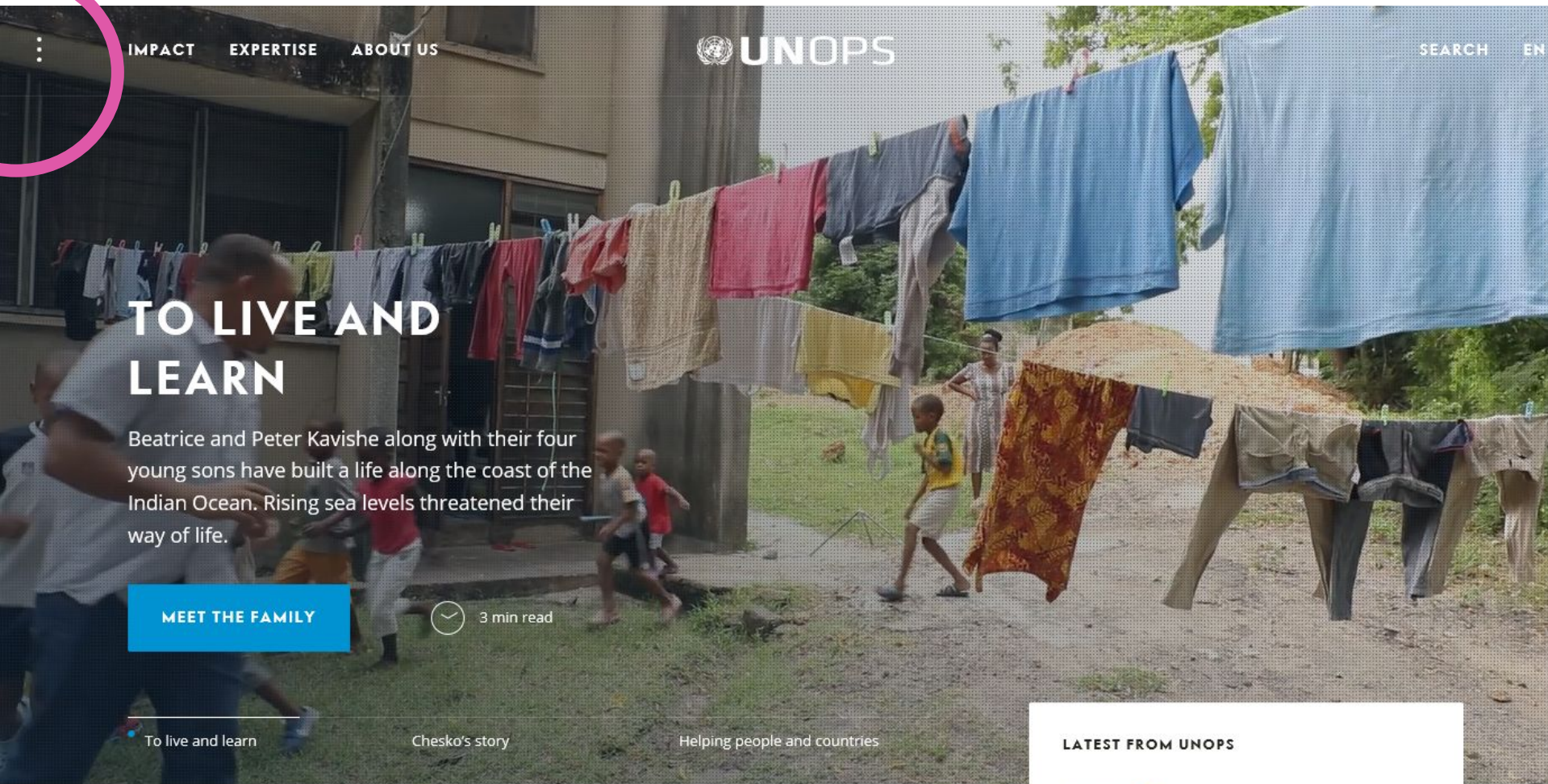
- ①調達計画を知る: UNOPS調達年間計画を見る
- ②長期契約を狙う: UNOPS Long Term Agreement

## ①UNOPS調達年間計画を見る

- エクセルでWebsiteからダウンロードすることが出来る

Procurement Plans 2018		
UNOPS Cost-centre/office	Type of procurement	Description of Goods / Services / Works
AFR, ETOH, Ethiopia	Goods	Biomedical work shop test equipment and hand tools (2 shipments)
AFR, ETOH, Ethiopia	Works	167 Solar Panels
AFR, ETOH, Ethiopia	Goods	Lab Equipment (Lot-8)
AFR, ETOH, Ethiopia	Goods	Vehicle Tracking and Driver Behavior Mangement
AFR, ETOH, Ethiopia	Goods	688 units of TVS Motorcycles
AFR, ETOH, Ethiopia	Goods	26 units of Midibusses
AFR, ETOH, Ethiopia	Goods	275 units of Police MCs
AFR, ETOH, Ethiopia	Goods	250 units of Motor Cycles
AFR, ETOH, Ethiopia	Goods	Procurement of 8 Units of vehicles for the Ministry of Science & Technology (MoST)
AFR, ETOH, Ethiopia	Goods	3 units of Midium buses(Coaster buses) (FMHACA)
AFR, ETOH, Ethiopia	Goods	IRC Pharmaceuticals
AFR, ETOH, Ethiopia	Goods	CCTV
AFR, ETOH, Ethiopia	Goods	Server for the GPS system

## ① UNOPS調達年間計画を見る



IMPACT EXPERTISE ABOUT US

UNOPS

SEARCH EN

# TO LIVE AND LEARN

Beatrice and Peter Kavishe along with their four young sons have built a life along the coast of the Indian Ocean. Rising sea levels threatened their way of life.

**MEET THE FAMILY**

3 min read

To live and learn Chesko's story Helping people and countries

### LATEST FROM UNOPS



18 Jun - **NEWS**

UNOPS commits to supporting Serbia's sustainable development



## ① UNOPS調達年間計画を見る

[IMPACT](#)[EXPERTISE](#)[ABOUT US](#)

### QUICK LINKS



#### BUSINESS OPPORTUNITIES

From supplying solar panels to medical supplies, UNOPS is always looking for new suppliers.



#### JOBS

The challenges the world faces have never been greater. Join us and contribute to a better world.



#### MEDIA

Download digital media material from our latest campaigns or get in touch with our Media Relations team.



#### UNOPS ENGAGE

We're on a journey to change the way development work is done – and to build a better world.

# ① UNOPS調達年間計画を見る

## BUSINESS OPPORTUNITIES

UNOPS procures hundreds of millions worth of goods and services from more than 5,000 vendors. We work to support around 1,000 projects delivered on the ground with suppliers from over 170 countries.

Our suppliers play a vital role in our efforts to implement efficient and sustainable procurement processes on behalf of our partners.

### QUICKLINKS

[Grant support - call for proposal](#)

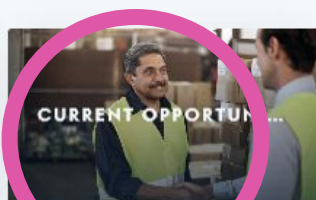
[Vendor sanctions](#)

[Report Wrongdoing](#)

### KEY INFORMATION



Learn about UNOPS policies and procedures and how to become a supplier to UNOPS.



Interested in supplying to UNOPS? All our business opportunities are advertised on the common



The UNOPS Possibilities programme is about exploring and unlocking the potential of local small and



Learn more about grant support and the grantee selection process at UNOPS



UNOPS requires that our vendors operate with high standards of integrity and competency. Should a

# CURRENT OPPORTUNITIES

UNOPS posts all current procurement business opportunities on the United Nations Global Marketplace (UNGM). Potential suppliers are encouraged to check UNGM [🔗](#) for a list of all current UNOPS tender notices.

A majority of UNOPS procurement processes are carried out through the UNOPS eSourcing system, which is integrated with UNGM. Visit UNOPS eSourcing [🔗](#) for more.

Projected potential requirements of goods, services and works for UNOPS projects can be found in our procurement plans. UNOPS ensures procurement plans [🔗](#) are available to the public in order to foster effective competition and increase transparency.



# ① UNOPS調達年間計画を見る

## Procurement Plans 2018

UNOPS Cost-centre/office	Type of procurement	Description of Goods / Services / Works
AFR, ETOH, Ethiopia	Goods	Biomedical work shop test equipment and hand tools (2 shipments)
AFR, ETOH, Ethiopia	Works	167 Solar Panels
AFR, ETOH, Ethiopia	Goods	Lab Equipment (Lot-8)
AFR, ETOH, Ethiopia	Goods	Vehicle Tracking and Driver Behavior Mangement
AFR, ETOH, Ethiopia	Goods	688 units of TVS Motorcycles
AFR, ETOH, Ethiopia	Goods	26 units of Midibusses
AFR, ETOH, Ethiopia	Goods	275 units of Police MCs
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AFR, ETOH, Ethiopia	Goods	IRC Pharmaceuticals
AFR, ETOH, Ethiopia	Goods	CCTV
AFR, ETOH, Ethiopia	Goods	Server for the GPS system
AFR, ETOH, Ethiopia	Services	Vehicle Rental for Somali Region
AFR, ETOH, Ethiopia	Goods	130 Motor cycles
AFR, ETOH, Ethiopia	Goods	Mobile TB clinic
AFR, ETOH, Ethiopia	Services	Mobile banking perdiem payment to 80 health workers in Oromiya Region
AFR, ETOH, Ethiopia	Goods	3 Units of HT Landcruisers

## ② UNOPS Long Term Agreementを狙う

- 頻繁に調達されるものに関し、Globalな契約としてLong Term Agreementが結ばれる。
- 複数年度契約
- 応札期間は4週間から8週間
- 複数社がLTAに選定され、案件によって使い分けられることもある

## ② UNOPS Long Term Agreementを狙う

- 公示はUNGMにて
- 下記は2017年5月に出た太陽光ランタンやソーラーパネルのLTA事例

Express Interest	
General	Contacts
Links	Documents
UNSPSC	Revisions
General information	
Type of notice	Invitation to bid
Registration level	Basic
Title	Invitation to Bid to Establish Long Term Agreement for Supply of Various Energy Efficient Solar Appliances for UN Web Buy Plus
UN organization	United Nations Office for Project Services
Reference	ITB/2017/616
Published	05-May-2017
Deadline	11-Jun-2017 10:00
Time zone	0.00

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## ② UNOPS Long Term Agreementを狙う

- 2017年5月に出た太陽光ランタンやソーラーパネルのLTA例;

### Section II: Schedule of Requirements

eSourcing reference: ITB/2017/616

#### A. Summary of Requirements

UNOPS requirements are comprised of 13 different lots as mentioned in Paragraph B below.

#### B. Technical specifications for Goods and Comparative Data Table

Lot	Item Description	UNOPS minimum technical requirements	Is bid compliant? Bidder to complete	Brief Description of goods offered. Bidder to complete
1	Solar Lantern Integrated Panel	As per the Excel Sheet (ITB_Section II_Part 1_Schedules of Requirements)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
2	Solar Lantern External Panel		<input type="checkbox"/> Yes <input type="checkbox"/> No	
3	Solar Multiple Light System		<input type="checkbox"/> Yes <input type="checkbox"/> No	
4	Solar Refrigerator 25 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
5	Solar Refrigerator 50 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
6	Solar Refrigerator 80 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
7	Solar Refrigerator 100 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
8	Solar Refrigerator 150 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
9	Solar Street Lamp 4 Kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
10	Solar Street Lamp 5 Kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
11	Solar Street Lamp 6 kwh/m2/day		<input type="checkbox"/> Yes <input type="checkbox"/> No	
12	Solar Water Heater 150 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	
13	Solar Water Heater 300 Litres		<input type="checkbox"/> Yes <input type="checkbox"/> No	

## まとめ UNOPS調達:上手に活用する3つの方法

- ①調達計画を知る:UNOPS調達年間計画を見る
- ②長期契約を狙う:UNOPS Long Term Agreement