

유엔조달시장

－ 물류서비스 분야 진출 설명회

(주)우주해운항공 신 석 현 부사장



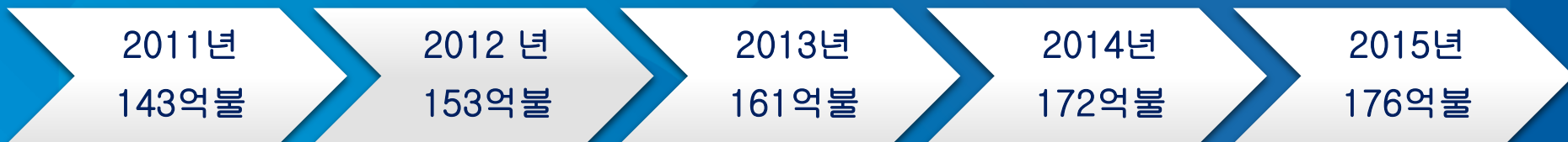
목차

- ◉ 유엔 조달시장 현황
- ◉ 유엔 조달 시장 입찰 성공 및 실패 사례
- ◉ 유엔 조달시장 진출 전략
- ◉ Search Tender Notice
- ◉ Business Tip

- 유엔 조달시장 현황

유엔 조달시장 현황 : 주요통계 (2015년 기준)

최근 5년간 유엔 조달시장 규모



우리나라 조달시장 진출현황

: 2015년 우리나라의 유엔 조달시장 진출규모는 192.9백만불
2014년 177백만불 대비 8.9% 성장함

<최근 5년간 우리나라의 유엔 조달시장 진출 규모>

단위 : 백만불

구분	2011년	2012년	2013년	2014년	2015년
전체	28.9	52.7	77.5	117.0	192.9
상품	23.8	48.3	60.1	159.5	175.9
서비스	5.1	4.4	17.4	17.6	17.0

* 유엔 조달시장(UNGM)에 등록된 우리나라 기업은 2015년 991개

* 실제 조달 참여 기업(Supplier)도 218개

유엔 조달시장 현황

추세

- UN의 아시아 및 개발도상국 공급선 확대
- 국내기업의 유엔진출에 긍정적 영향 예상

문제점

- 관련 연구 자료 및 정보 부족
- 국내업체가 단독 진출하여 성공하기는 쉽지 않음

연구

- 물류시장: 삼국간운송이 대부분
- 관련 통계자료, 중점지역과 수요, 최종 입찰국 현황 분석 필요
- 산학관연 협력을 통한 진출방안, 전략, 전문가양성, 지원방안/정책

유엔 조달시장 현황

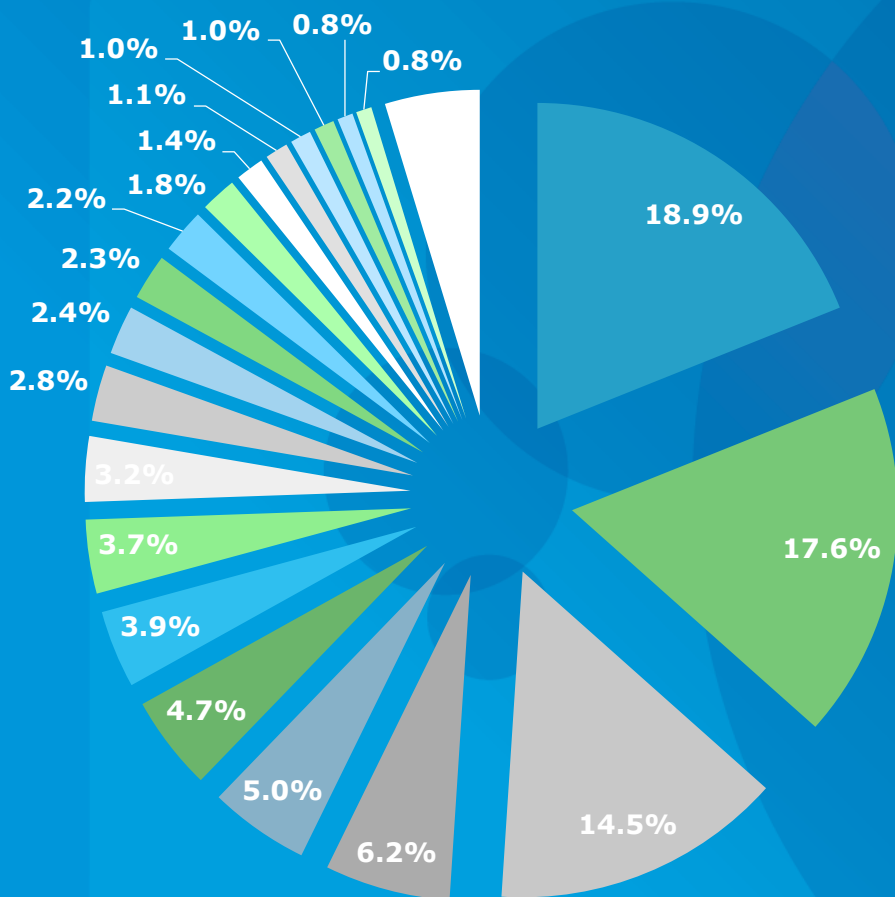
Procurement by Major Commodity (2015)

Major Commodity	HQ	Peacekeeping	Total
Air Transportation Services	\$581,989,406	\$2,549,429	\$584,538,835
Chemical & Petroleum Products	\$131,227	\$544,071,418	\$544,202,645
Food Rations/Catering Services	\$131,219	\$446,084,422	\$446,215,641
Freight Forwarding & Delivery Services	\$97,957,734	\$94,115,638	\$192,073,371
Architecture, Engineering & Construction Related Services	-\$12,607,180	\$166,459,932	\$153,852,752
Telecommunication Equipment & Services	\$30,749,231	\$114,241,858	\$144,991,089
Rental & Lease	\$70,995,894	\$48,528,870	\$119,524,764
Computer & Information Technology Related Services	\$63,891,731	\$49,359,484	\$113,251,214
Prefabricated Buildings	\$4,133,712	\$96,182,309	\$100,316,021
Motor Vehicles/Parts & Transportation Equipment	\$57,464,311	\$28,594,473	\$86,058,784
EDP Equipment and Maintenance Services	\$38,764,514	\$37,113,914	\$75,878,428
Security & Safety Equipment & Services	\$13,936,176	\$56,758,280	\$70,694,456
Cleaning & Waste Disposal Services	\$12,755,869	\$55,562,199	\$68,318,068
Building Management & Maintenance	\$7,060,132	\$47,700,002	\$54,760,135
Travel and Related Services	\$42,605,019	\$0	\$42,605,019
Management Services	\$18,184,099	\$16,953,082	\$35,137,182
Miscellaneous	\$2,929,430	\$29,303,228	\$32,232,658
Medical Items, Precision & Measuring Instruments	\$2,240,010	\$29,390,031	\$31,630,040
Electrical Apparatus; Electronic Components	\$2,892,781	\$20,804,183	\$23,696,964
Machinery & Parts	\$3,812,714	\$19,744,196	\$23,556,910
Others	\$45,769,544	\$99,697,160	\$145,466,704
	\$1,085,787,573	\$2,003,214,108	\$3,089,001,680

유엔 조달시장 현황

Procurement Division

Major Goods and Services Purchased in 2015 in Millions (\$US)



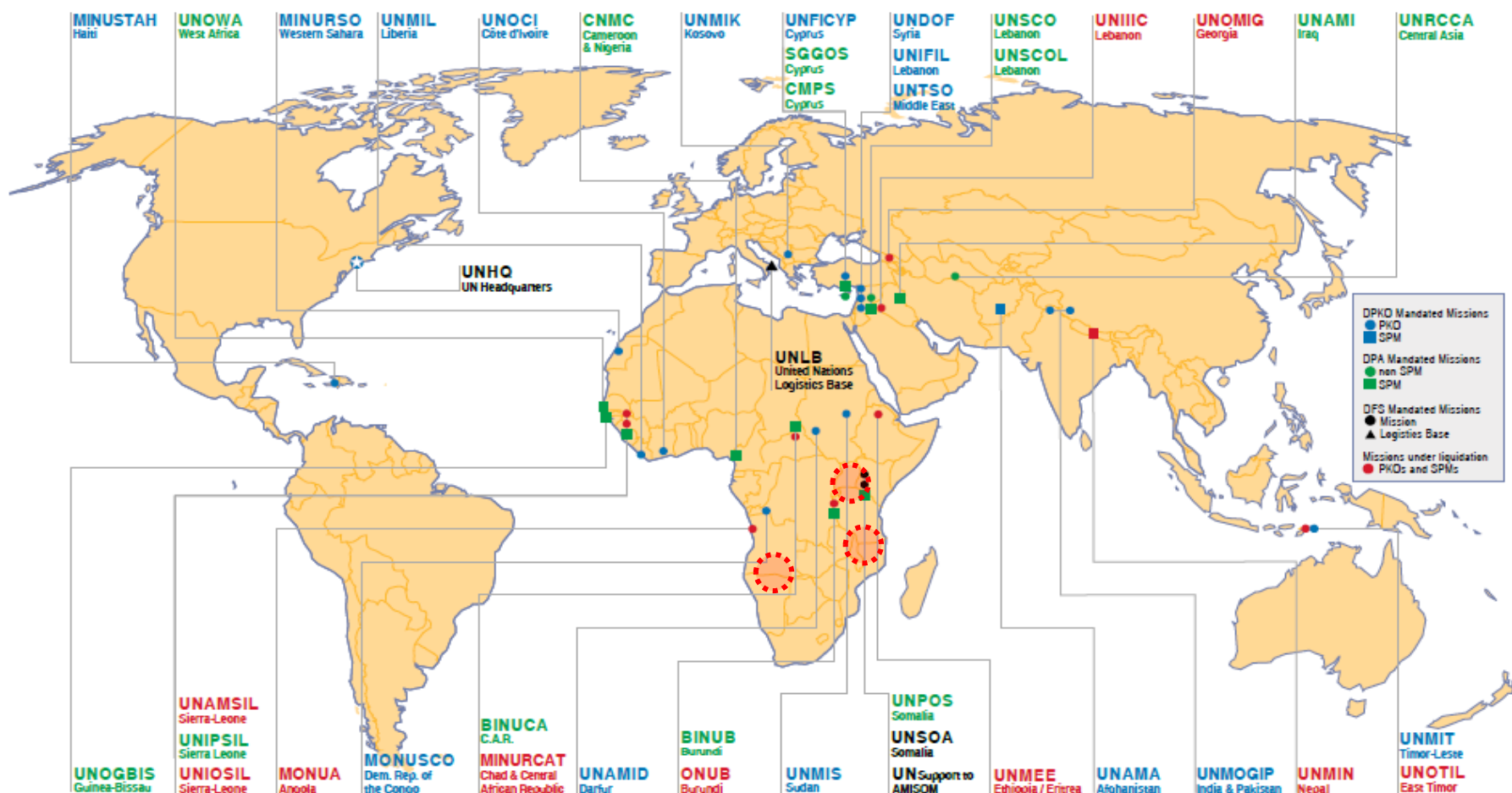
Major Commodity	Total	
Air Transportation Services	\$584	18.9
Chemical & Petroleum Products	\$544	17.6
Food Rations/Catering Services	\$446	14.5
Freight Forwarding & Delivery Services	\$192	6.2
Architecture, Engineering & Construction Related Services	\$153	5.0
Telecommunication Equipment & Services	\$145	4.7
Rental & Lease	\$119	3.9
Computer & Information Technology Related Services	\$113	3.7
Prefabricated Buildings	\$100	3.2
Motor Vehicles/Parts & Transportation Equipment	\$86	2.8
EDP Equipment and Maintenance Services	\$75	2.4
Security & Safety Equipment & Services	\$70	2.3
Cleaning & Waste Disposal Services	\$68	2.2
Building Management & Maintenance	\$55	1.8
Travel and Related Services	\$43	1.4
Management Services	\$35	1.1
Miscellaneous	\$32	1.0
Medical Items, Precision & Measuring Instruments	\$31	1.0
Electrical Apparatus; Electronic Components	\$24	0.8
Machinery & Parts	\$24	0.8
Others	\$145	4.7
Total	\$3,084	100.0

유엔 조달시장 현황

UN Procurement Division

Food and Agriculture Organization (FAO)	United Nations High Commission for Refugees (UNHCR)
International Civil Aviation Organization (ICAO)	United Nations Office for Project Services (UNOPS)
International Fund for Agricultural Development (IFAD)	United Nations Population Fund (UNFPA)
International Telecommunication Union (ITU)	United Nations Procurement Section Geneva (UNOG)
United Nations Children's Fund (UNICEF)	World Bank
United Nations Development Programme (UNDP)	World Food Programme (WFP)
United Nations Division for Sustainable Development	United Nations Environment Management Group
World Health Organization (WHO)	World Intellectual Property Organization (WIPO)
United Nations Environment Programme DTIE	United Nations Global Marketplace (UNGM)

DFS MISSION SUPPORT



MINURSO	United Nations Mission for the Referendum in Western Sahara	PKO	UNTSO	United Nations Truce Supervision Organization	PKO	BINUB	United Nations Integrated Office in Burundi	SPM
MINUSTAH	United Nations Stabilization Mission in Haiti	PKO	UNAMA	United Nations Assistance Mission in Afghanistan	Reg. Budget PKO	BINUCA	United Nations Integrated Peacebuilding Office in the Central African Republic	PKO
MONUSCO	United Nations Organization Stabilization Mission in the Dem. Rep. of the Congo	PKO	MINURCAT	United Nations Mission in the Central African Republic and Chad	SPM	CMPC	Committee of Missing Persons in Cyprus	R.B. non SPM
UNAMID	African Union - United Nations Hybrid Operation in Darfur	PKO	MONUA	United Nations Observer Mission in Angola	SPM	CNMC	Cameroon Nigeria Mixed Commission	SPM
UNDOF	United Nations Disengagement Observer Force	PKO	ONUB	United Nations Operation in Burundi	SPM	SGGOS	Secretary-General's Good Offices in Cyprus	SPM
UNFICYP	United Nations Peacekeeping Force in Cyprus	PKO	UNAMSIL	United Nations Mission in Sierra Leone	SPM	UNAMI	United Nations Assistance Mission for Iraq	SPM
UNIFIL	United Nations Interim Force in Lebanon	PKO	UNMEE	United Nations Mission in Ethiopia and Eritrea	SPM	UNIPSIL	United Nations Integrated Peacebuilding Office in Sierra Leone	SPM
UNMIK	United Nations Interim Administration Mission in Kosovo	PKO	UNOMIG	United Nations Observer Mission in Georgia	SPM	UNOGBIS	United Nations Peacebuilding Support Office in Guinea-Bissau	SPM
UNMIL	United Nations Mission in Liberia	PKO	UNOTIL	United Nations Office in East Timor	SPM	UNOWA	United Nations Office for West Africa	SPM
UNMIS	United Nations Mission in the Sudan	PKO	UNIOSIL	United Nations Integrated Office in Sierra Leone	SPM	UNPOS	United Nations Political Office for Somalia (in Nairobi)	SPM
UNMIT	United Nations Integrated Mission in Timor-Leste	PKO	UNIIIC	United Nations International Independent Investigation Commission	PKO	UNRCCA	United Nations Regional Centre for Preventive Diplomacy for Central Asia	SPM
UNMOGIP	United Nations Military Observer Group in India and Pakistan	Reg. Budget PKO	UNMIN	United Nations Mission in Nepal	SPM	UNSCO	Office of the United Nations Special Coordinator for the Middle East Peace Process	R.B. non SPM
UNOCI	United Nations Operation in Côte d'Ivoire	PKO	UNSOA	United Nations Support Office for AMISOM	DFS	UNSCOL	United Nations Special Coordinator of the Secretary-General for Lebanon	SPM

유엔 조달시장 현황

유엔 조달시장의 물류서비스 부분

: 국내 자료와 진출사례는 없으며, 국내물류 업체에게 아직 생소한 시장

부각되고 있는 한국의 유엔조달시장 진출 기회

: 국내물류업체도 유엔 조달 물류시장으로의 진출 가능성 부각

유엔 - 독자 생산기반이 없고, 국제입찰을 통하여 조달함

공급물품과 시설 장비 운송을 위한 물류가 발생하는 블루오션 시장

유엔 조달시장 진출의 어려움

: 물류에 관한 정보와 네트워크 부족, 국내 물류업체의 단독 진출 어려움

향후 유엔 시장진출에 대비

: 조달물류시장 입찰지역 분석을 통한 전략적 진출방안 도출

유엔 조달시장 현황 The Types of Solicitation Practiced by UN

the dollar values may vary from on organization to another

Expression of Interest (EOI)

- Written communication by a supplier to provide information about its products, resources, qualifications and experience, in response to a particular opportunity.

Request for Quotation (RFQ)

- Less formal solicitation, lower value (up to 100,000 USD), standard specifications, product readily available on the market.

Invitation to Bid (ITB)

- Formal solicitation, higher value (above 100,000 USD), lowest price, compliancy & technical competency determining factors.

Request for Proposal (RFP)

- Formal solicitation, higher value (above 100,000 USD), requirements possibly met in various ways, overall best solution will win the contract, not necessarily lowest price

- 유엔 조달시장 입찰 성공 및 실패 사례

유엔 조달 물류시장 진출 성공사례

국내의 국제물류주선업체 최초로 유엔 조달물류 서비스&운송부문 입찰 성공



부산에 본사를 둔 물류회사가 국내 최초로 UNPD(유엔조달본부) 입찰에 성공했다.

(주)우주해운항공은 최근 부산항에서 출발해 아프리카 수단 남부 보르지역까지 UN이 발주한 장비를 운송하는 60만 달러(약 6억 7천만 원) 상당의 입찰을 따냈다고 29일 밝혔다. 이번 입찰에는 미국과 이탈리아 업체 각각 4곳, 프랑스와 덴마크 업체 각각 1곳 등 총 11곳이 참여했다.

(주)우주해운항공 측은 "유엔조달 물류시장 서비스부분의 벤더로 등록된 국내 물류회사가 최종 입찰에 성공한 것은 이번이 최초"라고 밝혔다. 운송 물품은 수단 현지 재건사업에 필요한 건설장비로 트럭, 불도저 등 27대의 차량과 부속장비 컨테이너 4개 분량이다. 우주해운항공 측은 부산항 8부두에서 UN발주 장비를 싣고 아프리카 케냐 몸바사항으로 출발한다. 케냐에서 우간다를 거쳐 수단 남부 보르까지는 1천 800km거리를 육로로 운송하게 된다.

신석현 우주해운항공 부사장은 "UN 화물 특성상 저개발 국가의 오지를 운송하는 험난한 대장정이 될 것"이라면서도 "그동안 미국과 유럽 기업의 독무대였던 UN 조달 물류시장에 우리 중소기업도 더 많이 진출할 수 있는 기회가 되기를 바란다"고 말했다.

유엔 조달 물류시장 진출 성공사례

- ◉ 입찰 공고 : 2013년 7월 1일 UNPD(유엔조달본부)
- ◉ 서비스구간 : 부산항-보르(BOR) 남수단 Door 서비스
- ◉ 발주금액 : 60만불 상당의 운송발주
- ◉ 최종 입찰 : 2013년 7월 23일
- ◉ 입찰 참가국: 5개국 (11개 업체)
- ◉ 입찰자 : (주)우주해운항공 (2009.10.22 벤더등록)
- ◉ 진행상황 : 2013년 8월 6일 부산항 선적

2013년 9월 30일 최종 목적지 도착 조건



Procurement Division

01-Jul-2013

REQUEST FOR PROPOSAL

RFPS-1856

Subject: Sea Shipment of Korean COE from Port Busan to Door Bor, South Sudan in support of UNMISS

- The United Nations (UN) hereby invites you to submit a Proposal to this Request for Proposal (RFP) for the above subject. Proposals are required to be received by the UN no later than **11-Jul-2013 at 10:00 AM (New York Time)** (the Closing Time).
- This RFP consists of this letter, the subsequent instructions and the following annexes:
Annex A: Acknowledgement Letter
Annex B: Statement of Work/Shipping Standard Terms and Conditions/Evaluation Criteria
Annex C: Proposal Forms - Vessel Details and Itinerary (C1) and Pricing Schedule Forms (C2)
Annex D: Performance Bond Form
- You are kindly requested to return the attached Annex A - Acknowledgement Letter, duly signed by an authorized representative of your company, to the UN via facsimile No. +1.212.963.1140, Attention: Fatima Tafida (the Procurement Officer), who shall serve as a focal point of contact with regard to this RFP, no later than **11-Jul-2013 at 10:00 AM (New York Time)**. The letter should advise whether your company intends to submit a Proposal and if not, indicate the reason. The UN may review the registration status of companies which fail to return the completed Acknowledgement Letter.
- We look forward to your Proposal and thank you in advance for your interest in UN procurement opportunities.

Origin	Busan, Korea
Destination	Bor
Unit	Eng Coy
No. of vehicles/trailers	23/4
No. of containers	4
Break bulk	0
Total shipping units	31
Total area (m ²)	704.00
Total volume (m ³)	1,952.00
Total weight (m. tons)	313.95

Dangerous Goods: No Class 1 Dangerous Cargo is included in the cargo.

4. SHIP TYPESRO/RO - RO/LO - LO/LO

Operational requirement is for a RO/RO or RO/LO vessel equipped with lifting gear capable loading and discharging of all cargo carried. Vessel must have a minimum lifting/ramp capacity of lifting/moving the heaviest piece of cargo as per attached cargo load list. Vessels without lift or with inadequate lifting gear will not be accepted, except in the case where gearless RO/RO vessels offered and the Proposer has confirmed, in its proposal, that the vessel is equipped with sufficient handling equipment on board the vessel to lift the non-rolling stock. Conventional LO/LO vessels considered provided that the rolling stock is lifted using vehicle platforms and spreader bars.

5. **Direct Sailing (with No Trans-shipment) Required.**
Direct Sailing (with No Trans-shipment) required. Vessel can either be dedicated for UN use or on a part cargo basis; however a direct sailing is required. If cargo is shipped on a part cargo basis, it must be under Last-In-First-Out (LIFO) terms. Trans-shipment will not be permitted.

6. Consignor/Consignee to be advised upon contract award.

7. Marine/Cargo Survey.

Contractors are to arrange an independent marine survey at the **point of origin, discharge port and final destination** (as noted in the requirement above). This survey should include as a minimum the following tasks:

- Inspect/Supervise the handling and the loading process.
- Inspect/Supervise lashing, securing, dunnage to ensure it is proper and suitable for cargo.
- Produce a report on the condition of all cargo (rolling and non-rolling stock) noting any damage to cargo that has been presented for loading with the aim of establishing the condition of cargo prior to loading on trucks or vessels. Any damage which occurs during loading/transport while in the custody of the shipping company to be noted separately. This report should be complete with digital photographs.
- Produce report of piece count/tally as checked against load list/packing list to note any discrepancies prior to hand over. This report to also note any discrepancies in cargo dimensions quoted on load lists provided for shipment.
- The costs associated with the marine surveys are to be included in the freight rate
- Copies of marine surveys **must** be provided to the United Nations Movements Control Section along with the final invoice.

STANDARD SHIPPING TERMS/CONDITIONS AND EVALUATION CRITERIA

A. STATEMENT OF WORK/SPECIFICATIONS1. SCOPE OF WORK

Sea shipment of the Korean Contingent Owned Equipment from Port Busan, Korea to Door Bor, South Sudan in support of UNMISS.

This RFP requires the Proposers to submit freight rates for the following:

- Per cbm Load Port to Discharge Port Mombasa
- Per cbm Discharge Port to Door Bor, South Sudan.

The Contractor will be responsible for:

- clearance of all cargo for international shipment, (including in-transit customs clearances).
- delivery of all cargo through Load Port and on board the selected vessel.
- loading of all cargo at Load Port and ocean carriage between Load Port and Discharge Port.
- offloading at Discharge Port (to a safe place of rest within the Port area).
- clearance through Discharge Port (including customs clearance).
- on-carriage of all (non-rolling / rolling stock) (including on-ground delivery) to the final destination.
- obtaining all required permits, licenses, authorizations, etc. for these activities
- ensuring that no issues will be encountered at the Kenyan/Ugandan and Ugandan/Sudanese borders crossing during the cargo transportation from Port Mombasa.

There is **no requirement** for the Proposer to accommodate supercargoes on board the vessel.

The Contractor is to clearly state and explain, in the proposal:

- how the pre-carriage and on-carriage will be conducted.
- how rolling stock convoys will be safely conducted, including security of vehicles and supervision of drivers.

The UN may select a proposal offering alternatives to fulfill the requirement (see Section B, Item 13).

2. CARGO READINESS AND DELIVERY DATE:

Cargo Readiness Date at Port Busan, Korea:	31 July 2013
Required Cargo Collection to Commence No Later Than:	05 August 2013
Required Delivery Date to Port Mombasa No Later Than:	31 Aug 2013
Required Delivery Date at Door Bor, South Sudan No Later Than:	30 September 2013

Delivery beyond the required delivery date (RDD) may be subject to financial penalties as defined in Section B, 20d

Proposals must be supported by full and realistic itinerary, transit time, etc, which will be subject to technical and operational evaluation. Proposals must include all information as required in Section B (Standard Shipping Terms and Conditions) or they will be deemed as not acceptable.

Vehicle Manifest [Chassis / Engine Nos]

ROK HMEC

MISSION: UNMISS

SEA PORT OF EMBARKATION : Port Pusan, Republic of Korea

SEA PORT OF DISEMBARKATION : Port Mombasa, Kenya

FINAL DESTINATION : Bor, South Sudan

	Qty	VEHICLE MAKE / MODEL / DESCRIPTION	Wt KGs	Plate No.	CHASSIS NUMBER	ENGINE NUMBER
1	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1062		
2	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1063		
3	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1064		
4	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1065		
5	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1066		
6	1	Truck utility cargo (6 to 10t)	10,130	UNMISS 1067		
7	1	Bulldozer light (D4&5)	8,800	UNMISS 1139		
8	1	Truck recovery (greater than 5t)	5,500	UNMISS 1077		
9	1	Crane mobile medium (11 to 24t)	26,600	UNMISS 1126		
10	1	Roller, self-propelled (vibration)	11,300	UNMISS 1130		
11	1	Roller, self-propelled (Tamping)	11,600	UNMISS 1131		
12	1	Grader, general purpose	15,900	UNMISS 1144		
13	1	Truck cherry picker (special case)	3,600	UNMISS 1090		
14	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1110		
15	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1111		
16	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1112		
17	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1113		
18	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1114		
19	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1115		
20	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1116		
21	1	Dump Truck Large (over 10 cu meters)	13,300	UNMISS 1117		
22	1	Workshop truck heavy engineer eq.	4,680	UNMISS 1031		
23	1	Workshop truck heavy engineer eq.	4,680	UNMISS 1032		
24	1	Heavy cargo Multi axle	7,950	UNMISS 1241		
25	1	Heavy cargo Multi axle	7,950	UNMISS 1242		
26	1	Heavy cargo Multi axle	7,950	UNMISS 1243		
27	1	Heavy cargo Multi axle	7,950	UNMISS 1244		
			291,640	UNMISS 1245		

유엔 조달 물류시장 진출 성공사례

입찰 참가 업체 : 총 5개국, 11개 업체 참여

국 가	업 체
USA	• CHARRIER GIBSON & ASSOCIATES INC • GLOBAL CARGO LOGISTICS • MIQ GLOBAL LLC • SDV (USA) INC
ITALY	• BAGGIO S.P.A. TRANSPORTI COMBINAT • FAGIOLI S.P.A • GORGONI SRL • JAS S.P.A. FORWARDING WORLDWIDE
DENMARK	• SCAN GLOBAL LOGISTICS A/S
FRANCE	• DAHER INTERNATIONAL S.A.S
REPUBLIC OF KOREA	• UNIVERSAL SEA & AIR CO LTD

입찰 서류 작성예시

* *Technical Proposal*



UNIVERSAL SEA & AIR CO., LTD.

9F Busan Post Office B/D# 13-ga, Jungang-dong, Jung-gu, Busan, Korea
Tel: +82-51-463-1951 Fax: +82-51-463-1952 www.univsa.com

Attn to Procurement Division Tel
United Nations Fax (212)963-1140
Attention: Bid Opening Unit, Re:RFPS-1856

Send Tel
UNIVERSAL SEA & AIR CO.,LTD Fax

Subject Technical Proposal for Submission of RFPS-1856 (page 8 incl.cover)

Jul.11,2013

Dear Sirs/Mesdames,

Please find herewith attached Technical Proposal TO RFPS-1856 incl.
acknowledgement letter and accept our submission

Sincerely yours,


Suk-hyun Shin
Overseas sales ,Vice President
For UNIVERSAL SEA & AIR CO.,LTD
www.univsa.com
simon@univsa.com

United Nations
Procurement Division
Attn : Bid Opening Unit, Re:RFPS-1856
1 United Nations Plaza,15th Floor
New York NY 10017,USA
Tel : +1,917,367,4424

1. Technical Proposal

RFPS Number : RFPS-1856

Fatima Tafida

Closing Date & Time :11,Jul 2013 10:00AM(New York Time)

Name of the Proposer :

Suk-hyun Shin
Overseas sales ,Vice President
For UNIVERSAL SEA & AIR CO.,LTD



Procurement Division

01-Jul-2013

IMPORTANT: In order for your company to remain in good standing as a registered vendor, you must return a completed copy of this acknowledgement letter even if you do not intend to submit a proposal at this time.

ANNEX A
ACKNOWLEDGEMENT LETTER

Subject: **RFPS-1856:** Sea Shipment of Korean COE from Port Busan to Door Bor, South Sudan in support of UNMISS

We, the undersigned, acknowledge receipt of your Request for Proposal (RFP) No. **RFPS-1856** and hereby confirm that we:

☒ INTEND ☐ DO NOT INTEND

to submit a proposal to the United Nations by the deadline date **11-Jul-2013 10:00 AM (New York Time)**, and that if we submit a proposal:

☒ INTEND ☐ DO NOT INTEND

to send one (1) authorized representative to observe the public opening procedure.

NOTE: Due to the current security arrangements, your authorized representative must present a completed copy of this letter in order to observe the public opening procedure.

We acknowledge that this RFP is confidential and proprietary to the United Nations, and contains privileged information. Upon request, we will return this RFP or any part thereof, and all copies thereof, to the United Nations.

Name & Title of Authorized Representative:

Suk-hyun, Shim, Vice President

Signature:

[Signature]

Company Name and Address:

*UNIVERSAL SEA & AIR CO., LTD
BUSAN, Korea.*

Telephone No.: *+82 51 463 1951*

Email: *simon@univsa.com*

If you do not intend to submit a proposal to the United Nations, please indicate the reason:

- ☐ We do not have the capacity to submit a proposal at this time.
☐ We cannot meet the technical requirement for this RFP.
☐ We do not think we can make a competitive offer at this time.
☐ Others: (Please specify: _____)

Kindly return this Acknowledgement Letter immediately via fax + _____ to the Procurement Division, United Nations. Attention: *Fatima Taha*

ANNEX C-1

Sea shipment of the Korean Contingent Owned Equipment from PORT Busan, Korea to Door Bor, South Sudan in support of UNMISS

PROPOSED VESSEL DETAILS AND SCHEDULE

Proposer: UNIVERSAL SEA & AIR CO. LTD	
Name of Vessel: M/V NOCC KATTEGAT	
Flag: Marshall Islands	
Year built: 2003	
Type of Vessel:	RO/RO ☒ RO/LO ☐ LO/LO ☐ Other ☐
(check applicable)	
Other description:	
Max speed:	16.5 knots
L.o.a.:	196.4 m. Beam: 31.1 m. Draft: 8.4 m.
Vessel's Capacity: (totals)	
Weather-deck =	NIL deck
Under-deck =	11 deck
Other =	
Total =	11 deck sqm.
Holds/hatches: /	
TEUs capacity: TEUs	
Reefers	
Total	
Gear:	
Type	Quantity Capacity
1.	
2.	
3.	
Combinable: YES ☐ NO ☐	
Ramp (if applicable): yes	
Location: Stern/Side(s)id	
Capacity: 100T/20T	

LOCAL AGENTS DETAILS

SPOE: Busan New Port		SPOD: Mombasa	
Company:	San	Company:	Shan
Address:	Changwon Korea	Address:	Mombasa, Kenya
Contact Person:	JM	Contact Person:	
Office tel.:	+ 82-55-200 2555	Office tel.:	+ 254 20 200 2555
Fax No.:	+ 82-55 200 2555	Fax No.:	+
Mobile:	+ 82-10-12345678	Mobile:	+ 254 20 200 2555
Email:		Email:	

PORT CAPTAIN	SPOE YES	SPOD YES
METHOD OF LOADING: RORO	FOR ROLLING STOCKS: Roll On	FOR NON-ROLLING STOCKS: Fork Lift and Mafi Trailer
METHOD OF UNLOADING: RORO	FOR ROLLING STOCKS: Roll Off	FOR NON-ROLLING STOCKS: Fork Lift and Mafi Trailer
TYPE OF SHIPMENT:	DEDICATED VESSEL / PART CARGO (LIFO) / LINER SERVICE	
CURRENT POSITION OF VESSEL:	Indian Ocean	
ETA/ETD LOADING PORT	Busan New port	ETA: 5th August ETD: 5th August
ETA DISCHARGE PORT	NAME: Mombasa	ETA: 5th September
CARGO DELIVERY DATE	30th, Sept	
EXTRA CARGO SPACE AVAILABLE (Beyond the volume specified in the RFP)		200 CBM
NO. OF DAYS OF FREE DEMURRAGE AT LOAD/DISCHARGE PORTS:		DAYS 7/7

UNIVERSAL SEA & AIR CO., LTD.

BUSAN HEAD OFFICE : 9F Busan Post office B/D #1 3-ga, Jungang-dong,
Jung-gu, Busan, Korea.

Tel:82-51-463-1951 Fax:82-51-463-1952

SEOUL OFFICE : 1626 Yongbiechunga B/D 75, Naesu-dong, Jongro-gu Seoul
South Korea.

Tel:82-2-2195-5200 Fax:82-2-2195-5201

<Technical Proposal-appendix >

1) Customs Clearance & Transport Operation

Mode of transportation from port Mombasa to Door,Bor,UNMISS Camp, South
Sudan) Inland Road Transportation ex. Vessel Mombasa to F.O.T. Bor, Sudan.

Transit time :

The transit time from Mombasa to Bor is approx 14 days - assuming a 2 day
clearance time at the Sudan border, which depends greatly on:

1. Having the exemptions in place at the South Sudan border before the trucks
depart from Mombasa.
2. The day the trucks arrive at the Sudan border (if on a Friday or over the
weekend, it would take until Monday for the clearance process to commence and
take approx 2 days for clearance to be completed.

Using 12 M semi-trailers & Low-loaders ; approximate delivery time for all cargo
after customs clearance - 3 weeks

No of days of free demurrage at discharge port :

Containerised Cargo - 9 days , break bulk units - 11 days after last sling of
vessel

Customs and Port clearance in Mombasa takes approx 5 working days from date
of vessel arrival assuming:

1. We have all the required and correct documentation for the cargo with us at
least 7 working days in advance of vessel arrival.
2. The vessel manifest lodged (correctly) at least 3 working days in advance of
vessel arrival.

2. The Customs and Port online systems are working at optimum levels.

Customs Clearance Procedure(CCP)

CCP starts as soon we in receipt of the above mentioned documents. We will need
all the documents at least 5 working days prior to the arrival of the shipment for
us to verify and check on the correctness.

·This will involve constant follow up with the consignee for the documents via
e-mail, teleconversation etc.

·After the documents have been received, we will open the file and follow with the
shipping line to advise us on the status of the shipment, when it is expected to
arrive in Mombasa and give us the Manifest Number and the Deliver Order.

·A daily tailor made status report as per UN's requirements will be sent on daily
basis to update the client on the status of the shipment and progress made during
the day.

·The Deliver Order is received after presenting the shipping line with one original
Bill of Lading duly signed and endorsed by consignee.

·After receiving the Manifest Number from the shipping line, we will pre-lodge an
electronic customs entry in the KRA Tradex system before the arrival of the
shipment in Mombasa.

·We will follow for the customs entry to pass, and customs file will be prepared
and lodged at the port for customs clearance.

·A survey of the cargo will be carried out by an independent surveyor during its
discharge from the vessel. This survey report will be sent to the client for their
records.

·The KRA officer and any other relevant authorities at the Port/CFS will check the
documents, physically verify the units and give the release of the shipment.

·Once the shipment has been verified and released, the documents will be lodged
and the release documents for the shipment will be generated.

·Once the customs release has been issued, the cargo will be shunted to our transit
yard.

·At the transit yard the cargo will be loaded onto our highway trucks, ensuring that
the cargo / units are properly loaded, lashed & chained and will be dispatched to
Bor, South Sudan, passing via several road weighbridges.

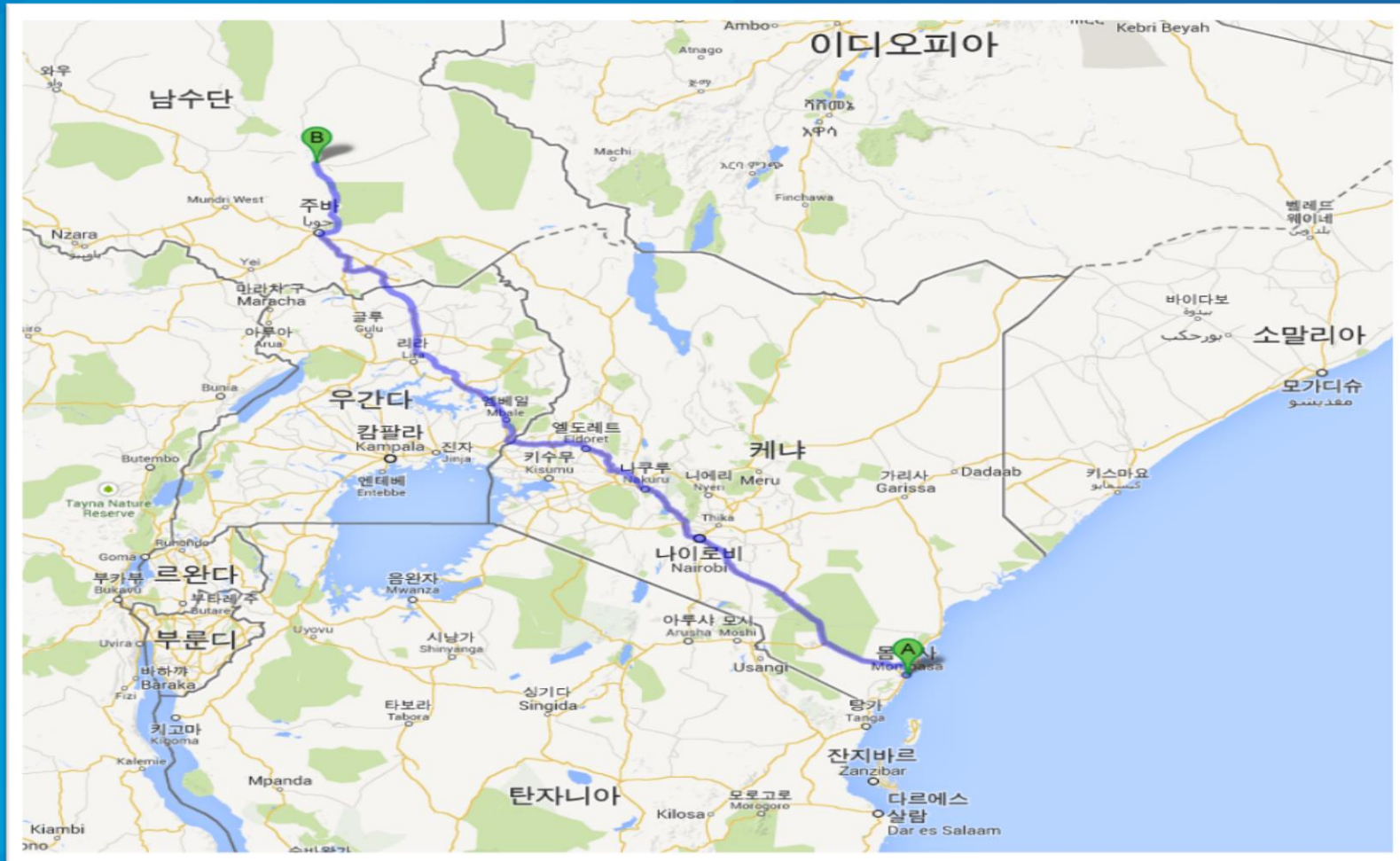
·The transport of the cargo to Bor will be triggered once we have received a
confirmation and the exemption letter.

·During this time we will be constantly communicating with the client to update
them on the status of the shipment and for them to be ready to make the
necessary arrangements to receive the cargo.

·Once the trucks arrive at Malaba, they will be customs cleared after which the
cargo will then proceed to Elgu / Nimule for customs clearance into South Sudan,
thereafter the cargo can then be delivered to clients' premises in Bor.

입찰 개요

육로 이동 경로: Mombasa, Kenya(A) – Bor, Sudan(B)



입찰 개요

기업명	(주)우주해운항공
프로젝트명	UNPD RFPS-1856

Q 1. UN시장 진출 계기

과당 경쟁과 저수익률 구조의 국내 물류 시장 탈피
블루오션인 해외 시장으로의 시장 확대 필요성
진입 장벽이 없고 대금 지급이 보장되는 UN시장의 특성

Q 2. 첫 수주에 대한 사항 (연도, 개요 및 규모)

유엔 조달 물자 수송서비스
(*Freight Forwarder & Delivery Service*)

계약기간: 2013. 08. 05 ~ 09. 30 최종 목적지 도착

계약금액: 약 60만 달러

계약구간: 부산항 - 남수단 보르

품목: 건설장비차량(27) + 컨테이너(4))

루트: 부산 - 케냐 몸바사항구(해상운송) - 우간다-
남수단 보르(육상운송)

기타: 우간다-남수단 육상운송 구간의 무장경호병력,
분쟁구간 화물 보험가입

입찰 개요

Q 3.

프로젝트 진행 시 어려움 & 해결방법

해외파트너
부재

정확한 운송 루트/경비 산출 어려움

기 가입된 국제물류네트워크 이용

유사지역 운송 경험이 있는 해외 파트너 서치

열악한
기반 시설

본사 직원 파견 & 화물의 운송 과정을 철저히 감독

화물 서베이어 부재 : 인접국가의 서베이어가 해당지역으로 이동하여 검사 실시

특이 사항

유엔 조달관에 즉시 보고, 대안 마련

화물의 파손, 약탈, 도난 등에 리스크 부담

전례 없는 분쟁지역으로의 화물에 대한 보험 가입

남수단 도착지 세관의 비협조

입찰 개요

Q 4. 프로젝트 수주 전략 및 TIP

NVOCC	자사 운항선을 보유하지 않은 포워더
	car carrier 운항대기업 물류자회사 협력
	안전한 운송 보장
도전	입찰 실패 및 유찰에도 포기하지 않고 도전
	이미 선점하고 있는 선진 포워더와 경쟁에 불리한 입장
대응	유엔 조달관의 긴급한 연락에 신속, 적극 대응
	불확실한 사항에 대한 질의 및 적극적인 태도로 접근
보고	문제 발생 시 관련 유엔 담당자에 신속 보고
	한국의 현지 파병부대 및 국방부의 긴밀한 협조

입찰 개요

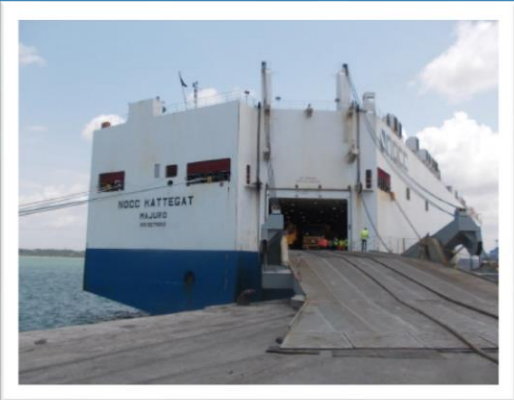
Q 5.
경험과 낮은 인지도를
극복하는 방법?

벤더 등록 후 입찰 정보와 조달관의 요청에 성실히 응답
질의 사항은 적극적으로 문의
조달관에게 열의를 보이는 것이 중요.
일단 최종 입찰에 성공하고 나면, 제한경쟁의 입찰 정보
가 우선 제공됨 (입찰 참여 기회 확대)
따라서.. 성공 가능성이 적더라도 인내를 가지고 장기적
전략으로 최종 입찰에 성공할 수 있도록 노력해야 함.

Q 6.
UN에 바라는 점?

입찰서류 제출마감시한이 너무 짧아 아시아 국가에서 아
프리카 등지의 중요 입찰지역에 대한 입찰서류와 견적을
준비하기에 시간제약 등의 어려움이 많음
대륙 별로 차등 입찰마감 기한을 설정하는 방안이 검토
되었으면 함

Port Mombasa



육로 운송 : 열악한 기반시설 + 도난, 약탈, 파손 위험



인수확인 및 서베이 리포트

Equipment Acquisition Confirmation

□ Summary

Sort	Total	9. 29(Sun)	10. 3(Thu)	10. 16(Wed)	10. 21(Mon)
Quantity	31	20	4	6	1

□ Details of Acquisition

Sort	Total	9. 29 (Sun)	10. 3 (Thu)	10. 16 (Wed)	10. 21 (Mon)
Total	31	20	4	6	1
Truck Dump, Large (over 14 cu meters)	8	8	-	-	-
Truck Utility Cargo (6 to 10 ton)	6	6	-	-	-
Maintenance Truck, Medium	2	-	-	2	-
Fuel Truck	3	-	-	3	-
Truck Recovery (greater than 5t)	1	1	-	-	-
Heavy Cargo Multi Axle	4	-	4	-	-
Front End Loader Small (2 cu m)	1	-	-	1	-
Roller, Self-Propelled	2	2	-	-	-
Truck, Cherry Picker	1	1	-	-	-
Crane Mobile Medium (11 to 24 tons)	1	-	-	-	1
Grader, General Purpose	1	1	-	-	-
Bulldozer Light (D4&5)	1	1	-	-	-

UNMISS ROK HMEC confirms the acquisition of thirty-one equipments without any problem

2013. 10. 21

R O K H M E

Intertek

Report No. KR100-0008569
Page No. 1/4

SURVEY REPORT

(Pre-Loading Condition Survey)

Report No. : KR100-0008569

Date : August 08, 2013

This is to report that we, the undersigned surveyor to Intertek Kimsco Co., Ltd., did, at the request of

Messrs. HYUNDAI GLOVIS CO., LTD.

attend on board the M/V "NOCC KATTEGAT" while she was lying alongside at the pier No. 8 in Busan, Korea on August 06, 2013 and the subsequent dates for the purpose of surveying/reporting on the condition of the under-noted shipments prior to/during the loading operation, and herewith report as follows;

SHIP'S PARTICULARS :

Name of Vessel : M/V "NOCC KATTEGAT"
Port of Registry : Majoro
Official No. : 4901
Call Sign : V 7 V D 2
IMO No. : 9279812
Type of ship : Pure Car & Truck Carrier
Gross Tonnage : 44,408 Tons
Net Tonnage : 14,891 Tons
Dead Weight : 14,520 Tons at 8.40M Summer Draft
Dimensions : L.O.A. 196.40 mtr.
Breadth(Mld) 31.10 mtr.
Depth(Mld) 28.00 mtr.

GENERAL PARTICULARS :

Name of Vessel : M/V "NOCC KATTEGAT"
Shipper : Rok Army 2nd Supply Depot Commander, Korea
Consignee : United Nations Mission in the Republic of South Sudan
Port of Loading / Date : Busan, Korea / August 06, 2013

- to be continued -

Intertek Kimsco Co., Ltd.

#2102, Aon The First Tower 1st, 157-48, Guro-Dong, Guro-Gu, Seoul, Korea
Tel: (82)21734-8301 Fax: (82)21734-8308

http://www.intertek.com E-mail: kimsco@intertek.com

All work is performed in accordance with Intertek General Terms and Conditions of Service which is available on request and at <http://www.intertek.com/terms>

서베이 리포트

Intertek

Report No. KR100-0008569

Photo Page 9



View of the condition of fuel trailer in 20' dry container No. ROKA0100004 after stuffing operation



View of the condition of fuel trailer in 20' dry container No. ROKA0100016 after stuffing operation



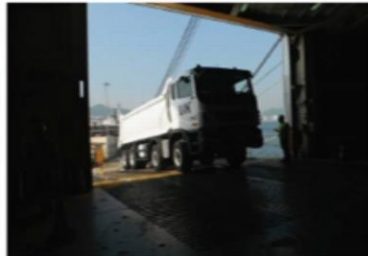
View of the condition of fuel trailer in 20' dry container No. ROKA0100017 after stuffing operation



View of the carrying vessel MV "NOCC KATTEGAT" at Pier No. 8 in Busan, Korea.



View of the loading operation at Busan port, Korea



Intertek Kimsco Co., Ltd.

#520L, Ase Techno Tower 18, 257-48, Guro-Dong, Guro-Gu, Seoul, Korea

Tel: (82-2) 778-6281 Fax: (82-2) 778-6288

http://www.intertek.com E-mail: kimsco@intertek.com

All work is performed in accordance with Intertek General Terms and Conditions of Service which is available on request and at <http://www.intertek.com/terms>

Intertek

Report No. KR100-0008569

Photo Page 10



View of the loading operation at Busan port, Korea



View of the loading operation at Busan port, Korea



View of the loading operation at Busan port, Korea

Intertek Kimsco Co., Ltd.

#520L, Ase Techno Tower 18, 257-48, Guro-Dong, Guro-Gu, Seoul, Korea

Tel: (82-2) 778-6281 Fax: (82-2) 778-6288

http://www.intertek.com E-mail: kimsco@intertek.com

All work is performed in accordance with Intertek General Terms and Conditions of Service which is available on request and at <http://www.intertek.com/terms>

서베이 리포트

Intertek

Report No. KR100-0008569

Photo Page 13



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-2)



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-2)



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-3)

Intertek Kimsco Co., Ltd.

#3201, Ace Techno Tower 18, 187-48, Guro-Dong, Guro-Gu, Seoul, Korea

Tel: (82)(2) 774-8261 Fax: (82)(2) 774-8268

<http://www.intertek.com> E-mail: kimsco@intertek.com

All work is performed in accordance with Intertek General Terms and Conditions of Service which is available on request and at <http://www.intertek.com/terms>

Intertek

Report No. KR100-0008569

Photo Page 14



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-3)



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-3)



View of stowed/lashed/secured condition of the cargo into the cargo deck of MV "NOCC KATTEGAT" after loading operation (Deck No. 6-3)

Intertek Kimsco Co., Ltd.

#3201, Ace Techno Tower 18, 187-48, Guro-Dong, Guro-Gu, Seoul, Korea

Tel: (82)(2) 774-8261 Fax: (82)(2) 774-8268

<http://www.intertek.com> E-mail: kimsco@intertek.com

All work is performed in accordance with Intertek General Terms and Conditions of Service which is available on request and at <http://www.intertek.com/terms>

기타 입찰 성공사례

국방부 재보급물자 해상/내륙수송

- 입찰 건명 : 16-3차 한빛부대 재보급물자 해상/내륙수송 용역
- 납기/장소 : 계약일로부터 2017년 1월 25일 / 남수단 (보르: 주둔지)
- 입(개)찰 : 국방전자조달시스템 입찰용 컴퓨터에서 실시
- 계약종류/낙찰자결정방법 : 총액계약 / 적격심사
- 적격심사 : 국방부의 평가기준에 의함.
- 평가기준 : 이행실적(금액으로만 평가), 기술능력, 재무상태(신용평가등급), 입찰가격(평점산식)
- 전자입찰 관련 진행절차, 특별유의서 및 약관등의 기타사항은 국방전자조달 시스템을 통함.
- 입찰등록 시 제출서류 : 국제물류주선업등록증, 입찰보증금 전자보증서 외
- 예정가격의 결정 : 기초예비가격 및 사정을 범위는 국방전자조달시스템에 게시되며, 예정가격은 기초예비가격을 기준으로 사정을 범위 내에서 작성된 15개의 복수예비가격 중 2개의 번호를 선택하면 다수선택 번호 순으로 4개를 산출 평균한 금액을 예정가격으로 결정함.

입찰 실패 사례 ITBS-2952

• *Subject : Freight services for transporting vehicles*

– from FCA Busan port, South Korea

– to multiple locations

A. To DOOR-MONUSCO(Uganda)

B. To Mombasa port, Kenya

United Nations
SECRETARIAT



Nations Unies
SECRÉTARIAT

12-Feb-2014

Procurement Division

INVITATION TO BID

ITBS-2952

Subject: Freight Services for transporting vehicles from FCA Busan Port, South Korea to multiple locations

1. The United Nations (UN) hereby invites you to submit a bid to this Invitation to Bid (ITB) for the above subject. Bids are required to be received by the UN no later than **25-Feb-2014 at 01:00 PM (New York Time)** (the Closing Time).

2. This ITB consists of this letter, the subsequent instructions and the following annexes:

Annex A: Acknowledgement Letter
Annex B: Statement of Work
Annex C: Special Instructions
Annex D: Bid Response Form

3. You are kindly requested to return the attached Annex A - Acknowledgement Letter, duly signed by an authorized representative of your company, to the UN via facsimile No. +1.212.963.1140, Attention: Yohan Hartowinoto (the Procurement Officer), who shall serve as a focal point of contact with regard to this ITB, no later than **25-Feb-2014 at 01:00 PM (New York Time)**. The letter should advise whether your company intends to submit a Bid and if not, indicate the reason. The UN may review the registration status of companies which fail to return the completed Acknowledgement Letter.

4. We look forward to your Bid and thank you in advance for your interest in UN procurement opportunities.


Rodion Kim
Procurement Officer

INVITATION TO BID ITBS-2952 YH Page 1 of 24

입찰 실패 사례 ITBS-2952



UNIVERSAL SEA & AIR CO., LTD.

BUSAN HEAD OFFICE : 9F Busan Post office B/D #1 3-ga, Jungang-dong, Jung-gu, Busan, Korea.
Tel:82-51-463-1951 Fax:82-51-463-1952

SEOUL OFFICE : 1626 Yongblechung B/D 75, Naesu-dong, Jongro-gu Seoul South Korea.
Tel:82-2-2195-5200 Fax:82-2-2195-5201

1. Appendix ANNEX D: ITBS-2092

<Technical Inform Part A-PG-26908>

1) CARRIER OPTION

In view of expected awarder nomination Mar 10-14, decided to phase in vessel : PAGLIA V-010 of HYUNDAI GLOVIS Line with etd earlier of Apr. calling at kwang yang or Pyeongtaek I/O Busan.
Correct calling schedule will be announced as soon as possible

Ocean transportation:

Carrier : HYUNDAI GLOVIS
Vessel name : PAGLIA V-010
TYPE : RO-RO
T/T : 30 days direct call
Load port : Kwang Yang or Pyeongtaek
Discharge : Mombasa
ETD : Apr.4,2014
ETA : May.4,2014
Frequency : monthly one voyage

2) Past award record

Experience : 2013 tender-RFPS-1856,AWARDER
Korean Army (UNMISS) Units which we handled destined to BOR ~ South Sudan,
Completed perfectly this project with no official cargo claim

3) No of days of free demurrage at discharge port : 3days

- Detailed Road Transport Itinerary

Mode of transportation from port Mombasa to Door-MONUSCO, Entebbe, Uganda
Inland Road Transportation will be Loaded on Low Loader Trucks:
ex. Vessel Mombasa to F.O.T. MONUSCO, Entebbe, Uganda
Offloading will be performed by Mission, MONUSCO

The condition of the Road from Mombasa up to Entebbe is Good (paved Tarmac Road).

- The Transit Time from Mombasa up to Entebbe is 07 to 10 days after Vessel discharge & receipt of cargo at the Mombasa CFS.
- Mombasa Customs clearance normally takes up to 03 days (provided we receive All the Original shipping documents at least 07 days before the Vessel arrives at Mombasa).
- Malaba Border Customs clearance takes 01 or 02 days.

2. Appendix ANNEX D: ITBS-2092

<Technical Inform Part B-PG-26945>

1) DAP Charges for 6 Buses from Mombasa Port destined to Changamwe Road

2) Detailed Transport Itinerary
Vessel Anchorage & Berth - 2 Days
Buses discharging - 1 Day
Customs Clearance - 4 Days
Delivery - 1 Day

3) The above charges include: IDF Fees | Shipping Line charges
| Mombasa Port charges | Shore Handling | Wharfage | Verification |
Transfer charges & Transport to Changamwe
Offloading at UNSOA's expenses

4) Contact Detail

JOEY JUNG Director
UNIVERSAL SEA & AIR CO.,LTD
+DIR : +82-70-4386-4908
+BUSAN TEL +82-51-463-1951 ,FAX: +82-51-463-1952
MOBILE : +82-10-9291-1951
EMAIL : joey@univsa.com , www.univsa.com

Uganda Contact detail :

Kenya Contact detail :

- 유엔 조달 물류시장 진출 전략

유엔 조달시장 진출 전략

기업 차원의 전략

유엔 조달
납품업체
(제조 등)

선정된 국내 기업 파악, 사전 조달 정보 분석을 통한
경쟁력 있는 물류비용 산출은 유리한 기회로 작용될
수 있음

장기 계획

유엔 조달 입찰의 높은 시장 진입 장벽
계약수주의 불확실성

장기적 안목에서 유엔 조달시장 진출계획 수립 필요

파트너 연계

직접 입찰에 참여 혹은 국내외 파트너와 컨소시엄으로 참여,
진출하는 것도 리스트 관리에 유리함

유엔 조달시장 진출 전략

학연 기관의 전략

관련 대학

해외 인턴 프로그램 확대, 조달 물류지역 현장조사 탐방,
글로벌 물류네트워크 정보 조사요원으로 활용
1인 기업 창업 시, 해외 에이전트 창업 지원,
지원 프로그램 개발과 유엔조달 물류 전문가 양성

정보센터 운영

KMI웹진 온라인 소식지 내용 확대를 통한 유엔조달 및 국제조달 시장 관련 해외 조달물류 정보 소식지 발간

유엔 조달시장 진출 전략

관련기관과 정부 차원의 전략

산/학/연 민간영역 공동연구 활동 지원 및 협업의 정책공조 협의체 운영
주요거점의 해외 조달시장 지원센터(KOTRA)와 KMI, KOTI, KOICA연계

무료 정책 지원 – 국토해양부와 한국무역보험공사(KSURE)등 관련기관
협의를 통한 국내 물류기업의 해외 물류 파트너 신용조사 지원 등

국토교통부의 우수포워드 인증제 : 유엔 벤더 등록 업체에 우선 지원,
물류네트워크에 대한 재정 및 정보 지원

물류정보 제공 등의 내용을 포함하는 프로젝트 P300에 반영 요청

한국기업의 현주소는 글로벌 시장에서는 미약함

틈새/블루오션 시장인 유엔 조달시장에 장기적 전략으로 적극적인 참여 필요

유엔 조달시장 중점지역/중점대상국에 대한 정보

: 일반정보 및 물류관련 산업정보 조사와 분석

국제입찰에 해외 파트너 발굴을 통한 간접 진출 우선 시도

: 이를 위한 글로벌 물류 네트워크의 선구축

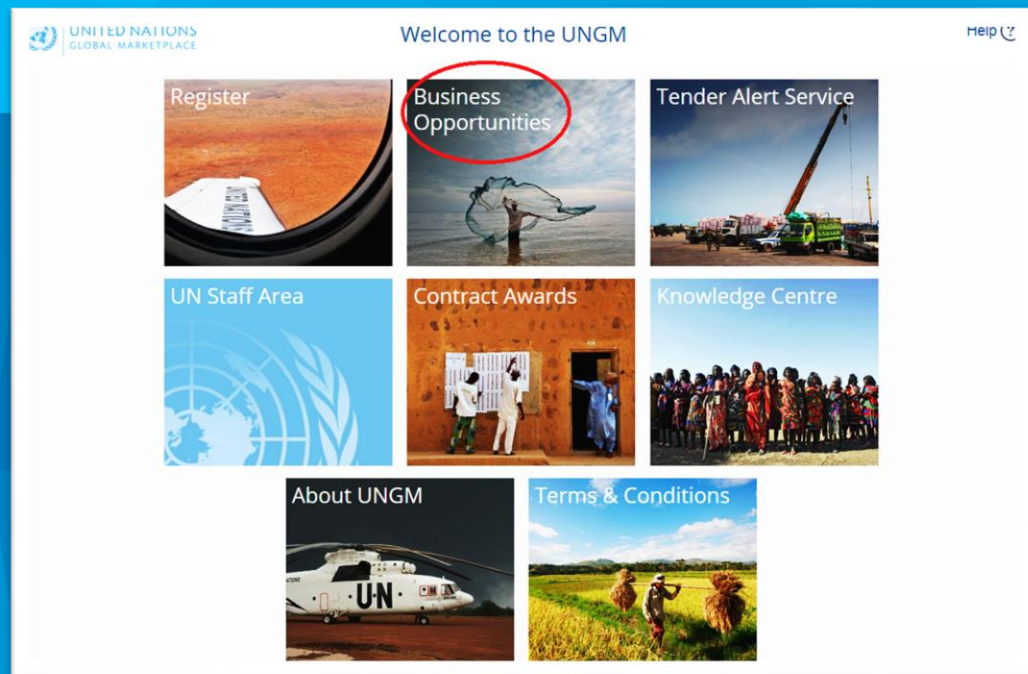
국내 신용조회기관의 신용조사로 해외 파트너 발굴 시,

: 리스크 방지 대책수립

기업의 유엔조달 시장 진출 촉진

: 산학관련 협력을 통한 세분화한 진출전략

Search Tender Notice



UNGM : Search Tender Notices

1. LED

**UNITED NATIONS**
GLOBAL MARKETPLACE

Search tender notices

Help ?

[Public](#)
[Home](#)
[Tender notices](#)
[Contract awards](#)
[Knowledge centre](#)
[About UNGM](#)
[Registration process](#)
[Blog](#)

Title

Description

Reference

Published between
 and

Deadline between
 and

Clear All

UN Organization

Country/area

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

Hide advance criteria

Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
Call for Project Proposals The UN Women in Egypt is inviting CSOs to submit proposals for the programme entitled: "Women's Political Empowerment Programme".	19-Dec-2013 11:21	21-Nov-2013	UN-Women	Request for proposal	UNW-ROAS-CFP-2013-0001	Egypt
Training Strategy Development for the coordination function of UNICEF (Co)-Led Clusters	11-Nov-2013 16:00	25-Oct-2013	UNICEF	Request for proposal	RFP-PFP-131181	Switzerland
Supply and Delivery of Interactive Whiteboard - LED Touchscreen and Stand	03-Oct-2013 17:00	26-Sep-2013	CTBTO	Request for quotation	RFQ No. 2013-0288/KANNIAKONIL	Austria
Conduct activities of research, capacity development and knowledge management to support the work	13-Oct-2013 16:00	24-Sep-2013	UN-Women	Request for proposal		Egypt



Public

Home

Tender notices

Contract awards

Knowledge
centre

About UNGM

Registration
process

Blog

General

Contacts

Links

Documents

UNSPSC

Revisions

General information

Type of notice	Request for quotation
Title	Supply and Delivery of Interactive Whiteboard - LED Touchscreen and Stand
UN organization	Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization
Reference	RFQ No. 2013-0288/KANNIAKONIL
Published	26-Sep-2013
Deadline	03-Oct-2013 17:00
Time zone	(GMT +1.00) Brussels, Copenhagen, Madrid, Paris
Description	Supply and Delivery of Interactive Whiteboard - LED Touchscreen and Stand

Countries

Austria

Call for Project Proposals_Women Political Empowerment_FINAL_2013_11_21.docx (show)



preparatory commission for the
comprehensive nuclear-test-ban
treaty organization

REQUEST FOR QUOTATION

THIS IS NOT AN ORDER

To: ALL BIDDERS

CTBTO Ref. No.: 2013-0288/KANNIAKONIL
(PLEASE QUOTE ON ALL COMMUNICATIONS)

CTBTO Contact: Mathew Kanniakonil
Tel. No.: +43 (1) 26030-6350
Fax No.: +43 1 26030 5948
E-mail: procurement@ctbto.org

Attn.: Sales Manager

Date: 25 Sep 13

Title of Request:

Supply and Delivery of Interactive Whiteboard - LED Touchscreen and Stand

Deadline for Submission: 03 Oct 13 Vienna Local Time: 17:00

The Preparatory Commission for the Comprehensive Nuclear Test-Ban-Treaty Organization (hereinafter referred to as 'The Commission') hereby invites you to quote the following items as per conditions listed below.

Item	Description and Requirements	Quantity	U/M
1	Interactive whiteboard - Sharp PN-L702B 70" LED Touchscreen	1	Each
2	Mobile stand L7010PNLstand1 for interactive whiteboard Sharp PN-L702B 70" LED Touchscreen	1	Each

When preparing your quotation, please follow the attached instructions. We are looking forward to receiving your quotation.

Yours sincerely,

Nodira Alimdjanova,
Procurement Officer



preparatory commission for the
comprehensive nuclear-test-ban
treaty organization

ACKNOWLEDGEMENT FORM

288 and Delivery of Interactive Closing Date: 03 Oct 13
Vienna Local Time: 17:00

Mathew Kanniakonil

CTBTO Req. No.: 2013-1928

Please complete 'A' or 'B' or 'C'
and Return

WITHIN FIVE (5) DAYS

THE PREPARATORY COMMISSION FOR THE
COMPREHENSIVE NUCLEAR-TEST-BAN TREATY ORGANIZATION (CTBTO)

by telefax
+43-1-26030-5948

Proposal

Company Name: _____
Contact Name: _____
Email/Tel: _____

Advise

Company Name: _____
Contact Name: _____
Email/Tel: _____

Proposal for the following reason(s)

Our current workload does not permit us to take on additional work at this time;
We do not have the required expertise for this specific project;
Insufficient time to prepare a proper submission;
We consider the funds are insufficient to carry out the work required;
Other (please specify) _____

Company Name: _____
Contact Name: _____
Email/Tel: _____



preparatory commission for the
comprehensive nuclear-test-ban
treaty organization

ACKNOWLEDGEMENT FORM

Req. No.: 2013-0288 Closing Date: 03 Oct 13
Supply and Delivery of Interactive Vienna Local Time: 17:00

Mathew Kanniakonil

CTBTO Req. No.: 2013-1928

Please complete 'A' or 'B' or 'C'
and Return

WITHIN FIVE (5) DAYS

THE PREPARATORY COMMISSION FOR THE
COMPREHENSIVE NUCLEAR-TEST-BAN TREATY ORGANIZATION (CTBTO)

by telefax
+43-1-26030-5948

I shall submit our proposal

Company Name: _____
Contact Name: _____
Email/Tel: _____

I may submit and will advise

Company Name: _____
Contact Name: _____
Email/Tel: _____

I will not submit a proposal for the following reason(s)

Our current workload does not permit us to take on additional work at this time;
We do not have the required expertise for this specific project;
Insufficient time to prepare a proper submission;
We consider the funds are insufficient to carry out the work required;
Other (please specify) _____

Company Name: _____
Contact Name: _____
Email/Tel: _____

1. 씨에스텍(주) : LED



INSTRUCTIONS TO BIDDERS

OTHER REQUIREMENTS:	
Electricity:	
Volt:	Europe standard Hz: Europe standard phase AC: Europe standard
Language:	LCD display, Operating System and all documentation, including Installation and Operating Manuals, shall be in the English language.
Spare Parts:	If spare parts are normally delivered with the equipment but are not mentioned in our list, please include in your quotation the minimum quantity required for one year of operation, keeping in mind that their value shall not exceed 10 per cent of the value of the equipment.
CONDITIONS	
Delivery Terms (INCOTERMS 2000) and Destination	(1) For Austrian Companies - DDU (delivered duty unpaid, VAT paid), door-to-door delivery to CTBTO, Vienna International Centre (VIC), Vienna, Austria. (2) For EU and Non-EU Companies - DDU (delivered duty unpaid), door-to-door delivery to CTBTO, Vienna International Centre (VIC), Vienna, Austria. Please note that all deliveries must include insurance for the equipment/goods.
The Price	The price quotation shall include the costs of the goods as well as delivery costs, including packing, handling, insurance, shipment, customs clearance and local delivery to Vienna, Austria to the office of CTBTO.
Currency	Please quote in EURO or US\$ only.

Taxes	In principle the Commission is exempt from taxes. Since the arrangement under which such exemption is respected varies from country-to-country, the bidder will be informed by the Commission whether tax exemption will occur at source or whether taxes will be reimbursed by the Commission upon submission of the original supporting documentation. "Taxes" means all direct and indirect taxes (including value added tax, general sales tax or goods and services tax), assessments, fees, customs duties, liens and charges in as much as they are levied in conclusion or implementation of the purchase order, including customs restrictions and charges of similar nature in respect of articles imported or exported for the Commission's official use. <i>For Austrian companies</i> The price quoted shall be net of Taxes. All applicable Taxes payable by the bidder at the conclusion or implementation of the Purchase Order in respect of the goods shall be quoted separately or be separately identified on the Proposal together with information on the nature of the tax and its method of calculation. <i>For European Union (EU) Companies</i> The price quoted shall be net of Taxes. All applicable Taxes payable by the bidder at the conclusion or implementation of the Purchase Order in respect of the goods shall be quoted separately or separately identified on the Proposal together with information on the nature of the Tax and its method of calculation. Due to the VAT exemption applicable to the Commission, no VAT will be charged to the Commission by the EEC Suppliers under the Contract (Ref. EU VAT Council Directive 2006/112/EC, Article 151). <i>For Non-EU Companies</i> The price quoted shall be net of Taxes. All applicable Taxes payable by the bidder at the conclusion or implementation of the Purchase Order in respect of the goods shall be quoted separately or be separately identified on the Proposal together with information on the nature of the Tax and its method of calculation. For deliveries to Vienna, Austria, and due to the Tax exemption at source applicable to the Commission, no Taxes shall be charged to the Commission under the Purchase Order.
Validity of Quotation	Minimum 90 days as of the Closing Date
General Conditions	General Conditions for Goods (See Annex A)
Privileges & Immunities	Nothing in or relating to the Purchase Order shall be deemed to constitute an express or implied waiver of any Privileges and Immunities of the Commission.
Payment Terms	Within 30 days of receipt and acceptance of the goods and of the following documents: - Invoice showing the firm fixed price of the goods and delivery costs (door-to-door) to the CTBTO in Vienna Austria. The Supplier shall submit the invoice in 1 (one) original and 2 (two) copies or electronically, from the Supplier's official e-mail address in PDF format, duly signed and sealed by the Supplier and submitted to payments@ctbto.org. Each invoice shall contain detailed banking instructions, including the name and address of the Supplier's bank, account number, account holder's name and SWIFT, IBAN and/or ABA codes for payment by electronic transfer (if applicable); - Delivery Notice acknowledged by VIC Receiving Area staff, showing all the items delivered; - Acknowledgement Copy of the Commission's Purchase Order with Supplier's signature; - Any other relevant documents. Applicable Taxes payable by the Supplier and/or its subcontractor(s) shall be invoiced separately or be separately identified on the invoice. Actual payment of the Taxes must primarily be supported by original documentation such as bank account statements, transfer orders, or receipts issued by the local tax or customs authorities. If submission of such original documentation is not possible for justifiable reasons, their copies could be

accepted by the Commission provided that they are duly signed and certified by local tax or customs authorities. In case the currency in which the Taxes are levied is not the currency of the Purchase Order, bank statements (or equivalent) showing the exchange rate used for the conversion shall be submitted to the Commission, in addition to any other supporting documentation.	
OTHER INFORMATION	
1.	The Commission reserves the right to accept or reject bidder's quotation, partially or entirely, and to annul this procurement process at any time prior to award of the Purchase Order, without thereby incurring any liability to the bidder or any obligation to inform the bidder of the grounds for the Commission's action.
2.	The bidder shall include in its quotation documentary evidence of its qualifications to perform the Purchase Order which shall establish to the Commission's satisfaction that the bidder has the financial, technical and production capability necessary to perform the Purchase Order in its entirety and to provide spare parts and other necessary on-going services as required.
3.	The bidder shall bear all the costs associated with the preparation and submission of the quotation and the Commission shall not be responsible or liable for those costs, regardless of the conduct or outcome of this RFQ.
4.	The bidder's price quotation shall be submitted in the English language, together with relevant technical literatures in duplicate, which shall also be in English.
5.	The bidder's quotation shall be typed or written in indelible ink and signed by an official legally authorized to enter into contracts on behalf of their organization. The quotation shall not contain any inter-lineation, erasures or overwriting except as necessary to correct errors made by the bidder, in which case such corrections shall be initiated by the person or persons signing the quotation.
6.	The goods and services (if any) to be rendered under the Purchase Order shall have their origin in the States Signatories of the Comprehensive Nuclear-Test-Ban Treaty (CTBT), the list of which is attached to this RFQ. For purposes of this paragraph, "the origin" means the place from where the materials, goods and/or from which the services are supplied.
7.	Before the deadline for submission of the quotations, any request for clarifications relating to the RFQ documents shall be directed by e-mail procurement@ctbto.org exclusively to the Chief, Procurement Section, attention to Procurement Staff in charge of this matter referred to in the RFQ cover letter herein. If such requests are addressed to others or if additional information is obtained from others, it may lead to disqualification of the bidder.
8.	From the deadline for submission of quotation until the written notification of award, no bidder shall contact the Commission on any matter relating to its quotation, except when responding to a request from the Commission for clarification. Any effort to influence the Commission in its evaluation of the quotation(s) or its award decision shall result in the rejection of the quotation.
9.	The Commission shall evaluate the compliance of the quotations with the RFQ requirements. Subject to its technical compliance, the quotations shall be examined for its contractual compliance and commercial acceptability. Based on the mentioned evaluation, the Commission will determine the quotation which is the "least costly technically acceptable". Deviation, if any, from the Commission's terms and conditions might be a factor in the decision of award.
10.	In case of an award, the following documents shall govern the Purchase Order and in case of discrepancies or inconsistencies, the documents to prevail shall be given precedence in the following order: - The Purchase Order; - The Commission's General Conditions for Goods (Annex A); - The bidder's quotation (Annex B).

The quotation shall be submitted in writing to the address below:

Chief, Procurement Section
CTBTO PrepCom, Vienna International Centre
Wagramerstrasse 5, P.O. Box 1200
A-1400 Vienna, Austria
Tel. No. +43-1-26030-6350
Fax No. +43-1-26030-5948
Email procurement@ctbto.org

Bidders shall take note of the attached price schedule instructions when submitting the quotation.

Should there be items on our list that you cannot include in the quotation, we would appreciate you marking them, and returning the information to us, together with the names of any potential bidder(s) known to you. Please do this even if you cannot submit a quotation for any of the items and kindly don't forward the RFQ to any other parties without our knowledge.

Please confirm, within 3 working days, the receipt of this RFQ and your confirmation whether you will submit a quotation by the closing date mentioned herein.



preparatory commission for the
comprehensive nuclear-test-ban
treaty organization

BIDDER'S STATEMENT PLEASE STATE BELOW & SUBMIT WITH PROPOSAL	
Delivery Time:	
Shipping weight (kg) and Volume (m ³) – if applicable:	
List of recommended consumables and spares including prices and details on local availability, if applicable (please tick): ☐ For one year period ☐ For a period of	
Warranty period applicable (it shall be for a minimum of 24 months, starting from the acceptance of the goods/services by the Commission) – please tick below: ☐ For a two year period ☐ For a period of	
Availability of local service in Vienna, Austria (if any):	
State country of origin or assembly of all items quoted:	
Quantity discount and early payment discount (if any):	
Include documentary evidence of qualifications to perform the order, which shall establish to the Commission's satisfaction that the bidder has the financial, technical and production capability necessary to perform the order in its entirety and to provide spare parts and other necessary on-going services as required.	
Included in this quotation : Yes ☐ No ☐	
Confirmation that the bidder has reviewed the Commission's Model License Agreement (if attached), the Commission's General Conditions for Goods (if attached), the Commission's General Conditions of Contract (if attached), Draft Contract (if attached), and the Special Conditions (if attached), and agreed to all terms and conditions. Yes ☐ No ☐	
Remarks:	
With regards to the software provided with the equipment, state and confirm whether the software licenses are transferable to third parties, i.e. the Commission or the Commission's State Signatories (Member States). Yes ☐ No ☐ Not applicable ☐	
Remarks:	
Name:	
Name & Title of Contact Person:	
Signature & date:	

SAMPLE OF PRICE SCHEDULE

- The Price Schedule must provide a detailed cost breakdown for each item. Delivery costs, and other estimated costs (e.g. customs duties, VAT, etc.) shall be quoted separately.
- Technical descriptions for each proposed item must provide sufficient detail to allow the Commission to determine compliance of Bid with specifications as per Terms of Reference and/or Technical Specifications of this RFQ.
- Currency: Please quote in EURO or US\$ only.
- The format shown below shall be used in preparing the price quotation. The format uses a specific structure that may or may not be applicable but is indicated to serve as an example only.

Price Schedule: RFQ for Goods/Equipment				
Item No.	Description of Item	Qty.	Unit	Total Cost per item
	Item 1			
	Item 2			
	Item X			
	Item Y			
	Item Z			
	EQUIPMENT TOTAL			
	OTHER COSTS (if any)			
	SUBTOTAL			
	Estimated or Firm Fixed Delivery Costs*			
	Estimated Taxes, if applicable*			
	GRAND TOTAL (DDU or DDP as per the RFQ)			

Signature of Bidder:

Date:

*Note:

- Please show costs for delivery and taxes separately.
- Delivery costs shall include packing, handling, insurance, shipment, custom clearance and local delivery to final destination.
- Applicable taxes, when authorized prior to the award of the order, will be reimbursed by the Commission on the basis of actual amounts paid and documented.
- Make it clear that the quoted charge is an estimate, by indicating "Estimate" or "Approx." or "Firm Fixed"
- Estimated costs (other than taxes) shall mean that the Commission shall pay the actual cost, not to exceed the estimate by more than ten (10) percent, in the event of an order.

Please be informed that all open competitive tenders of the CTBTO are available on the Web.

For more information, please visit <http://www.ctbto.org/procurement>

UNSPSC



UNITED NATIONS
GLOBAL MARKETPLACE

Public

Home
Tender notices
Contract awards
Knowledge
centre
About UNGM
Registration
process
Blog

General

Contacts

Links

Documents

UNSPSC

Revisions

[Collapse all](#) [Expand all](#)

G - Business, Communication & Technology Equipment & Supplies ▼

44000000 - Office Equipment and Accessories and Supplies ▼

44110000 - Office and desk accessories ▼

44111900 - Boards

SUPPLY AND DELIVERY OF ELECTRICAL EQUIPMENTS & RELATED SUPPLIES

General

Contacts

Links

Documents

UNSPSC

Revisions

[Collapse all](#) [Expand all](#)

B - Industrial Equipment & Tools ▼

26000000 - Power Generation and Distribution Machinery and Accessories ▼

26120000 - Electrical wire and cable and harness

C - Components & Supplies ▼

39000000 - Electrical Systems and Lighting and Components and Accessories and Supplies ▼

39120000 - Electrical equipment and components and supplies

39100000 - Lamps and lightbulbs and lamp components

39110000 - Lighting Fixtures and Accessories

39130000 - Electrical wire management devices and accessories and supplies

UNGM : Search Tender Notices

2. 유니폼

General	Contacts	Links	Documents	UNSPSC	Revisions
General information					
Type of notice	Request for quotation				
Registration level					
Title	Request for Quotation for the supply and delivery of Cleaner Uniforms				
UN organization	United Nations Office for Project Services				
Reference	UNOPS/AGOC/RFQ/013/118				
Published	30-Dec-2013				
Deadline	12-Jan-2014 14:00				
Time zone	+04:30				
Description To access the notice announcement click here: http://www.unops.org					
Countries					
Afghanistan					

REQUEST FOR QUOTATION (RFQ)

December 26, 2013

Dear Sir/Madam,

Subject: Request for Quotation for the supply and delivery of Cleaners Uniforms in Kabul, Afghanistan.

Project: AFOH Multi Projects

Case reference: UNOPS/AGOC/RFQ/013/118

- The United Nations Office for Project Services (hereinafter "UNOPS") is pleased to invite your company to submit a quotation for the provision of uniforms for cleaners in Kabul, Afghanistan, as further described in Annex I to this Request for Quotation.
- We would appreciate receiving your quotation on or before **January 07, 2014, 14:00hrs, Kabul local time**, to the following email address: agoc.procurement@unops.org. Your email **must not exceed 3MB**. Please specify above case reference number on your email's subject line. Your quotation must be signed and stamped in all relevant places.

OR

Your quotation shall be sealed in an envelope and shall be submitted to the attention of Najibullah ASSLAMI. Your proposal must be signed and stamped in all relevant places. The envelope shall be addressed as follows:

ATTN: Najibullah ASSLAMI

Subject: Supply and delivery of uniform for cleaners in Kabul, Afghanistan

RFQ ref: UNOPS/AGOC/RFQ/013/118

Address: Main Jalalabad Road, UNOCA compound, Kabul, Afghanistan.

- Any requests for clarification should be referred to:
Contact Person: Mujeeburahman MUHSEEN
Telephone: + 93 (0) 798 173 153
E-Mail: MujeeburahmanM@unops.org
- Your quotation shall include the following:
 - Completed Comparative Data Form (see Annex I),
 - Completed Bid Price and Delivery Form (see Annex II),
 - Completed Previous Experience Form for the last 2 (two) years (see Annex III), and;
 - Valid business license.
- UNOPS shall evaluate the quotations based on best value, i.e. best quality and cost-effectiveness of the proposed options (lots). The following aspects will be considered for the evaluation:
 - Compliance with all requirements as stipulated under section 4 of this RFQ by lot, and;
 - Cost-effectiveness of price quotation by lot.

ANNEX 1 - GOODS: COMPARATIVE DATA FORM

Bidders are required to complete the following with "Yes", "No" or specific information requested for the items being supplied.

Item: 1 Uniform for Cleaners

Our minimum requirements:	Your offer (Please fill in):
Item 1: Winter Pants for Male and Female Cleaners as per specifications below Color: Light blue (to be accepted and confirmed by UNOPS before purchasing) Material: 100% COTTON Size: different sizes (List of sizes will be provided at time of ordering) Type: Ready-made, high quality	Yes _____ No _____
Item 2: Winter Shirts for Male and Female as per specifications below Color: Light blue (to be accepted and confirmed by UNOPS before purchasing) Size: different sizes (list of sizes will be provided at the time of ordering) Type: Ready-made, high quality	Yes _____ No _____
Item 3: Winter Jacket With half Sleeve for Male and Female as per specifications below Color: Light blue (to be accepted and confirmed by UNOPS before purchasing) Size: different sizes (list of sizes will be provided at the time of ordering) Type: Ready-made, high quality	Yes _____ No _____
Item 4: Underwear for Male and Female as per specifications below Color: Light blue (to be accepted and confirmed by UNOPS before purchasing) Size: different sizes (list of sizes will be provided at the time of ordering) Type: Ready-made, high quality	Yes _____ No _____
Item 5: Leather belt for Male and Female as per specifications below Color: black or other (to be accepted and confirmed by UNOPS before purchasing) Sizes: similar sizes as below (list of sizes will be provided at the time of ordering) S (32"-36") M (36"-40") M (36"-40") Type: Fabric - Leather	Yes _____ No _____
Item 6: Winter Gloves as per specifications below Color: Black or other color (to be accepted and confirmed by UNOPS before purchasing) Size: different sizes (list of sizes and quantity will be provided at the time of ordering) Type: Type: Ready-made, high quality, Leather or other synthetic fabric that equally contains heat	Yes _____ No _____
Item 7: Leather Shoes for Male and Female as per specification below Color: Black to be accepted and confirmed by UNOPS before purchasing) Size: different sizes (list of sizes will be provided at the time of ordering)	Yes _____ No _____

UNSPSC



UNITED NATIONS
GLOBAL MARKETPLACE

UNSPSC

Public

Home
Code of conduct
Tender notices
Contract awards
Knowledge
centre
About UNGM
Registration
process
| UNSPSC



Product coding is used to classify goods and services. UN Procurement Officers select one or more UNSPSC code to indicate the product or service their agency needs to procure or search for potential suppliers registered and accepted by one or more UN agency from the UNGM database. It is, therefore, vitally important that you select the most accurate UNSPSC codes to describe your goods/services.

Search:



I - Personal, Domestic & Consumer Equipment & Supplies ▼

53000000 - Apparel and Luggage and Personal Care Products ▼

53100000 - Clothing ▼

53102700 - Uniforms ▼

53102701 - Military uniforms

53102702 - Customs uniforms

53102703 - Police uniforms

53102705 - School uniforms

53102706 - Security uniforms

53102712 - Paramedic uniforms

General

Contacts

Links

Documents

UNSPSC

Revi

[Collapse all](#) [E](#)

I - Personal, Domestic & Consumer Equipment & Supplies ▼

53000000 - Apparel and Luggage and Personal Care Products ▼

53100000 - Clothing ▼

53102700 - Uniforms

UNSPSC

3. 토목보강재



UNITED NATIONS
GLOBAL MARKETPLACE

UNSPSC

Public

Home
Code of conduct
Tender notices
Contract awards
Knowledge
centre
About UNGM
Registration
process
| UNSPSC



Product coding is used to classify goods and services. UN Procurement Officers select one or more UNSPSC code to indicate the product or service their agency needs to procure or search for potential suppliers registered and accepted by one or more UN agency from the UNGM database. It is, therefore, vitally important that you select the most accurate UNSPSC codes to describe your goods/services.

Search:



B - Industrial Equipment & Tools ▼

26000000 - Power Generation and Distribution Machinery and Accessories ▼

26130000 - Power generation ▼

26131500 - Power plants ▼

26131502 - Geothermal power plants

E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals ▼

41000000 - Laboratory and Measuring and Observing and Testing Equipment ▼

41110000 - Measuring and observing and testing instruments ▼

41113800 - Geophysical and geotechnical instruments

G - Business, Communication & Technology Equipment & Supplies ▼

43000000 - Information Technology Broadcasting and Telecommunications ▼

43220000 - Data Voice or Multimedia Network Equipment or Platforms and Accessories ▼

43221700 - Fixed network equipment and components ▼

43221722 - Geographic positioning system GPS antenna

UNGM : Search Tender Notices

4. 협잡물처리기

Title

Description

Reference

Published between
 and

Deadline between
 and

Clear All

Show more criteria

Title	Deadline	Published	UN organization	Type of notice	Reference	Benefit country
DISPOSAL BY SALE : FERROUS AND NON FERROUS SCRAP METAL ,USED VEHICLES TYRES AND INNER TUBES FROM ...	25-Mar-2014 00:00	28-Feb-2014	UN Secretariat	Request for EOI	EOIUNAMID9573	Sudan
DISPOSAL OF ELECTRONIC WASTE FROM UNAMID AREA OF OPERATIONS IN DARFUR, SUDAN.	25-Mar-2014 00:00	28-Feb-2014	UN Secretariat	Request for EOI	EOIUNAMID9571	Sudan
"Disposal by Sale" for the Collection of Segregated Materials (Aluminium,Glass,Paper/Cardboards, ...	17-Mar-2014 00:00	18-Feb-2014	UN Secretariat	Request for EOI	EOIMINUSTAH9519	Haiti
Safeguarding and disposal of obsolete pesticides in the East Europe Region	26-Feb-2014 11:03	13-Feb-2014	FAO	Request for EOI	EOI/8751/REU	Multiple destinations



Public

- Home
- Code of conduct
- Tender notices
- Contract awards
- Knowledge centre
- About UNGM
- Registration process
- UNSPSC



Product coding is used to classify goods and services. UN Procurement Officers select one or more UNSPSC code to indicate the product or service their agency needs to procure or search for potential suppliers registered and accepted by one or more UN agency from the UNGM database. It is, therefore, vitally important that you select the most accurate UNSPSC codes to describe your goods/services.

Search:

- F - Food, Cleaning & Service Industry Equipment & Supplies ▼
 - 47000000 - Cleaning Equipment and Supplies ▼
 - 47100000 - Water and wastewater treatment supply and disposal
- G - Business, Communication & Technology Equipment & Supplies ▼
 - 44000000 - Office Equipment and Accessories and Supplies ▼
 - 44100000 - Office machines and their supplies and accessories ▼
 - 44103600 - Cassette disposal equipment and accessories
- J - Services ▼
 - 72000000 - Building and Facility Construction and Maintenance Services ▼
 - 72120000 - Nonresidential building construction services ▼
 - 72121500 - Industrial plant construction services ▼
 - 72121504 - Waste disposal plant construction service
 - 76000000 - Industrial Cleaning Services ▼
 - 76120000 - Refuse disposal and treatment ▼
 - 76121500 - Refuse collection and disposal ▼
 - 76121501 - Garbage collection or destruction or processing or disposal
 - 76121502 - Liquid waste collection or processing or disposal
 - 76121600 - Nonhazardous waste disposal
 - 76121900 - Hazardous waste disposal ▼
 - 76121901 - Medical waste disposal
 - 76121902 - Acid waste collection or disposal
 - 76121904 - Hazardous waste water disposal

UNGM : Search Tender Notices

5. road sweeper



**United Nations
Relief and Works Agency
for Palestine Refugees
in the Near East**

Transport & Logistics Section
Procurement & Logistics Division
UNRWA Headquarters Amman



Funded by the gulf Cooperation Council Program for Reconstruction of Gaza
Administered by the Islamic Development Bank

Invitation to Bid # PLD/TLS/08 /2013

12 June 2013

Dear Sir/Madam,

1. Your are hereby invited to quote for the supply of the item listed on the attached UNRWA Quotation Form (annex 2) and technical specifications (Annex 3: a, b, c and d).

2. The Quotation details are as follows:

Commodity: Supply of 12 units of different types of trucks for UNRWA field in Gaza.

The types and quantities of trucks are as follow:

Truck Type	Description	Quantity
Skip Lift	Loading capacity 19 Tones (8 m3) model type, 4x2 model year 2013	2
Road Sweeper	Model year 2013	4
Roll on – Roll Off	Loading capacity 34 Tones (28 m3) model type, 8x4 model year 2013	1
Refuse Truck with hydraulic crane	For 18 Tones, refuse truck model type, with truck body , model year 2013	5

Tender Period: 31 days

Tender Closure: 3:00 PM Amman time , on Saturday 13th July 2013.

Required minimum validity period of offer: 60 DAYS

Queries Deadline : Sunday 16th, June 2013.

Answers to queries : Wednesday 19th, June 2013.

- If you cannot or do not wish to bid, please send us a response indicating your reason(s). Otherwise, you may not be invited to future tenders.
- The Quotation Form must be submitted in accordance with the following Instructions. An authorized company representative must duly sign the Quotation form for the Quotation to be accepted.
- Delivery mode to the final destinations could be as follow:

Based On Incoterms 2010:

No	Field	By Sea (CFR)	By Land (DAP)
1	UNRWA Field Gaza	Ashdod Port / Israel	Sheikh Jarrah, P.O Box 19149 Jerusalem Tel : +972-2-5890555, Telex : 5890740 UNRWA IL Fax : +962-2-5816564 Israel.

- Quotes should be sent via email to (TOC@unrwa.org) and attachments must not exceed 4MB.
- Any Queries should be sent to : (R.Hamdan3@unrwa.org)
- Show any discount offered to UNRWA in the specific line for discount. Note that UNRWA reserves its right to award contracts by line item and not necessarily on total bid. UNRWA will consider discount given also on the individual line item unless you have specifically conditioned your discount.
- Bidders must also be fully prepared to supply the good in accordance with the attached UNRWA Conditions of Contract. In the case of an award of a contract (Purchase Order), these Conditions will be an integral part of the contract.
- UNRWA reserves the right to reject any or all bids that do not comply with any of the Tender documentation.
- The following annexes will be an integral part of this ITB:-
 - Annex 1, ITB instructions.
 - Annex 2, Quote Form (Terms of shipping).
 - Annex 3, Technical Specifications.as follow:
 - Annex 3, a) - Skip Lift .
 - Annex 3, b) - Road Sweeper .
 - Annex 3, c) - Roll on – Roll Off .
 - Annex 3, d) – Refuse Truck with hydraulic crane.

- 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 ▶
- F - Food, Cleaning & Service Industry Equipment & Supplies ▶
- G - Business, Communication & Technology Equipment & Supplies ▼**
 - 43000000 - Information Technology Broadcasting and Telecommunications ▼
 - 43230000 - Software ▶
 - 43200000 - Components for information technology or broadcasting or telecommunications ▼
 - 43201500 - System boards processors interfaces or modules
 - 43201600 - Chassis components
 - 43201800 - Media storage devices ▶
 - 43201900 - Media storage device accessories
 - 43202000 - Removable storage media ▶
 - 43202100 - Removable storage media accessories
 - 43201400 - System Cards
 - 43202200 - Sub assemblies for electronic devices
 - 43190000 - Communications Devices and Accessories ▼
 - 43191500 - Personal communication devices ▶
 - 43191600 - Personal communications device accessories or parts ▶
 - 43210000 - Computer Equipment and Accessories ▶
 - 43220000 - Data Voice or Multimedia Network Equipment or Platforms and Accessories ▶
 - 44000000 - Office Equipment and Accessories and Supplies ▼
 - 44100000 - Office machines and their supplies and accessories ▶
 - 44110000 - Office and desk accessories ▶
 - 44120000 - Office supplies ▶
 - 45000000 - Printing and Photographic and Audio and Visual Equipment and Supplies ▶
 - 55000000 - Published Products ▶
- H - Defense, Security & Safety Equipment & Supplies ▶
- I - Personal, Domestic & Consumer Equipment & Supplies ▶
- J - Services ▶

United Nations



Nations Unies

Procurement Division
New York

REQUEST FOR EXPRESSION OF INTEREST (EOI)

Title of the EOI:

Emergency Notification System

Date of this EOI: 11 March 2014

Closing Date for Receipt of EOI at PD: 16 April 2014

EOI Number: EOJD59614

Address EOI response by fax or e-mail for the Attention of: Joseph Donato

Fax Number: 1-917-367-0325

E-mail Address: donatoj@un.org

UNSPSC Code: 43220000, 43221500, 43223200

DESCRIPTION OF REQUIREMENTS

The Emergency Notification System (ENS) shall provide the United Nations (UN) with the web based mass two-way notification system that allows the UN to conduct mass emergency notifications to its members via multiple ways, such as: email, phone calls, SMS text messages, instant messengers etc. The ENS shall be web-based and independent from the UN communications systems. The ENS shall also provide instant notification feed back/message acknowledgement to the UN from the members. The ENS shall allow several types of notifications such as: emergency notification, polling notification, quota notifications and conference call notifications. The ENS shall accommodate 500 to 50,000 members. The vendor shall provide a high performance, scalable and reliable system that meets a monthly broadcast availability of 99.99 per cent or greater. The customer support shall be available 24 hours a day, 7 days a week, 365 day a year (24/7/365), with expected time to acknowledge a request call within 15 minutes with an expected time to resolve any issue within a two (2) hour time frame. The ENS shall be accessible via online, live phone operators, smart phone and tablets applications.

SPECIFIC REQUIREMENTS / INFORMATION (IF ANY)

NOTE

Information on tendering for the UN Procurement System is available free of charge at the following address: <https://www.ungm.org/Public/Notice>

Only the United Nations Global Marketplace (UNGM) has been authorised to collect a nominal fee from vendors that wish to receive automatically Procurement Notices or Expressions Of Interest. Vendors interested in this Tender Alert Service are invited to subscribe on <http://www.ungm.org>

Vendors interested in participating in the planned solicitation process should complete the Vendor Response Form of this EOI and send it via fax or e-mail to United Nations Procurement Division (UNPD) before the closing date set forth above.

- **Business Tip**

사전체크

발생할 수 있는 모든 비용을 꼼꼼하게 확인

- 의문 시, 질문기한 내에 조달관에게 문의하고 답변에 맞게 입찰가격 분석, 손실 방지
- 제조업: 제품손실에 대한 클레임 비용과 보험처리
물류 서비스: 분쟁및 전쟁지역 WAR RISK INSURANCE
- 기타 : 무장경호비용, 오지지역의 화물 서베이어 파견 경비 등

고려사항

입찰방식, RFQ, RFPS, ITB에 따라 기술제안서 및
가격산정의 융통성

- DDP, 도착지 인도 조건경우에 도착지에서의 비용 산출이 입찰가격에 영향을 미침
- 신용있는 해외파트너로부터 2-3개의 견적을 받아 경쟁력 있는 가격 채택
- 차선책으로 포기할 경우 RISK 방지를 위하여 BACK UP 파트너도 고려해야

핸들링노하우

특수화물 핸들링 (해외)교육프로그램 참가

- 발주되는 다양한 특수화물 핸들링 노하우의 필요성
- 해외 운영 교육 프로그램에 직접 참여로 파트너 발굴과 선진기술 습득
- 혹은 우수한 해외 전문강사 국내 초빙, 기술을 전수받아 시장진출의 기반 마련

벤처등록

모든 기업은 한 개의 등록 계정 가짐

- 등록절차를 시작했으면 끝까지 완성하고 복수계정이 만들었을 경우, 정지/삭제
- 등록시작 후, 모든 등록과정을 90일 이내에 완료할 것
- 벤처등록유효기간 90일간 아무런 활동이 없을 경우 계정 삭제됨

등록지연

외부회계감사 자료 제출 문제

- 대부분 국내 중소기업은 국세청에서 발급하는 국세청 직인이 찍힌 재무제표 제출
- *“ In accordance with the Korean Government regulations, the seal affixed to the financial documentation is the government of Korea’ s proof that the financial information has been certified.” 명시*

Business Tip

제품/서비스설명

전문번역가나 영어 공증

- 원할하고 자연스러운 제품/서비스 설명서와 기타 서류 제작
- 설명서, 카탈로그, 사진 등으로만 서류 심사되므로 정확한 내용 전달이 필수

질문

각국의 기업에 모두 공평하게 참가에 대한 안내 제공

- 정확한 서류작성 및 입찰 정보에 대하여 질문하고 답변에 맞춰 준비
- 팩스, 이메일로 문의할 경우 정중하고 전문적인 영어로 질문

입찰 참여

입찰에 실패하여도 기회는 지속됨

- “왜 선정되지 않았는가”에 대한 답변을 의무화
- 입찰 경영 후 관련 세미나 일정 통지. 참여하여 실패 요인을 확인, 다음 기회 대비
- 이메일, 팩스를 통해 설명을 요청할 수도 있음

Business Tip

입찰참여

UNGM 사이트와 각 기관의 홈페이지 관찰

- UNDP : 프로젝트 비중이 높고 타 기관/단체와 제휴 프로젝트도 많으므로 사업기회가 많음
- UNICEF : 2012년도 전체 UN의 약 15% 기록
제휴 조달 공고 많음

UN 조달 담당자에 자사를 적극 홍보(이메일, 팩스 등)

: 제품소개서 및 사진 정보 제공, 서비스 소개 등

Partnership 고려

: 독자 참여에 앞서 재하청 등의 기회, 경험도 중요

국제 뉴스에 주목, 스마트폰 어플리케이션 활용

특수화물 핸들링 교육 프로그램 소개

PPG

- PPG Certificate Course in Project Forwarding. (ISO9008:2015 Certified)
- Open to all senior, middle and junior managers associated with the shipping and project forwarding industry and others seeking more knowledge of this vital industry sector.
- Two-day training course.
- Focuses on powerful ideas that are guaranteed to expand thinking, challenge assumptions, and take the attendees project forwarding acumen to a higher level.
- Overcomes skills shortage.
- Not technical.
- Develop networks and industry connections.

<강사소개>

✓ As founder and general manager of Project Professionals Group (PPG), has extensive experience covering contract logistics and project forwarding activities at all levels of management

✓ Rodger Hall (MBA Business Communication, B.A. Communication) is a leading business communication consultant with a track record of success in developing and implementing strategies for clients



특수화물 핸들링 교육 프로그램 소개

Heavy Transport & Lifting

- Heavy Transport & Lifting (Technical Session)
- Two-day Seminar
- General Knowledge & Introduction, Forces, Mass & Center of Gravity, Heavy Transport with Hydraulic Platform Trailer, Lifting of Loads with two/more Cranes, Maintenance & Inspection, Skidding, Jacking & Moving Techniques, Set up of a Project Planning, Preparation of a Cost Estimate, Load-outs Extreme Heavy Lifts

<강사> Richard L. Krabbendam

Since 2008 Presenting seminars “ Heavy Transport & Lifting”
2011 Retired as Heavy Lift Specialist from Jumbo Shipping
2001 Helped setting up Jumbo Offshore

1989 Responsible for the organization and execution of complex lifting and transport project in Jumbo land department, part of Jumbo Logistics, particularly in Malaysia, Indonesia, Thailand, Argentina, Denmark, USA, and India.

1973 Big Lift in Dordrecht

Study at the University of Technology in Delft as a mechanical engineer.



SBM OFFSHORE Review of transport and Load-out procedures of heavy and large topside modules for FPSO's under construction in Brazil (2012)



LIBERTY INTERNATIONAL UNDERWRITERS Assistance in accident investigation of the transport of a 230 tons Generator on a 16 axle line Nicolas platform trailer. Trailer frame was bent (2012)



JACK-UP BARGES BV Evaluate work procedures and operations on board of a jack-up barge during shipment and installation of 5 MW rotors for an Offshore Windfarm

감 사 합 니 다