

Welcome!

Starting at 10:00

Entering UN Markets – What, How and Why Now?

Entering UN Markets – What, How and Why Now?

10:00

Introduction to Sisu Factory Global Growth, Lauri Määttänen

10:05

Why the UN should be your next market, Marjukka Holopainen-Rainio

10:20

Funding your UN collaboration: practical support for pilots in emerging markets, Jessica Lehdonvirta, Finnpartnership

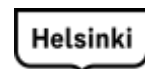
10:35

How the Finnish MFA in Copenhagen supports your engagement in UN Procurement, Philip Bank, MFA Finland

10:50 Q&A



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SISU FACTORY

— GLOBAL GROWTH —

EU-funded project by Helsinki, Espoo and Vantaa to support SMEs from the Capital region in their internationalization efforts.

What you will get:

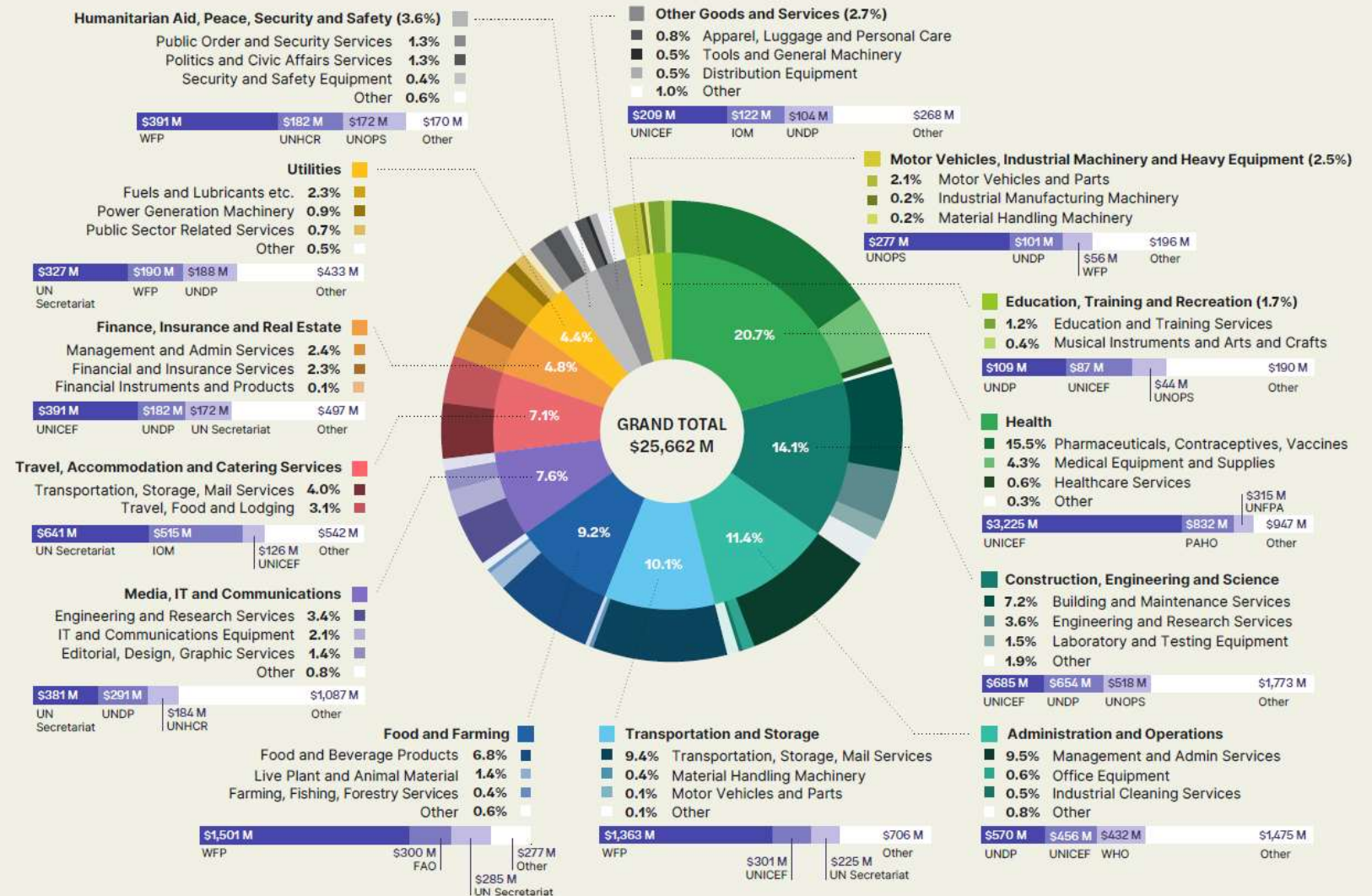
- Find global opportunities
- Access to ecosystem services
- Funding opportunities
- Access to talent
- Advisory for go-to-market activities
- sisufactory.fi



UN procurement and how it works

2024 UN Procurement: 25.7 billion USD

Figure 2 Overview of UN procurement by sector and category



Why the UN should be your next market

Key facts of the UN market

- The United Nations (UN) is a **network** of over 100 organizations, agencies, programs, and funds.
- The UN entities have different mandates and ways to procure, but they all value **Long-Term Agreements (LTA)**.
- The UN procures goods and services through **open tenders**.
- Products and services should be aligned with **sustainable development goals (SDGs)**.
- The UN is very interested in working with **SMEs**, and most Finnish companies registered in UNGM represent the SME sector.

Tips to get started

- Make your registration on **UNGM (United Nations Global Marketplace)** -portal and learn about the information available there. (www.ungm.org)
- Find the UN entities, that **best match** for your products and services – learn how they procure.
- Understand **the solicitation methods** and their **abbreviations**.
- Make a **One-Pager** to enhance your sales pitch to the UN.
- Attend **UN-related events** to market your solutions, build a **network**, and understand the UN's current needs.

What does the UN procure?

To be successful with the UN, the companies need:

- To be financially sufficiently strong
- Have some export experience, preferably from developing markets
- At least one person, who covers UN related business opportunities
- Capacity for adaptability
- Excellent customer service mindset
- Turn-key solutions and have ability to co-create with local partners

List of major services procured

Aviation
Catering and Food delivery
Construction
Consultancy
Engineering Services
Freight
General Management
Insurance
Investment Management
Leasing or Rental
Outsourced Personnel Services
Printing
Telecommunications
Security

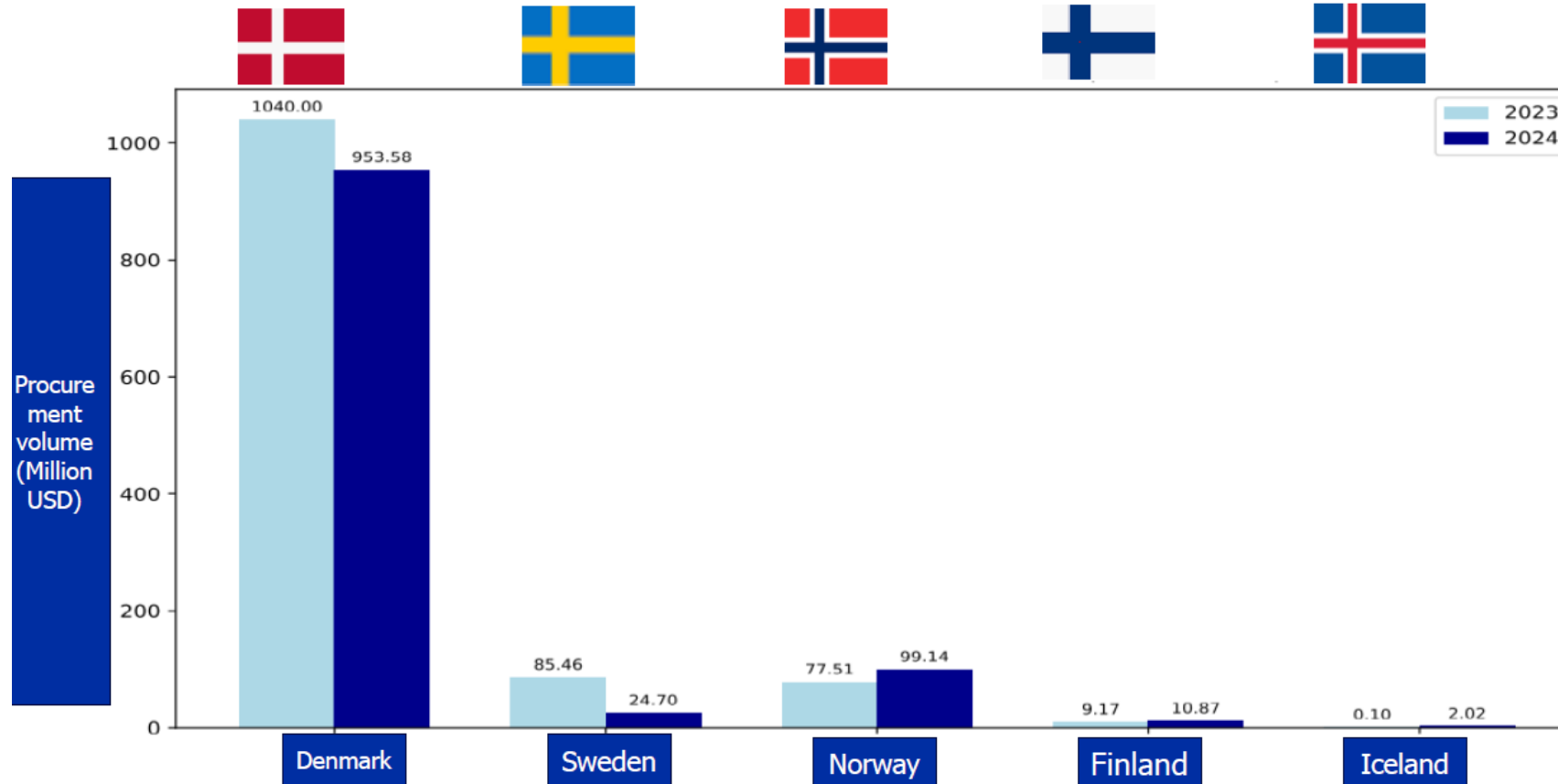
List of major goods procured

Agricultural Inputs
Domestic/Household Items
Educational Supplies
Food
Fuel
IT Equipment
Laboratory Equipment
Medical Equipment
Pharmaceutical Supplies
Shelter and Housing
Telecommunications Equipment
Vehicles
Water Supply Equipment

The Nordics in UN procurement and Finland in brief

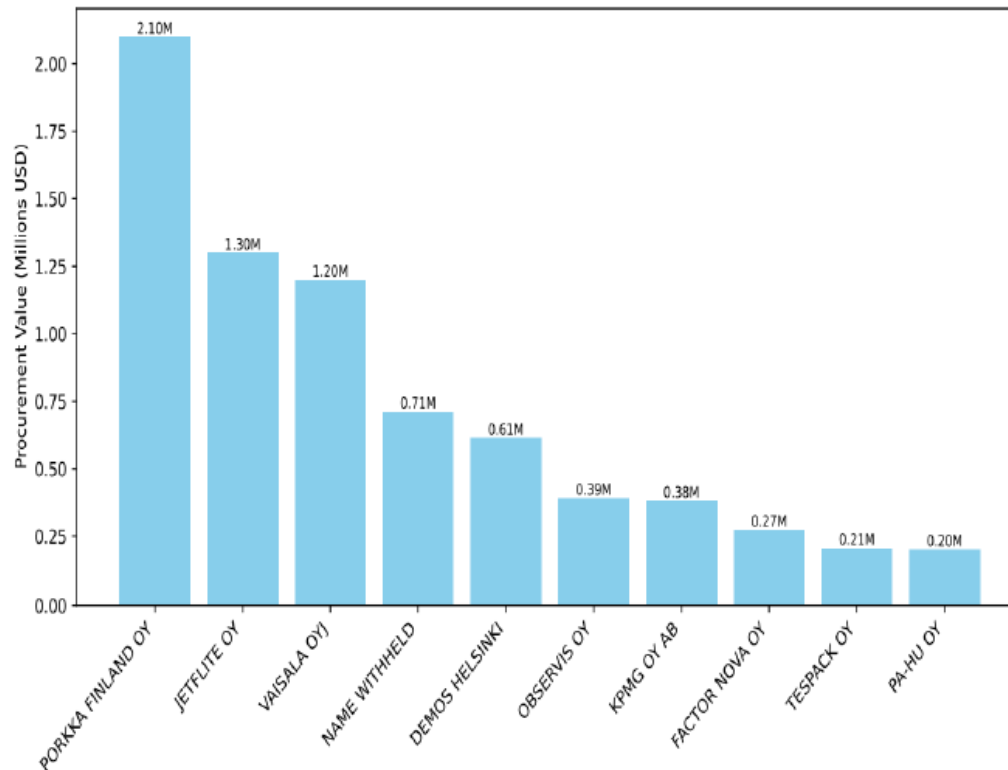
Overview: Who leads the Nordics in UN procurement 23-24

UN Procurement Volume from Nordic countries 2023 vs 2024



Finland in brief in 2024

Top 10 Finnish suppliers in 2024



Snapshot of Finland in 2024

Procurement value: USD 10.87 milj
(18.5% growth vs. previous year 2023)

UNGM registration: 794
(14.5% growth vs. previous year 2023)

Top three major contracts by organization:

1. UNDP (2.7 milj)
2. UNOPS (2.3 milj)
3. IOM (1.9 milj)

Top three major contracts by category:

1. Management and Admin Services (3.1 milj)
2. Material Handling Machinery (1.9 milj)
3. Engineering and Research Services (1.2 milj)

Services: USD 7.7 milj

Goods: USD 3,2 milj

UN-related events

Don't miss the UN procurement wave in 2026

- European Procurement Forum | EUPF Seminar – EUPF

(28.-29.4. in NYC)

An annual EU reception bringing together UN buyers and EU companies during International Aid & Trade New York, a global fair for businesses interested in procurement for peacekeeping and development projects.

- Welcome to AidEx Geneva

(21.-22.10.)

The global humanitarian aid event is organized every year in Geneva. Participation from UN agencies, Red Cross and Red Crescent societies, local and international Non-Governmental Organizations, donors, foundations, government, and the private sector. It provides a large exhibition area, and it is a commercial event.

- Follow also UN agencies' websites for procurement related events and other types of calls and competitions!



Photo – Marjukka Holopainen-Rainio

UN highlights in 2024

UN highlights -UN Procurement in 2024

UN's Annual Statistical Report (ASR) 2025, published in July, covers 2024 results

ASR summary points:

- UN procurement reached USD 25.7 billion – **up 2,9 % from 2023**, third highest ever
- **Humanitarian Aid & Peacekeeping** became UN's fastest-growing sector - USD 915million (+22.1%)
- **UNICEF** remained the largest UN procurer in 2024 with USD 5.6 billion, marking a 7% increase from 2023
- 6 of top 10 suppliers are based in **Europe**



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Top 10 UN organizations by procurement volume in 2024

- **UNICEF** remained the largest UN procurer in 2024 with USD 5.6 billion (7% increase from 2023)
- **WFP** was the second largest UN procurer in 2024 (USD 3.9 billion -12.7% drop). It led procurement in transport, storage, and mail services
- **UNDP** was the third largest UN procurer, reaching a record USD 2.9 billion in total procurement volume driven by increased demand in management and engineering services

Organization	Total 2024 (\$ millions)	Total change 2023-2024 (%)	Share of procurement from LDCs/LLDCs/SIDS 2024 (%)	Share of collaborative procurement 2024 (%)
UNICEF	5,610.3	↑ 7.0%	22.7%	0.3%
WFP	3,912.9	↓ 12.7%	42.6%	2.6%
UNDP	2,890.0	↑ 13.5%	24.7%	10.7%
UN Secretariat	2,785.0	↓ 5.2%	15.5%	4.2%
UNOPS	1,678.7	↑ 4.6%	25.0%	7.8%
IOM	1,668.0	↑ 39.8%	26.6%	1.3%
WHO	1,391.2	↓ 8.4%	19.6%	11.6%
UNHCR	1,314.5	↓ 0.4%	20.9%	19.9%
PAHO	1,096.1	↑ 11.7%	1.7%	0.1%
FAO	721.6	↓ 4.1%	55.8%	3.8%



Thank you!

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[SisuFactory](#)

Jessica Lehdonvirta
Finnpartnership



FINNPARTNERSHIP

Funding your UN collaboration: practical support for pilots in emerging markets

2026

We are funded by the Ministry for Foreign Affairs of Finland and managed by Finnfund. Our services are free-of-charge.



Our mission is to build a better world through business partnerships.



Finnpartnership services



Business Partnership Support

Financial support for Finnish companies for projects with a positive development impact in developing markets.



B2B Matchmaking service and events

B2B Matchmaking service connects Finnish companies with reliable business partners from developing markets.



Information and guidance

Information and guidance on business in developing markets: website, reports, newsletter and application workshops.

91

projects supported

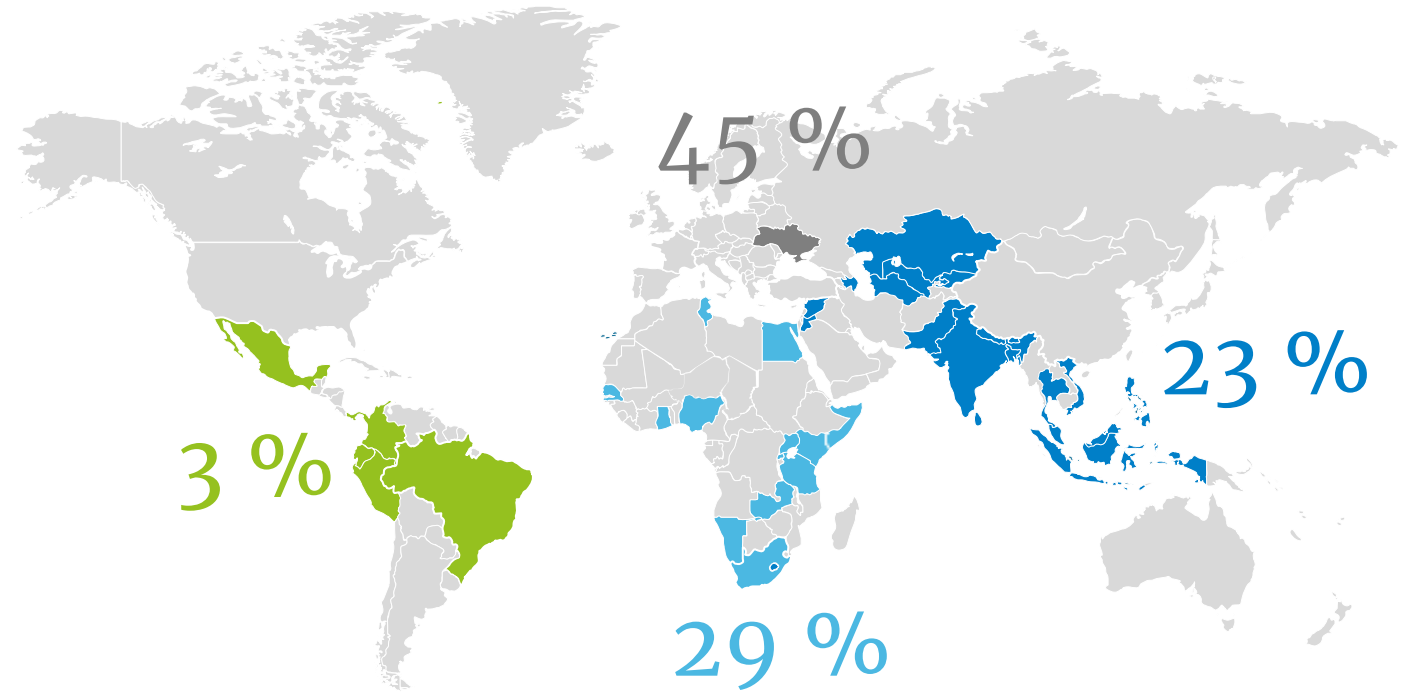
€11,9 million

total support
granted

19 %

of projects were in the least
developed countries

2024 Highlights



Less than 1 % of projects were multi-continental

Most popular target countries:
Ukraine, India, Kenya, Tanzania and Pakistan



Supported project objectives

The project should aim at long-term business partnership or desired innovation in a developing market, e.g. as follows:

- Joint venture or subsidiary company
- Other long-term partnership (long-term subcontracting, maintenance, franchise or licensing contract)
- Importing from a developing market to Finland
- **Piloting technology and solutions with an international organisation (EU, UN agencies and development banks, etc.)** or as part of other business activities
- Development of professional skills in the target country as part of the company's local operations
- Co-developing a solution together with a local partner



Who can apply for the financial grant?

1. A company, public institution, research institution, or association registered in Finland.
2. Consortium of several companies or organisations
 - All members of the consortium must go through the application process, as the support will be granted separately.
 - There are two channels for consortium project funding
 1. Finnpartnership's Business Partnership Support
 2. Business Finland financing

< 300 000 €

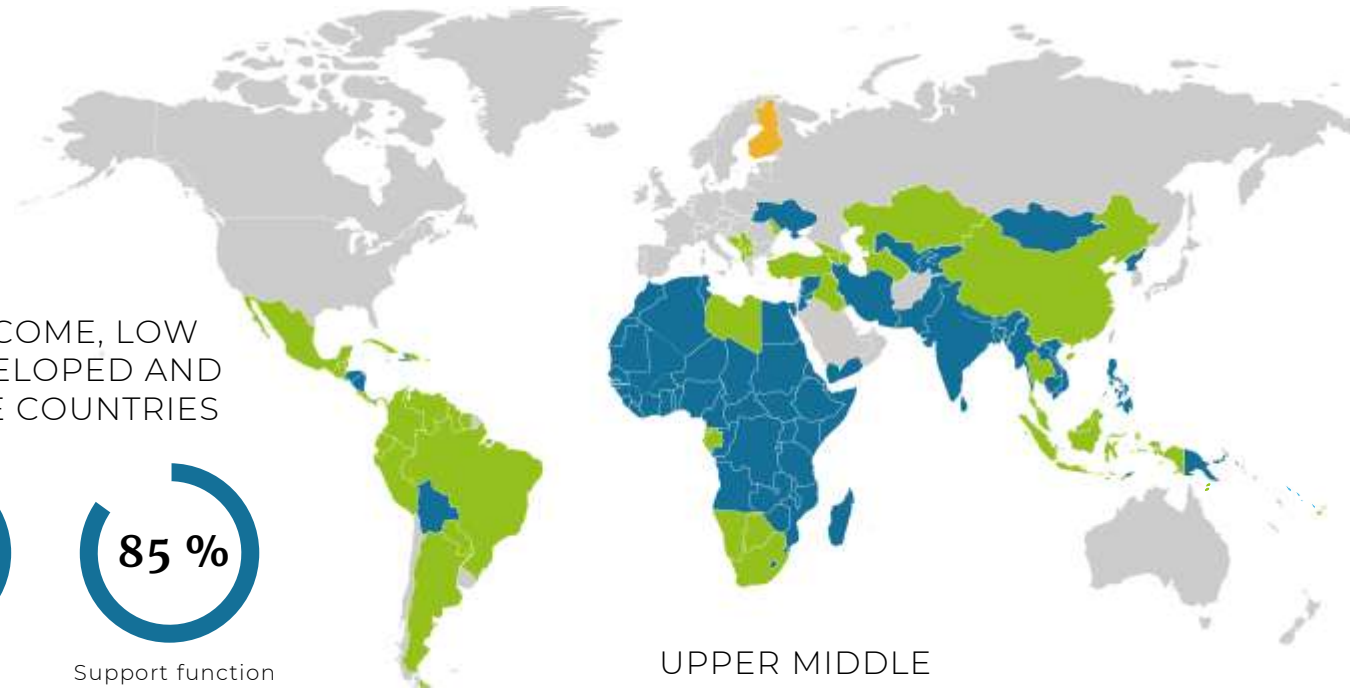
< 400 000 €

For projects entirely
outside the EEA

Amount of the financial grant

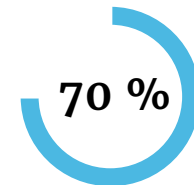
- The minimum amount to be granted is € 15,000 per project application.
- The financial grant is paid *retroactively*, so the applicant must have sufficient and verifiable financial resources to complete the project before the grant.
- The amount depends, for example, on the size of the project and the applicant's resources. The support percentage depends on the size of the company and the target country.
- In principle, the support is *de minimis* support: up to €300,000 depending on the industry. If the project is entirely outside the EEA, the financial grant may be granted outside the *de minimis* limit, up to a maximum of €400,000.

Amount of financial grant on eligible expenses



UPPER MIDDLE INCOME COUNTRIES

INNOVATION FUNDING

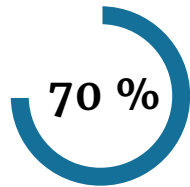


All companies and for all target countries

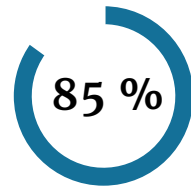
LOWER MIDDLE INCOME, LOW INCOME, LEAST DEVELOPED AND EXTREMELY FRAGILE COUNTRIES



Large companies and organisations



SMEs and organisations of similar size



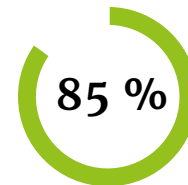
Support function projects



Large companies and organisations



SMEs and organisations of similar size



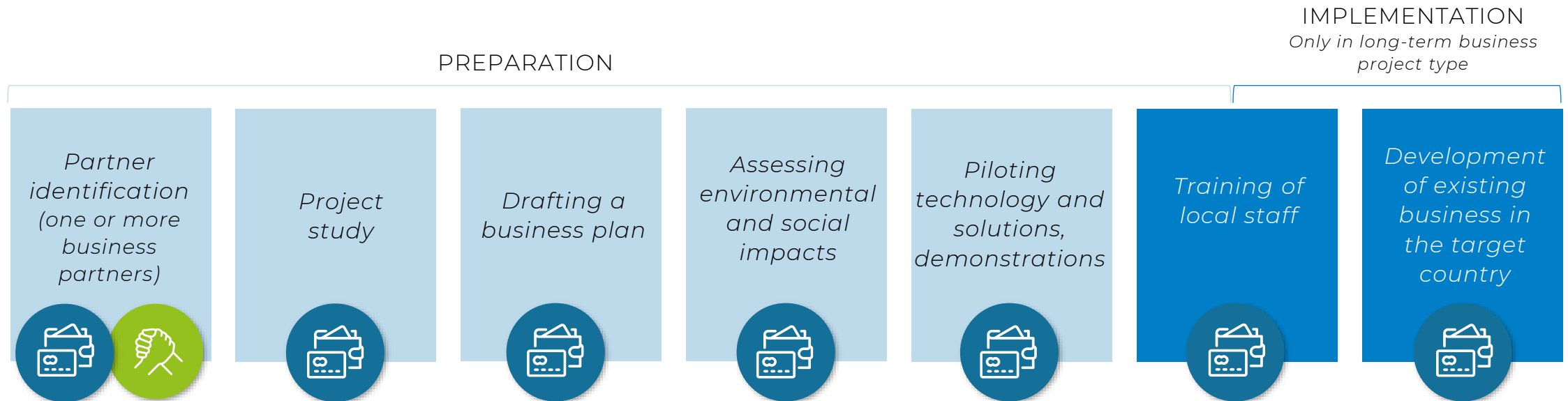
Support function projects

[List of the developing countries](#)

The support percentages of the most common project types can be found [here](#).

Supportable phases

In one application, you can apply financial grant for one phase or multiple phases.





What expenses can be covered?

The most typical eligible costs include:

- The recipient's own employees' working expenses arising from short-term work in the project country, Finland or another country relevant to the project
- External experts' fees
- Travel and accommodation expenses to the target country or another country relevant to the project and the daily allowances for the duration of the travel
- Other eligible costs as defined in [Finnpartnership's terms and conditions](#).

Additionally, eligible costs in the piloting phase include planning expenses, localisation, training, installation work related labour expenses, and equipment and facility rents necessary for the piloting.

Business Partnership Support is **paid after the expenses have been incurred**, paid and completely audited in accordance with the expenses included in the approved project budget.

CASE EXAMPLE

Piloting with an ODA-eligible international organisation

Finnish company: Tespack Oy

Solution: Smart Solar Media System (S2MS)

Pilot partner: UNDP Colombia

Piloting of 16 S2MS backpacks in rural regions of Colombia

- ✓ Travel and accommodation
- ✓ Equipment investments and assembly
- ✓ Freight and custom costs
- ✓ Training and technical support
- ✓ Pilot monitoring and data collection
- ✓ External experts

Main goal was to allow UNDP access to new solutions for impact and cost-efficiency in reaching people in rural regions and provide better access to digital education and clean energy. UNDP ultimately began procuring the solar-powered media backpacks after the successful pilot.



All-in-one solution for schools to provide access to digital education and humanitarian assistance in rural regions

How Finnpartnership Connects UN Agencies with Finnish Companies

Development Aid Portal

- Finnpartnership is offering all Finnish SMEs free access to the [DevelopmentAid](#) website. DevelopmentAid is an online portal where companies can find information about international tenders and grants. The site also includes information about donors, tender organisers and potential partners.

Webinars & Events Connecting UN and Finnish Companies

- Finnpartnership hosts [webinars and events](#) where UN organizations present their challenges and Finnish companies can share potential solutions, enabling direct dialogue and practical collaboration.

Explore ongoing piloting opportunities

- Our [website](#) highlights active collaboration possibilities with UN agencies and partner countries. We share up-to-date information on concrete needs, technology calls, partnership requests, and upcoming matchmaking activities relevant for Finnish companies



Current ODA piloting opportunities for Finnish companies



Contact us in Finland

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matchmaking@finnpartnership.fi

Finnpartnership.fi

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Philip Bank
Ministry of Foreign Affairs, Finland



**Unlocking
UN Procurement opportunities
in
Copenhagen**

UN City in Copenhagen



- Total UN system procures
 - ~\$25-26 billion annually (goods, services, works)
 - ~25% through Copenhagen
 - Home to 10+ UN agencies (~2,000 staff)



Agencies in Copenhagen



- **UNDP** – United Nations Development Programme
(Focus: Sustainable development, poverty reduction, and procurement hub.)
- **UNOPS** – United Nations Office for Project Services
(World headquarters in Copenhagen; focus: Infrastructure, procurement, and project management services.)
- **UNICEF** – United Nations Children's Fund
(Supply Division headquarters and world's largest humanitarian warehouse on Campus 2; focus: Child health, education, and emergency supplies.)
- **UNFPA** – United Nations Population Fund
(Focus: Sexual and reproductive health, population issues.)
- **UN Women** – United Nations Entity for Gender Equality and the Empowerment of Women
(Focus: Gender equality and women's empowerment.)
- **UNHCR** – United Nations High Commissioner for Refugees
(Focus: Refugee protection and humanitarian aid.)
- **WFP** – World Food Programme
(Focus: Food assistance and hunger relief.)
- **WHO** – World Health Organization
(European Office / presence) (Focus: Health policy and emergency response.)
- **UNEP** – United Nations Environment Programme
(Presence/focus: Environmental issues and sustainability.)
- **IOM** – International Organization for Migration
(Focus: Migration management and humanitarian support.)



20.000 M2

10,87 mio.

Procurement value for the year (USD)

21

UN organizations procuring from the country

139th

Ranking of supplier country by UN procurement value

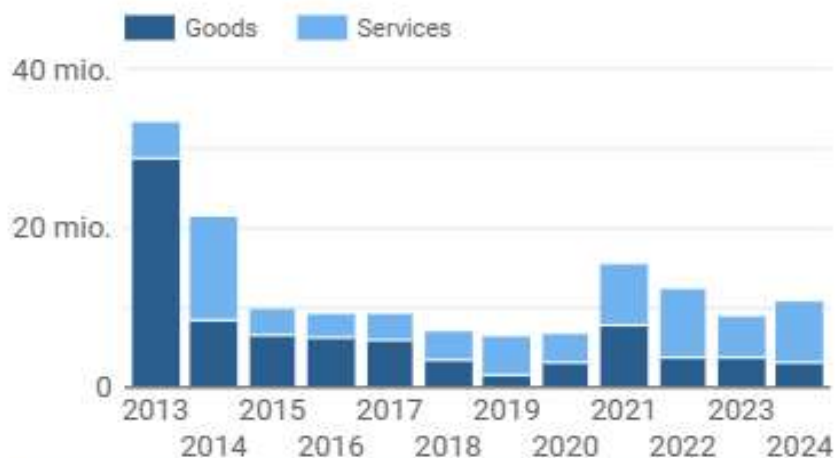
<0.1%

Percentage of total UN procurement from the country

794

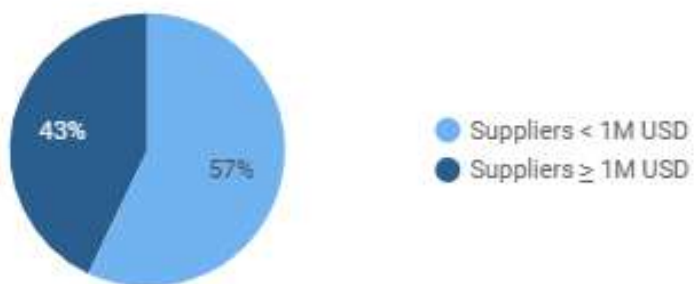
Number of suppliers registered in UNGM

Goods and services distribution (USD)



Supplier distribution

% of total procurement based on suppliers' aggregate volume



Total number of suppliers: 100

Number of suppliers with volume ≥ 1M USD: 0

Procurement by category

Category (UNSPSC segment level)	Procurement amount (USD)
Management and Admin Services	3,1 mio.
Material Handling Machinery	1,9 mio.
Engineering and Research Services	1,2 mio.
Transportation, Storage, Mail Servic...	607,2 t
Education and Training Services	527 t

Procurement by organization

Organization	Procurement amount (USD)
UNDP	2,7 mio.
UNOPS	2,3 mio.
IOM	1,9 mio.
UNICEF	686 t
UN Women	530,9 t
WHO	453,7 t





Focus areas

- Sustainable development Climate
- Digitalization
- Health
- Humanitarian aid
- Infrastructure

Nordic advantage:

- Proximity,
- Shared values
(sustainability, innovation)

Sectors



- Growing demand for sustainable & innovative solutions (UN80 reforms, cost efficiencies)
- Key sectors for Finnish companies
 - Cleantech & circular economy (e.g., waste-to-value, energy efficiency)
 - Digital/ICT for development & governance
 - Health tech & medical equipment
 - Infrastructure & project services

UN Global Market Platform



English ▾

Inbox ¹

Help Center

philip.bank@gov.fl
Account ▾

To access all the UNGM functionalities, [the account needs to be activated.](#)

Home

Procurement Opportunities

Contract Awards

UNGM Pro **New!**

Supplier Code of Conduct

UN Standard Products and Services Code (UNSPSC)

Help Center

Knowledge Center

UN Procurement Statistics

Procurement Opportunities

Title

Description

Reference

Published between and 09-Mar-2026

Deadline between 09-Mar-2026 and

Active opportunities
 Only currently active

Organization

Beneficiary country or territory

Goods and services [Search codes](#)

- Type of opportunity
- 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
 - Call for individual consultants
 - Call for implementing partners

Sustainable opportunities

- Only sustainable

Search

Clear all

Displaying results 1 to 15 of 1356

Title	Deadline	Published	Organization	Type of opportunity	Reference	Beneficiary country or territory
	09-Mar-2026 04:59 (GMT)					

Help



My Role – Your Free Support in Copenhagen

- Finnish MFA Copenhagen: Part of Team Finland network
- I help Helsinki/Finnish companies with:
 - Advice on UN processes & tenders
 - Introductions to UNDP/UNOPS/UNICEF + procurement staff
 - Arranging site visits in Copenhagen
 - Guidance on registration, bidding and compliance
 - Organizing/inviting to events
 - Close cooperation with Business Finland, Embassy team, Nordic partners

Next Steps & Call to Action



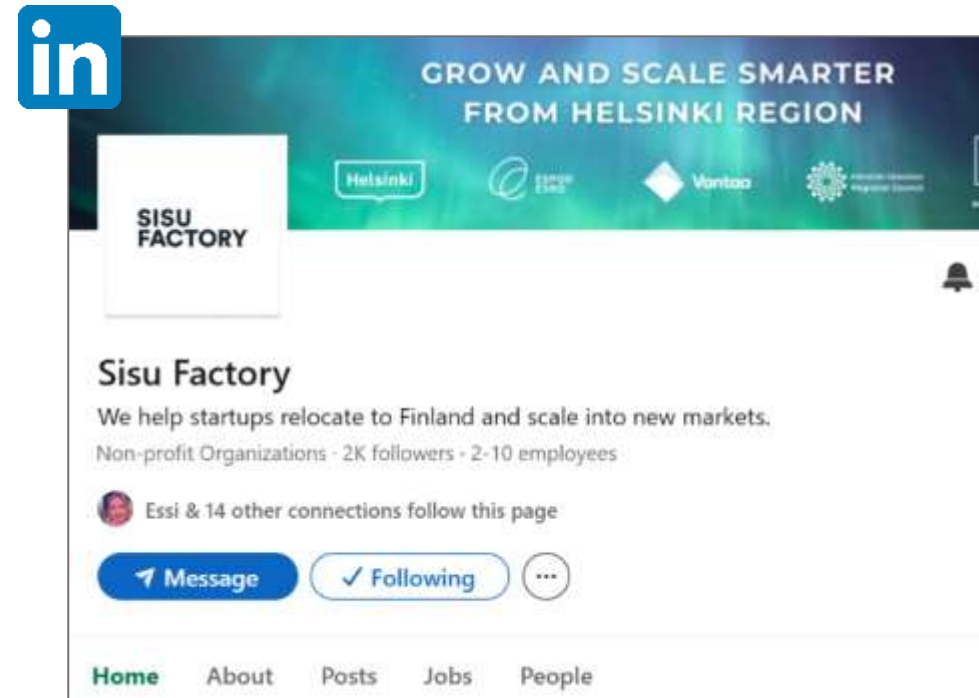
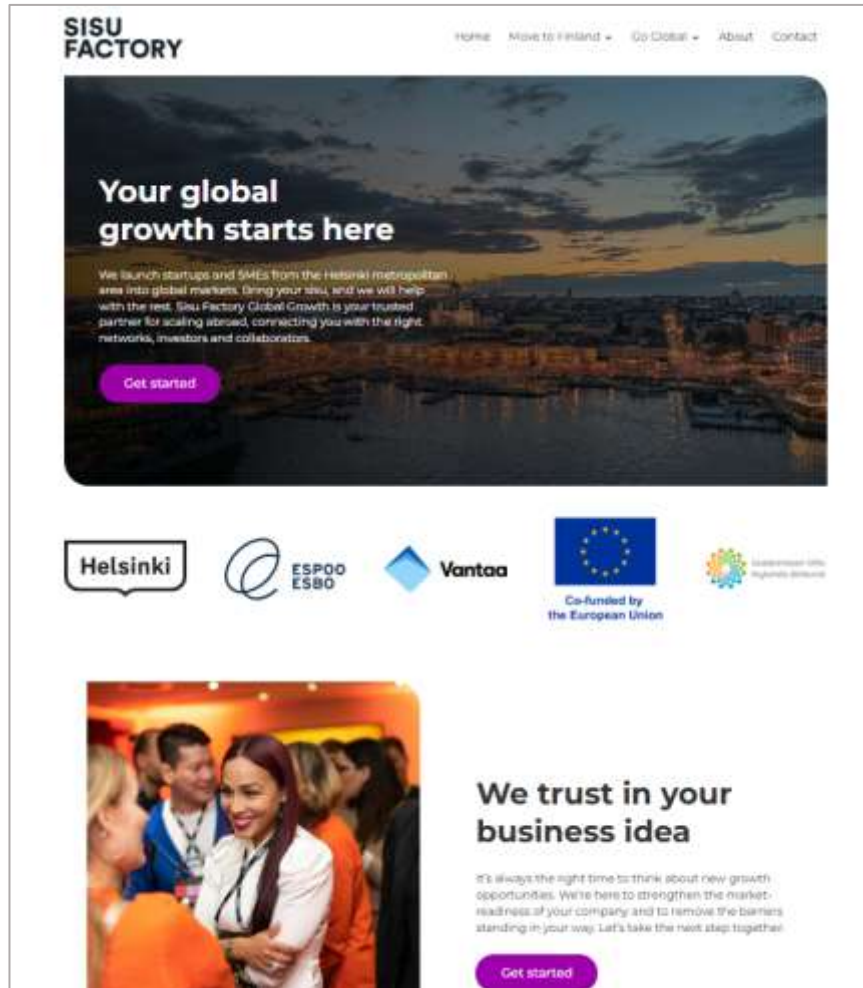
Key points:

- Contact me today: Philip.bank@gov.fi | +45 2068 0428
- Register on UNGM if not already
- Let me know your sector/interests → tailor support
- Upcoming:
 - Potential UNDP-Finland event in Copenhagen (Q4 2026)
 - Nordic Procurement Seminar in Copenhagen (2027)



Philip Bank
Commercial Advisor
Copenhagen

Follow along for more news from us!



Website:
sisufactory.fi/go-global

LinkedIn:
[Sisu Factory](https://www.linkedin.com/company/sisufactory)