

Q&A: Webinar - Entering UN Markets – What, How and Why Now? (11.3.2026)

1. Did I get this right. The agreement is made for 3-5 years and have to have flat prices. No changes accepted?

E.g. tents have lot of steel structures in them and the price has varied a lot over last few years. (3100–6200 CNY/tn)

- *You can of course discuss the matter with the UN, but the general guideline has been that the prices remain the same throughout all contract years.*

2. I have already registered on the UNGM platform as an Individual Consultant. Is it possible to later change my registration to a company registration?

If this is possible, should I update the existing account inside the UNGM platform, or do I need to create a new registration with company credentials?

- *We are not the administrators of UNGM, so please contact the email address you can find through the portal. Whether you are new to UN procurement or updating your company profile, the Help Center provides clear answers to common questions. Be in contact with [UNGM Help Center](#)*

3. If the UN has one registered vendor already for a specific "market segment", does it stop new players to enter?

- *Even if the UN already has one supplier in the same segment, it does NOT prevent new companies from registering or participating in tenders. Competition is ongoing, and the UN wants multiple options so it can choose the best offer.*

4. What methods can be used to reduce the difficulty to be selected?

- *Maintain a complete and high-quality UNGM profile*
- *Participate actively in RFIs - Request for Information and EOIs - Expression of Interest-> responding to these helps the UN shortlist capable suppliers who may be invited to the next stage (RFQ - Request for Quotation/RFP - Request for Proposal)*
- *Build personal relationships and network with UN procurement staff*
- *Understand UN needs and procurement culture*
- *Submit competitive and well-structured bids*
- *Strengthen credibility with certifications*
- *Showcase relevant international references*
- *Communicate clearly and respond quickly*

5. Is there any requirement regarding the type of company a business must have? For example, in Finland we have different business forms such as a limited liability company (Osakeyhtiö / Ltd) or a sole trader (Toiminimi / Tmi). Would a sole trader also be sufficient?

- *What matters is that the business is legally registered, financially stable, and capable of fulfilling the contract. In Finland, both a limited liability company (Osakeyhtiö / Ltd) and a sole trader (Toiminimi / Tmi) can register in UNGM and participate in procurement, as long as they meet the UN's eligibility, financial, and capacity requirements.*

6. How can we know the No-gos. Do we have insight of point system and scoring criterias?

- *The UN always specifies the mandatory requirements in the solicitation. If even one of these is not met, the offer is automatically disqualified. It is important to be especially careful to meet the deadline, respond in the requested language, and ensure that all required documents are included.*
- *Regarding the scoring system, the UN usually provides the evaluation criteria and the weighting (e.g., technical vs. financial), but the detailed internal scoring matrix is not disclosed. Additional information can be requested from the UN.*

7. What would you recommend as way forward towards UN etc. when services provided are very innovative, valuable for UN and most likely not yet something UN has ever figured out to purchase nor have biddings open?

- *The UN cannot purchase something it does not yet know. The first step is to make your innovative solution known.*
- *Some UN organizations have dedicated innovation units, and it is worthwhile to reach out to them. The UN also publishes challenge calls and innovation challenges, which can be found by following various UN websites and LinkedIn. It is also possible to propose joint pilot projects with the UN and apply Finnpartnership funding for them.*
- *However, it is extremely important to participate in UN-related events: several examples were mentioned during our webinar, and to network and build the image of a reliable partner, as the UN is a conservative organization for which trustworthiness is essential.*
- *Now is a good time to develop a strong elevator pitch and create a one-pager, as we mentioned during our webinar.*