

## How the UNDP Functions

The planning and executing process for UNDP is quite complex. First, a country program is drawn up, through discussions between the UNDP's resident representative and the country concerned. On the basis of this program, projects are chosen and designed by the recipient government in consultation with the UNDP office, in light of available funding for that year. Once the UNDP has decided to finance a particular project, it turns over the funds as well as the responsibility for executing the project to another UN agency specialized in the sector — e.g., Food and Agriculture Organization, World Health Organization, International Civil Aviation Organization, etc. — or to the World Bank or one of the regional development banks. This entity becomes the executing agency for that project.

In over 90 per cent of the cases, UNDP technical assistance projects are subcontracted in this way to other UN agencies for execution. It is these agencies that are the potential clients for your services. A limited number of projects are executed directly by the UNDP's Office of Projects Execution (OPE) in New York.

Each of the executing agencies of the UNDP maintains lists or registers of potential suppliers. It is necessary for you to take the initiative in contacting the agencies that are specialized in the sector(s) to which your service relates and register as an interested party. Forms are available from DEA, from Canada's Permanent Mission to the UN in New York, or from the UNDP directly.

Commercial counsellors in the Canadian embassies in the cities where the agencies are located, including New York, can assist you in identifying the relevant offices and individuals to see and in setting up appointments once you are ready to make a trip.

The Association of Consulting Engineers of Canada (ACEC) is active in interesting its members in UN procurement opportunities.

The UN's Inter-Agency Procurement Services Unit (IAPSU) in Geneva, Switzerland, serves as a business information centre to assist potential suppliers of goods and services to the UN system. Though not a central procurement office, IAPSU provides assistance of various kinds to the UN agencies and transmits procurement notices for UNDP-financed projects to *Development Business* and *Scan-a-Bid* (see page 11 for subscription information).

## Executing Agencies for UNDP-financed Projects

A list of UN agencies and other organizations that act as executing agencies for projects financed by UNDP is provided below. Note that the most promising business opportunities for Canadian exporters are available through the agencies located in New York, Geneva, Rome, and Vienna; other opportunities also exist in those found in Montreal, Paris, London, and Nairobi. Important addresses for procurement information are in Part III, Reference.

### NEW YORK

- United Nations Development Program, Office of Projects Execution (UNDP/OPE)
- UN Department of Technical Cooperation for Development (DTCD)
- United Nations International Children's Emergency Fund (UNICEF)

### GENEVA

- International Labour Organization (ILO)
- International Telecommunications Union (ITU)
- UN Conference on Trade & Development (UNCTAD)
- World Health Organization (WHO)
- World Intellectual Property Organization (WIPO)
- World Meteorological Organization (WMO)