UNOPS Procurement Agency Profile

Supplier intelligence for market entry and bid readiness • October 2026

UNOPS is one of the United Nations system's most commercially significant procurement organizations. In 2025 it procured approximately USD 1.4 billion in goods and services for partners across 155 countries. Its project-driven portfolio creates opportunities for global manufacturers, service providers, construction firms, and capable local suppliers.

USD 1.4B	5,810	155
2025 PROCUREMENT	SUPPLIERS	COUNTRIES OF ACTIVITY

2025 procurement profile

CATEGORY	VALUE	COMMERCIAL SIGNAL
Infrastructure	USD 426.4M	Largest category; works, materials, engineering and supervision.
Health	USD 314.3M	Medical products and equipment; regulation and lifecycle support matter.
Operations and administration	USD 179.6M	Logistics, consulting, facilities, and operational services.
Equipment and materials	USD 154.3M	Energy, demining, agricultural, and specialized equipment.
ICT	USD 117.8M	Hardware, networks, systems, and related services.
Vehicles	USD 115.6M	Standard and specialized vehicles, parts and after-sales support.

What makes UNOPS distinctive

- Procurement is tied to partner financing and country projects rather than a single centralized demand plan.
- The World Bank Group financed approximately USD 417 million, or around 30 per cent, of 2025 procurement.
- UNOPS worked with suppliers from 173 countries and sourced 53 per cent of procurement budgets locally.
- UNGM and UNOPS eSourcing are the principal channels for supplier registration and tender participation.

IPSC VIEW

The strongest opportunity is usually a specific combination of category, financing partner, project country and delivery model—not "UNOPS" as one global customer.

PUBLIC SOURCES UNOPS Procurement Report 2025 · UNOPS procurement

How suppliers can approach the UNOPS market

Processes, evidence and practical entry priorities

2,149	74%	53%
eSOURCING TENDERS	OPEN COMPETITION	LOCAL PROCUREMENT

Main solicitation methods

METHOD	TYPICAL VALUE	EVALUATION
Shopping	Below USD 10,000	Lowest-priced technically acceptable offer.
RFQ	USD 10,000 to below USD 250,000	Standard requirements; technical compliance and price.
ITB	USD 250,000 or more	Clearly defined requirement; lowest-priced compliant bid.
RFP	USD 250,000 or more	Complex requirement; weighted technical and financial analysis.

What suppliers should prepare

AREA	READINESS REQUIREMENT
Eligibility	Corporate registration, ownership, tax details and authorized signatories.
Technical evidence	Specifications, certificates, references and manufacturer authorization.
Delivery	Lead time, Incoterms, logistics, installation and acceptance arrangements.
After-sales support	Warranty, spare parts, training and local or regional service coverage.
Sustainability	Environmental, labour, inclusion and supply-chain evidence.

Recommended entry sequence

- Define a narrow product or service lane and map the relevant UNSPSC codes.
- Complete UNGM registration and configure UNOPS eSourcing before opportunities arise.
- Monitor procurement plans, current notices and historical awards by category and country.
- Build reusable corporate, technical, financial and sustainability documentation.
- Resolve local delivery, regulatory and service requirements before bidding.
- Bid selectively and request a debrief after an unsuccessful submission when useful.

IPSC VIEW

UNOPS rewards suppliers that connect competitive pricing with documented compliance, credible delivery and lifecycle support. Local partnerships can be decisive when installation, maintenance or country presence is required.

PUBLIC SOURCES Supplier Resource Centre · Procurement Plans · UNGM

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