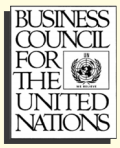
UN Procurement Seminar

NEW YORK CITY, APRIL 26 AND 27, 2004

• The New York Hemsley Hotel •



How to do Business with the United Nations

- UN organizations spend USD $4.6 billion per year to supply their worldwide operations and are constantly seeking NEW sources of goods and services.
- They are buying everything from medical supplies to computer training for their hundreds of operations around the world.
- Each UN organization has its own procurement process for goods and services that they typically purchase!

- Attend this seminar to learn how to sell to: UN Procurement Division (UN/PD), UN Office of Project Services (UNOPS), UN Development Program (UNDP), UN Children's Fund (UNICEF), UN Population Fund (UNFPA).
- Attend this seminar to learn how to sell your construction supplies and services to the proposed $1 Billion renovation of the UN headquarters building in NYC.
- Attend this seminar if you are a) a US or Canada-based company, and b) if you have had little or no sales experience with the UN.

Endorsed by the:

- Business Council for the UN
- Canada Mission to the UN
- Canadian Consulate General in NY
- US Council for International Business
- UN/PD, UNOPS, UNDP, UNICEF, UNFPA.
- In cooperation with the US Department of Commerce/US Commercial Service.

Highlights

Spend the first day learning how to untangle the web of the UN Procurement systems and learning the rules that apply to all businesses attempting to sell to the UN. On the second day, break up into industry groups. Track one will cover traditional UN procurement issues and will focus on 6 specific industries. Track two will be a special feature of this seminar and will focus only on the UN headquarters building renovation.

UN Buyers from the six participating UN agencies will review your company profile. Meet with the buyers that have selected your company as suitable for UN procurement.

Finally, you will be treated to an evening networking reception where you will have the opportunity to meet with the UN Procurement officials and your fellow seminar participants in an informal setting. Affordable hotel arrangements will be available to you for the duration of the seminar.

Track 1: General Procurement

- *Meet UN buyers and decision makers in one-on-one meetings.*
- *Attend industry specific workshops for worldwide procurement of products and services in:*

Healthcare
Water & Sanitation Projects
UN Mine Action Services
Procurement for Peacekeeping
IT Services and Software Systems
Consultancy Services

Track 2: Capital Master Plan

- *The UN headquarters building in New York City will undergo a $1Billion renovation. The UN Procurement Division (UN/PD) will manage the selection of primary and secondary contractors and suppliers in order to ensure transparency and fairness.*
- *Be among the first to learn of the plans and meet the procurement officials for the proposed $1Billion renovation of the UN headquarters building complex.*

To Register: www.nexcoseminar.com Phone: 877-291-4901 Email: director@nexco.org

UN Procurement Seminar Preliminary Agenda

April 26

All Participants:

8:00 - 9:00	Registration and Breakfast
9:00 - 11:30	General Presentations of UN Organizations
11:30 - 12:30	Practical UN Procurement Tips
2:00 - 3:00	How to register as a supplier
3:00 - 4:00	How to respond to ITB / RFP
4:00 - 5:00	Legal Aspects of UN Procurement
6:00 - 8:00	Networking Reception

April 27

Track 1: General Procurement

Choose one or more industry-specific workshops: healthcare, water and sanitation, mine action, peacekeeping, IT, consultancy. When you're not in a workshop, you'll be scheduled for one-on-one meetings with UN Procurement officers.

Track 2: Capital Master Plan

Attend a half-day briefing with UN Procurement Division officials exclusively on the $1 Billion Master Plan for the UN Headquarters Building renovation. This track is reserved for suppliers of products and services that could be subcontracted in a renovation project of this magnitude.

Cost: $850, and $750 for the second person from the same company

Early Bird registration (by February 27, 2004): $725, and $625 for the second person.

For more information, see www.nexcoseminar.com, or call, 877-291-4901, or email director@nexco.org

Fax Back Form

To secure your place at the UN Procurement Seminar, register online at www.nexcoseminar.com, or first fill out the following form and fax it to 646-349-9628.

Name(s) _____

_____

Company Name _____

Address _____

City _____ State/Province _____ Zip _____

Country: USA _____ Canada _____

Telephone _____ Fax _____

Email _____

Credit Type: Visa _____ Mastercard _____ American Express _____

Credit Card# _____ Exp. Date _____