**What?**
Training package on Gender-Responsive Procurement (UN Women, 2022).

**Why?**
This training package, consisting of a recording and its accompanying PowerPoint presentation, outlines the fundamentals of Gender-Responsive Procurement (GRP) and puts it into context in light of the Business Operations Strategy 2.0. Further the package highlights good practices on how to implement GRP and its evaluation criteria.

Procurement is one of six domains in the BOS where gender-specific actions and indicators can be considered in order to exceed minimum requirements under Performance Indicator 4.3 (criteria c).

---

**Performance Indicator 4.3 Gender Parity**

<table>
<thead>
<tr>
<th>Approaches Minimum Requirements</th>
<th>Meets Minimum Requirements</th>
<th>Exceeds Minimum Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>a)</strong> The UNCT has in place a mechanism for monitoring gender parity in staffing that is regularly used to monitor parity levels for General Service staff and all professional levels.</td>
<td>Approaches minimum requirements and</td>
<td>Meets minimum requirements and</td>
</tr>
<tr>
<td><strong>b)</strong> The UNCT can demonstrate positive trends towards achieving parity commitments.</td>
<td>b) The UNCT can demonstrate positive trends towards achieving parity commitments.</td>
<td>c) The Business Operations Strategy (BOS) includes gender-specific actions and indicators in at least one business operation area to foster gender equality and women’s empowerment.</td>
</tr>
</tbody>
</table>
WHAT, WHY AND HOW IN THE CONTEXT OF SUSTAINABLE DEVELOPMENT GOALS FOR APPLICATION IN BUSINESS OPERATIONS STRATEGY (BOS) 2.0

GENDER-RESPONSIVE PROCUREMENT
LEARNING OBJECTIVES

BY THE END OF THE TRAINING EACH PARTICIPANT SHOULD HAVE ACQUIRED SKILLS TO:

✓ Understand fundamentals of gender-responsive procurement and why it is important.
✓ Obtain knowledge to enable practical application of GRP related practices and tools in the context of BOS 2.0
✓ Reflect about context-specific aspects of implementation of GRP in a specific Country/Region
Key UN Concepts

**Gender-Responsive Procurement (GRP)** is the sustainable selection of services and goods that takes into account the impact on gender equality and women’s empowerment.

**Woman-Owned Business** includes at least 51% independent ownership including unconditional control by one or more women and independence from non-women-owned businesses.

**Gender-responsive vendor** is a legal entity that promotes gender equality and meets local and international labour and human rights standards.
In alignment with the UN Sustainable Development Goals (SDGs), in particular **SDG 5: gender equality**, **SDG 8: decent work & economic growth**, **SDG 12: responsible consumption**, specifically target 12.7 on sustainable procurement practices, UN Women continues to prioritise Gender Responsive Procurement (GRP).

UN represents a major market – in 2020 the UN system spent **USD 22,3 billion** worth of goods and services.

Moreover, gender equality and equal economic rights for all represent **inseparable human rights!**
Gender-Responsive Procurement: Facts and Figures

35%¹
OF ALL SMALL AND MEDIUM ENTERPRISES (SMES) ARE OWNED BY WOMEN

31-38%²
OF FORMAL SMES IN EMERGING MARKETS ARE OWNED BY WOMEN (AROUND 8 - 10M)

around 20%¹
OF GDP PRODUCED BY WOMEN-OWNED SMALL AND MEDIUM ENTERPRISES

around 20%³
OF GLOBAL GROSS DOMESTIC PRODUCT IS FROM PUBLIC PROCUREMENT

around 1%⁴
OF PUBLIC PROCUREMENT SPEND GOES TO WOMEN-OWNED BUSINESSES

2. Source: IFC, 2021
3. Source: Chatham House, 2017
4. Source: ITC, 2014
BARRIERS TO GRP

- Capacities of buyers should be continuously built
- Few organizations have successfully implemented GRP
- Tools and guidance are required
- Voluntary nature of GRP
- Implementation of GRP-related policies
- Women-owned businesses
- Social, cultural and legal discriminatory norms
- Time poverty caused by household and family care work
- Limited access to business networks and skills
- Lack of access to finance and capital, smaller in size
- Limited knowledge about UN business opportunities among WOBs
Implementation and Approach to Gender-Responsive Procurement

One of the keys to the application of gender-responsive procurement is the fundamental procurement principle of **Best Value For Money (BVFM)**.

BVFM measures how well the goods or services allow the organization to meet its **social, environmental, and overall strategic objectives** in the context of the SDGs.

The approach envisions inclusion of gender-responsive measures during all stages of procurement process:

- **Planning** - inclusion of gender equality and women’s empowerment considerations at the planning stage
- **Market research** - identification of WOBs and gender-responsive vendors
- **Defining Requirements** – inclusion of gender-responsive requirements to products/services
- **Sourcing and evaluation** – establishing of gender-responsive evaluation criteria in solicitation documents
- **Contract and supplier management** – proactive feedback, prompt payment, supplier trainings and awareness raising
Use of gender-responsive criteria, such as:
- Company owned and/or led by women
- Implemented policies that promote gender equality
- Gender balance in project team
- Nature of subcontractors
- Signatory of Women's Empowerment Principles
- etc.

Use of women’s ownership as a tiebreaker.

Invitation of the required number of suppliers from WoBs community for procurements with limited competition.
TOOLS ON GRP – UN WOMEN

- Global database of WOBs in E-Procurement system
- Suppliers are classified by ownership
- Increasing pool of gender-responsive suppliers through tenders
- Gender Criteria in Evaluations
- Internal GRP dashboard to measure progress

WOMEN’S EMPOWERMENT PRINCIPLES
Best Practices

- **Stock-take** of WoBs at the country level
- **Continuously look for WoBs** to enrich vendor lists
- Prepare a list of pre-qualified women vendors in the most common sectors
- Make the procurement opportunities available on different platforms
- Ensure the technical requirements are in proportion to the estimated size, scope and value of the contract
- Introduce gender-responsive evaluation criteria in joint LTA exercises and give priority to invite local women-owned businesses to participate in the solicitations
- Other measures to consider, where applicable and permitted by your agency policies: advanced payments for WOBs, price preference margin, affirmative action with clear targets.
- Liaise with programme colleagues to come up with strategies for targeting WoBs
- Work at OMT level, in conjunction with program – through programmatic intervention, on capacity building initiative for WoBs
- Share best practices with your Country Operations Management Team (OMT), Procurement Harmonization working groups, and work through Delivering as One
BOS Methodology

1. Identify existing gender-responsive procurement processes
2. Assess & evaluate impact of existing gender-responsive procurement processes
3. Map local women-owned businesses (ref. above)
4. Identify opportunities for application of GRP in procurement processes
5. Assess volumes and prices of selected procurement categories
6. Calculate social impact (on Gender Equality)
7. Calculate regular impact/benefit
8. Formulate results statement(s)
9. Define regular mandatory KPI’s: procurement spend against WoBs and GRP processes
10. New social impact indicator for Gender Equality impact
THANK YOU!

UN WOMEN, PROCUREMENT SECTION