

INGOs

Online event
November 30, 2023

How to win bids from international Non Governmental Organizations

Welcome to an exciting afternoon on how to do business with Non-Governmental Organizations, NGO.* You will get to listen and ask questions to both organizations and companies with knowledge and experience about how to do and succeed in the tender process.

Globally, NGOs put out tender requests in the order of 80 billion US dollars annually, i.e. it is an exceptionally large market for volume products as well as products and systems for extreme situations and areas.

The event is the first information meeting in Sweden in our INGO project. A collaboration between Finland, Sweden, Estonia and Latvia within Interreg Baltic Sea. The purpose of the meeting is to inform, arouse interest, thoughts and discussions about opportunities and challenges in this large market. In the next phase, we will support companies, consortia and, based on need, organize workshops, meetings and visits at NGO events etc. to increase the chances of winning contracts.

DON'T MISS THE OPPORTUNITY TO LEARN MORE ABOUT Non-Governmental Organization Procurements. The arrangement is digital and free of charge. Sign up now!

[Go to registration](#)

PROGRAM

- 13:00-13:10 **Welcome**
Moderator **Jessica Hjerpe Olausson, RISE**
- 13:10-13:25 **Sami Uusitalo, Turku business region**
Introduction to the INGOs project
- 13:25-13:45 **Niklas Schmidt, RISE**
To be competitive in the development cooperation space
– An inside perspective from UN
- 13:45-14:05 **Tbc**
- 14:05-14:15 **Break**
- 14:15-14:35 **Amelie Hallin and Mike Olsson, Big Science Sweden**
Experiences of Doing Business with Large-scale International Research Facilities
- 14:35-15:00 **Anders Vidhav, Vidhav Solutions AB**
Experiences of doing business with UN and other NGOs - and what about NATO?
- 15:00-15:20 **Joseph Kelemen, OBOS**
Magnus Falk, RISE Smart Housing Småland
How to be relevant for the NGO market
– emergency housing project
- 15:20-15:50 **Questions, discussions and upcoming activities**
- 15:50-16:00 **Summing up and closing the day**

* (E.g. the UN and its sub-organizations, the Red Cross, intergovernmental research facilities, NATO, indirect procurement through SIDA, the EU, etc.)