Global Disposal Services by UNHCR
Business Operations Strategy

Sept 22\textsuperscript{nd} 11:00 am NY | Sept 29\textsuperscript{th} 6:00 am NY
What are High-Impact Common Services?

- High-Cost Avoidance
  - High-cost avoidances
  - High-Usage among UNCTs
- High-Quality Improvement
  - High-quality improvement
  - SDG linkage
- Good Practices
  - Innovative & good practices from Agencies around the world
Objectives & Benefits of Scaling High-Impact Common Services

- Standardization
  - Simplifies BOS Process
- Maximizes Cost-Avoidances
- Quality-improvement & Strengthen SDG Integration
- Use System-wide Data to scale good practices
HIGH-IMPACT SERVICES ROLLOUT

TAGGED ‘RECOMMENDED’ IN ONLINE PLATFORM

DEDICATED WEBINARS

PRACTICE NOTES

DEDICATED EXPERT SUPPORT
WAY FORWARD

IF YOUR BOS IS IN DEVELOPMENT

INCLUDE IN YOUR BOS NOW

IF YOUR BOS IS COMPLETED

INCLUDE IN BOS REVIEW
Selling Assets with UNHCR

Global Disposal Solutions
Due diligence
Methodology
Transparency
Reliable Processes
Experienced staff
Strong partnerships
High returns
Effective Asset Management contributes to minimizing the Total Cost of Ownership through the professional management of all assets during their lifecycle and well managed disposal at the end of their useful lives.

Professional disposal processes ensure good returns on the residual value of all assets.
According to the latest UN Fleet Management analysis 2020 performed by INK:

"Recouping the residual values of vehicles through disposals is THE MOST EFFECTIVE single measure to reduce cost per vehicle. Timely disposals are essential to effective fleet lifecycle management, which in turn is the most impactful way of reducing overall fleet costs..."
How do we maximize disposal values?
PEOPLE & PROCESS
Standardized and continuously refined processes in place for each auction type
Shared live auction calendar and easy sign-up process
Global Presence & Local knowledge

Panama
Dakar
Budapest
Amman
Nairobi
+45 Contracts covering / +70 Countries
PREPARATION
Identifying Assets to be sold

Light Vehicles
Heavy Vehicles
Other Equipment
Determining the most suitable auction type

Security
Remoteness
Number of assets

Local restrictions
Market situation
Local restrictions
Determining the most suitable auction type

Public auction

$ $ $
Determining the most suitable auction type

Public auction

Sealed-bid auction

$ $ $ $
Determining the most suitable auction type

- Public auction
- Sealed-bid auction
- Online auction
Disposal Strategy

1000+ high value assets sold

100+ sales events a year

60+ field missions carried out each year
## Disposal Planning 2021 - 2022

<table>
<thead>
<tr>
<th>Country</th>
<th>Bureau</th>
<th>CR</th>
<th>Total Fleet</th>
<th>Due for disposal</th>
<th>Auction Type</th>
<th>Missions</th>
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<td><strong>2185</strong></td>
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</table>

### Total Fleets

- **7166 Buildings**
- **2185 Disposals**

**Disposal Types**
- **Sealed-Bid**
- **Online**

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**Countries**

- **Arben Hajdini**: Sudan 173, South Sudan 171, Pakistan 70, Ethiopia 98, Bangladesh 57, Chad 155, Central African Repub 90, DR Congo 90, Angola 66, Burundi 39, Tanzania 186, Democratic R Congo 183, Algeria 109.

**Due for disposal**

- **123 Countries**
- **2185 Disposals**
- **100% Disposal Rate**
- **97 Missions**
Disposal Strategy
Disposal Strategy

- Documentation
- Auction site
- Transportation
- Advertisement
- Security
- Mission travel
ON SITE
Viewing  Live Auction
Auction Day

Site logistics
Access management
Registration and screening of participants
Collection and reimbursement of participation fees
Crowd control
Recording of awarded bids
Issuance of bills of sale
Release of assets that are paid in full on-site
Applicable duties applicable for buyers
Kampala, Uganda - $875
Ndjamena, Chad- $5,292

Mercedes Truck
Y.O.M 1983
Juba, South Sudan - $11,290
AUCTION CLOSURE
Due diligence
Methodology
Transparency
Reliable Processes
Experienced staff
Strong partnerships
High returns
"...Well done all!! What an impressive job, especially considering current context in Haiti and such number of old items..."

WFP - HAITI
Country Director

"...we wish to acknowledge the excellent facilitating roles played by your team. Your professionalism and comportment demonstrated..."

UNFPA - SUDAN
International Operation Manager

"...the processes were seamless, and we appreciate the great work done..."

WHO - LIBERIA

"...for all the intensive work and the cooperation regarding the auction. At the same time let me congratulate to the successful results..."

FAO - ZAMBIA
Finance Officer

"...Thanks a lot for a job well done..."

UNICEF - LIBERIA
Dep. Representative - Operations

"...je vous remercie pour le travail formidable accompli dans le cadre de la vente de nos assets..."

OCHA - SENEGAL
International Operations Manager
“...we have learned a lot from this process... This process is extremely important to small country offices like ours...”

WFP - LIBERIA
Country Director

“...to express appreciation to you and your team for the invaluable contribution in ensuring the successful completion of the disposal...”

UNFPA - SUDAN
International Operation Manager

“...Thank you very much for your support and I must compliment UNHCR for the job well done...”

WFP - SUDAN
Head of Admin

“...Congratulations to the whole team for the successful auction and the great cooperation...”

FAO - SOMALIA
Finance Officer

“...Thank you very much for your quick report. I am very grateful to you and your team...”

UNFPA – Thailand
Admin. Officer

“...Thank you for your hard work on the last auction, we are keen to join you again for the next one...”

Plan Intl. - KENYA
Global Fleet Manager
Contact

For more information about UNHCR’s Disposal Services, the global disposal plan and the regional coverage, please contact:

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Or send an email to:

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Bring forward your ideas of innovation, good practices or lessons learned that could be useful to other UNCTs
Thank you for your participation
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Country Business Strategy
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