



# DEVOTRA

## United Nations Projects



# Introduction

DEVOTRA BV is a supplier of technical goods, equipment and services for United Nations projects and Peace Keeping Operations since 1995. We are supplying a wide range of different goods and services to all major UN agencies and throughout the years our portfolio has expanded from purely equipment supply to offering turn-key services for complex projects in various sectors. We have our own professional office and warehouse facilities in the Netherlands, where we do the full order handling by ourselves and provide door to door logistic services. In addition we can also offer full installation and commissioning of supplied equipment, training and after sales.

## UN Customers



- ☐ FAO
- ☐ ILO
- ☐ MINURCAT
- ☐ MINURSO
- ☐ MINUSCA
- ☐ MINUSMA
- ☐ MINUSTAH
- ☐ MONUSCO
- ☐ ONUB
- ☐ UNAMA

## UN Customers



- ☐ UNAMI
- ☐ UNAMID
- ☐ UNAMIS
- ☐ UNAMSIL
- ☐ UNDOF
- ☐ UNDP
- ☐ UNECA
- ☐ UNEP
- ☐ UNESCO
- ☐ UNHCR

## UN Customers



- ☐ UNICEF
- ☐ UNIDO
- ☐ UNIFIL
- ☐ UNISFA
- ☐ UNLB
- ☐ UNMEE
- ☐ UNMIK
- ☐ UNMIL
- ☐ UNMISS
- ☐ UNMIT

## UN Customers



- ☐ UNMOGIP
- ☐ UNOCI
- ☐ UNOG
- ☐ UNOMIG
- ☐ UNOPS
- ☐ UNPD/DPKO
- ☐ UNRWA
- ☐ UNSMIL
- ☐ UNSOA
- ☐ WFP



10 LTA

contracts with  
UNPD/NY, UNHCR,  
UNOPS, UNDP



> 60 MLN EURO

estimated value  
of total orders since 1995



> 750 ORDERS

estimated number of  
orders shipped



UP TO € 8,5 MLN

value of single orders ranging  
from € 500 tot € 8,5 MLN

United Nations

# Specific Expertise

Devotra started to work with the first UN customer UNIDO in 1995. At that time we had a main focus on supplying workshop and industrial related equipment and machinery for specific programs like; industrial support centres and pilot scale factories. Since 1995 we have expanded our scope of supply and services to many other areas and nowadays we work with all major UN agencies worldwide. Many UN agencies have already benefited from our knowledge and experience. We have proven to be a reliable partner when it comes to successfully completing projects on time and meeting project specifications.



# UN Related Products and Services

Through our extensive network of international partners we can provide a wide range of different products and services. We source our products worldwide and cover complete workshops, equipment, machinery, tools, technical supplies, consumables and spare parts for a wide range of different specialized applications.



- Agriculture equipment
- Audio/visual equipment
- Automotive equipment
- Beauty & healthcare products
- Building & construction
- Camp gear



- Carpentry & joinery
- Cleaning equipment
- Consultancy
- Education kits
- Educational training equipment
- Electrical & electronics



- Electrical materials
- Emergency kits
- Food production & processing
- Forestry
- ICT equipment
- Kitchen & catering equipment



- Laboratory equipment
- Machining & fitting
- Maintenance equipment
- Material handling
- Material testing
- Measuring & test equipment



- Metrology
- Mobile solutions
- Modular solutions
- Off-grid energy storage systems
- Office furniture & equipment
- Personal safety



- Plumbing & pipe fitting
- Production machinery
- Project development
- Project implementation
- Refrigeration & air-conditioning
- Renewable energy products



- School furniture
- School kits
- Science kits & laboratories
- Specialized toolkits
- Sports materials & equipment



- Technical relief goods
- Technical supplies
- Textile & garment
- Tools
- Training modules



- Training of technicians
- Veterinary equipment
- Water & sanitation products
- Welding & sheet metal
- Workshop equipment & furniture

# Turn-key Project Services

Throughout the last 25 years Devotra has gained ample experience in developing and implementing different types of projects. This has enabled us to offer our customers a turn-key service for any project in the field of; education and training, maintenance and repair, research and development, pilot projects, etc.

## Project design

We provide professional consultancy services to develop a project from project concept document up to a fully detailed masterplan, which includes a strategic-, implementation- and financial plan.



## Technical assistance

Providing proper technical assistance is crucial for the success during the implementation of a new project. Assistance can be offered at different levels from capacity building for government officials, key management and staff up to training of individuals.

## Infrastructure

Defining the proper infrastructure requirements in line with the objectives and defined outcomes of a project is a complex task. This is mainly due to all the different variables that have to be considered. Devotra has the expertise available to provide proper assistance.



## Equipment

Preparation of project specific equipment list is one of our key strengths, as we have been supplying a wide range of different type equipment for different projects all over the world for more than 25 years.

## Project planning & management

Our team of professional project managers can provide assistance for the professional planning of a project and for managing and monitoring the implementation the whole project till final handover to the end-users.



## Procurement

Procurement of equipment and services according to project specifications and planning requires a team of experts. Our team has many years practical experience, has a wide database of suppliers and is familiar with all types of international procurement.

## Orderhandling

Devotra provides the full range of order handling activities from receipt of goods, labelling, final packing and consolidation at our own warehouse in the Netherlands. We also have ample experience in pre-shipment inspections by agencies like; SGS, Lloyds, Veritas, Cotecna, etc.



## Logistics

We work with well experienced logistic service providers and can ship our goods all over the world on a door-to-door basis according to any of the INCOTERMS 2010. This includes also custom clearance, local transport and offloading of containers on site.

## Installation, commissioning and training

Devotra has a pool of experienced technicians and engineers who can perform these services all over the world and who are used to working under difficult circumstances. After the installation and commissioning our trainers can provide short or long term training according to the project requirements.



## After sales services

To ensure sustainability of the project, proper warranty and after sales services are crucial. We develop a tailor made after sales program together with our clients, to ensure that service, spare parts and consumables are readily available.

# Selected UN Project References



## UNPD/NY, LTA for Containerized Workshops

**PD/CO/209/03**

Contract signed in 2003 and lasted 5-years for the construction and supply of custom made 20ft Containerized Workshops model A + B. Finalized in 2008. Total value of received contracts € 5,1 million



## UNIDO/Vienna, TVET Project Sudan

**EE/SUD/07/004**

Contract signed in 2009 for the supply, installation, commissioning and training for specialized TVET equipment for; automotive, electrical and welding at 4 TVET centres. Finalized in 2010. Total value of contract € 2,0 million



## UNICEF/Zimbabwe, Science Kits Project for Ministry of Education

**81012503 + 81012515**

Contracts signed in 2013 for the supply of 2449 specialized Science Kits and the training of 5100 Science Teachers. Finalized in 2014. Total value of contract USD 9,5 million



## UNPD/NY, LTA for Automotive Workshop Equipment

**PD/CO225/03 + PD/CO/118/11 + PD/CO/191/16**

Three contracts signed in 2004, 2011 and 2016 for the supply of Automotive Workshop Equipment and Hand Tools. The last contract is still ongoing. Total value of contracts received +/- € 9,8 million



## UNIDO/Vienna, TVET Project Ivory Coast

**Project no. 100042**

Contract signed in 2017 for the supply, installation, commissioning and training for specialized TVET equipment for; metalworking, automotive, electrical and welding at 9 TVET centres. The contract is still ongoing. Total value of contract € 3,4 million



## UNPD/NY, LTA for Handtools and Minor Construction Equipment

**PD/0088/09**

Contract signed in 2009 for the supply of a wide range of different hand tools and construction equipment. Finalized in 2012. Total value of contracts received € 3,5 million



## UNPD/NY, LTA for Toolkits

**PD/CO/172/06**

Contract signed in 2006 for the supply of specialized toolkits. Finalized in 2009. Total value of contracts received € 3,5 million



## UNLB/Brindisi, LTA for Specialized Toolkits

**19/LBB/CON/040**

Contract signed in 2019 for the supply of Generator-Mechanic and General-Purpose Toolkits to the UNGSC, Brindisi – Italy. Total value of the contract: € 1,3 million (ongoing)

# Some reasons to do business with us

## Long term experience



Several staff members of Devotra started already in 1985 in this particular UN business. In 1995 Devotra was established as an independent company with a major focus on providing goods and services for UN projects worldwide.

## Worldwide sourcing



Due to our international network of contacts and strategic partnerships, we source our goods and services all over the world. We can offer our customers a tailor made solution 100% according to project specifications.

## No geographical limits



Although our major focus lies currently in Africa, during the last 25 years Devotra has implemented projects in almost any continent of the world. We have no geographical limits and are very used to work in developing countries and upcoming markets.

## Professional warehouse



Devotra has professional warehouse facilities in the Netherlands, where we can easily handle goods up to a volume of 15x 20ft containers per batch. We also have flexible warehouse facilities in the Rotterdam Port area for bigger consignments.

## Door to door logistics



We provide our customers a door to door logistic service and can comply with any of the INCOTERMS 2010. If required we also provide the customs clearance and the local transport including the offloading of the containers on site.

## Local support and services



In many countries we have local partners so we can provide additional services such as; installation, commissioning, training and after sales services. We work with English-, French- and Arabic speaking technicians and engineers, who can be deployed to any country in the world.

## Multi sector coverage



The specific demands of the different UN agencies worldwide, cover generally a wide range of different goods and services. Throughout the years Devotra has been able to successfully respond to many of these specific enquiries in a professional way.

## Competitive pricing



Devotra is familiar with any form of international competitive bidding and is always trying to provide our UN customers with competitive prices, always trying to maintain our quality standards and offer our customers maximum value for money.

## Reliable partner



Throughout the last 25 years we have proven to be a reliable partner when it comes to completing projects on time to full satisfaction of all project stakeholders involved. Many UN agencies have already benefitted from our practical experience, which we can support with an extensive reference list.



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