

# Market Research

The Arbo Shelter -concept | The construction of crisis areas

Customer: University of Tampere

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## Description

The research has been focusing on the evaluation of the Kerake Arbo shelter concept as a solution for refugees in emergency cases and for which humanitarian aid could be applied. It appeared clear at an early stage that the right terms for the research are not charity but International aid agency, humanitarian aid agency, NGO and that international, financial, humanitarian organizations are interesting to study.

Considering many thousands of humanitarian organizations in the world and also the complexity of the humanitarian need hitting population affected by disasters and incidents at a great variety of places throughout the world, it has been challenging to initially orientate the research by directly selecting the most promising or meaningful organizations and geographical areas. For this reason the approach has been to first simply rely on the bigger organizations, and to further identify relevance and specific needs from there. 25 targets ranging from governmental organizations, foundations, financial institutions, humanitarian aid organizations and companies have been preselected, further studied and contacted.

Among the targets the EU, Germany, and the USA have been included since it was interesting to see on national and political level that besides funding, humanitarian aid is mostly carried out through international cooperation and partnership with operational humanitarian organizations. It was also interesting to verify which ones are involved. The development banks are also interesting from the moment they are funding humanitarian aid programmes and projects.

Finally most illustrative, important and referenced humanitarian aid organizations have been further researched since they are the ones further involved in the operations of humanitarian aid and therefore in principle also the most relevant and promising ones regarding humanitarian actions related to shelter solutions. Among most important players we distinguish the UN organizations.

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As a rule of thumb the humanitarian organizations have organized procurement and supply services including for shelters. They often rely on standardized and relatively cheap equipment if not components. Often, any change to their required product criteria has to be set from the technical departments.

## Selected target organizations

### Governmental organizations

The ECC's ECHO (European Civil Protection and Humanitarian Aid Operations)

www	<a href="https://ec.europa.eu/echo/index_en">https://ec.europa.eu/echo/index_en</a>
email	echo-info@ec.europa.eu

The European Union dedicates around 10% of its budget to external action and provides funding in the form of grants, contracts, and budget support to its partner countries. The EU also works hand-in-hand with international organisations, private bodies and EU member countries to increase the impact of our support.

[Funding | International Partnerships \(europa.eu\)](#)

The EU has programmes and funds financed from the EU budget and NextGenerationEU. Whenever there is a disaster or humanitarian emergency, the EU provides assistance for the affected countries and populations. Humanitarian aid is part of the category Neighbourhood & the World. The EU provides needs-based humanitarian assistance to people hit by man-made and natural disasters, in particular the most vulnerable victims. Humanitarian aid relies on the Directorate-General ECHO (European Civil Protection and Humanitarian Aid Operations).

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The European Civil Protection and Humanitarian Aid Operations are based essentially on disaster preparedness which consists of a set of measures undertaken by governments, organisations, communities or individuals to better respond and cope with the immediate aftermath of a disaster, whether it be human-made or caused by natural hazards. The objective is to reduce loss of life and livelihoods. Simple initiatives can go a long way, for instance in training for search and rescue, establishing early warning systems, developing contingency plans, or stockpiling equipment and supplies. Disaster preparedness plays an important role in building the resilience of communities.

[Disaster preparedness | European Civil Protection and Humanitarian Aid Operations \(europa.eu\)](#)

The EU has developed increasingly close working relationships with its partners at the level of both policy issues and management of humanitarian operations.

List of Non-Governmental Organisations certified as EU Humanitarian partners for the period 2021- 2027: [weblispartners.pdf \(europa.eu\)](#)

List of International Organisations partners of DG ECHO: [list ios partners 2021.pdf \(europa.eu\)](#)

The EU allocates between 7% and 20% of its Civil Protection and Humanitarian Aid annual funding for Shelter and Settlements related humanitarian assistance along with 2 complementary ways: through the financing of humanitarian partners and the EU Civil Protection Mechanism. Civil protection assistance may take the form of in-kind help or the deployment of specialised response teams and experts in the immediate aftermath of a disaster.

Building on best practices in the sector, the European Union published a set of Humanitarian Shelter and Settlements Guidelines in 2017 to ensure that vulnerable people's shelter needs are met in an optimal and efficient way. These guidelines cover the EU's Civil Protection and Humanitarian Aid shelter policy in both natural hazard and conflict settings.

The EU provides humanitarian shelter and settlements support as an immediate response to, or in anticipation of, a disaster. Due to the importance of adequate housing, the EU may also decide to support shelter in the recovery phase, if the reconstruction or maintenance of shelter and settlements addresses the health, protection or livelihood needs of the affected population.

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The European Union also supports the Global Shelter Cluster, an Inter-Agency Standing Committee (IASC) coordination mechanism that supports people affected by natural hazards and internally displaced people affected by conflict with the means to live in safe, dignified and appropriate shelter.

## Germany's Federal foreign office

www	<a href="https://www.auswaertiges-amt.de/en">https://www.auswaertiges-amt.de/en</a>
email	Contact form: <a href="https://www.auswaertiges-amt.de/action/en/101100/action/-">https://www.auswaertiges-amt.de/action/en/101100/action/-</a>

The Federal Republic of Germany is one of the leading humanitarian donors and is represented on all key UN decision-making bodies. The German Government's priority is not only to make the best possible use of funding, but rather to actively work to make the entire international humanitarian aid system more efficient and more effective. To this end, Germany supports the central coordinating role of the United Nations in this system, as well as the structures and mechanisms created by the UN. The German Government's key international partners in the provision of humanitarian aid are the UN organisations UNHCR, WFP, UNICEF and UNRWA (United Nations Relief and Works Agency for Palestine Refugees in the Near East), as well as the International Committee of the Red Cross (ICRC). These bodies all receive regular financial contributions for humanitarian projects. Within the German Government, responsibility for humanitarian assistance lies with the Federal Foreign Office.

## USAID's Bureau for Humanitarian Assistance

www	<a href="https://www.usaid.gov/who-we-are/organization/bureaus/bureau-humanitarian-assistance">https://www.usaid.gov/who-we-are/organization/bureaus/bureau-humanitarian-assistance</a>
email	AskBHA@usaid.gov

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USAID's Bureau for Humanitarian Assistance is the U.S. Government lead for international disaster assistance, reaching tens of millions of people around the world each year with life-saving aid. On average, they respond to 75 crises in more than 70 countries each year, providing food, water, shelter, health care, and other critical aid to people who need it most. They work to ensure that this assistance reaches people affected by natural disasters — including hurricanes, earthquakes, and volcanoes — as well as slow-onset crises, such as drought and conflict. Not only do they save lives, they empower communities to become more self-reliant by preparing them for disasters before they strike — and by giving them the tools and ability to respond. After a crisis, they help people get back on their feet, and help the chronically poor move out of poverty.

## Development Banks

### EIB European Invest Bank

For more than 50 years, the EIB has been the European Union's international development bank. Key investments across the world help create stability, sustainable growth and fight climate change everywhere. In 2020, they invested around €10 billion for development projects beyond Europe. Their lending to Africa increased 50% to €5 billion. They help the continent strengthen its economy, support local businesses, fight climate change, foster innovation and build sustainable infrastructure.

### IDB (Inter American Development Bank)

The IDB Group is the leading source of development finance for Latin America and the Caribbean. It helps to improve lives by providing financial solutions and development expertise to public- and private-sector clients. The Group comprises the IDB, which has worked with governments for more than 60 years; IDB Invest, which serves the private sector; and IDB Lab, which tests innovative ways to enable more inclusive growth.

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## ADB (Asian Development Bank)

The Asian Development Bank (ADB) envisions a prosperous, inclusive, resilient, and sustainable Asia and the Pacific, while sustaining its efforts to eradicate extreme poverty in the region. ADB assists its members, and partners, by providing loans, technical assistance, grants, and equity investments to promote social and economic development. ADB maximizes the development impact of its assistance by facilitating policy dialogues, providing advisory services, and mobilizing financial resources through cofinancing operations that tap official, commercial, and export credit sources.

## AFDB African Development Bank

The objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries, thus contributing to poverty reduction. The Bank Group achieves this objective by: mobilizing and allocating resources for investment in RMCs; and providing policy advice and technical assistance to support development efforts.

## WB World Bank

The World Bank's Procurement Framework, approved in July 2015 and in operation since July 2016, promotes tailored procurement approaches that emphasize choice, quality, and value for public spending, while enabling adaptation to country contexts. It allows projects to respond quickly to emerging needs and helps client countries determine the best value for money to ensure quality outcomes and sustainability over the life of a project.

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## Humanitarian Aid organizations

### IAPSO - UNDP (UN Inter-Agency Procurement Services Office)

www	<a href="http://www.iapso.org/buying/procurement-services.asp">http://www.iapso.org/buying/procurement-services.asp</a> <a href="https://unwebbuyplus.org/#/home">https://unwebbuyplus.org/#/home</a>
email	Contact Form: <a href="http://www.iapso.org/supplying/subscription.asp">http://www.iapso.org/supplying/subscription.asp</a>

Guidelines to supplying the UN - Finding your way around as a potential supplier or provider of services in the procurement market of the United Nations system may seem daunting. But it does not have to be that difficult. IAPSO provides several practical resources on how to do business with the UN system. The following is a simple, step-by-step guide to help you enter the UN market for goods and services. Each UN agency has its own mandate and procurement requirements. There are a number of resources available to assist in identifying which agencies are procuring which types of goods and services: 'The General Business Guide' will help you learn which UN organizations purchase the goods or services your company supplies. The Guide describes the mandates, procurement needs, procedures and contact details for all UN organizations. Each UN agency has its own mandate and procurement requirements. There are a number of resources available to assist in identifying which agencies are procuring which types of goods and services.

### OCHA (UN Office for the coordination of humanitarian affairs)

With its partners, OCHA contributes to principled and effective humanitarian response through coordination, advocacy, policy, information management and humanitarian financing tools and services. OCHA coordinates humanitarian response to expand the reach of

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humanitarian action, improve prioritization and reduce duplication, ensuring that assistance and protection reach the people who need it most.

## UNDRR (UN Office for Disaster Risk Reduction)

As the United Nations Office for Disaster Risk Reduction, UNDRR brings governments, partners and communities together to reduce disaster risk and losses and to ensure a safer, sustainable future.

## UNICEF (UN International Children's Emergency Fund)

UNICEF works in over 190 countries and territories to save children's lives, to defend their rights, and to help them fulfil their potential, from early childhood through adolescence. And we never give up. UNICEF works with partners around the world to promote policies and expand access to services that protect all children.

## UNOPS (United Nations Office for Project Services)

UNOPS provides infrastructure, procurement and project management services for a sustainable world. Their mission is to help people build better lives and countries achieve peace and sustainable development. It's the only UN organization with HQs in Northern Europe, in UN city Copenhagen. All business opportunities are advertised on the common procurement portal of the United Nations system.

## UN Habitat

Since 2002, UN-Habitat works with OHCHR on the United Nations Housing Rights Program (UNHRP), which supports governments, civil society and National Human Rights Institutions (NHRIs) in advancing the right to adequate housing. UN-Habitat also collaborate closely with the UN Special Rapporteur on the Right to Adequate Housing on forced eviction prevention

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and housing rights advocacy. Together with UN Environment, UN-Habitat also works on the Sustainable Buildings and Construction Programme (SBC) which aims to promote resource efficiency, mitigation and adaptation efforts, and the shift to SCP patterns in the buildings and construction sector by improving knowledge of sustainable construction, develop sustainable solutions, and share that knowledge and those solutions globally.

## IOM (UN International Organization for Migration)

The International Organization for Migration (IOM) is part of the United Nations System as the leading inter-governmental organization promoting humane and orderly migration for the benefit of all. IOM works on the development of policy guidance for the field. It also manages the IOM Development Fund and is responsible for reviewing, endorsing and managing multiregional and global projects. The Department provides technical supervision of project review and endorsement to experts in the field. It is also responsible for maintaining operational partnerships with relevant governmental, multilateral and private sector industry partners in coordination with the Department of International Cooperation and Partnerships. The African Capacity Building Centre (ACBC), based in Tanzania, provides Africa-wide technical assistance in matters pertaining to migration and border management. IOM procures a wide range of goods, works and services, which include among others Shelter Materials.

## UNHCR (UN High Commissioner for Refugees)

Through its presence around the world, they ensure that international human rights standards are implemented on the ground. Their field presences play an essential role in identifying, monitoring, and developing responses to human rights challenges. Their work aims to ensure human rights are protected under the rule of law. They work in close collaboration with Governments, the UN system, non-governmental organizations, and members of civil society. At the end of December 2019, they were operating in 85 field presences and providing support to other UN entities by rapidly deploying human rights officers in response to emerging situations.

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## CARE (Cooperative for Assistance and Relief Everywhere)

Whether it is a sudden emergency or an ongoing crisis, CARE fights to aid people in need around the world. For 75 years, CARE has led the way to a better life for the world's most vulnerable people. In 2020, CARE worked in over 100 countries, reaching more than 90 million people through 1,300 projects.

## IRC (International Rescue Committee)

The International Rescue Committee responds to the world's worst humanitarian crises and helps people whose lives and livelihoods are shattered by conflict and disaster to survive, recover and gain control of their future. In more than 40 countries and over 20 U.S. cities, our dedicated teams provide clean water, shelter, health care, education and empowerment support to refugees and displaced people.

## ICRC (International Committee of the Red Cross)

Each year, armed conflict disrupts millions of lives. The ICRC provides water in conflict zones and creates or maintains a sustainable living environment. The ICRC responds quickly and efficiently to help people affected by armed conflict. They also respond to disasters in conflict zones, because the effects of a disaster are compounded if a country is already at war. Emergencies are unpredictable, so rapid deployment capability is hugely important.

## Médecins Sans Frontières

They provide medical assistance to people affected by conflict, epidemics, disasters, or exclusion from healthcare. The teams are made up of tens of thousands of health professionals, logistic and administrative staff - most of them hired locally. Their actions are guided by medical ethics and the principles of impartiality, independence and neutrality.

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## Habitat for humanity

Habitat for Humanity is a nonprofit housing organization working to empower people in the world's poorest communities to overcome the chronic lack of decent housing. The vision is a world where everyone has a decent place to live. They are therefore constantly looking for new solutions that would make adequate housing accessible and affordable for all. Because housing problems vary depending on where people live, they work in close cooperation with local communities and together seek adequate housing solutions. We help people in need to build, repair and renovate homes. The future homeowners work alongside volunteers and pay an affordable mortgage. Habitat for Humanity help to make buildings more energy efficient, provide water and sanitation solutions, mitigate effects of disasters and support housing microfinance loans.

They also seek to influence the way housing and related shelter issues are assessed, prioritized and funded by local, national and international governments and inter-government forums. To build a world where everyone has a decent place to live, they work together with beneficiaries, volunteers and partners.

## Deployed Resources

Deployed Resources rapidly deploy temporary facilities and provide logistics management for government and commercial mission critical support including disasters and special events. They have expertise in the military, construction, and engineering industries and customers are the Government, Commercial, Emergency Management and Event Support contracts. Deployed has manufactured of over 300 containerized life support solutions. Containers and trailers are always designed with mobility in mind to fit customers' needs. They seek to employ their expert mechanical and software engineering talent, in order to become the ultimate manufacturing service solution provider amongst industries. Deployed Resources is committed to partnering with businesses, small and large, when opportunities to provide products and services occur.

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## Proposals for partner or country destinations and strategic implications

Regarding the potential country destinations certain regions of the world, like central America, Middle East and Africa are more affected than others when it comes to disasters leading to urgent need for humanitarian aid. This is also where aid organizations are the most operational. The specific countries affected vary more from period to another are even often found beyond these regions of the world.

The development banks are interested in revealing their financed humanitarian programmes and the variety of countries that their projects are targeting. Besides the fact that there is a huge disparity in terms of both projects and countries involved, external parties are implementing the projects including the supply and construction of shelter solutions. These external parties are not necessarily partners of the financial institutions, but could still be interesting to Kerake nonetheless, even though many might be local promoters or local project development companies.

The governmental organizations could in certain cases be potentially interesting partners to suppliers of shelters, like USAID's Bureau for Humanitarian Assistance. More important, these bodies use partner organizations which could be even more interesting from the moment that they use the shelters, namely the humanitarian aid organizations, which are operational in emergency operations.

Among thousands of humanitarian organizations, we distinguish some that could be more potentially interesting to Kerake projects, meaning the ones that could possibly buy the shelters. These organizations would be the UN organizations and in particular IAPSO, UNICEF, UNOPS but also other ones like the IRC, the Red Cros, Care and Médecins sans Frontières.

During this research project, 25 organizations (without counting country units) have been researched and contacted by mail and phone. In spite of a low rate of responses so far, some organization contacts indicated that the topic might be relevant and that key contacts might react later to the request.

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Considering emergency cases, humanitarian aid organizations value very much cheap and standardized solutions, the question also then remains if the Kerake shelter concept would not be more adapted to more sustainable solutions but also offering people more long lasting habitat in regard to development of housing concepts. In that case, organizations like UN Habitat and Habitat for humanity could perhaps be potentially interesting partners for further cooperation. Company Deployed Resources which was contacted initially for cooperation on the topic appeared not to be interested from the moment it appeared that they are also competitors, having also their own manufacturing of equivalent solutions (using containers) to Kerake and therefore not seeing enough complementarity.

In spite of the comprehensive recent contacting only few qualified contacts have been helpful so far by contributing directly to a deeper evaluation of the Kerake concept. Hence, preliminary observations have been made essentially from the desk search and should not lead to any too drastic conclusions.

The extensive contacting list can be found as attachment to this report.

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## List of sources

ADB

<https://www.adb.org>

AFDB

<https://www.afdb.org/en>

CARE

<https://www.care.org>

Deployed Resources

<https://www.deployedresources.com>

Disaster preparedness -- European Civil Protection and Humanitarian Aid Operations

[https://ec.europa.eu/echo/what/humanitarian-aid/disaster\\_preparedness\\_en](https://ec.europa.eu/echo/what/humanitarian-aid/disaster_preparedness_en)

EIP

[https://europa.eu/european-union/about-eu/institutions-bodies/european-investment-bank\\_fi](https://europa.eu/european-union/about-eu/institutions-bodies/european-investment-bank_fi)

European Civil Protection and Humanitarian Aid Operations (ECHO)

[https://ec.europa.eu/echo/index\\_en](https://ec.europa.eu/echo/index_en)

Funding -- Euroopan komissio

[https://ec.europa.eu/international-partnerships/funding\\_fi](https://ec.europa.eu/international-partnerships/funding_fi)

Habitat for Humanity

<https://www.habitat.org/emea>

ICRC

<https://www.icrc.org>

IDB

<https://www.iadb.org/en/about-us/overview>

IOM

<https://www.iom.int>

IRC

<https://www.rescue.org/who-we-are>

List of International Organisations partners of DG ECHO

[https://ec.europa.eu/echo/sites/default/files/list\\_ios\\_partners\\_2021.pdf](https://ec.europa.eu/echo/sites/default/files/list_ios_partners_2021.pdf)

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List of Non-Governmental Organisations certified as EU Humanitarian partners for the period 2021- 2027

<https://ec.europa.eu/echo/sites/default/files/weblistpartners.pdf>

Médecins Sans Frontières

<https://www.msf.org>

OCHA

<https://www.unocha.org>

UN-Habitat

<https://unhabitat.org>

UNDRR

<https://www.undrr.org>

UNHCR

<https://www.unhcr.org/about-us.html>

UNICEF

<https://www.unicef.org>

UN Inter-Agency Procurement Services Office

<http://www.iapso.org/about/directorpost.asp>

UNOPS

<https://www.unops.org>

USAID's Bureau for Humanitarian Assistance

<https://www.usaid.gov/who-we-are/organization/bureaus/bureau-humanitarian-assistance>

World Bank Group

<https://www.worldbank.org/en/home>

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