

# PROCUREMENT AND SUPPLY CHAIN, WHO

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# Procurement at WHO

- Procurement at WHO: *“All actions necessary for the acquisition, by purchase or lease, of real property, goods, works or professional services.”*
- Until 2019 WHO procured approx. \$800 Million annually, however almost doubled in 2020 to \$1.7 Billion due to the emergency COVID'19 response and 2021 was again almost \$1.7 Billion
- Top categories purchased: medical equipment, management services, laboratory and testing equipment, research services, pharmaceuticals.
- Global supplier base: in 2021, +15,000 different suppliers used from 180 countries
- Policy aligned with UN/public procurement and 5 key principles: best value for money; fairness, integrity and transparency; effective competition; interest of WHO; sustainable procurement
- Key procurement systems used: UNGM and In-Tend (e-Tendering), new ERP being designed
- Procurement is largely decentralized to offices with delegated authority, with differences in strategies followed for goods vs services:
  - Goods: mainly leveraging catalogues set up through Long Term Agreements (LTAs) with suppliers
  - Services: mainly led by Technical Experts in Requesting Units (ROs, HQ)

# Three-tier operating model

## Country Offices

## • Regional Office \*

## Global

- **Africa:** 47
- **Eastern Mediterranean:** 22
- **Europe:** 30
- **South-East Asia:** 11
- **Western Pacific:** 15

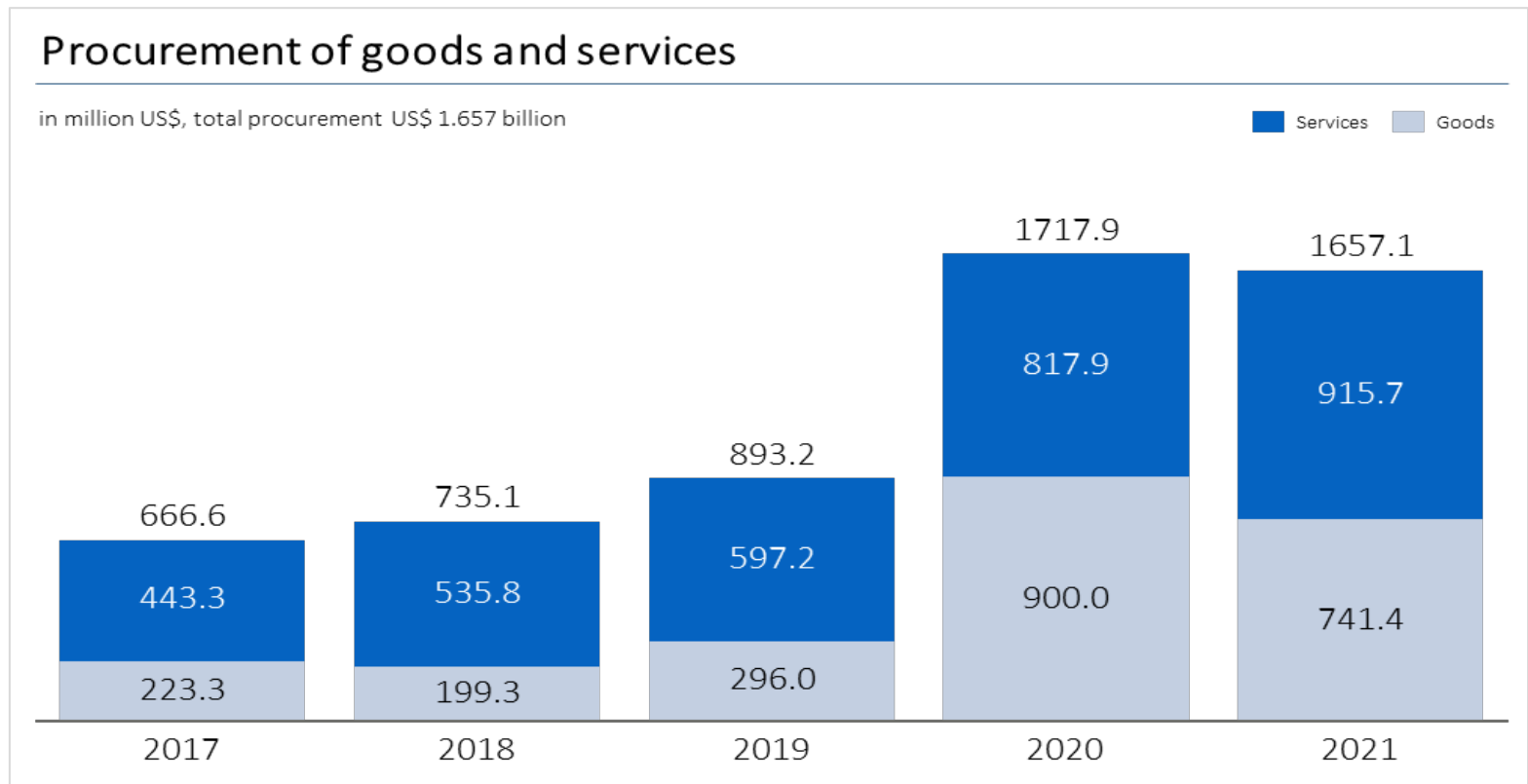
- **AFRO**/Brazzaville
- **EMRO**/Cairo
- **EURO**/Copenhagen
- **SEARO**/New-Delhi
- **WPRO**/Manila

- **Budapest:**
  - Leadership, policy, strategy
  - Long Term Agreements
  - Catalogue management / maintenance
- **Geneva:**
  - QA of health products
  - Procurement for HQ and users training
- **Kuala-Lumpur (Global Procurement and Logistics)**
  - Global Procurement, Shipping and Purchasing
  - Issuance of all Purchase Orders

*\* Regional Office of the **Americas** (PAHO) manages Procurement separately from the other WHO Offices.*

# Profile of our procurement spend

## Total procurement spend 2017 – 2021

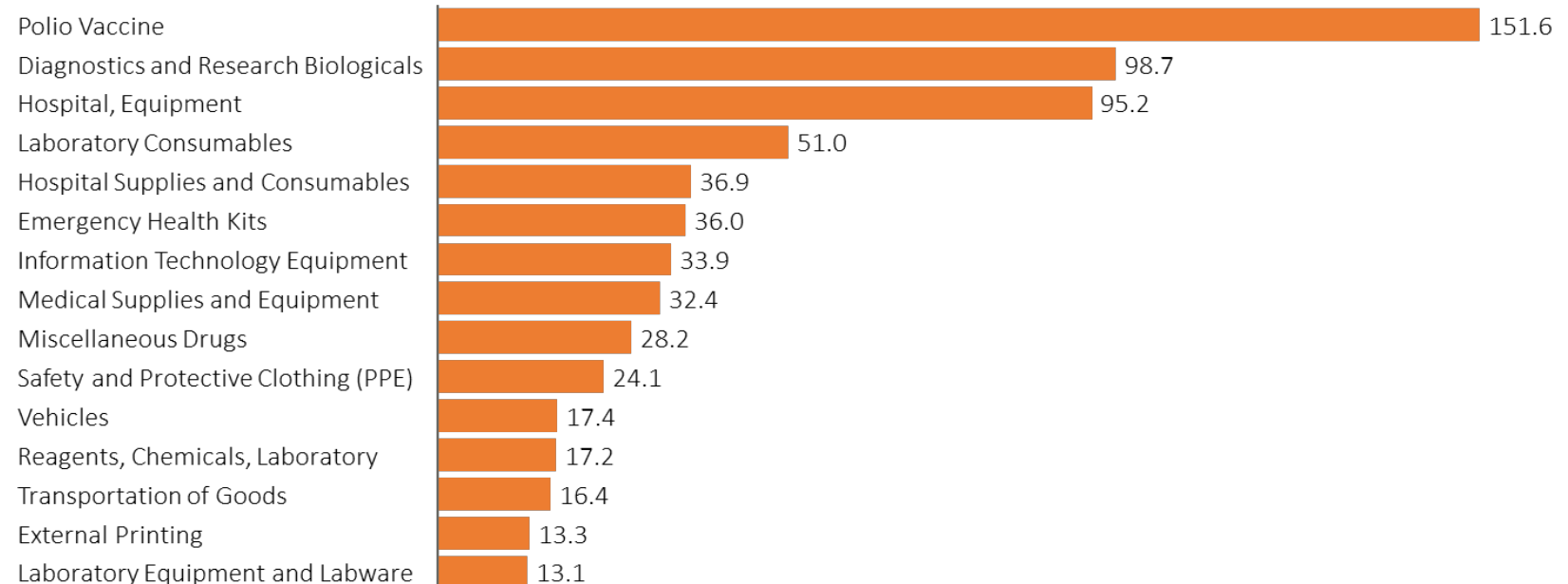


# Profile of our procurement spend - goods

## Procurement spend on goods 2021

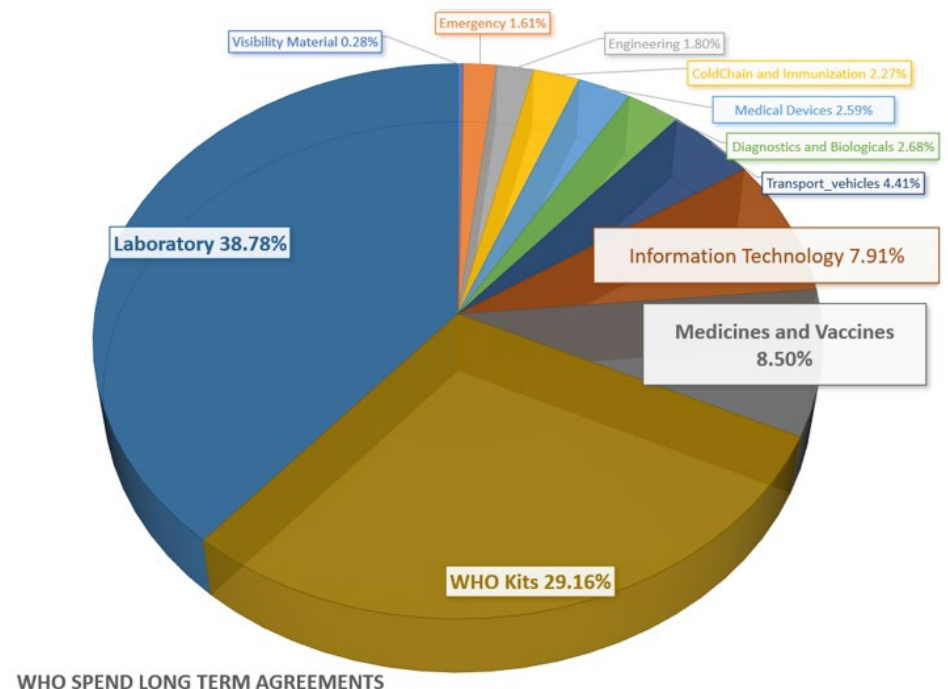
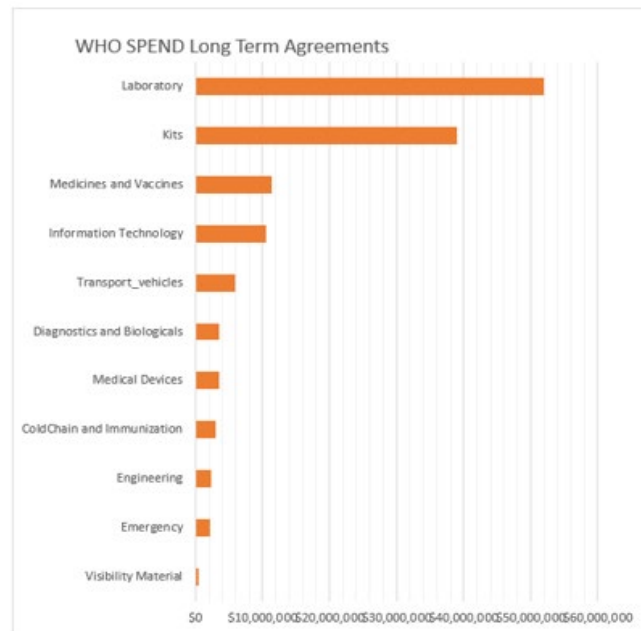
### Largest procurement categories (goods)

in million US\$



# Goods procurement through long-term agreements

Spend on goods in 2021 using long-term agreements

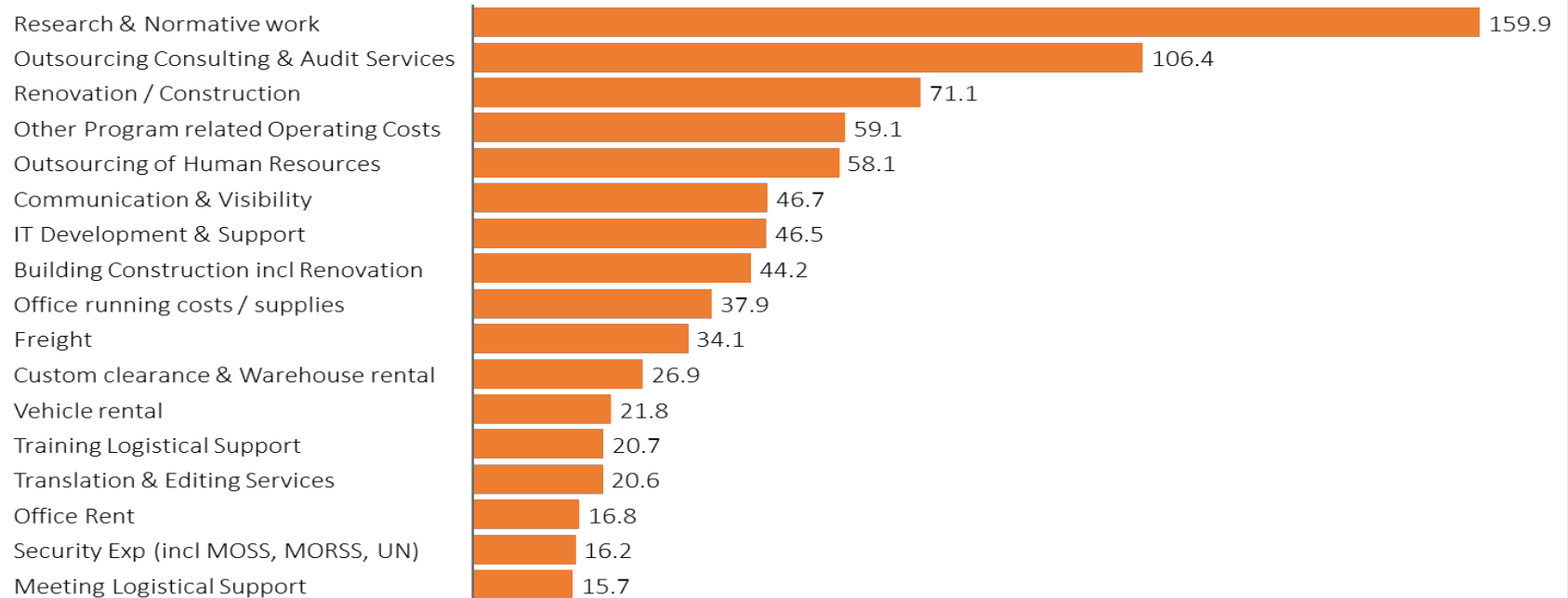


# Profile of our procurement spend - services

## Procurement spend on services 2021

### Largest procurement categories (services)

in million US\$



# Our emergency kit business 2021

**\$14.1m**

Interagency Emergency Health Kit



**\$11.7m**

Trauma & Emergency Surgery, incl. surgical instruments



**\$4.4m**

Pediatric and severe malnutrition kit



**\$4.7m**

Non communicable diseases kit



**\$3.6m**

Cholera kit



**\$791k**

Pneumonia kit



**\$48k**

Major trauma backpack



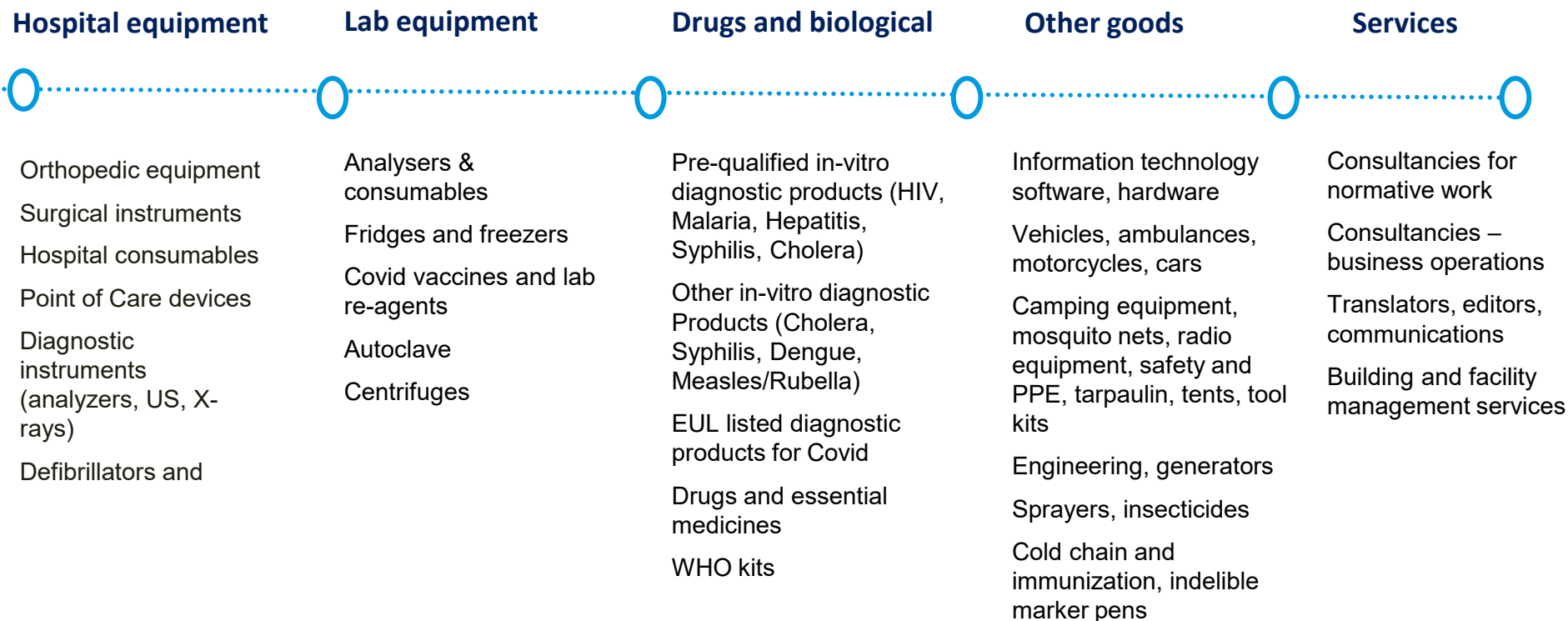
**\$227k**

Sample collection kit





# Ongoing procurement needs



# Upcoming tender opportunities

These opportunities are planned to be tendered as long-term agreements in 2023:

- Medical Devices – consumables and equipment 2023
- PPEs- level C , Chemical protection
- PPEs- Infection control
- Laboratory products - addition to the existing portfolio of lab commodities
- WHO Kits
- IT devices- computers and laptops
- Indelible skin marker Pens
- IR thermometers

# Becoming a WHO supplier

- Register on UNGM
- Do your research – understand our business and what we buy, where and how
- There are global, regional and local opportunities – not solely for large international suppliers
- Compliance with the UN Supplier Code of Conduct is a pre-requisite
- Compliance with other WHO policies including - Code of Ethics and Professional Conduct (ii) WHO Policy on Sexual Exploitation and Abuse Prevention and Response (iii) WHO policy on Preventing and Addressing Abusive Conduct (iv) the WHO Code of Conduct for Responsible Research (v) the WHO Policy on Whistleblowing and Protection Against Retaliation.
- You may want to read WHO general terms and conditions of the contract – any contracted suppliers need to effectively comply
- We encourage action of manufacturers and suppliers of pharmaceuticals, other chemicals, medical devices, diagnostic products, cold chain items:
  - on establishing road maps toward zero emissions in production, packaging, and transportation,
  - to produce products that are energy efficient, safe, reusable, and recyclable

# Useful websites and prequalification information

- WHO Procurement website: <https://www.who.int/about/accountability/procurement>
- Become a supplier to WHO: <https://www.who.int/about/accountability/procurement/become-a-supplier#>
- WHO quality assurance policy for procurement of essential medicines and other health product: <https://www.who.int/publications/i/item/9789240023789>
- Purchase order general terms and conditions: <https://www.who.int/publications/m/item/purchase-order-general-terms-and-conditions>
- General contractual terms and conditions: [https://cdn.who.int/media/docs/default-source/procurement/general-and-contractual-conditions.pdf?sfvrsn=5d4d80d7\\_5&download=true](https://cdn.who.int/media/docs/default-source/procurement/general-and-contractual-conditions.pdf?sfvrsn=5d4d80d7_5&download=true)
- WHO emergency health kits: <https://www.who.int/emergencies/emergency-health-kits>
- Prequalification of pharmaceuticals: <https://extranet.who.int/pqweb>
- Prequalification performance, quality and safety of devices for Cold Chain: <https://extranet.who.int/pqweb/immunization-devices/who-catalogue-prequalified-immunization-devices>

# Thank you

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