
WHO

Procurement & Supply Services

Copenhagen, November 27th-30th 2023



World Health
Organization



Who we are?

Founded in 1948, WHO is the United Nations agency that connects nations, partners and people to promote health, keep the world safe and serve the vulnerable – so everyone, everywhere can attain the highest level of health.

WHO

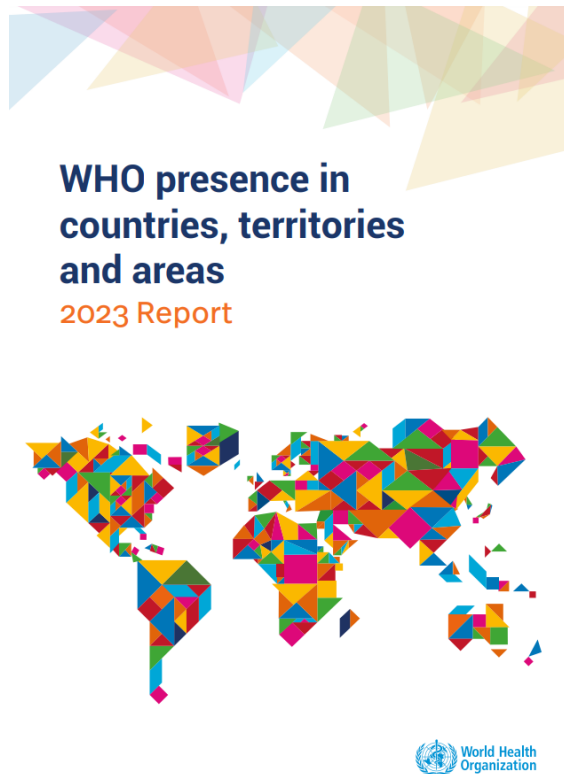
- Leads global efforts to expand universal health coverage.
- Directs and coordinates the world's response to health emergencies.
- Promotes healthier lives – from pregnancy care through old age.



Our Triple Billion targets outline an ambitious plan for the world to achieve good health for all using science-based policies and programmes.

The World Health Assembly is the decision-making body of WHO and is attended by delegations from all Member States.

World Health Organization



- 194 Member States (MS)
- 1 Headquarters
- 6 Regional Offices
- 152 WHO Country Offices (WCO)
- 139 WHO Representative (WR) posts

Supply - three-tier operating model

Country offices

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

Regional office*

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

Global

- **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

Procurement at WHO

Procurement is a critical function in support of the effective discharge of **WHO** mandate.

In order to fulfill its mandate and achieve its vision, **WHO** must procure a significant volume of goods and services.

<http://www.who.int/about/finances-accountability/procurement/en/>



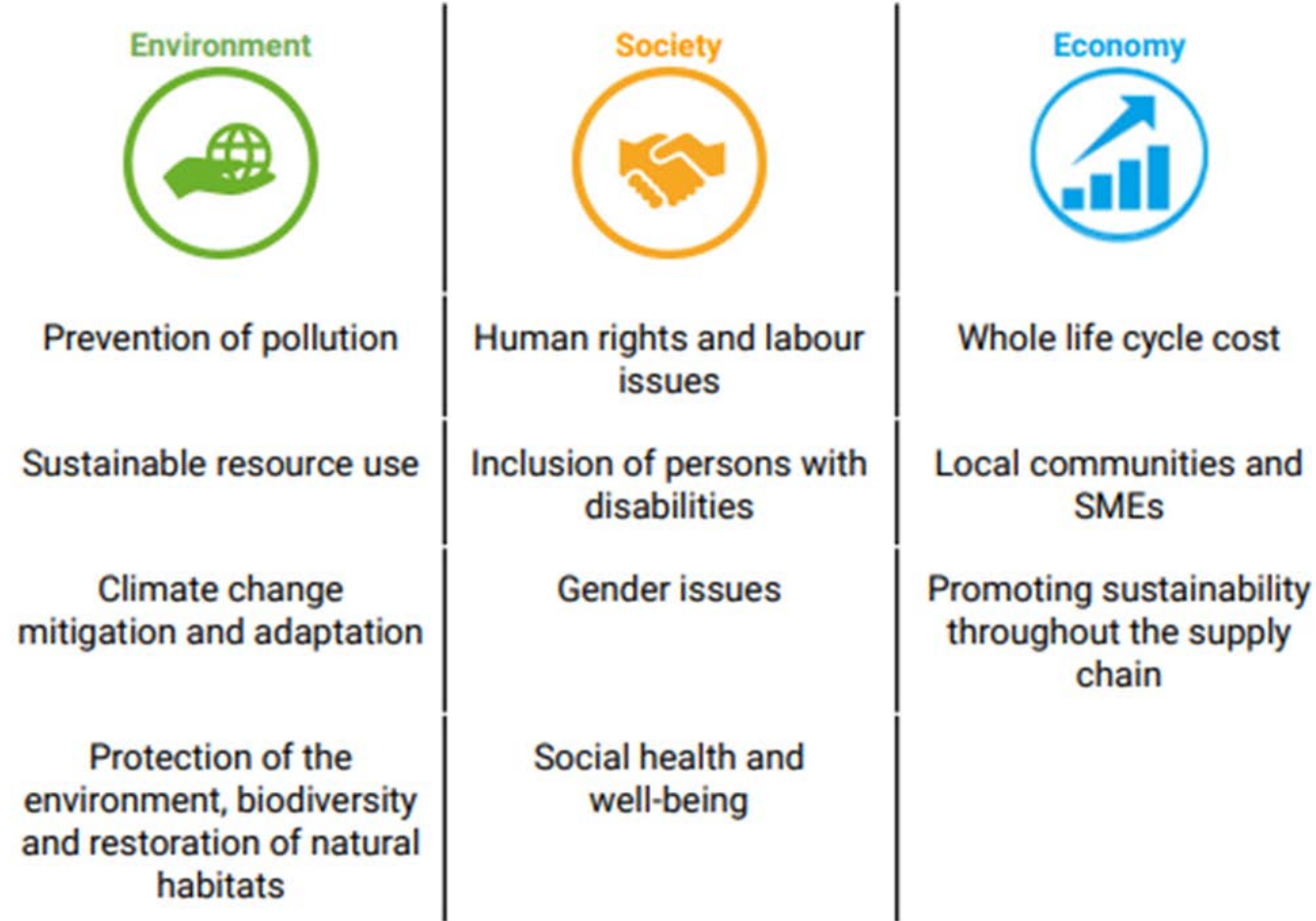
Guiding principles

As a **public organization** entrusted with **donor funds** and committed to **supporting developing economies**, the objective of **WHO** procurement is the **timely** acquisition of goods and services following guiding **principles**:

- ☐ **Best value for money**
- ☐ **Effective Competition**
- ☐ **Fairness and integrity**
- ☐ **Interest of WHO**
- ☐ **Sustainable Procurement**



Three Pillars of SP



Procurement methods

Tender processes

Request for quotation (RFQ): A Request for Quotation (RFQ) is an invitation to submit a quotation, it is used for **goods and services valued below US\$ 50,000**. Depending on the complexity of the requirement, suppliers will be given a minimum of 7 business days to respond to an RFQ. Prices, and other commercial terms and conditions are requested and award is usually made to the lowest priced most technically acceptable offer.

Invitation to bid (ITB): An Invitation to Bid (ITB) is used for the procurement of goods and services. ITBs are processed through eTendering, and all opportunities are published on UNGM (www.ungm.org). An ITB is usually associated with requirements that are clearly and concisely defined. Suppliers are normally given a minimum of 10 business days to respond depending on the complexity of the requirements.

Request for proposal (RFP): A Request for Proposal (RFP) is a formal invitation to submit a proposal in reply to Terms of Reference or requirements for services. Potential bidders are normally given a minimum of 15 business days or more to respond to an RFP.

Market research

A Request for Information (RFI): enables WHO to broaden its knowledge of what is available on the market and at which cost. A RFI is not a solicitation document and it does not constitute a commitment to suppliers.

Request for Expression of Interest (EOI): An Expression of Interest (EOI) is published when an Office or Technical Unit needs to identify a limited number of eligible bidders to invite to a tender process. An EOI will usually include the eligibility criteria which must be met to be considered for the tender. The outcome of the EOI is a shortlist of eligible bidders to whom WHO will send the tender documents.

Other (waiver): Exceptionally and when it is deemed in the best interest of WHO, goods or services might be purchased through direct contracting as per applicable policies and processes.

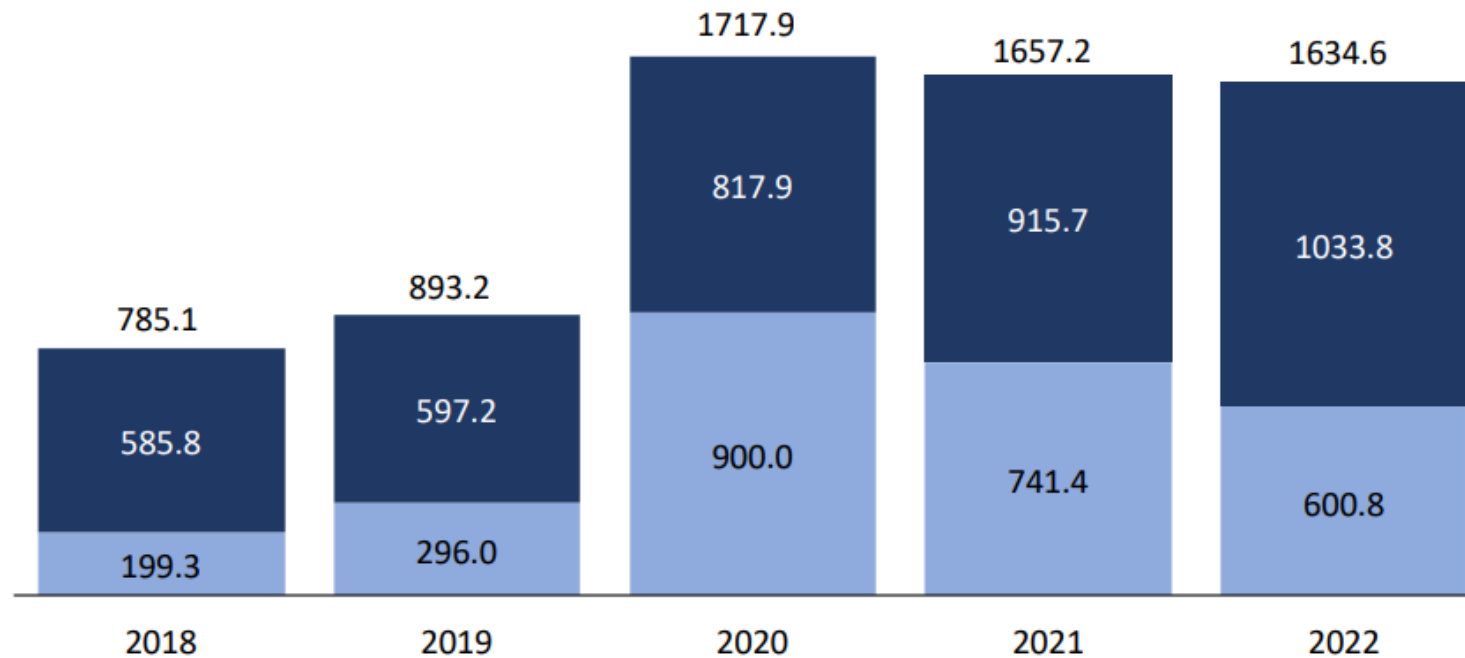
Significance of Procurement

Total expenditures 2022: **1.6 billion USD***

Procurement of Goods and Services

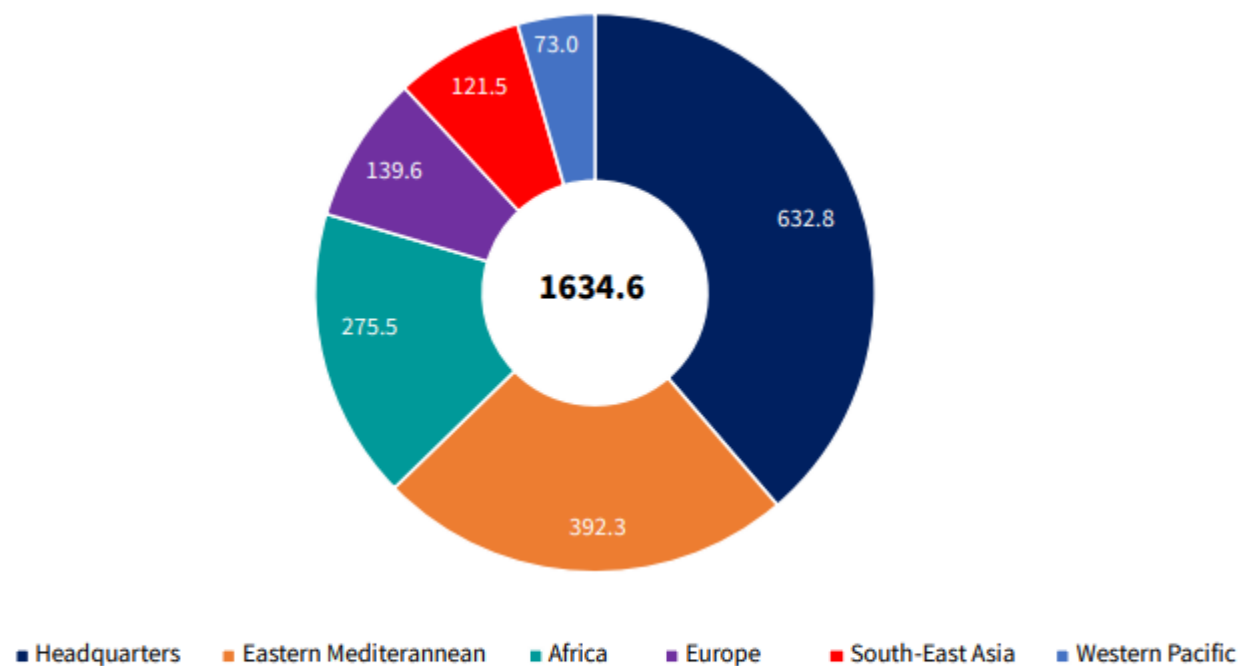
in million US\$

■ Goods ■ Services



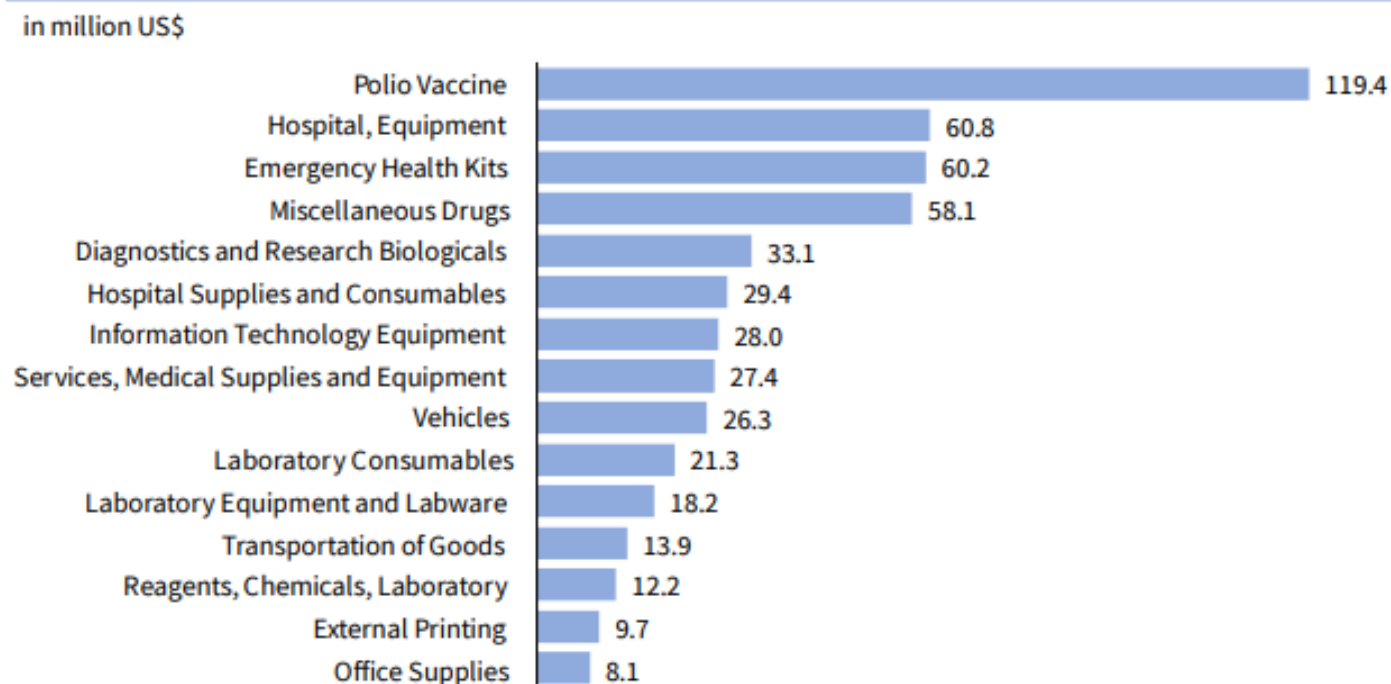
Significance of Procurement

Procurement by major office (million US\$) 2022



Profile of our procurement spend - Goods

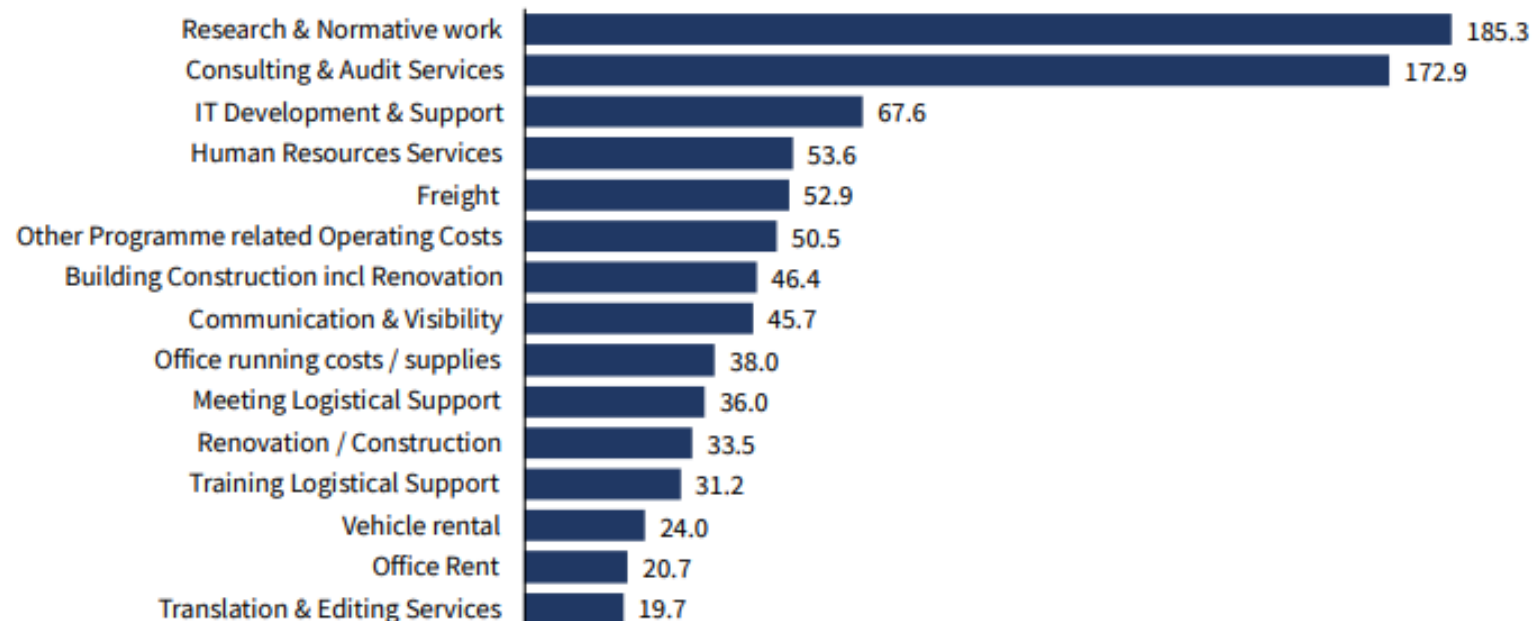
Procurement spend 2022



Profile of our procurement spend - Services

Procurement spend 2022

in million US\$



Facts about WHO procurement

- Until 2019 WHO procured approx. \$800 Million annually, almost doubled in 2020 to \$1.7 Billion due to the emergency COVID-19 response and 2022 was more than \$1.6 Billion
- Top categories purchased: medical equipment, management services, laboratory and testing equipment, research services, pharmaceuticals
- Global supplier base: in 2022, +15,000 different suppliers used from 180 countries
- Procurement is largely decentralized to offices with delegated authority, with differences in strategies followed for goods vs services:
 - Goods: leveraging catalogues set up through Long Term Agreements (LTAs) with suppliers, and buying locally & globally
 - Services: mainly led by Technical Experts in Requesting Units (ROs, HQ)

Ongoing procurement needs

Hospital equipment



Orthopedic equipment
Surgical instruments
Hospital consumables
Point of Care devices
Diagnostic instruments
(analyzers, US, X-rays)
Defibrillators and

Lab equipment



Analysers & consumables
Fridges and freezers
Covid vaccines and lab
reagents
Autoclave
Centrifuges

Drugs and biological



Pre-qualified in-vitro
diagnostic products (HIV,
Malaria, Hepatitis, Syphilis,
Cholera)
Other in-vitro diagnostic
Products (Cholera, Syphilis,
Dengue, Measles/Rubella)
EUL listed diagnostic
products for Covid
Drugs and essential
medicines
WHO kits

Other goods



Information technology
software, hardware
Vehicles, ambulances,
motorcycles, cars
Camping equipment,
mosquito nets, radio
equipment, safety and PPE,
tarpaulin, tents, tool kits
Engineering, generators
Sprayers, insecticides
Cold chain and
immunization, indelible
marker pens

Services



Consultancies for
normative work
Consultancies – business
operations
Translators, editors,
communications
Building and facility
management services



Useful websites and prequalification information

[Become a Supplier to WHO](#)

[WHO Procurement website](#)

[General terms and conditions - Goods](#)

[General contractual terms and conditions - Services](#)

[WHO quality assurance policy for procurement of essential medicines and other health product](#)

[WHO emergency health kits](#)

[Prequalification of pharmaceuticals](#)

[Prequalification performance, quality and safety of devices for Cold Chain](#)

Thank you

For more information, please contact:

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Email: procurement@who.int

