

Joint UNICEF-UNFPA- WHO Meeting with Manufacturers and Suppliers

unicef 
for every child

UNICEF Procurement Updates

Cynthia Kamtengi
Contracts Manager
29 November 2023



Outline

- UNICEF's Mission
- Procurement Guiding Principles
- 2022 Global Procurement Results
- Medicine Procurement
- Useful Information Links on UNICEF Procurement for Suppliers



UNICEF'S MISSION AND VISION

UNICEF advocates to protect children's rights

Help meet their **basic needs** and expand opportunities for every child to reach **their full potential.**



Transforming rights into reality

Supply Division strives to ensure that every child has **access to essential supplies.**



Equitable access to supplies

A foundation for programmatic interventions and an integral part of realising UNICEF's **five goal areas.**



Every child has a right to

1. Survive & thrive



2. Learn



3. Be protected



4. Live in a clean & safe environment



5. A fair chance in life



UNICEF procurement guiding principles

Purchases primarily from **manufacturers** and **authorised representatives**

Evaluates and registers suppliers with which it does business

Uses **competitive tendering** for all procurement ([procurement policies](#))

Invites an appropriate **geographical range** of suppliers to tender

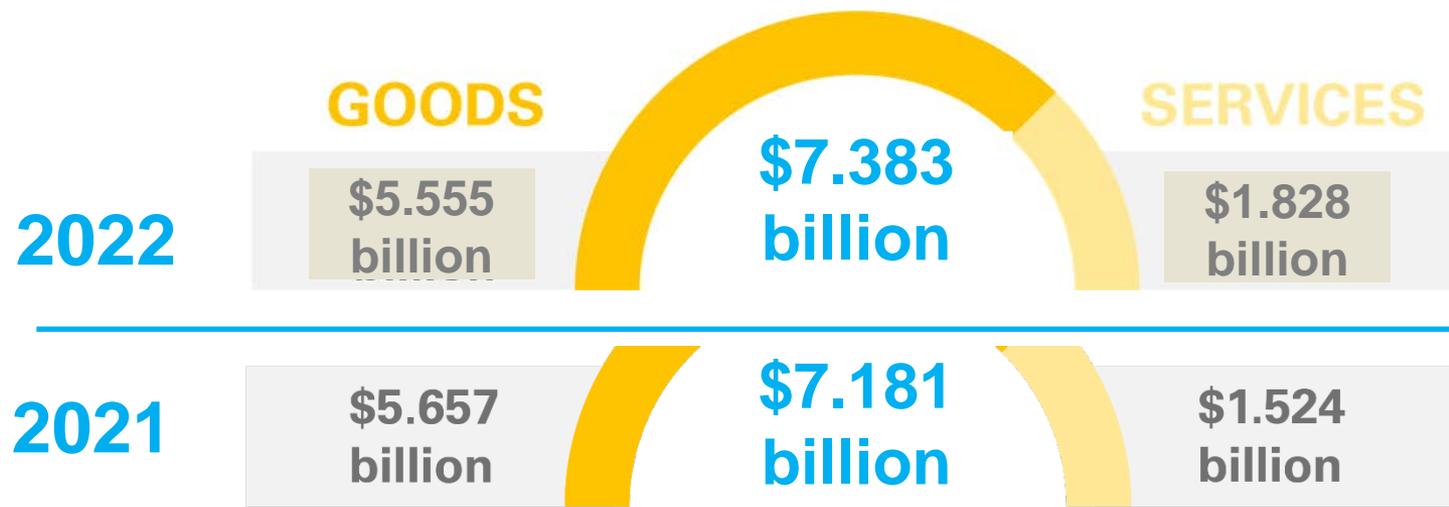
Purchases products that comply with recognised [technical standards](#)

Does not purchase from companies employing [child labour](#), nor manufacturers of [land mines](#) and their components (**Supplier Code of Conduct**)

Does not purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities (**clause 7 of UNICEF's GTCs on ethical standards**)



UNICEF PROCUREMENT VALUE



- In 2022 UNICEF procured **\$7.383 billion worth of supplies and services** – representing a 3 per cent increase from 2021 levels and a 93 per cent increase from 2019 (pre-pandemic) levels.
- The 2022 levels were driven by the response to new and ongoing emergencies, the Food Insecurity Crisis, and continued demand for construction services

TOP COMMODITY GROUPS 2022



\$3.736 billion Vaccines/biologicals

- **3.429 billion** doses of vaccines for **108 countries**.
- COVAX delivered **924.6 million** doses of COVID-19 vaccine to **113 countries**.
- UNICEF managed the delivery of more than **977.9 million** COVID-19 vaccines to **92 countries**.



\$322.1 million Medical supplies and equipment

- includes **\$321 million** PPE items to 121 countries.
- UNICEF delivered 2.4 billion syringes for immunization and 22.1 million safety boxes.



\$164.6 million Cold chain equipment

- **\$84.6 million** in solar-powered systems procured for **63 countries**.



\$392.4 million Nutrition

- **68,702 metric tons** of RUTF delivered to **64 countries**.
- A **90 per cent** increase from 2021



\$134.3 million Education

- **162,830** education kits procured for **52 countries**.



\$188.7 million Water and sanitation

- **2.191 billion** purification tablets and sachets to treat 62 billion litres of water.



\$149 million Pharmaceuticals

- **221 million** amoxicillin pneumonia tablets for children under 5 years old in **41 countries**.
- **88.6 million** cotrimoxazole tablets to **21 countries**.
- **24.2 million** ACT malaria treatments to **25 countries**.



\$81.5 million Bed nets/insecticides

- **18.6 million** LLINs were delivered to **21 countries**.

* by procurement value



2022 Key Results

Ready-to-Use Therapeutic Food (RUTF): 5 million cartons (68,702 MT) delivered to 64 countries

Multiple micronutrient powder: 612.7 million sachets delivered to 42 countries

Iron-folic acid (IFA): 482 million tablets delivered to 40 countries

Multiple Micronutrient Supplement (MMS): 82 million tablets delivered to 45 countries

Vitamin A: 475.9 million capsules delivered to 71 countries

Nutrition



Medicines



Amox DT: 221 million dispersible tabs equivalent to 22 million pneumonia treatments delivered to 41 countries

ORS: 47 million sachets including 11.3 sachets co-packaged with zinc delivered to 23 countries

ARVs: 1.60 million packs delivered to 34 countries – enough to provide 27,601 adults and 70,558 children with one year of first-line therapy

Cotrimoxazole: 88.8 million tablets delivered to 21 countries

Artemisinin-based Combination Therapy (ACT): 24.2 million malaria treatments delivered to 25 countries

De-worming tabs: 101 million tablets delivered to 49 countries



Focus areas for Medicines and Nutrition

Procurement focus that addresses UNICEF **programmatic priorities**

Follow and promote **WHO recommendations** on selection and use of medicines and international guidelines on nutrition

Ensure availability of **affordable** essential medicines and nutrition supplies for primary health care and emergency relief

Develop **sources and market** for priority products

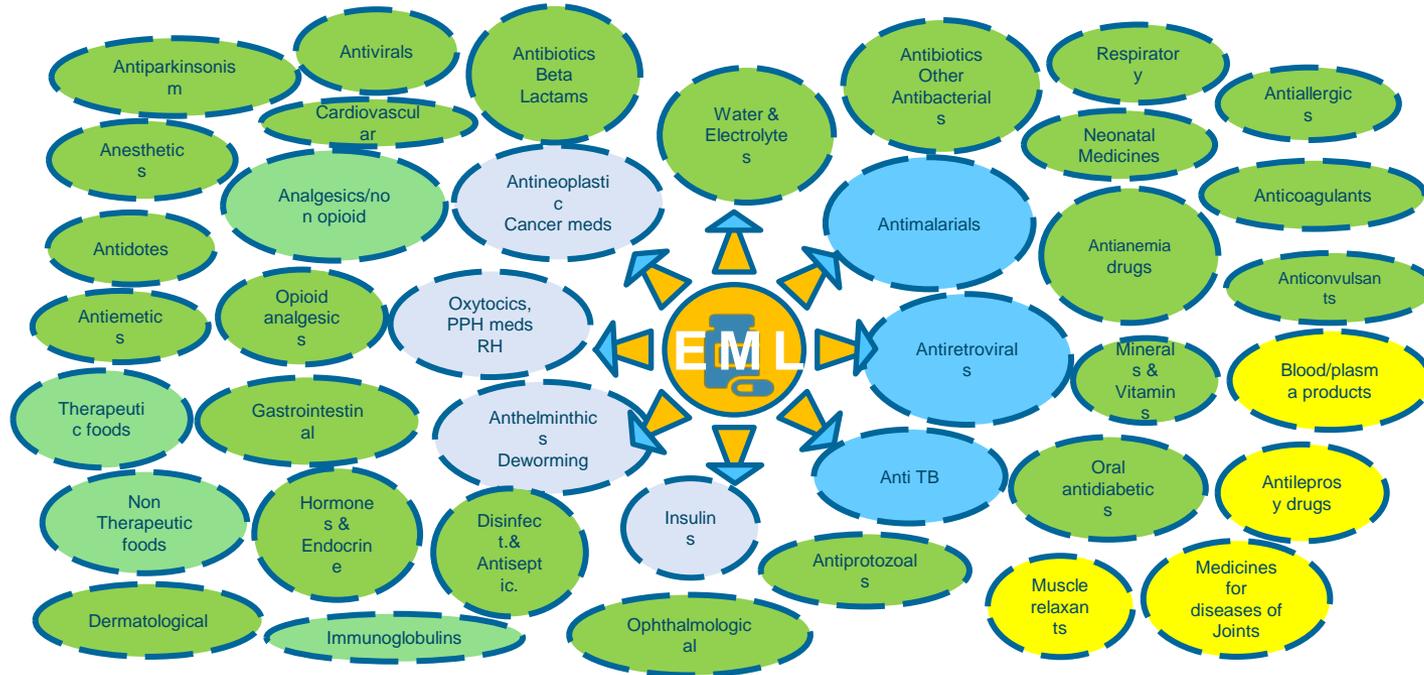
Ensure capacity to excel in **procurement activities** (quality assurance, selection, contracting, supply chain management)

Make a measurable contribution to the achievement of the SDGs through **sustainable procurement.**



ACCESS TO MEDICINES

UNICEF MEDICINES PRODUCT PORTFOLIO BASED ON WHO MODEL EML



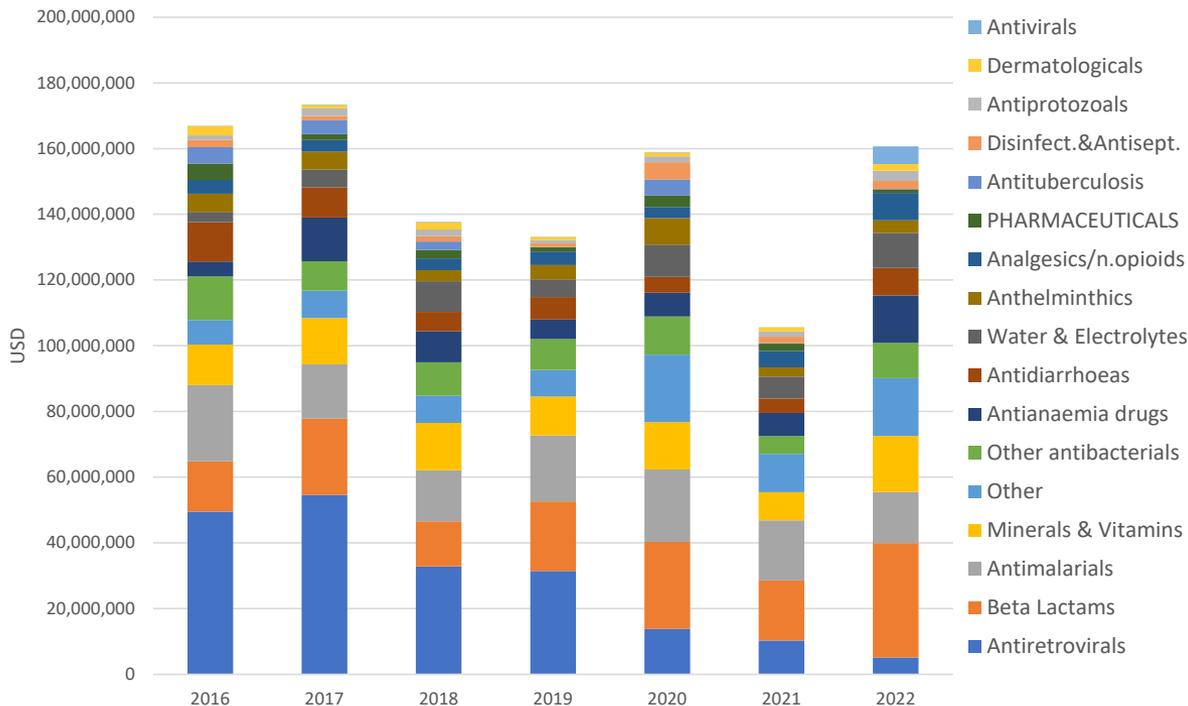
Legend

- **Green**-LTA-based on UNICEF product and supplier GMPD assessment
- **Yellow**- ADHOC procurement based on UNICEF Product and supplier GMPD assessment, some on LTA
- **Dark Blue**-LTA-Reliance on WHO Prequalification, GF ERP, USFDA tentative approval
- **Light Blue**- Mix of WHO PQ, SRA and UNICEF assessment



Medicine Procurement

Procurement value of main supply categories



139 Suppliers in **36 countries**, have been used to procure **377 standard UNICEF medicines presentations**, which represent **95% of the procurement**.

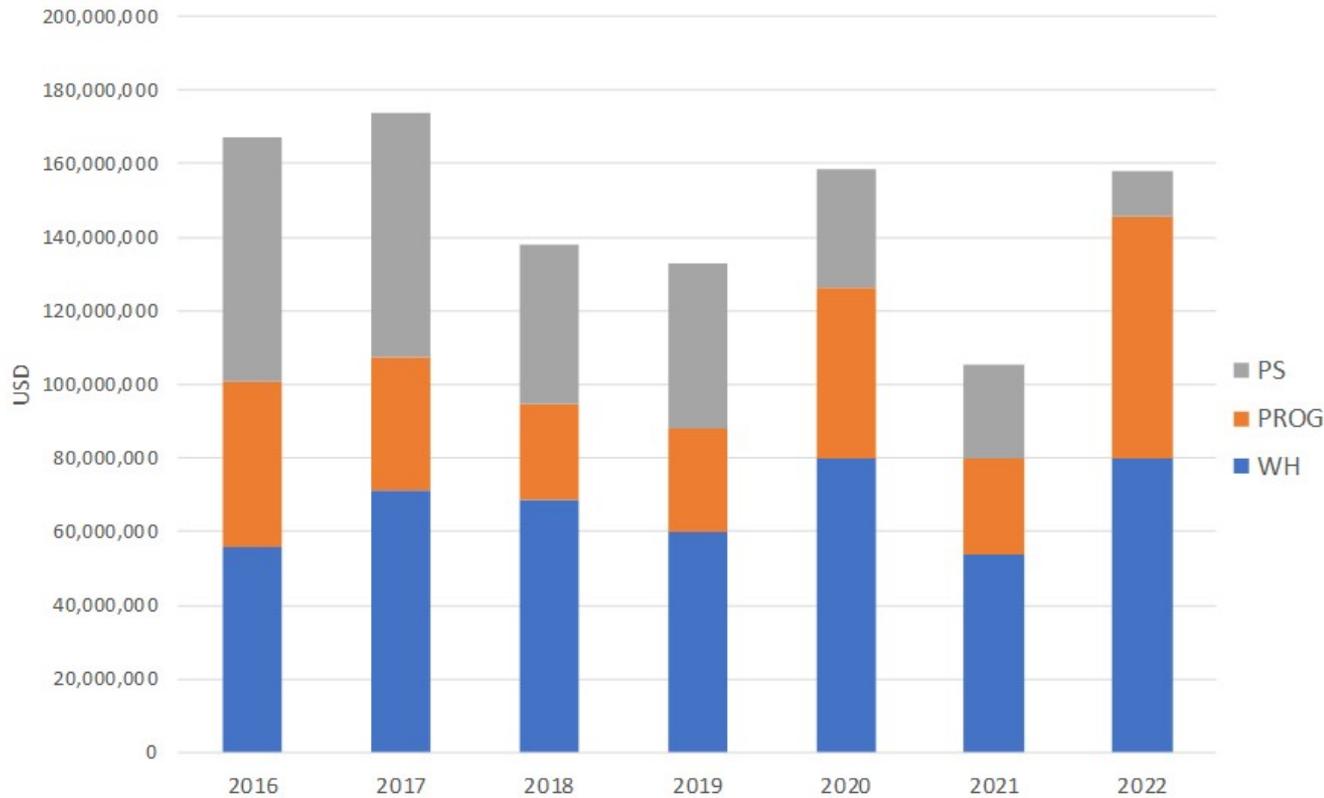
Medicines delivered to **90 countries**

- Amoxicillin dispersible tablets and other betalactams
- Antimalarials
- Vitamin A
- Iron folic acid (IFA)
- Multiple micronutrient tablets (MMS)
- ORS and Zinc
- Large volume parenterals
- Deworming tablets



Medicine Procurement

Procurement: Pharma



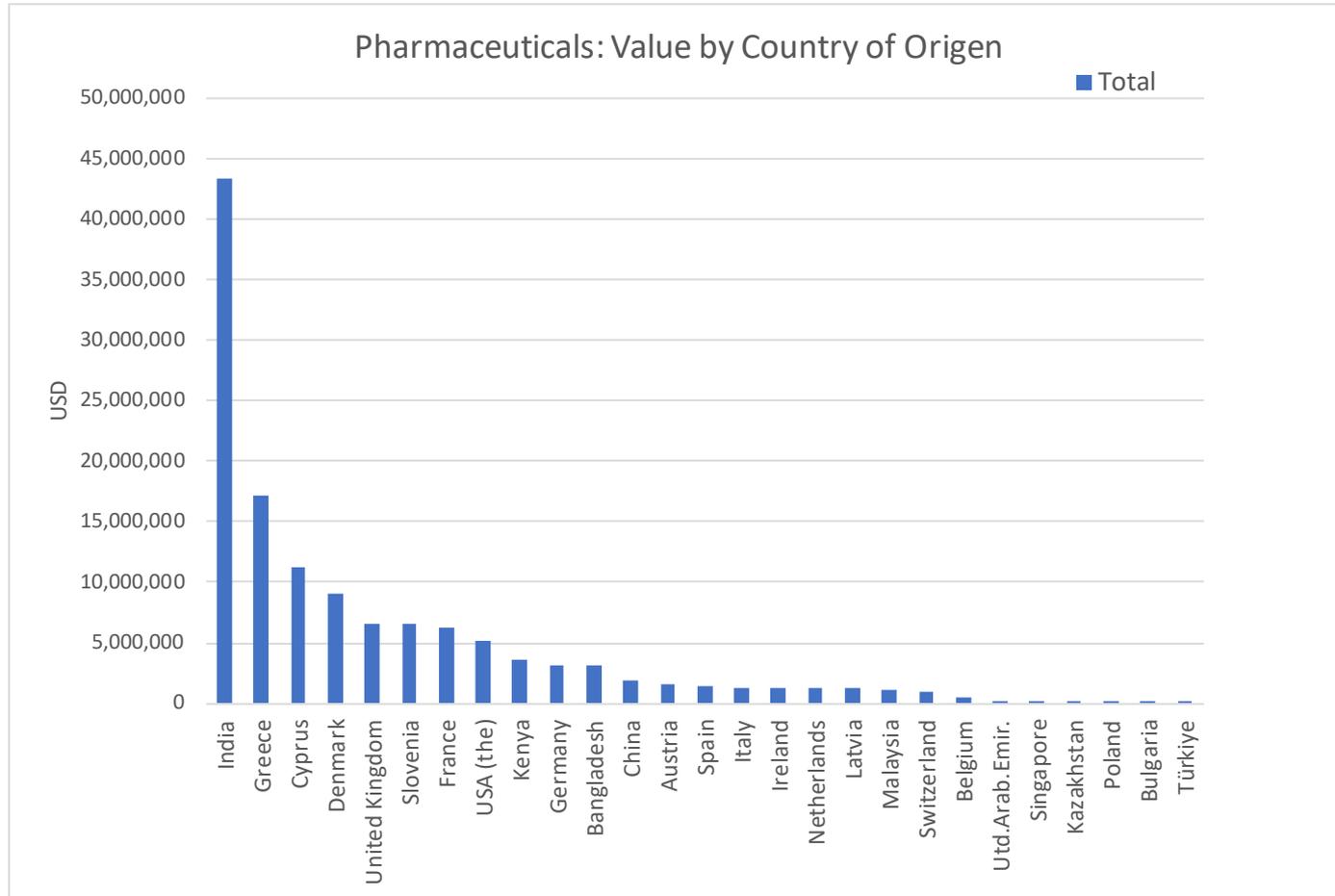
40-50% of medicines are procured for delivery to Supply Division Warehouse in Copenhagen



UNICEF TOP MEDICINES PROCURED 2018 - 2023

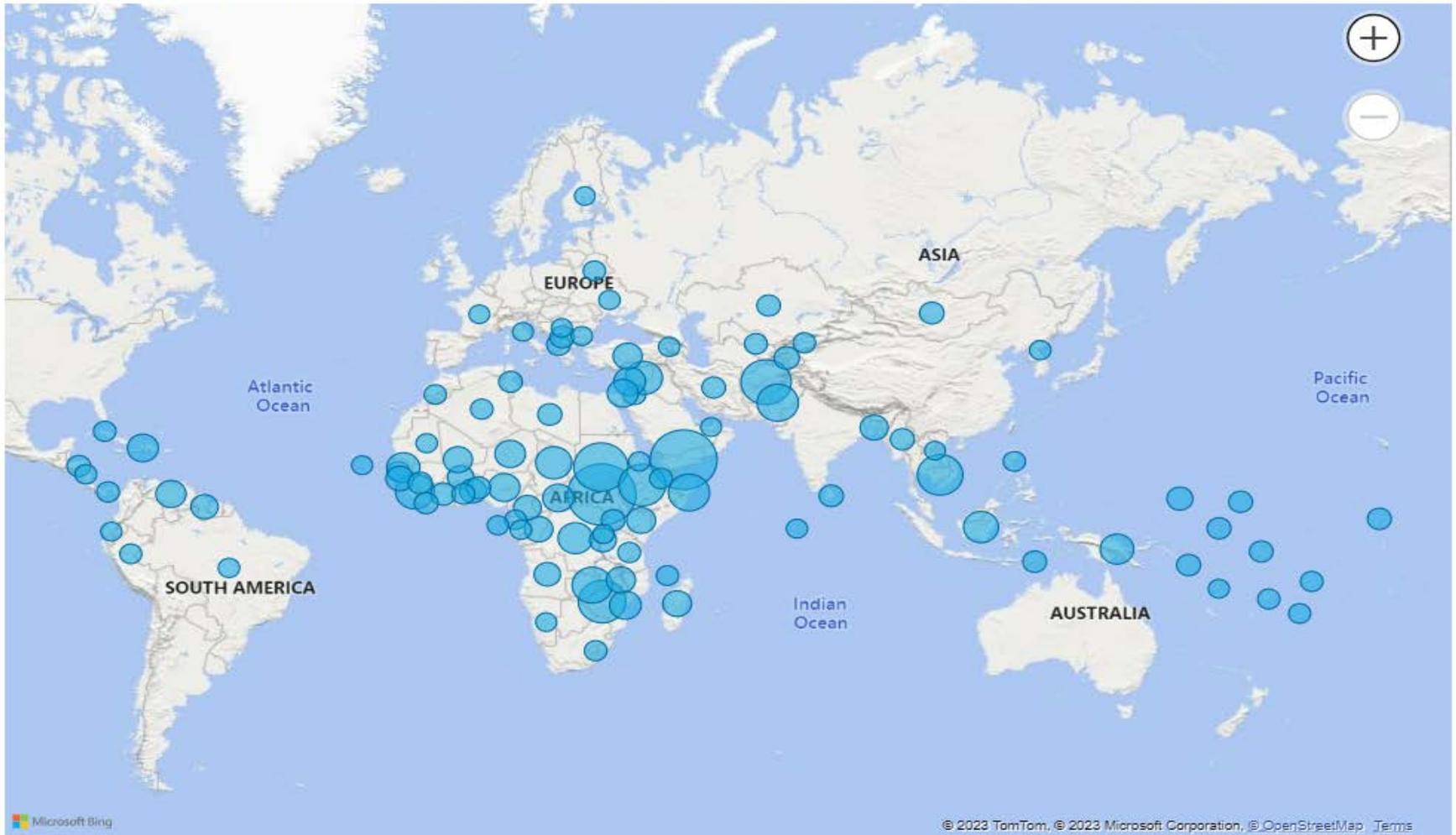
	Sum of USD value							
	2018	2019	2020	2021	2022	2023	Grand Total	
Amoxicillin 250mg disp.tab/PAC-(10x10)	8,686,897.98	6,878,728.27	10,155,609.78	7,968,514.42	9,832,251.93	8,906,698.66	52,428,701.04	
Albendazole 400mg chewable tabs/PAC-100	1,736,147.51	5,666,083.67	6,509,350.57	4,200,843.68	5,758,792.79	2,963,631.61	26,834,849.83	
Ceftriaxone pdr/inj 1g vial/BOX-10	2,200,292.21	2,317,448.16	4,659,346.57	1,854,004.47	9,803,557.17	5,347,678.82	26,182,327.40	
Artem20mg+Lumef120mg disp tabs/12/PAC-30	3,026,271.68	4,143,676.74	3,594,721.34	2,327,478.55	1,684,869.73	2,364,021.46	17,141,039.50	
Amoxicillin 250mg tabs/PAC-1000	5,919,275.04	5,442,977.26	1,292,093.70	807,180.85	491,921.70	761,902.20	14,715,350.75	
Dexamethasone Phos 4mg/ml 1ml amp/BOX-50	715,648.69	573,630.65	6,380,755.07	5,208,508.15	1,126,531.26	489,554.67	14,494,628.49	
ORS fl.1Lx2+ Zinc 20mg 10tabs.kit/PAC	3,697,659.44	2,422,023.73	1,754,250.10	2,221,778.79	3,312,690.19	1,069,544.40	14,477,946.65	
Benzylpenicillin pdr/inj 5MIUvial/BOX-50	1,379,802.88	2,940,397.49	2,768,523.51	1,892,566.73	3,290,433.06	1,740,120.44	14,011,844.11	
Compound Sodium Lact 500ml bot GS/BOX-20	4,661,009.48	2,121,803.72	2,771,197.10	1,789,817.51	2,300,760.13	209,770.35	13,854,358.29	
Amoxici.pdr/oral sus 125mg/5ml/BOT-100ml	2,095,079.67	1,286,417.66	2,415,121.29	1,335,966.20	3,695,774.16	2,387,982.96	13,216,341.94	
Erythromycin 250mg tabs/PAC-100	2,971,365.39	2,699,253.19	3,517,572.85	1,656,406.63	1,741,923.72	423,568.79	13,010,090.57	
Ampicillin pdr/inj 500mg vial/BOX-100	1,376,840.31	2,261,354.16	1,620,612.96	3,480,536.81	1,660,959.11	1,536,219.45	11,936,522.80	
Artesunate pdr./inj 60mg vial/BOX-1	1,694,397.92	1,500,982.52	2,910,088.33	2,413,138.76	1,642,717.65	1,121,538.20	11,282,863.38	
LPV/r 200+50mg heat/st tabs/PAC-120 pb	3,314,402.16	6,953,756.80	159,107.23	116,280.00	9,386.00	9,196.00	10,562,128.19	
Paracetamol 500mg tabs/PAC-100	1,559,299.34	778,877.59	1,231,246.52	1,406,129.74	4,070,268.02	1,119,763.22	10,165,584.43	
Mebendazole500mg chew tabs/PAC-200 CIK				699,282.96	1,884,439.68	7,446,640.00	10,030,362.64	
Artemeth80mg+Lumefan480mg tab/6/PAC-30		2,344,785.25	1,273,788.50	2,247,261.10	1,093,793.90	2,663,672.70	9,623,301.45	
ABC120mg+3TC60mg disp. tabs/PAC-30 gb	5,204,795.50	1,736,608.80	454,447.30	1,440,485.00	165,747.70	343,546.00	9,345,630.30	
Ampicillin pdr/inj 500mg vial/BOX-50		997,161.37	803,836.38	1,738,978.88	3,262,292.70	2,312,602.43	9,114,871.76	
Artesunate pdr./inj. 120mg vial/BOX-1	216,949.60		2,468,400.20	2,418,173.70	2,595,064.80	1,346,114.40	9,044,702.70	
Artemeth20mg+Lumefan120mg tabs/24/PAC-30	1,193,386.95	2,340,166.18	1,909,252.86	1,867,966.77	951,950.19	754,152.87	9,016,875.82	
Ceftriaxone pdr/inj 250mg vial/BOX-50	596,974.05	1,091,793.37	1,499,013.76	1,873,113.16	2,967,010.28	889,594.07	8,917,498.69	
Artem 20mg+Lumef120mg disp tabs/6/PAC-30	1,633,086.16	1,767,360.00	1,725,013.36	1,970,899.39	789,443.25	763,989.08	8,649,791.24	
ORS low osm. 20.5g/1L CAR/100	1,305,468.04	1,230,903.49	1,121,880.24	1,002,971.36	2,067,316.20	1,344,474.27	8,073,013.60	
Artemeth20mg+Lumefan120mg tabs/18/PAC-30	1,219,593.10	1,925,330.72	1,336,145.85	1,296,328.34	871,619.01	1,335,770.65	7,984,787.67	
Nirmatrelvir150+RTV100mg tab/4+2/PAC-5pp						7,749,264.00	7,749,264.00	
Zinc 20mg tablets/PAC-100	505,917.09	1,981,463.52	1,324,064.09	1,299,475.17	1,641,715.61	496,645.24	7,249,280.72	
Tetracycline eye ointment 1%/TBE-5g	1,032,220.06	956,428.92	1,447,390.73	1,250,964.23	958,929.44	1,532,214.48	7,178,147.86	
Sodium Chloride 0.9% 500ml bot GS/BOX-20		102,706.27	2,661,980.35	1,643,894.28	2,414,891.85	242,716.13	7,066,188.88	
Paracetamol 125mg/5ml or.liq/BTL-60ml	2,145,305.67	1,351,553.87	1,183,688.03	1,968,998.74	262,016.65	153,922.77	7,065,485.73	

Medicines: Source Countries in 2022



Medicines: Receiving Countries

Receiving Country map in 2023



Upcoming UNICEF Tenders

- Large and Small Volume Parenterals: Currently Open
- Multiple Micronutrient Tablets (180 tabs): imminent
- Multiple Micronutrient Tablets (all presentation): 1 half 2024
- Oral Beta lactams (with Amoxicillin DT): 1H 2024
- Antimalarials: 1H 2024
- Anthelmintics: 1H 2024
- Plus ad-hoc tenders for new and unmet needs



Useful UNICEF Links

Link	Link Description
https://www.ungm.org	United Nations Global Marketplace website where suppliers to the UN register and UN (including UNICEF) tenders are advertised.
https://www.unicef.org/supply/medicines	UNICEF Supply Division Medicines Page - includes areas of focus, catalogue, Medicines tender calendar and market notes on strategic products
https://www.unicef.org/supply/suppliers-and-service-providers	how UNICEF engages with suppliers
https://www.unicef.org/supply/documents/general-terms-and-conditions-contract	UNICEF standard texts for general terms and conditions for contracts for goods and services
https://www.unicef.org/supply/questionnaires-and-requirements-pharmaceutical-and-nutrition-products	Technical requirements for pharmaceuticals and questionnaires to be filled by suppliers
https://www.unicef.org/supply/media/17276/file/Medicines-Tender-Calendar-2023.pdf	Calendar of the medicines tenders planned for 2023
https://supply.unicef.org/	List of products including pharmaceuticals that UNICEF procures and their specifications
https://www.unicef.org/supply/resources/annual-reports	UNICEF Supply Division annual reports

THANK YOU



UNICEF Supply Division
Oceanvej 10-12
2150 Nordhavn Copenhagen
Denmark

Telephone: +(45) 45 33 55 00
Email: supply@unicef.org

 unicef.org/supply
 [@unicefsupply](https://twitter.com/unicefsupply)
 [/unicefsupply](https://www.linkedin.com/company/unicefsupply)
 [@unicefsupply](https://www.instagram.com/unicefsupply)