

World Health Organization Procurement Overview

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Introduction to WHO

- The World Health Organization (WHO) was established in 1948 as a **specialized agency of the United Nations** (75th Anniversary in 2023)
- WHO 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's 14th General Programme of Work (2025-2028) has six inter-connected objectives:
 - To **PROMOTE health**: 1. respond to climate change 2. address health determinants and the causes of ill health (multi-sector policy making)
 - To **PROVIDE health**: 3. advance in primary health care and essential health system capacities for universal health coverage 4. improve equity in health coverage and financial protection to tackle inequity and gender inequalities
 - To **PROTECT health**: 5. prevent/mitigate/prepare for risks to health 6. fast detection and effective response to health emergencies
- WHO works closely with 194 Member States

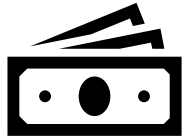
Official website: www.who.int



Procurement at WHO

\$1.51 B

Total volume
in 2023



Categories

Medical equipment
Laboratory
Research services
Pharmaceuticals



>28,000

Suppliers
from 180 countries



Principles

1. Best Value for Money
2. Fairness
3. Integrity & Transparency
4. Effective competition
5. Sustainability

UNGM Portal



ERP

New ERP system in place, fully
operating by Dec. 2024



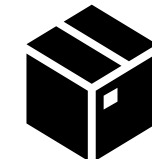
Decentralized

5 Regional Offices
PAHO/AMRO
194 Member States
152 Country Offices



Goods/Services

Goods – Catalogue/LTA or ad-hoc
tenders (open or limited competition)
Services – Led by Technical Units



Three-tier operating model

Country Offices

- Africa: 47
- Eastern Mediterranean: 21
- Europe: 33
- South-East Asia: 11
- Western Pacific: 15
- Americas*: 27

Regional Offices

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

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 Processing
 - Issuance of all Purchase Orders

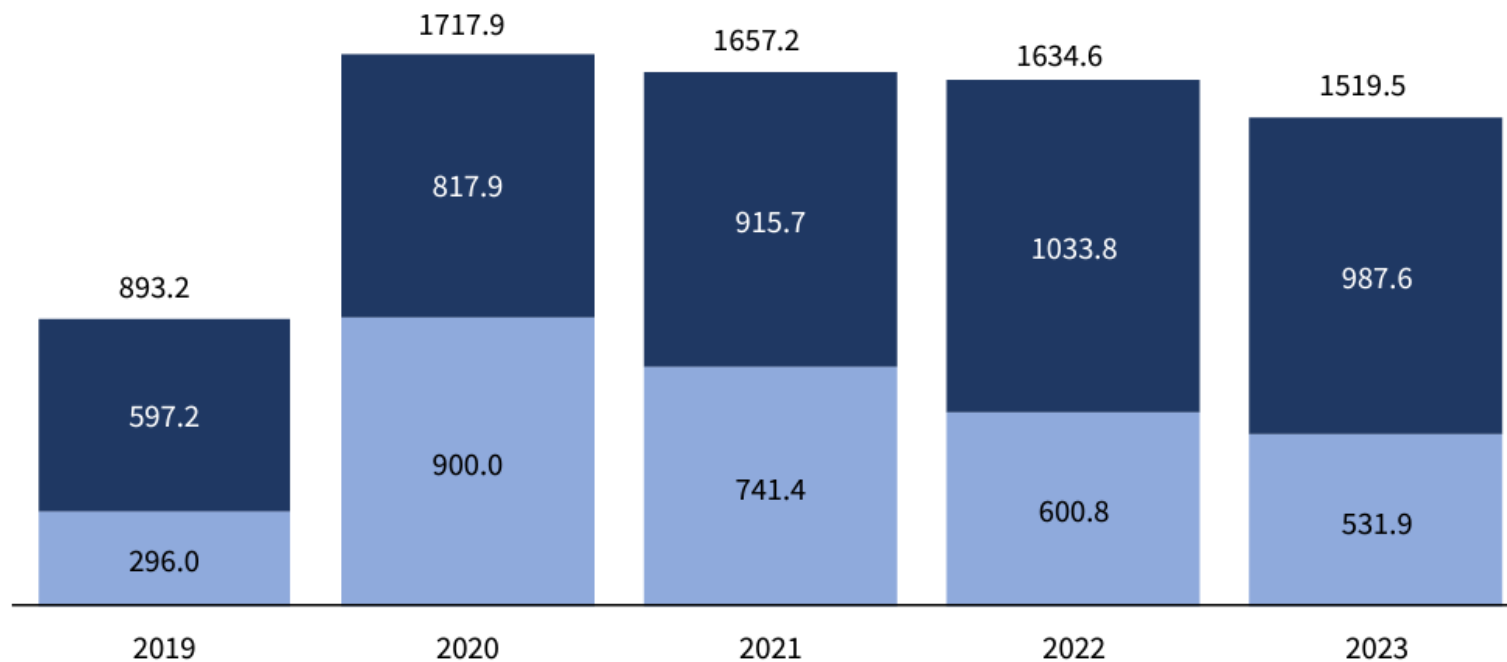
* Regional Office of the Americas (PAHO) manages Procurement separately from the other WHO Offices.

Profile of our procurement spend

Total procurement spend 2019 - 2023

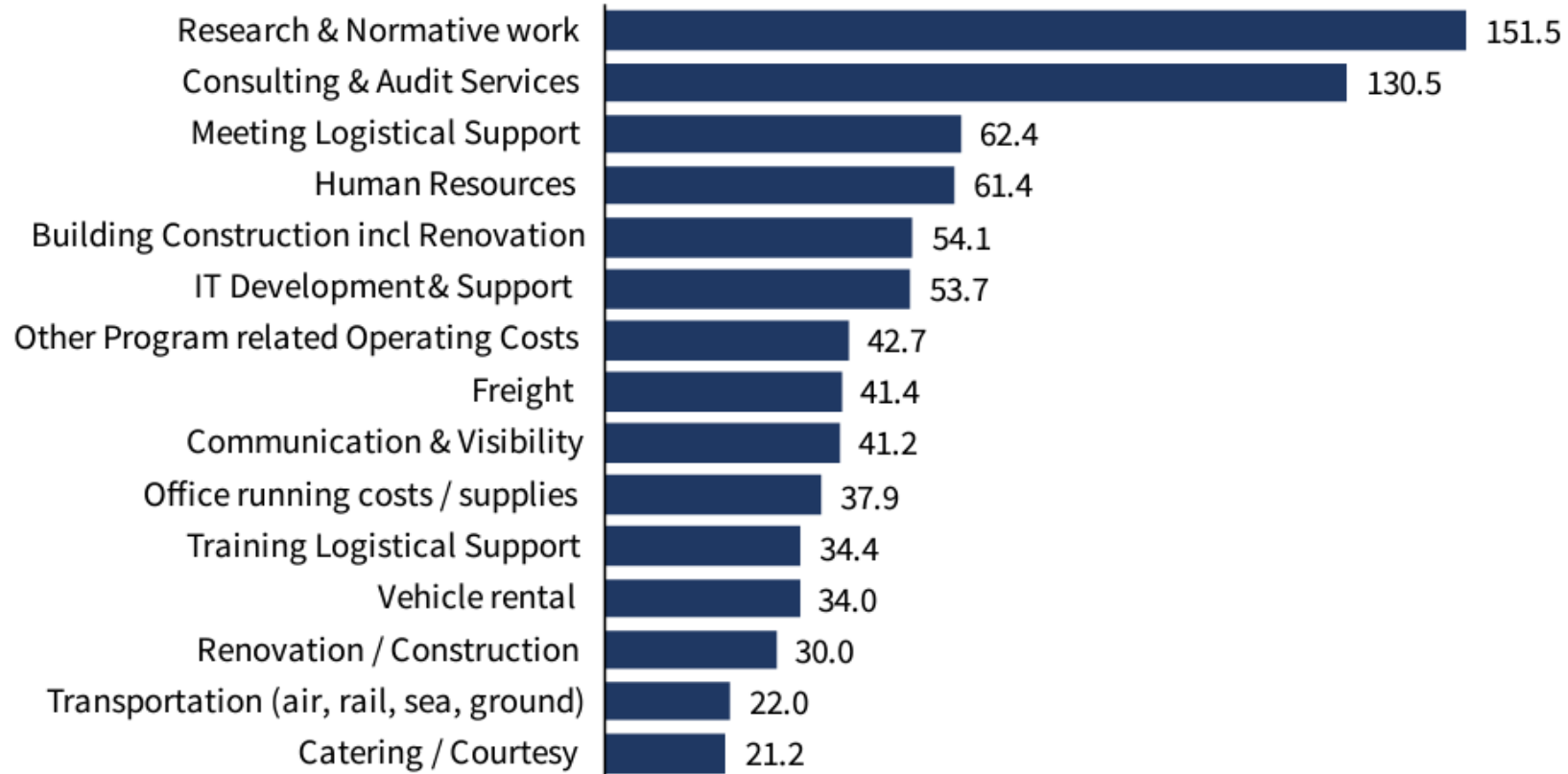
in million US\$

■ Goods ■ Services



Profile of our procurement spend – services in 2023

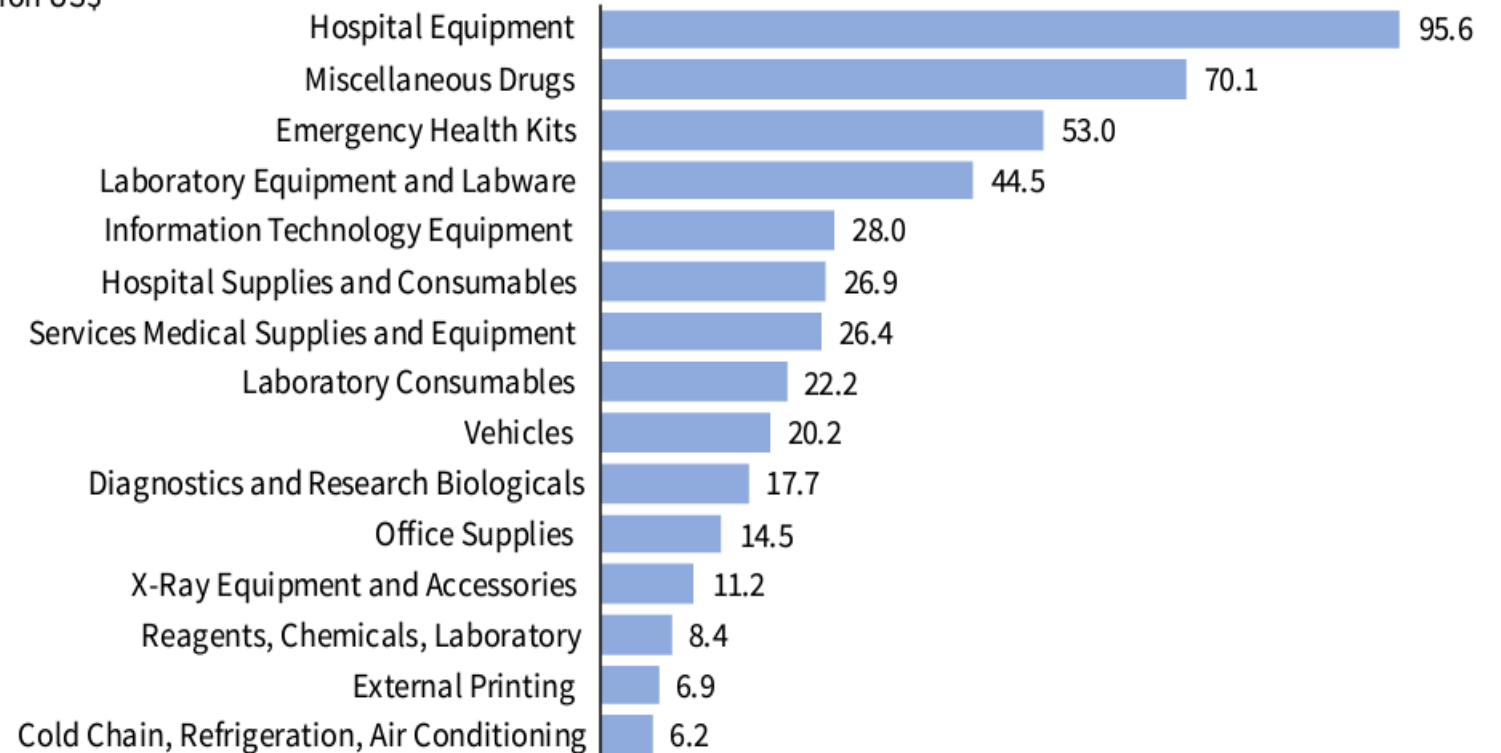
in million US\$



Profile of our procurement spend – goods in 2023, by category

- The **top three goods** procured included **Hospital Equipment** (6.3%), **Miscellaneous Drugs** (4.6%) and **Emergency Health Kits** (3.5%)
- The **polio vaccine, now procured directly by UNICEF**, is no longer reflected in WHO procurement
- **Diagnostics and Research Biologicals** dropped from the top five procured goods in 2023 due to a reduction in COVID-19 related spending

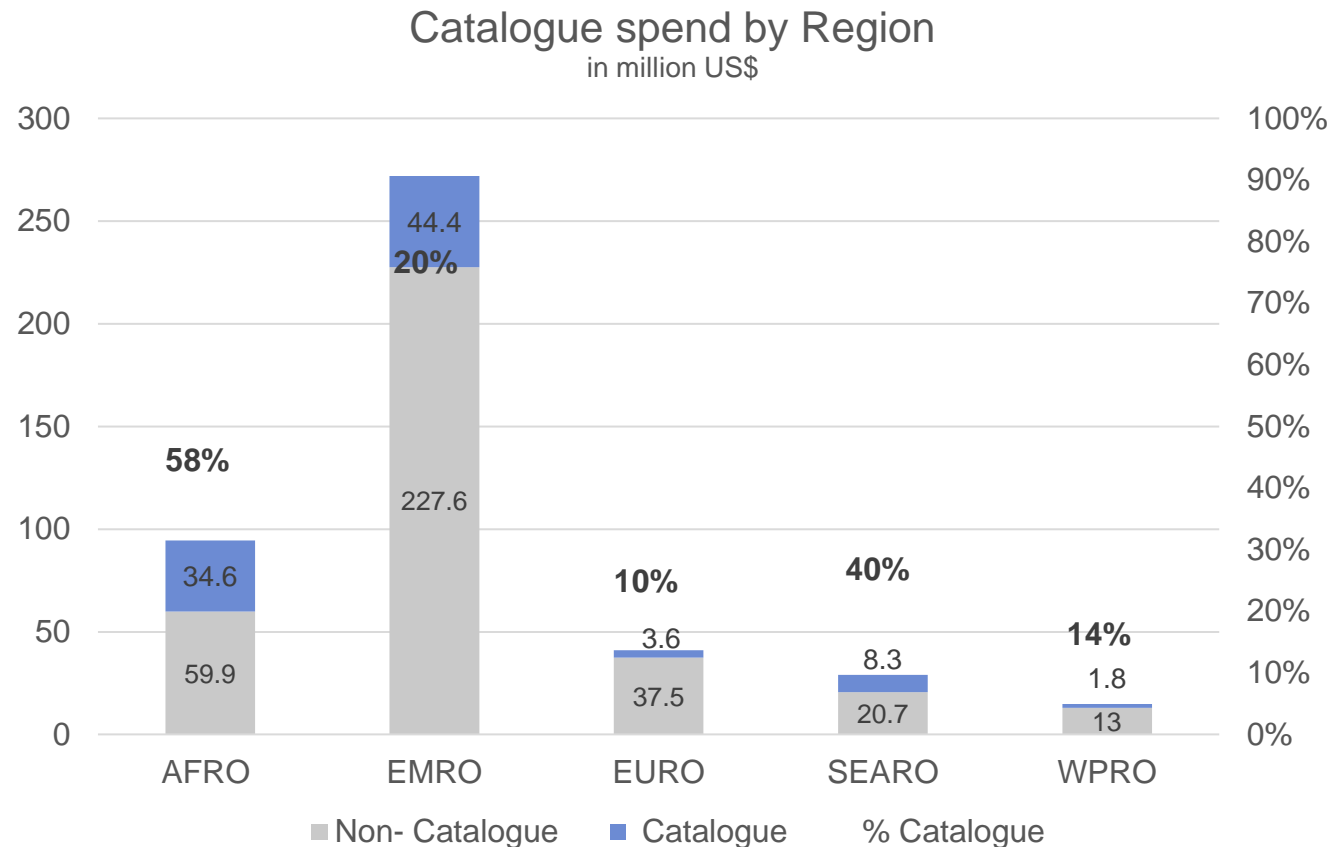
in million US\$



Profile of our procurement spend by Regions

Total procurement (goods) spend 2023

- Top spend by total value , EMRO
- Top Spend from the catalogue (LTAs) was recorded from AFRO amounting to 58 % of total goods procurement by the Region.



Our Emergency Health Kits in 2023

\$21.2M

Interagency Emergency Health Kit (IEHK 2017 version)



\$13.9M

Trauma & Emergency Surgery, incl. surgical instruments (TESK 2017, 2019, 2022 v.)



\$7.1M

Pediatric and severe malnutrition kit (PED SAM 2020 v.)



\$7.4M

Non-communicable diseases kit (NCDK 2016 and 2022 v.)



\$6.4M

Cholera kit



\$1.5M

Pneumonia kit (2020 v.)



\$1.26M

Mental Health Kit (Jul-Dec. 2023, 2022 v.)



\$1.04M

Measles Kit (2020 v.)



Ongoing procurement needs

Hospital equipment

Lab equipment

Drugs and biological

Other goods

Services

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

- Analysers & consumables
- Fridges and freezers
- Lab reagents
- Autoclave
- Centrifuges

- 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
- Drugs and essential medicines
- WHO kits

- IT software, hardware
- Vehicles, ambulances, motorcycles, cars
- Camping equipment, mosquito nets,
- Safety and PPE
- Shelter- tarpaulin, tents, tool kits
- Engineering, generators, radio equipment
- Sprayers, insecticides
- Cold chain and immunization

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

Upcoming tender opportunities (Global Long Term Agreements (LTAs))

Laboratory products - Tender under evaluation covering a wider scope

WHO Kits – Tenders for TESK, Cholera, IFAK, Rehabilitation and Oncology kit

Joint tenders for in vitro diagnostics, antimalaria medicines, Assistive technologies

Adhoc tenders – Released as per requirements from Members States under WHO programs, under various categories

General recommendations for suppliers

- 1** Investigate the **WHO market to understand where/if your goods/services are being demanded**. You can do this by checking current business opportunities, WHO Procurement Report, contract awards, etc. in the UNGM portal - <https://www.ungm.org/>
- 2** Register as a **WHO vendor in UNGM**. If already registered, check that your information is complete
- 3** Regularly check **UNGM for WHO business opportunities** (tenders and requests for expression of interest)
- 4** Carefully review tender details, especially the submission deadline, and submit complete offers that include all documentation requirements. If you have questions, request clarifications on the tender
- 5** If you are awarded a contract, please deliver according to the contract requirements. **Your performance may impact on your future opportunities**
- 6** If you are not awarded a contract, you are welcome **to request feedback from WHO** to help you improve in future opportunities

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 Procurement Report 2023: <https://www.who.int/publications/i/item/9789240094963>
- WHO Contract Awards: <https://www.who.int/about/accountability/procurement/contract-awards>
- 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
- WHO emergency health kits: <https://www.who.int/emergencies/emergency-health-kits>
- Prequalification of pharmaceuticals: <http://apps.who.int/prequal>
- Prequalification performance, quality and safety of devices for Cold Chain: http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/

Thank you!

For more information, please contact:

WHO Headquarters Procurement

Email: LTAcurement@who.int or procurement@who.int