UNICEF’s Mandate

UNICEF is mandated by the United Nations General Assembly to advocate for the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential.

UNICEF works in programmes, advocacy, innovation and technical assistance across 190 countries to address country-specific needs, supporting global efforts in collaboration with governments, partners and other UN organizations.
UNICEF – how we work

- Works across 190 countries and territories
- Works with governments based on country specific agreements to address country specific needs and contexts
- Supports global efforts and works in partnerships with governments, other UN organizations
- Is entirely funded by voluntary contributions from the public and the private sector; it does not receive funding from the UN
- Has an annual budget of approximately USD 5 billion to achieve results for children
- Works in Programmes, Advocacy, Innovation, Technical Assistance
- Supplies are an important component of this budget and are a direct expression of children’s rights
UNICEF Procurement Value – 2018

TOTAL GOODS AND SERVICES PROCURED FOR 150 COUNTRIES AND AREAS

$ 3.486 billion

$ 2.378 billion
Goods

$ 1.108 billion
Services
UNICEF procurement value by major commodity groups (2018)

- Vaccines: $1.453 billion
- Pharmaceuticals: $124 million
- Water & Sanitation: $117.3 million
- Nutrition: $183.9 million
- Education: $57.4 million
- Medical supplies: $106 million
- Cold Chain Equipment: $77.9 million

$3.486 billion of supplies + services for 150 countries and areas

- $1.536 billion in procurement on behalf of 107 self-financing governments and partners
- $2.378 billion supplies
- $1.108 billion services

78% of UNICEF procurement is in collaboration with other UN agencies and partners
UNICEF Global warehousing & transport
2018 Data

Kit packing operation since 1963

Technical Support
- Emergencies
- Local kit packing
- Warehouse assessment
- Warehouse inventory management
- Training

$111 million value of throughput:
- $105.1m from Copenhagen
- $826,000 from Brindisi
- $4.9m from Dubai
- $92,000 from Panama

177,000 kits shipped:
- 84,000 education kits shipped to 62 countries
- 78,000 pharma/medical kits shipped to 58 countries
- 15,200 WASH kits shipped to 12 countries

Outgoing orders for emergency response amounted to $110 million

Inventory in SD controlled warehouse/hubs, by the end of 2018, was $46.2 million.
Supplier countries with the highest procurement value (2018 – in million USD)

Amounts in million USD

<table>
<thead>
<tr>
<th>Country</th>
<th>Amount (in million USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>529</td>
</tr>
<tr>
<td>Belgium</td>
<td>485</td>
</tr>
<tr>
<td>France</td>
<td>380</td>
</tr>
<tr>
<td>United States</td>
<td>190</td>
</tr>
<tr>
<td>Yemen</td>
<td>131</td>
</tr>
<tr>
<td>Denmark</td>
<td>123</td>
</tr>
<tr>
<td>Pakistan</td>
<td>111</td>
</tr>
<tr>
<td>Netherlands (The)</td>
<td>92</td>
</tr>
<tr>
<td>China (The)</td>
<td>71</td>
</tr>
<tr>
<td>Kenya</td>
<td>69</td>
</tr>
<tr>
<td>Luxembourg</td>
<td>59</td>
</tr>
<tr>
<td>Nigeria</td>
<td>53</td>
</tr>
<tr>
<td>New Zealand</td>
<td>49</td>
</tr>
<tr>
<td>Lebanon</td>
<td>48</td>
</tr>
<tr>
<td>Russia (The)</td>
<td>47</td>
</tr>
<tr>
<td>Syrian Arab Republic</td>
<td>44</td>
</tr>
<tr>
<td>South Sudan (The)</td>
<td>42</td>
</tr>
<tr>
<td>Afghanistan (The)</td>
<td>39</td>
</tr>
<tr>
<td>Germany</td>
<td>38</td>
</tr>
<tr>
<td>Ethiopia</td>
<td>36</td>
</tr>
<tr>
<td>South Africa (The)</td>
<td>35</td>
</tr>
<tr>
<td>Singapore</td>
<td>34</td>
</tr>
<tr>
<td>Indonesia</td>
<td>34</td>
</tr>
<tr>
<td>Jordan</td>
<td>30</td>
</tr>
<tr>
<td>Switzerland</td>
<td>30</td>
</tr>
<tr>
<td>Bangladesh</td>
<td>30</td>
</tr>
<tr>
<td>Turkey</td>
<td>29</td>
</tr>
<tr>
<td>Iraq (The)</td>
<td>28</td>
</tr>
<tr>
<td>Sudan (The)</td>
<td>23</td>
</tr>
</tbody>
</table>

The table and chart provide a visual representation of the countries with the highest procurement values in 2018, measured in million USD.
UNICEF Medicines & Nutrition Products Portfolio

- Beta Lactams
- Antivirals
- Antineoplastic
- Other Antibacterials
- Medicines for diseases of Joints
- Water & Electrolytes
- Biological medicines
- Gastrointestinal
- Obstetrics, Reproductive health
- Anthelminthics
- Antimalarials
- Antileprosy drugs
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Anesthetics
- Cardiovascular
- Antiprototzoals
- Antimalarials
- Antianemia drugs
- Minerals & Vitamins
- Therapeutic foods
- Antidepressants
- Anticonvulsants
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
- Antineoplastic
- Disinfect. & Antiseptic.
- Antidotes
- Anticonvulsants
- Antianemia drugs
- Antiparkinsonism
- Anticoagulants
- Neonatal Medicines
- Antituberculosis
- Antiretroviral
- Antivirals
Medicines Procurement

More than 140 suppliers in 38 countries
Deliveries to more than 127 countries

Medicines Procurement 2014-2018

Supplier countries with highest procurement value

- INDIA: 44,217,159.19
- NETHERLANDS: 10,278,313.50
- GREECE: 7,769,370.77
- CHINA: 7,603,765.49
- KENYA: 5,648,995.40
- UNITED KINGDOM: 5,308,093.44
- SWITZERLAND: 5,266,254.06
- BELGIUM: 3,948,238.41
- ITALY: 3,914,170.89
- CYPRUS: 3,406,950.13

More than 140 suppliers in 38 countries
Deliveries to more than 127 countries

Medicines Procurement 2014-2018

Other pharmaceuticals
ARVs&Antimalarials
**Medicines Procurement Considerations**

**Technical**
- Generic names, or INN
- Dosage form, strength, Route of administration
- Validated analytical methods
- Stability (Accelerated and long term) - Zone IVb
- Shelf life; 36 months total shelf life preferred
- Bioequivalence/Comparative
- Packaging, labelling and patient information leaflets
- Both manufacture and expiry date
- Usability (Scoring of tablets, dispersible tablets, dose measurement devices)

**Commercial**
- Quality
- Price
- Landed Cost
- Delivery Time/Speed
- MoQ
- Geographical location

**ARVs**
- 53 products with 18 Long Term Arrangements YTD

**Antimalarials**
- 52 products with 14 Long Term Arrangements YTD

**Essential medicines**
- 179 products with 193 Long Term Arrangements YTD

**Value for Money**
Meeting demand for amoxicillin DT for pneumonia

Annual orders for Amoxicillin DT through UNICEF have grown since 2011
**Adapted and appropriate products**

**Oral Rehydration Salts (ORS) and Zinc**

**PRODUCT ADAPTATION AND INNOVATION:**
- New presentation: UNICEF expands ORS and zinc product offerings in 2012 to meet the needs of end-users by introducing orange flavored ORS.
- New Packaging: In addition, UNICEF introduces in 2012 ORS for reconstitution in 500ml of water (10.2g) as opposed to 1 liter (20g) reducing waste and packaging.

**PARTNERSHIP:** The UN Commission On Life Saving Commodities is launched in 2012 to scale up development and financing in high burden countries

**GUIDELINES ON USE OF PRODUCT:** In 2005 WHO/UNICEF recommend switching to new and improved lower osmolality. ORS combined with zinc supplementation under new treatment protocol and these products were included in WHO essential medicines list

**NEW SUPPLIERS LOCATED IN PROGRAMME COUNTRIES:**
Through supporting QA, UNICEF expands the number of GMP approved suppliers for ORS and Zinc from 2 to 5 suppliers. Additional suppliers based in Bangladesh, Kenya and Nigeria allow UNICEF to shorten lead time delivery by having them located closer to programmes

**PRODUCT ADAPTATION AND INNOVATION:** UNICEF works with suppliers to develop a co-packed ORS and zinc treatment based on WHO’s treatment guidelines. Products added into UNICEF’s catalogue in 2014
Market Analysis - Price Trends for ARVs

Weighted Average Price (US$) for key ARVs 2012 to 2017
<table>
<thead>
<tr>
<th>Category</th>
<th>Medicines Tender Categories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Category 1</td>
<td>• Beta Lactams</td>
</tr>
<tr>
<td>Category 2</td>
<td>• Anthelminthics, Other antibacterials, Antifungals, Antiprotozoals, Hep C medicines</td>
</tr>
<tr>
<td>Category 3</td>
<td>• Antimalarials</td>
</tr>
<tr>
<td>Category 4</td>
<td>• Gastrointestinal, Hormones &amp; Endocrines, Ophthalmologicals, Antiallergics, Dermatologicals, Disinfect. &amp; Antisept. Respiratories</td>
</tr>
<tr>
<td>Category 6</td>
<td>• Water &amp; Electrolytes</td>
</tr>
<tr>
<td>Category 7</td>
<td>• Oxytocics, Hormones &amp; Endocrines</td>
</tr>
<tr>
<td>Category 8</td>
<td>• Anaesthetics, Analgesics/opioids, Anticonvulsants, Antipsychotics, Cardiovascular medicines</td>
</tr>
<tr>
<td>Category 10</td>
<td>• Antiretrovirals</td>
</tr>
<tr>
<td>Category 15</td>
<td>• Antituberculosis</td>
</tr>
</tbody>
</table>
Upcoming Medicines Centre Tenders

• ARVs
• Hepatitis C medicines
• Antidiabetic medicines (including insulin)
• ORS/zinc
VACCINE PROCUREMENT: OVERVIEW
UNICEF supplies and procures vaccines & vaccine related supplies

2018

Vaccines: US$ 1.453 billion
2.36 billion doses
2,628 shipments

Immunization Supplies:

Vaccines
BCG, DTP, TT/Td, OPV, HepB, YF, Penta, MCV, Meningococcal, PCV, IPV, HPV, JE, OCV, Rota, etc

Safe Injection equipment

Cold Chain Equipment

This map does not reflect a position by UNICEF on the legal status of any country or territory or the delimitation of any frontiers.

Source: UNICEF Supply Division
OPV Remains Main Volume Driver (in doses)
Map of Sourced Manufacturers

2017: 1.3 billion doses with a value of $400m comes from developing countries

Source: UNICEF Supply Division
Health Technology Products procurement Updates
HTC Product Portfolio Procurement Value 2014-2018
Malaria Prevention and Diagnostics

Malaria Vector Control Interventions
- Long Lasting Insecticidal Nets (LLINs)
- Insecticides

Rapid Diagnostics Tests (RDTs) for Malaria, HIV, Hepatitis, Syphilis, ... etc.
- Point of care Diagnostics, e.g. HIV POC HIV EID VL Diagnostics.
- Innovative diagnostics, e.g. ZIKV POC/RDT.
- Pregnancy Test Kits
- Others (Dengue, Cholera etc.)

Clinical laboratory supplies.
Diagnostic test kits

- IVDs for serological and RT-PCR assays for HIV, malaria, HBV, HCV, syphilis, Ebola, Zika and other diseases (cholera, dengue, leishmaniasis)
- Rapid pregnancy tests
- Urine strips
- Haemoglobin color scales

Clinical Laboratory

- General lab equipment
- Analytical lab equipment, including innovative POC technologies for HIV early infant diagnosis and viral load test
- Reagents and chemicals
- Plastic & glass ware
- Blood bank supplies
- Lab safety supplies
Medical Devices

Safe Injection Devices:
- Auto-Disable Syringes for immunization
- Re-Use Prevention, and Disposable syringes
- Safety boxes and Biomedical waste incinerators

Hospital and Medical Equipment,
- Neonatal Intensive Care Unit Equipment
- Obstetric care and Post-partum care of the mother
- Hospital furniture
- Oxygen Systems

Emergency Health Kits
- Personal Protective Equipment (PPE)
Parameters considered when establishing the Tender Schedule

Reviewing the full range of products, considering:

- Number of Products per Tender
- Value of Products (prior procurement value)
- Priority Product groups
- Scope of products
- Market Development of the product – Stable or Innovative?
- Duration of resultant LTA
- Strategic nature of the product – SIE, Emergency (incl HEPI), Kit component, Other grouping?
- Product Risk (to recipient/use) and complexity
- Program area of the product
- Demand profile (Warehouse, Direct shipment, DOA)
- Demand profiles in terms of volumes and order frequency
- Historic sourcing of products – manufacturer or wholesaler
- Supplier catalogues
- ....
Medical Devices Tender Plan

• Tender plan and scope has been defined considering the 22 parameters identified, relevant to the specific scope of commodities included

• Regrouping of products, reducing from 51 to 19 Tenders

• Tender Calendar posted on the UNICEF Supply Website

• Specific procurement strategies and industry consultations for key tenders
Seeking sustainable solutions through procurement strategies where we have market influence

SIE Tender: Targeting 20% of awards to New Local Producers, 80% of awards bundled by 2021. 70% of commercial scoring based on Landed cost evaluation, 30% based on the comparative weight and volume of the product.

2020-2021 Awards include: Quality assured, health supply status, geographically disbursed. 81% bundled awards, 14% NLP awards in 2021. Increased UNICEF Program country supply base.

UNICEF procures over 40% of the Worlds AD syringes (700 million+)
Generating over 30,000m3 of contaminated waste.
Familiarize yourself with UNICEF Supply

WWW.UNICEF.ORG/SUPPLY
Find out how to become a supplier to UNICEF

WWW.UNICEF.ORG/SUPPLY
Become a UNICEF supplier

Supplies and Logistics

Become a supplier

UNICEF supplier

UNICEF:

- only purchases goods and equipment to implement its mandate;
- purchases primarily from manufacturers and authorized representatives;
- evaluates and registers suppliers with which it does business;
- uses competitive tendering for all procurement;
- 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.
- does not purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities.

If your company sells items of interest to UNICEF, complies with our procurement policies and has export capabilities, you are invited to send your company profile following the steps described below. If your profile matches our needs, we will contact you for further information.

Application to become a UNICEF supplier

UNICEF is interested in diversifying its supplier base and in finding new suppliers that can provide quality goods at competitive prices. By searching in the on-line UNICEF Supply Catalogue, companies can determine if they can supply products that either exactly match, or are similar to the products we procure.

All applications to become a supplier with UNICEF must be made via the United Nations Global Marketplace (UNGM) website [http://www.ungm.org](http://www.ungm.org), where UN agencies’ rosters are conglomerated into one common supplier database. UNICEF does not do business with suppliers that have not been accepted in the UNGM. There is no charge for the UNGM.
Find out what UNICEF procures

WWW.UNICEF.ORG/SUPPLY
Meeting the Technical Requirements

Reviewing the Technical Standards will provide insight if your products meet our requirements.
UNGM (1) - Register
Information required for each level of registration

Most UN organizations require vendors to register at Basic level only. Some UN organizations may require vendors to provide documentation and additional information in lieu of qualifying the vendor for registration at Level 1 or 2. The level of registration and accompanying requirements are determined by the monetary value of potential contracts. The system is intuitive and will automatically only allow vendors to register for Level 1 and 2 with UN organizations which make use of these additional qualification levels.

Basic registration requirements

1. General information (name of company, licence number, address, telephone, details of contact persons, etc.).
2. Information on countries in which you do business.
3. Classification of your goods and services.

Level 1 requirements

4. Criteria 1-3 above.
5. Certificate of incorporation or equivalent document verifying legal status/capacity.
6. Details and email addresses of at least three independent, non-affiliated references whom you have done business with.
7. Names of owner(s) and principals (including parent company, subsidiaries, affiliates, CEO/Managing Director, and those with controlling interests, if applicable). Names of intermediaries, agents and/or consultants, if any, used in relation to United Nations contracts or bids/proposals.

Level 2 requirements

8. Criteria 1-7 above.
9. Reference letters from three independent, non-affiliated clients/companies, you have done business with. Reference letters should be in English and from three independent, non-affiliated clients/companies whom you have sold products and/or services to during the last 12 months preferably with a description of products/services undertaken, and date started/completed and value of project. Reference letters should be prepared/signed on the referee’s letterhead paper and reference should refer to the entity that is seeking registration.
10. Financial documents (audited/certified financial statements or equivalent) for the last three years.

Company Registration Statuses

Submitted

The UN organization has received the information provided on your company. The organization will only review and evaluate your Basic level registration submission at this stage. Once this process is started, you will not be able to update your company's details and the status of your submission will be changed to 'In progress'. If you are participating in an actual tender process, please contact us at registry@ungm.org.

Please note that submissions for Level 1 and 2 registrations will most likely only be evaluated as part of a procurement process. The status of these registrations will thus remain 'Submitted'.

In Progress
**UNGM (3) – Tender Notices**

![Tender Notices Screenshot](https://www.ungm.org/PublicNotice)

### Search tender notices

- **Title:**
- **Description:**
- **Reference:**
- **Published between:**
  - and **27-Nov-2019**
- **Deadline between:**
  - 27-Nov-2019 and **End**

### Displaying results 1 to 15 of 666

<table>
<thead>
<tr>
<th>Title</th>
<th>Deadline</th>
<th>Published</th>
<th>UN organization</th>
<th>Type of notice</th>
<th>Reference</th>
<th>Beneficiary country/territory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Policy review of the existing environment for women's economic empowerment in Asia (selected countries)</td>
<td>10-Dec-2019 17:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>UN Women</td>
<td>Request for proposal</td>
<td>RHR-N/A#2019000052</td>
<td>Thailand</td>
</tr>
<tr>
<td>WIP – Various Military tools and equipment</td>
<td>16-Dec-2019 10:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>UNOPS</td>
<td>Request for information</td>
<td>KNY201912687</td>
<td>Jordan</td>
</tr>
<tr>
<td>Network Recabling/Upgrading/Fixity and installation of CCTV structured cabling at Giza Cremation Office</td>
<td>10-Dec-2019 16:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>FAO</td>
<td>Invitation to bid</td>
<td>2019/FREN/SPGDO168805</td>
<td>Zimbabwe</td>
</tr>
<tr>
<td>Request for Proposal UPLS2019-015460 – Market Analysis and Online Service in DAP Region</td>
<td>13-Dec-2019 10:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>UNICEF</td>
<td>Request for proposal</td>
<td>9134465</td>
<td>Pakistan</td>
</tr>
<tr>
<td>Medical Equipment - 2020287 (ONLY FOR PAKISTAN VENDORS)</td>
<td>04-Dec-2019 17:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>UNICEF</td>
<td>Request for quotation</td>
<td>LRQ2019-9134516</td>
<td>Pakistan</td>
</tr>
<tr>
<td>Medical Equipment - 2020287 (ONLY FOR PAKISTAN VENDORS)</td>
<td>04-Dec-2019 17:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>UNICEF</td>
<td>Request for quotation</td>
<td>LRQ2019-9134516</td>
<td>Pakistan</td>
</tr>
<tr>
<td>IR &amp; S2019 Rehousing of Supply, installation and training of SVGAS SWM system for laboratory uses at Ministry of Livestock in Fisheries</td>
<td>03-Dec-2019 12:00 (GMT 7:00)</td>
<td>27-Nov-2019</td>
<td>FAO</td>
<td>Request for quotation</td>
<td>LRQ2019-9134516</td>
<td>Pakistan</td>
</tr>
</tbody>
</table>

[WWW.UNG.M.ORG](https://www.ungm.org/PublicNotice)
For suppliers and service providers

Tender Calendars

This page contains the plan for the various DIVISION
interested suppliers are encouraged to:
1) A covering letter expressing their interest
2) Relevant information about their company

N.B.: Companies interested in participating in the Global Marketplace should visit the website www.ungm.org

- 2017-2023 Vaccine Tender Calendar
- 2019 Tender Calendar - Medical Items
- 2018/2019 Tender Calendar - Medical Items
- 2019 Tender Calendar - Contract
- 2019 Tender Calendar - Educational Items
- 2019 Tender Calendar - WASH Items
- 2018 Tender Calendar - CCEOP
- 2018 Tender Calendar - Contract
- 2019/2020 Tender Calendar - Nutri
- 2018 Tender Calendar - Project Items
- 2018 Tender Calendar - Educational Items
- 2018 Tender Calendar - WASH Items

Contract Awards

UNICEF procures products and services below what UNICEF Supply Office
Contracts at or above a value of USD 500,000
All Long-Term Arrangements (LTAs) established at or above a value of USD 500,000, are hosted online and available on the UNICEF Supply Office website.

Information about previous meetings:

- UNICEF Supply Division Bidders Conference Ready Made Kit Procurement for Education Items 7-8 November 2017 - Copenhagen, Denmark
- UNICEF Stakeholder Consultation on Real Time E- cot Testing Devices 22nd November 2016
- UNICEF Zika Vaccine and Diagnostics Industry Consultation 11-12 Mar 2019
- UNICEF Industry Consultation on Personal Protective Equipment needs in Ebola response
- Long-Lasting Insecticidal Net Supilent meetings
- Medecines meetings
- Vaccines meetings
- Immunisations meetings
- Nutrition suppliers meetings

Supplier meetings

- Joint UNICEF-UNFPA-WHO Meeting 2019
  Date: 2-3 December 2019
  The joint UNICEF, UNFPA, and WHO meeting with manufacturers and suppliers will gather representatives from the areas of vaccines, pharmacological products, and vector control.
  Venue: UN City, Marmorvej 51, 2100 Copenhagen, Denmark
  To register, visit: joint-meeting2019.org

WWW.UNICEF.ORG/SUPPLY
Regularly check procurement opportunities
Thank You
Other useful tips (1) ...

✓ Keep up-to-date information on your company and its products

✓ Subscribe to the Tender Alert Service to receive automatic email alerts when tenders of your interest are published in UNGM

✓ Check procurement notices in UNGM regularly

✓ Familiarize yourself with the UN Supplier Code of Conduct and with UNICEF’s General Terms and Conditions for the Procurement of Goods and the Contracting of Services

✓ Company profiles should be summarized in one page and presentations should be brief

✓ Respond promptly to an inquiry or to the Request for Proposal from UNICEF

✓ If you are not interested or unable to participate in a tender, inform UNICEF in order to keep your organization on our list of active vendors
Other useful tips (2) …

✓ Always respond when invited to submit an offer, even if you should not be in a position to participate, in order to keep your organization on the active list

✓ Study tender documents carefully, ask for clarification if there is any uncertainty

✓ Ensure that your offer meets ALL requirements, including quality certificates, financial statements, catalogues, submission forms etc., in requested format and language

✓ Meet the submission deadline

✓ Attend public bid openings when invited

✓ ... and don’t give up: developing and establishing contacts and business with UN agencies requires the same time as dealing with another new market