PAHO Procurement & Health in the Americas

PAHO Procurement & Supply Management (PRO)

Improving the Response of Global Public Health in a Fast-changing World

2–5 December 2019, UN City, Copenhagen, Denmark
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Opportunities to Contribute with PAHO
“One country cannot achieve what 39 countries can do together. Solidarity & Pan Americanism are alive principles”  
Minister of Health, Bahamas, Sep 2019
Formed by 11 countries at the First Sanitary Convention of the American Republics, PAHO is the world’s oldest international public health agency.

Becomes the health agency for the Inter-American System, reporting to the Organization of American States (OAS).

Becomes the Regional Office for the Americas of the World Health Organization (WHO), part of the UN System.
Smallpox eliminated from the Americas — 1973

Polio eliminated from the Americas — 1994

Rubella & congenital rubella syndrome eliminated from the Americas — 2015

Endemic measles eliminated from the Americas — 2016

Chagas transmission by vector eliminated in 17 countries — 2018

River blindness (onchocerciasis) eliminated in 4 of 6 endemic countries — 2018
OUR REACH in PROCUREMENT

25 million of people
Protected with vaccines procured by PAHO

8 of 10
Births in LAC are protected with vaccines procured by PAHO

675,000
people with HIV/AIDS access 1st line treatment every year
PAHO Procurement Mechanisms

42 countries & territories

Member States Procuring through PAHO Revolving Funds

33 countries & territories

PAHO Revolving Fund

PAHO Strategic Fund
Mexico confirms its adhesion to:

- PAHO Revolving Fund Vaccine
- PAHO Strategic Fund

28 November 2019
2018 PAHO Procurement Profile

The PAHO Revolving Fund
Vaccines, syringes and cold chain supplies

$721 M 78%

The Strategic Fund
Anti-retroviral, Vector, NCDs

$70.6 M 8%

Corporate Procurement
Goods & Services

$136 M 15%

$928 M
PAHO Revolving Fund

www.paho.org/revolvingfund

117 LTAs including vaccines, immunoglobulins, syringes, and safety boxes

PAHO Strategic Fund

www.paho.org/strategicfund

74 LTAs Including HIV/AIDS, TB, Malaria, Antineoplastic, Antivirals (HCV), Immunosuppressive drugs, Hematologic, Surfactant Diagnostic kits
Eligibility Criteria for PAHO’s funds

1) WHO PQ Products
A bidder is eligible if it offers products that have been pre-qualified by WHO/Geneva at the time the bids for this solicitation are opened.

2) Non WHO PQ Products
Eligible if the product is registered and has a marketing authorization and batch release (if applicable) by one of the following SRAs:

**Pharmaceuticals**
- ANMAT (Argentina)
- ANVISA (Brazil)
- BGTD (Canada)
- CECMED (Cuba)
- COFEPRIS (Mexico)
- INVIMA (Colombia)
- ISP (Chile)
- FDA (USA)
- *

**Biologics**
- ANMAT (Argentina)
- ANVISA (Brazil)
- BGTD (Canada)
- CECMED (Cuba)
- COFEPRIS (Mexico)
- EMA (Europe)
- FDA (USA)
- KFDA (Korea)
- TGA (Australia)

*or a stringent regulatory authority (SRA) as defined in WHO’s “Guidelines on Submission of Documentation for Prequalification of Finished Pharmaceutical Products Approved by Stringent Regulatory Authorities”
TOP COMMODITIES (USD MILLIONS during 2018)

- **USD$689 M**: Vaccines, antigens and toxoids
- **USD$32.8 M**: Antiretroviral medicines
- **USD$4.4 M**: Laboratory, Reagents & Scientific Equipment
- **USD$11.0 M**: CCE, syringes & safety boxes
- **USD$4.4 M**: Nutrition
- **USD$5.8 M**: Anti-Tuberculosis medicines
- **USD$10.1 M**: Disease vector mngt. & control
- **USD$4.5 M**: Rapid Diagnostic Test
- **USD$4.1 M**: Antiviral medicines (HCV)
- **USD$1.8 M**: Neglected tropical diseases (NTDs)
Deaths by cause, Latin America and Caribbean

Total annual number of deaths by high-level cause category. Non-communicable diseases (NCDs) include cardiovascular disease, cancers, diabetes and respiratory disease. Injuries include road accidents, homicides and conflict, drowning, fire-related accidents, natural disasters and self-harm.

72% of deaths due NCDs

Source: IHME, Global Burden of Disease
Top Causes of Deaths due Non-Communicable Diseases (NCDs)
Latin America & the Caribbean

Number of deaths by cause, Latin America and Caribbean, 2017

- Cardiovascular diseases
- Cancers
- Digestive diseases
- Lower respiratory infections
- Diabetes
- Dementia
- Homicide
- Respiratory diseases
- Kidney disease
- Liver diseases
- Road injuries
- Neonatal disorders
- HIV/AIDS
- Suicide
- Diarrhoeal diseases
- Parkinson disease
- Alcohol use disorders
- Nutritional deficiencies
- Protein-energy malnutrition
- Drowning
- Tuberculosis
- Maternal disorders
- Meningitis
- Drug use disorders
- Fire
- Natural disasters
- Hepatitis
- Poisonings
- Heat (hot and cold exposure)
- Malaria
- Conflict

Source: IHME, Global Burden of Disease

OurWorldInData.org/causes-of-death • CC BY
Top Causes of Deaths due Non-Communicable Diseases (NCDs)
Latin America & the Caribbean

Cardiovascular and Cancer as top causes

Number of deaths by cause, Latin America and Caribbean, 2017
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Key Features of PAHO Revolving Funds

- Mandate Health Strategy / Action Plan / TAG
- Technical Cooperation Demand Planning & Budget
- Market Intelligence
- Pooled Procurement
- Single Price for All Member States
- Credit Line (60 days) Capital Funds

Access, Quality, Affordable
Procurement Process of PAHO Revolving Funds

**Source-to-Contract**
ITB, Technical and Financial Requirements, Award, LTA
Supply Allocation

**Logistics**
Manufacturer arranges freight and deliver DAT

**Country Demand Planning**
Technical Support on Demand Planning & Consolidation

**Procure-to-Pay**
Price Estimates, Purchase Order, Credit Line 60 days

**Customs Clearance & Distribution**
National Authorities responsible for clearance, storage and distribution
Key Strategic Partners in Procurement & Supply Chain Management

World Health Organization
UNICEF
The Global Fund
United Nations Population Fund
Stop TB Partnership
GLOBAL DRUG FACILITY
UNICEF
United Nations
Platform for Value Creation for Countries & Suppliers

Access
Timely and enough Supply

Quality
Safe & Effective Products meeting international standards

Affordability
Pooled demand and economies of scale to secure lowest prices

Single Window
“One place for all transactions of 42 countries and territories.”

Access to a Sustainable Market
“National funding, product standardization & regulatory requirements.”

Prompt POs and Payment
“Use of 60 day Credit Line or prepayment from countries”
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Seasonal Influenza in the Americas

In the Americas, seasonal influenza annually represents:

- Approximately 772,000 hospitalizations
- Approximately 52,000 influenza-associated respiratory deaths

- 75% of countries and territories have introduced Seasonal Influenza Vaccine

In 2004, PAHO's Technical Advisory Group (TAG) on Immunizations recommended introducing the influenza vaccine in national programs.

19 active NITAGs and the Caribbean CITAG support the development of influenza vaccination policies.

- 75% (39/52) of the countries and territories in the Americas use the influenza vaccine for the following high-risk groups:
  - 35 for the elderly
  - 34 for people with chronic diseases
  - 33 for health workers
  - 31 for pregnant women
  - 29 for healthy children
Supplies of Seasonal Influenza Vaccine in the Americas – PAHO Revolving Fund

- 33 Countries & Territories
- 30 million doses
- 70 air shipments
- 2-3 Suppliers
FLU VACCINE CATEGORIES

H1N1 FLU
NASAL FLU MIST
HIGH RISK
OVER AGE 65
UNDER AGE 2

REGULAR FLU
HIGH DOSE
NEEDLE INJECTION
PREGNANT
LOW RISK
PRIORITY JOBS
HEALTH STAFF

ANY QUESTIONS?

Dave Granlund © www.davegranlund.com
Time-to-Market Timeline & Key Challenges

Southern Hemisphere Vaccine Timeline

Make-to-order
Short time-to-market (6 months)
Regulatory Requirements

Potential delays if changes in strain composition
New Tailored Procurement Approach to ensure timely supply of Seasonal Influenza Vaccine

**New Tactics**

- “Voice of Stakeholders” Countries and Suppliers
- Anticipated Tender (ITB) publication to WHO recommended composition
- Pre-award to manufacturers subject to 1st technical review
- Supply Allocation & Delivery Plan: “right place, at right time and right Qty”

**On Time & In Full (OTIF) 2017**
- **Price:** $3.40/d
- **April SH:** 41%
- **October NH:** 3%

**On Time & In Full (OTIF) 2019**
- **Price:** $2.65/d
- **April SH:** 72%
- **October NH:** 92%

22% lower
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Revolving Fund Vaccine - Upcoming Tenders

**Demand 2021-2022**

Q2 2020

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Cholera
Acellular Pertussis containing vaccines (aP)
Hepatitis A Ped & Adult
Hepatitis B Adult
Meningo ACYW135
MR
Pneumo 23 Adult
Typhoid
Varicella

**Demand 2021-2023**

Q2 2020

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BCG 10
DPT 10
DT 10
MMR single and multidose
Yellow Fever
bOPV

**Canine Rabies**

Q2 2020

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10/20 Dose
Strategic Fund - Tenders

- **Biotherapeutic (Trastuzumab)**
  - Q4 2019

- **Cardiovascular**
  - Q1 2020

- **Antichagasic medicines**
  - Q2 2020

- **Micronutrients**
  - Q3 2020

- **Antileihsmaniasis medicines**
  - Q3 2020

- **Factor of Coagulation**
  - Q3 2020
Opportunities to Contribute with the Health in The Americas

NEW Suppliers
- Look for Upcoming Tenders
- Register in UNGM
  www.ungm.org/Vendor/Registration
Contact email: pro@paho.org

Suppliers
Joint Initiatives to Improve
- Demand & Supply Visibility
- Improve time-to-market and access
- Standardization of Product Presentations/labeling

Partners
- Joint Tenders
- Joint Performance Reviews
- Collaboration in Procurement & Supply Chain Management
Thank You!

PAHO
Healthier together.

www.paho.org

#HealthForAll
#MentalHealth
#GetVax
#pahowho
#BeatNCDs
#UniversalHealth