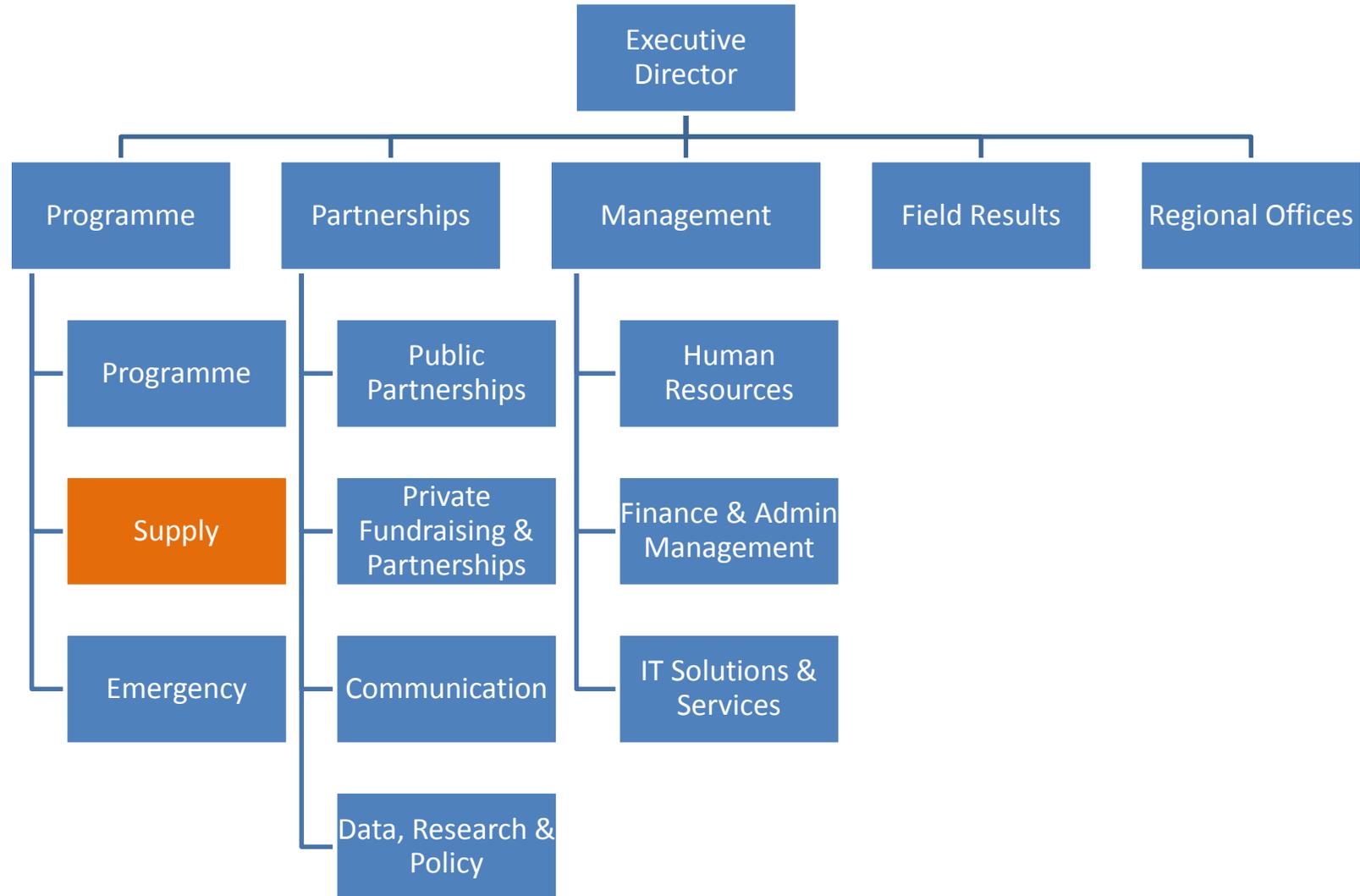


# Welcome to Supply Division



unicef 

# Supply in the UNICEF structure



# UNICEF Supply Strategies for 2014-2017

## UNICEF Outcome Areas

Health  
HIV/AIDS  
WASH  
Nutrition  
Education  
Protection  
Inclusion

## UNICEF Global Supply Strategies

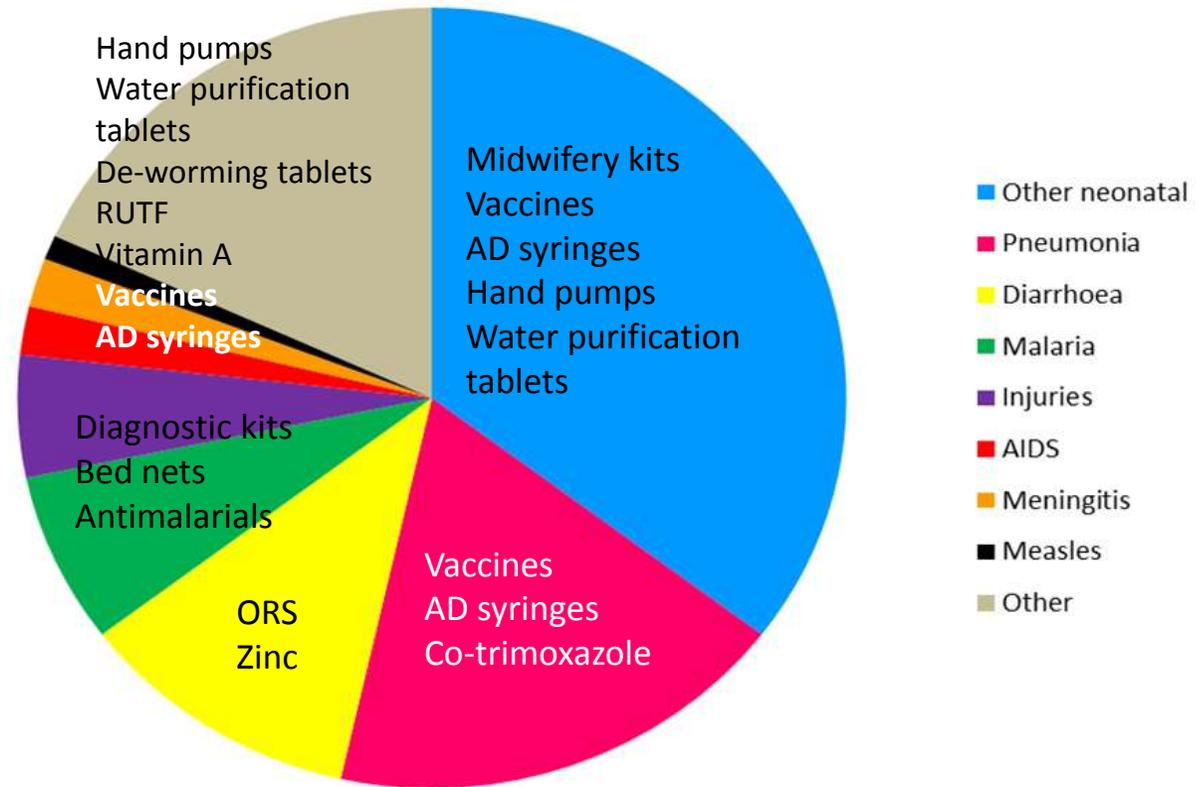
### Supply Strategies

Service Delivery  
Emergency  
Influencing Markets  
Product Innovation  
Strengthening Supply Chains with Governments  
Monitoring  
Institutional Contracting for Services  
In-Country Logistics  
Financing

### Enabling Strategies

Evaluation  
Partnerships  
Supply Community  
Optimising UNICEF Supply  
Working Together for Results

# Strategic essential supplies



# Essential supplies for children and mothers

Essential supplies could save more than 6 million children under-5 annually



# Critical Functions of the Supply Division

---

- Support programmes with an **effective, efficient supply operation**
  - Help meet UNICEF's Core Commitments for Children in emergencies by providing rapid **response to emergency supply and logistics** needs
  - Provide support to and **monitor the performance** of the global supply operation
  - Serve as a **centre of expertise** and knowledge on essential supplies for children and share know-how with others
  - Provide **procurement services** to governments and development partners on strategic-essential supplies
  - Establish **policies for supply chain** activities
  - Lead product and technology **innovation**
- 



**What & where we  
procure**



## Major commodity groups

2014: \$3.382 billion in supplies and services

2015: \$3.424



Vaccines

\$1.48 billion



Pharmaceuticals

\$251 million



Nutrition

\$154 million



Medical supplies  
& equipment

\$ 140 million



International freight

\$134 million



Water &  
sanitation

\$112 million



Bed nets &  
insecticides

\$85 million



Construction

\$ 93 million

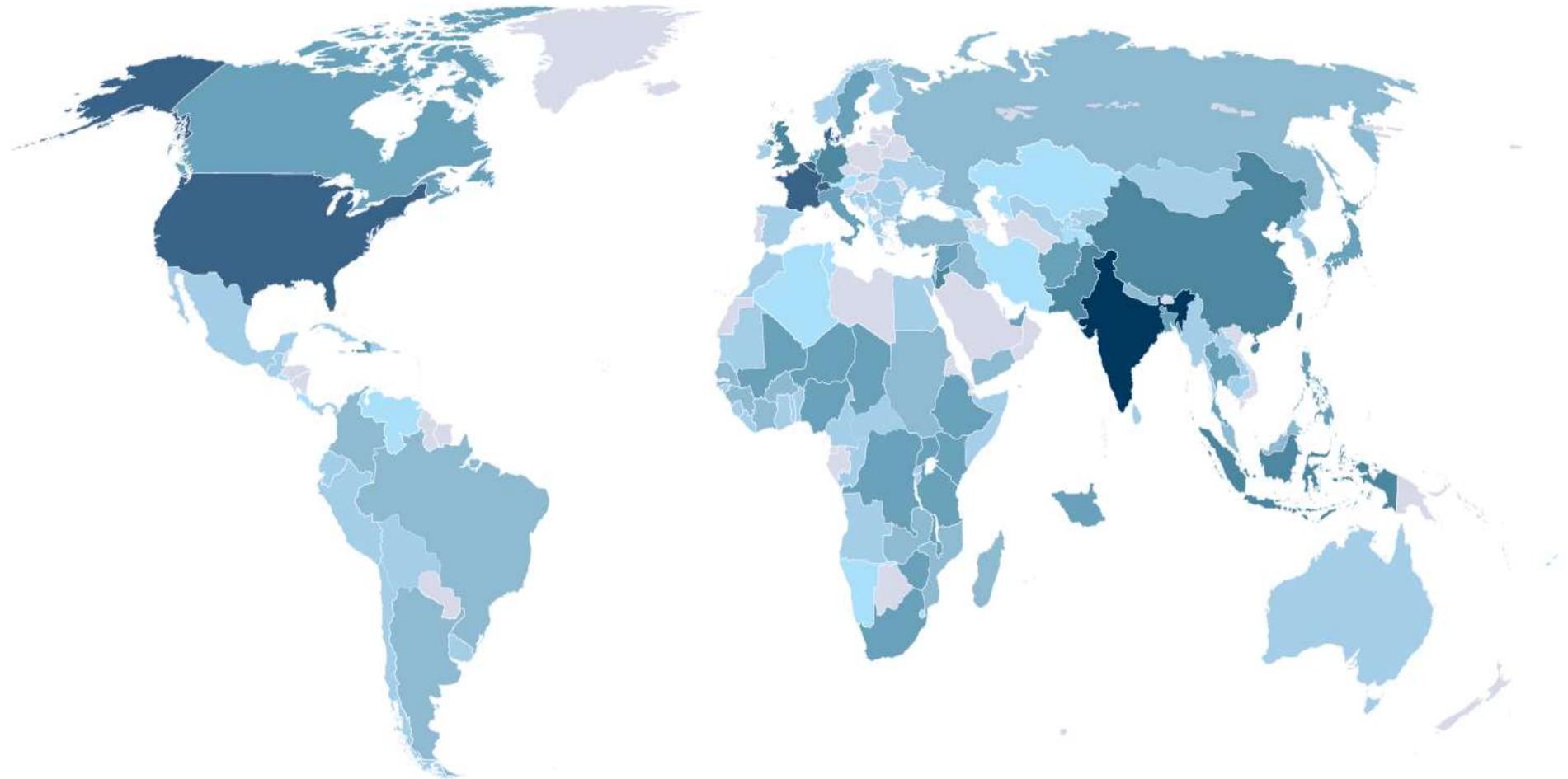


Education

\$63 million

Approximately \$1.650 billion funded via Procurement Services  
(procurement on behalf of governments and other partners)

# Supplier countries



0 - 0.5    0.5 -1    1-5    5-10    10-30    30-100    100-500    500+ (millions)



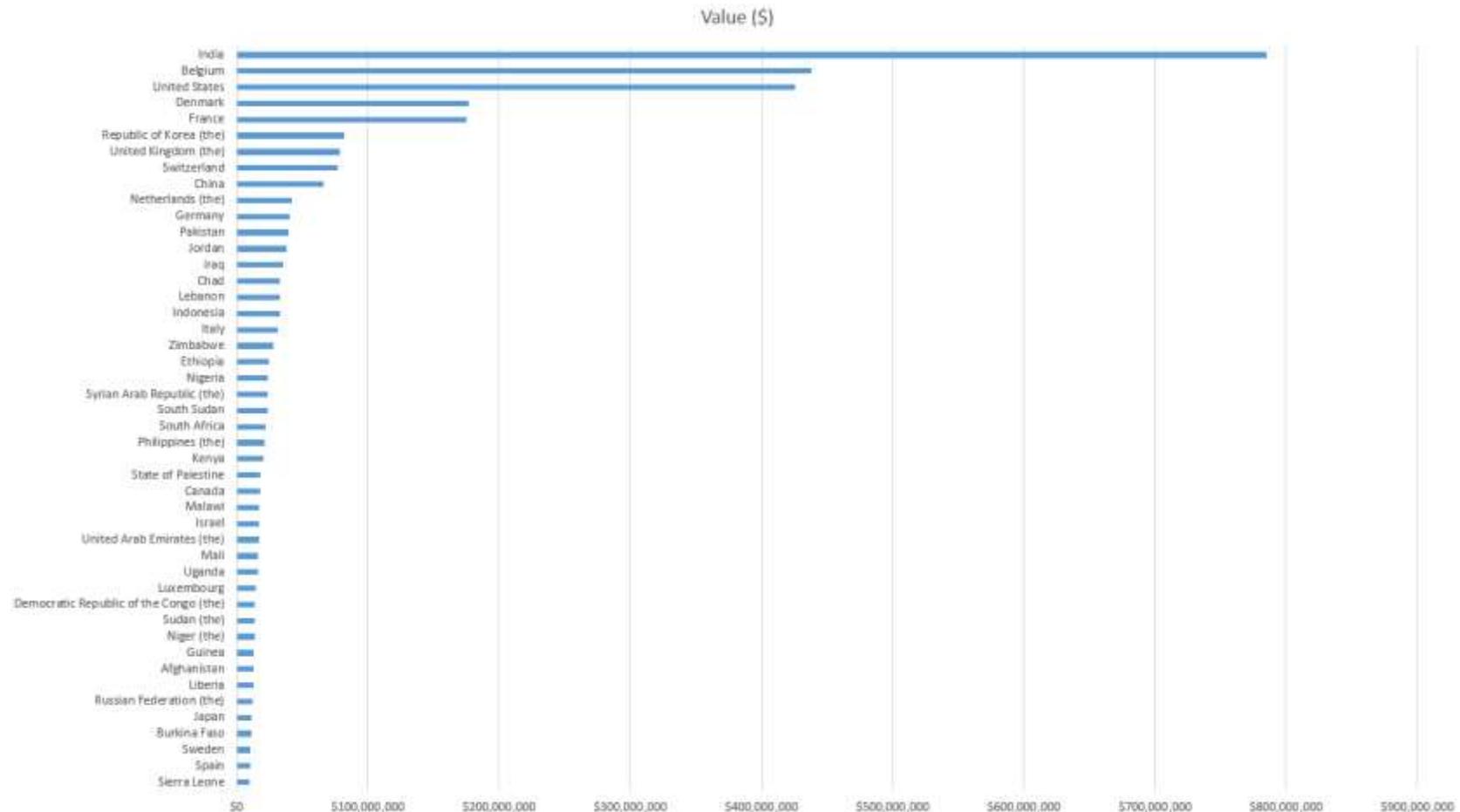
Two thirds of countries in which procurement exceeded \$10 million are those where UNICEF has development programmes



# Supplier countries

## Countries in which procurement exceeded \$10 million (based on country of invoice, in \$ millions)

Two thirds of these are countries where UNICEF has development programmes.



# Global & local warehousing & transport

## Inventory- as of 31 Dec

\$199 M Globally

\$44 M by SD

## SD Managed Warehouses- 2015

\$130 M Value of throughput

319,173 kits packed and shipped

**Copenhagen:** highly automated, largest humanitarian warehouse; all hazards & GDP certified

**Dubai:** nutrition, natural disasters

**Shanghai:** Education kits

**Panama:** serves LAC, natural disasters

**Djibouti:** serves Yemen



## Kit-packing targets

Reduce lead-time (3 million items)

Health kit-packing in Africa & India

A photograph showing a person in silhouette adjusting a mosquito net. The person is standing in a room with a wall decorated with a pattern of red and orange rectangular shapes. The mosquito net is a light blue color and is partially open. The person is wearing a light-colored shirt. The overall scene is dimly lit, with the primary light source coming from the mosquito net, creating a strong contrast between the person's silhouette and the bright net.

# Influencing Markets

---

**UNICEF works to positively influence market dynamics through partnerships, risk assessments, commercial expertise, negotiated terms with suppliers, financing mechanisms that impact on:**

- **Availability**
- **Affordability**
- **Competition**
- **Quality**
- **Delivery**
- **Funding security**



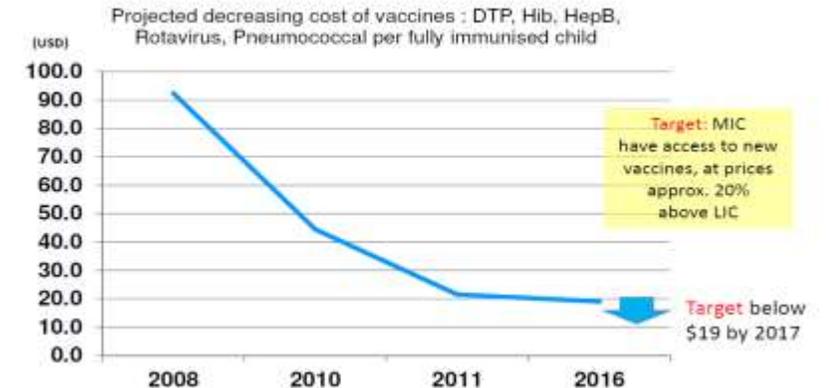
# Influencing markets

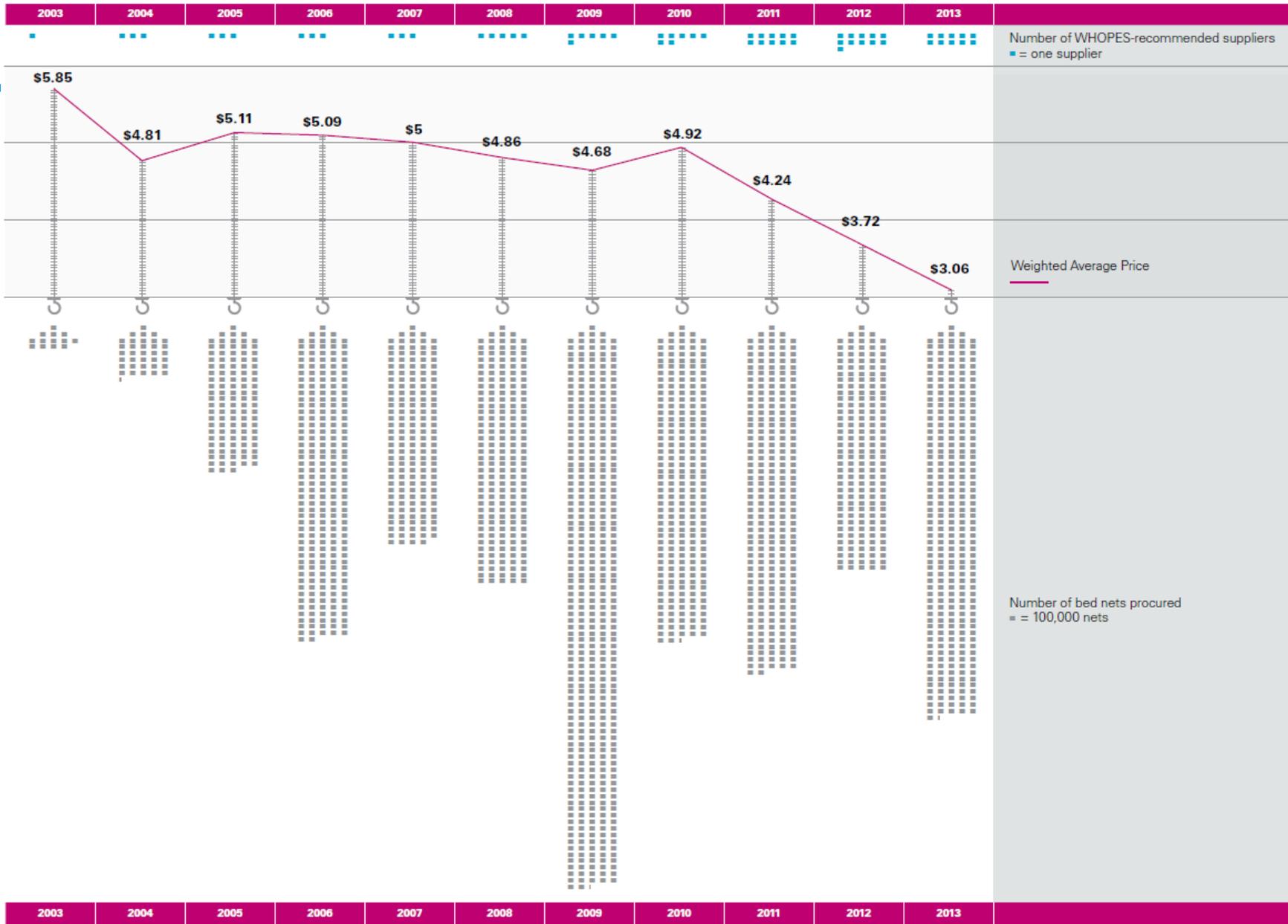
## Analyze and set Targets

- Availability
- Quality
- Affordability
- Sustainability (including local production)
- Innovation

## Employ Strategies

- Pool volumes
- Convene Industry Forums
- Provide Forecast to industry
- Transparency- publish prices
- Foster competitive markets
- Strategic procurement
- Volume guarantees
- Bridge financing
- Collaboration





A close-up photograph of a scientist wearing a white lab coat and safety glasses. The scientist is holding a clear petri dish with both hands, examining its contents. Inside the petri dish, there is a green, textured substance, possibly a microbial culture. The background is a blurred laboratory setting with green and white tones. The text 'Product Innovation' is overlaid on the left side of the image in a large, white, sans-serif font.

# Product Innovation

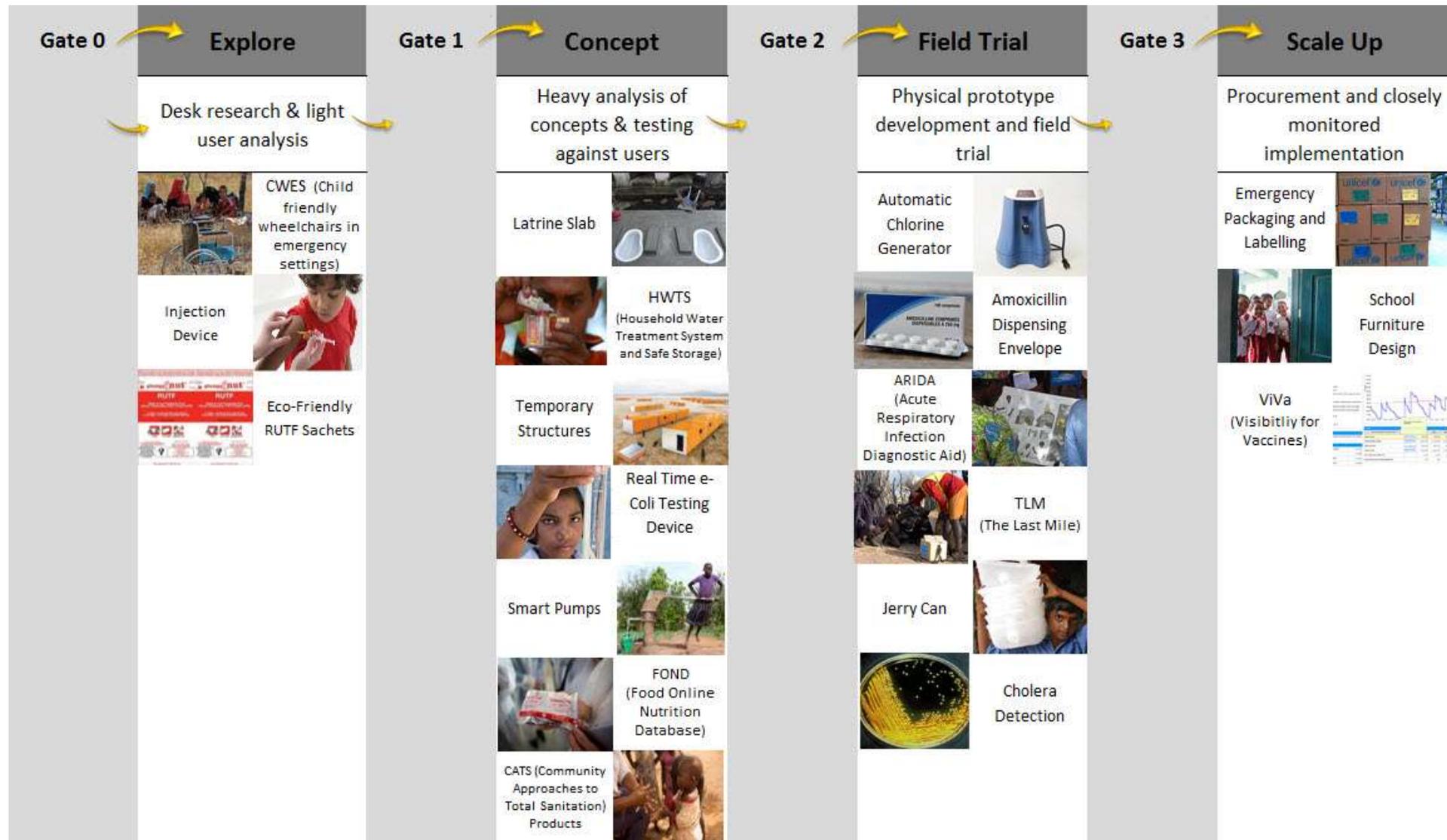
# Product innovation for children

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## Product Innovation that:

- ✓ Define and communicate field needs so that **fit for purpose** and **value for money supplies** can be developed which support and increase programme efficiency.
- ✓ Is the right combination of **process** and **creativity** that allows for an iterative-based learning moving towards a more linear approach the further the project develops, to allow for fast and efficient progress.
- ✓ Foster an innovation culture internally through a programmatically diverse product innovation project portfolio as well as stimulating cross-sectional collaborations.

# Product Innovation Project Pipeline, as of end Q4 2015



# Currently 19 Product Innovation projects under different stages of development

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- **3 projects successfully entered the scale up phase:**
  - School Furniture
  - ViVa: Visibility of Vaccines in national and regional stocks
  - Kit Labeling
  - Ebola PPE
- **3 projects successfully passed a Gate:**
  - ARIDA (**Gate 1 → Gate 2**)
  - School Furniture (**Gate 2 → Gate 3**)
  - Amoxicillin Dispersible Tablets (**→ Gate 2**)
  - Kit Labeling (**Gate 2 → Gate 3**)
- **3 projects closed (not meeting outcomes):**
  - Latrine Additives, CHW+, Weight Measurement Tape
- **Three new project were initiated:**
  - Eco-Friendly RUTF Sachets
  - Injection Device
  - Zika rRDT



# Supply Community

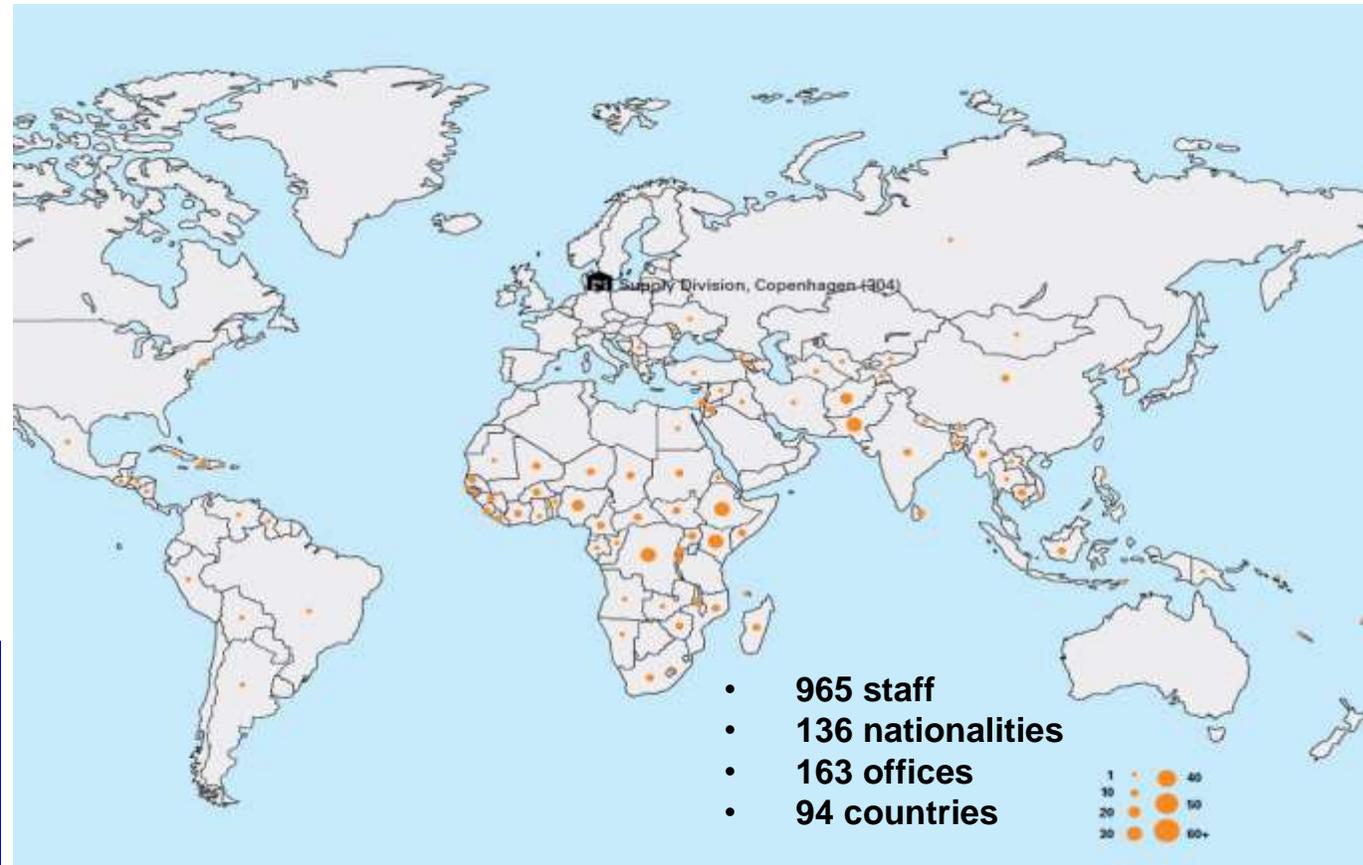


# Supply Community

- Logisticians
- Procurement
- Warehouse managers
- Market and monitoring analysts
- Product experts
- Pharmacists
- Nutritionists
- Planners/Forecasters
- Construction Engineers
- Inspectors
- Quality Assurance Engineers
- & more

## Objectives of establishing a Supply Community

- Supportive environment
- Professional development
- Professional belonging & support
- Career Mobility
- Knowledge sharing



65 SD staff spent 2,104 person days in support to 37 COs, including emergency deployments, training, inventory management, capacity development activities, innovation, supply planning and supply monitoring.



# Procurement information



# WHAT IS A LONG TERM ARRANGEMENT (LTA)?

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**A LTA is an arrangement entered with a supplier to secure the supply of a product or service over a period of time;**

- Framework of mutually agreed terms and conditions (product, price, etc.)
- As a result of a competitive bidding process
- For procurement of goods, services or works for which the buyer has a repeated need
- Entered in good faith for a period of time
  - Contractual obligations only commence once a purchase order is issued
- Not binding but with a projected total volume
- Non-exclusive
- Long term commercial partnership with selected supplier(s)



## Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Suppliers Meetings

Procurement Services

Immunization

HIV

Malaria

## For suppliers and service providers

UNICEF Supply Division is responsible for offshore procurement on behalf of UNICEF country offices, headquarters and Procurement Services partners, and for oversight of all UNICEF procurement. UNICEF procured \$2.468 billion worth of supplies and services in 2012 alone, including \$1.808 billion worth of [offshore supplies](#).

All UNICEF procurement supports UNICEF goals and priorities for children and women. UNICEF maintains the highest level of integrity in its procurement activities. The organization evaluates and registers suppliers with which it does business. It also ensures that all potential suppliers are subject to the same conditions and that information received is confidential.

Information on key commodities, large contract awards, and top supplier countries can be found in the [Supply Annual Report 2012](#). Please consult the [Supply Catalogue](#) for specifications for the 2,000 standard UNICEF commodities.

Suppliers should also refer to pages under the relevant programme areas, e.g. Immunization, Medicines, etc., where other useful information may be posted, such as details of supplier meetings.

### Latest

WHO priority list of applications for pre-qualification of vaccines to fight major childhood diseases, such as polio, Hib, meningitis, pneumonia, diarrhoea, and yellow fever top. [Read more.](#)

Technical Standards for Medical devices, nutrition supplies, pharmaceutical products and vaccines, syringes and cold-chain equipment have been updated. Now also available online: [UNICEF's Technical requirements for pharmaceutical products](#)

Procurement Procedures for packing and palletisation of goods to be delivered to the Supply Division Warehouse in Copenhagen can be viewed at [Standards for UNICEF supplies](#).

To see the latest Requests for Expression Of Interest [click here](#)

✉ Email this article

🖨 Printer friendly

### South Sudan



Children in South Sudan need your help. Please donate what you can today

**DONATE NOW** >

### UNICEF Supply Catalogue

UNICEF Supply Catalogue

French and Spanish version of this page





## Supplies and Logistics

[Supply home](#)[About Supply](#)[For suppliers and service providers](#)[Become a supplier](#)[UNICEF supplies](#)[Procurement Policies](#)[Technical Standards](#)[Quality Assurance](#)[Bidding Opportunities](#)[Tender Calendars](#)[Contract Awards](#)[Suppliers Meetings](#)[Procurement Services](#)[Immunization](#)[HIV](#)[Malaria](#)

## Tender Calendars

### This page contains the plans for issuance of tenders by UNICEF SUPPLY DIVISION

Interested [eligible suppliers](#) are encouraged to submit:

- a) A covering letter expressing their interest in accordance with requirements in each bid plan;
- b) Relevant information about their company (company profile)

**N.B.:** Companies interested in participating in any of the listed bidding exercises should be registered with the United Nations Global Marketplace. Visit the following website and follow the instructions to complete your firm's registration:

[www.unqm.org](http://www.unqm.org)

- [2014 tender calendar - Medical devices and laboratory supplies - updated on 22 April 2014](#)
- [2014 Tender Calendar - Education Unit - Updated on 28 February 2014](#)
- [2013 Tender Calendar - Medical Devices and Laboratory Supplies - updated on 22 April 2014](#)
- [2013 Tender Calendar - Devices and Waste Management Products - MAY 2013 UPDATE](#)
- [2014 Tender Calendar - Water, Sanitation and Hygiene \(WASH\)](#)
- [2013 Tender Calendar - Education Unit - NB Updated on 6 August 2013](#)
- [2013 Tender Calendar - Nutrition Unit](#)
- [2013-2014 Tender Calendar - Essential Medicines Unit](#)
- [2013 Tender Calendar - Cold Chain Equipment](#)
- [2012-2013 Tender Calendar - HIV and Malaria Medicines unit](#)

## Supplies and Logistics

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Suppliers Meetings

Procurement Services

Immunization

HIV

Malaria

Medicines

Nutrition

Water & sanitation

Education

## Bidding Opportunities

### What supplies and services is UNICEF looking for?

This is the area where UNICEF posts bidding opportunities mainly for its headquarters requirements but also on occasion UNICEF regional or country office requirements.

In addition, UNICEF regularly posts bidding opportunities from other UN Organisations and WHO.

- [RFP-PFP-2014-141090 - Consultancy to review and develop the Education Cluster strategic plan for UNICEF - response deadline latest by Wednesday 14 May, 16h00 CET](#)
- [RFPS-PFP-2014-141083 - Writing/Editing Services and Design/Layout Services - Response deadline 16:00 CET on 19 May 2014](#)
- [EXPRESSION OF INTEREST \(EOI\) for Instructional Design, Production and/or facilitation of online and distance learning - Response deadline latest by 5 May, 2014, 23.59 EST](#)
- [Request for Proposal \(RFP/DOC/2014-Digital Strategy-003\) - Discovery phase for UNICEF's Global web - Response deadline latest by 17:00 EST, 28 April, 2014](#)
- [EXTENSION-REQUEST FOR INFORMATION \(RFI\) for Temporary Structures - response deadline latest by 23:59 \(Copenhagen time\) 30 May 2014](#)
- [REOI - Water Purifier Product Tender - Response deadline 25 April 2014, 23:59](#)
- [EXTENSION - REOI-IRAQ-2014-001 - Teachers Training Capacity Gaps Assessment - Response deadline 14:00 hrs \(Baghdad Time\) on 10 May 2014](#)
- [Request for Information \(RFI\) for resuscitators](#)
- [RFPS-USA-2014-501824 for sale of an existing UNICEF Premise in Santiago Chile and the Purchase or Lease of a new premise in Santiago Chile - Response deadline 11:00 EST, 3 April 2014](#)
- [Request for Information - Technology to measure respiratory rates and/or diagnose pneumonia in children - No response deadline](#)
- [Online Request for Expression of Interest - Water, Sanitation and Hygienes Supplies - No response deadline](#)

Updated: 29 April 2014

NETHERLANDS (THE)			
Abbvie Logistics BV	Pharmaceuticals		7,099,828
Akvo Foundation	Other Services	101,994	
Bilthoven Biologicals BV	Vaccines/Biologicals		13,500,960
Civil Registration Centre for Development	Other Services	154,474	
Deloitte Consulting BV	Other Services		256,072
Euromex	Medical Supplies & Equipment		733,988
Hevea BV	Medical Supplies & Equipment		265,139
IDA Foundation	Pharmaceuticals		3,095,742
Imres BV	Medical Supplies & Equipment, Nutrition	1,592	1,460,783
IRC International Water & Sanitation Center	Other Services	199,708	
Maastricht Graduate School of Governance	Other Services	101,309	
Merck Sharp & Dohme BV	Pharmaceuticals		148,002

Supplier	Commodities	Value \$	Local	Country to country	International
Pk Trucks Holland	Transport				316,646
Ricoh International BV	IT & Office Supplies			146,162	73,245
Royal Tropical Institute	Other Services			141,871	
The Medical Export Group BV	IT & Office Supplies, Medical Supplies & Equipment, Water & Sanitation			370,955	9,438,218
Wijnroemer Relief Goods BV	Medical Supplies & Equipment, Water & Sanitation				3,232,182

# PROCUREMENT USEFUL LINKS

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For suppliers & service providers

[http://www.unicef.org/supply/index\\_suppliers.html](http://www.unicef.org/supply/index_suppliers.html)

Tender calendar

[http://www.unicef.org/supply/index\\_25983.html](http://www.unicef.org/supply/index_25983.html)

Bidding opportunities

[http://www.unicef.org/supply/index\\_25947.html](http://www.unicef.org/supply/index_25947.html)

Contract awards

[http://www.unicef.org/supply/index\\_27009.html](http://www.unicef.org/supply/index_27009.html)

Supply Annual Report

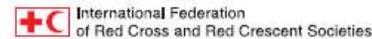
[http://www.unicef.org/supply/files/UNICEF\\_Supply\\_Annual\\_Report\\_2014\\_web.pdf](http://www.unicef.org/supply/files/UNICEF_Supply_Annual_Report_2014_web.pdf)

Supply Catalogue

[https://supply.unicef.org/unicef\\_b2c/app/displayApp/\(layout=7.0-12\\_1\\_66\\_67\\_115&carearea=%24ROOT\)/.do?rf=y](https://supply.unicef.org/unicef_b2c/app/displayApp/(layout=7.0-12_1_66_67_115&carearea=%24ROOT)/.do?rf=y)

# Partnerships for children

In addition to working with governments:



Over 85% of procurement is done in collaboration with other UN agencies



Thank you!

