

United Nations Development Programme - Procurement



Empowered lives. Resilient nations.



Scope of Presentation



1. UNDP - who we are?

2. UNDP procurement

3. How to do business with UNDP



UNDP at a glance



170+ The number of countries and territories where UNDP is working on the ground

3 Primary Focus Areas:

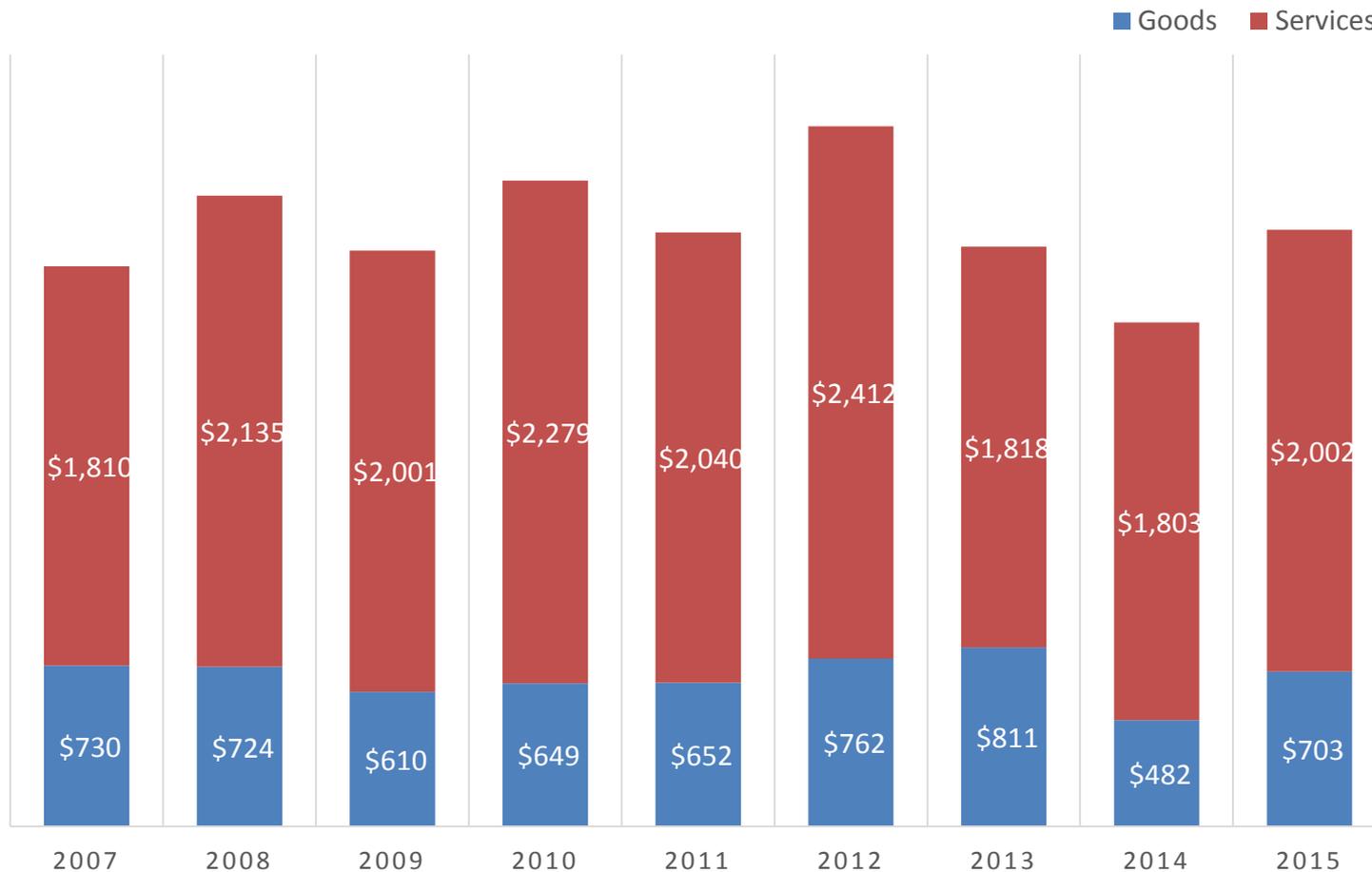
- Sustainable development
- Democratic governance and peacebuilding
- Climate and disaster resilience



On average UNDP **supports 25+** elections every year around the world

7+ million Have received HIV testing and counselling since 2003 through UNDP-administered grants

Procurement Trend (million USD)



How is procurement organised?



- Decentralized to our country offices (165+)
- Every country office is a potential business partner
- Specialised HQ procurement centres (health, CPR, elections, energy and environment)
- Move towards regionalisation of procurement / clustering
- 70% of total spend with top 30 country offices
- Consult and review their websites at www.undp.org

Procurement Support Office



Copenhagen, Denmark

- Procurement Support to Country Offices (advise, training and procurement and supply services)

New York, USA

- The main responsibility of the Procurement Support Office in NY is policy-making and oversight

Regional representation

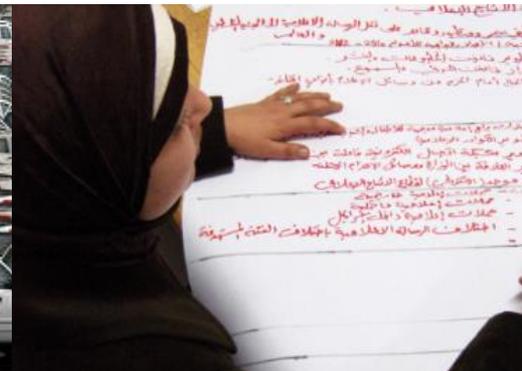
- KL - Operational procurement support
- Regional advisors



UNDP's involvement in Health?



- Partnership with the Global Fund (GFATM)
- UNDP COs act as principle recipient of GF Financing and project implementation
- Programmes focus on HIV/AIDS, TB & Malaria
- Supply of pharmaceuticals, diagnostics, lab equipment, medical supplies & non-health commodities
- Partnerships with key agencies and stakeholders (GF, WHO, UNICEF, UNFPA, etc) – both for technical and supply
- Expanding support to non-GF projects (direct support to Ministries of Health) – offers new opportunities and challenges!

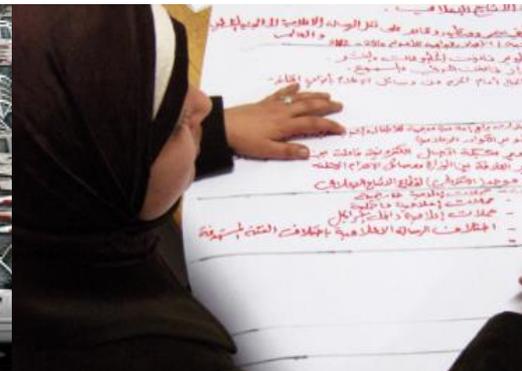


UNDP's involvement in Health?



Key product categories:

- Pharmaceuticals (HIV, TB, Malaria and related medicines)
- Diagnostics and consumables
- Lab equipment & medical supplies
- Insecticides, chemicals and related equipment
- Non-health commodities (vehicles, IT equipment, solar & renewable energy products)
- Services – technical advisory, construction & engineering, laboratory testing & inspection, freight forwarding

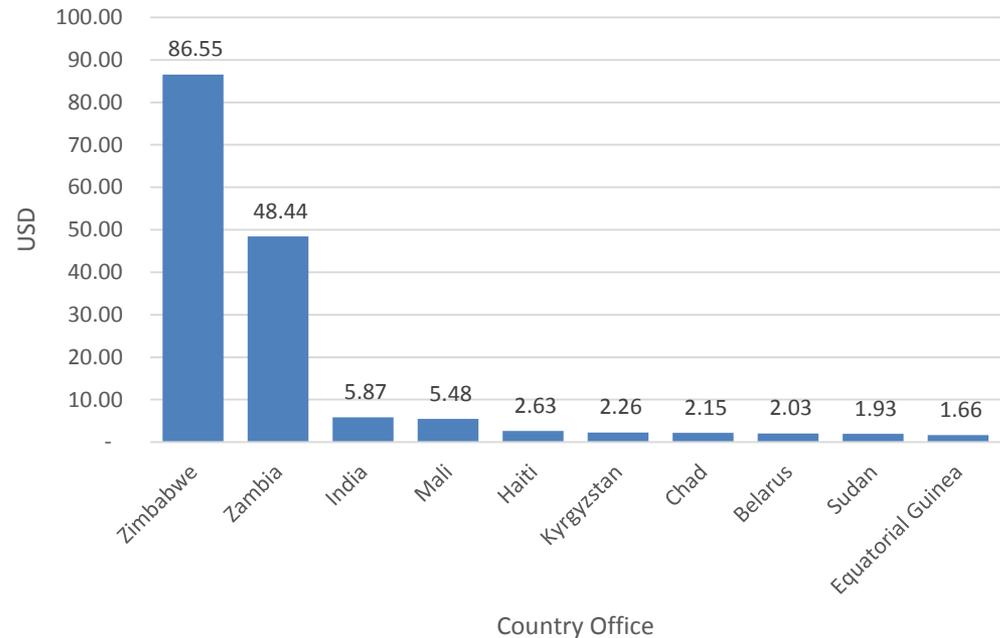


Procurement of health commodities (2015)

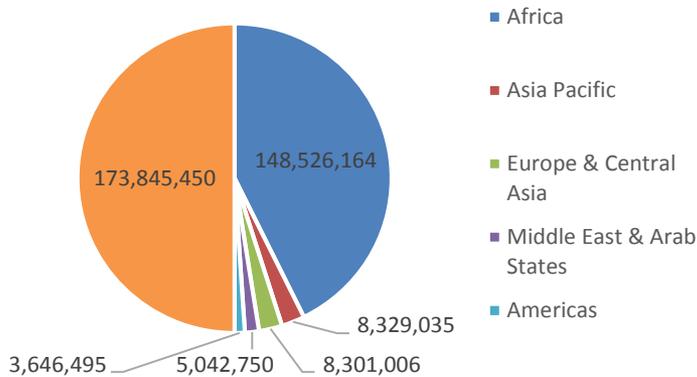


2015 PROCUREMENT BY REGION (USD)	
Africa	148,526,164
Asia Pacific	8,329,035
Europe & Central Asia	8,301,006
Middle East & Arab States	5,042,750
Americas	3,646,495
Grand Total	173,845,450

2015 Procurement Spend by Country Office (mUSD) - Top 10



2015 Procurement by Region (USD)

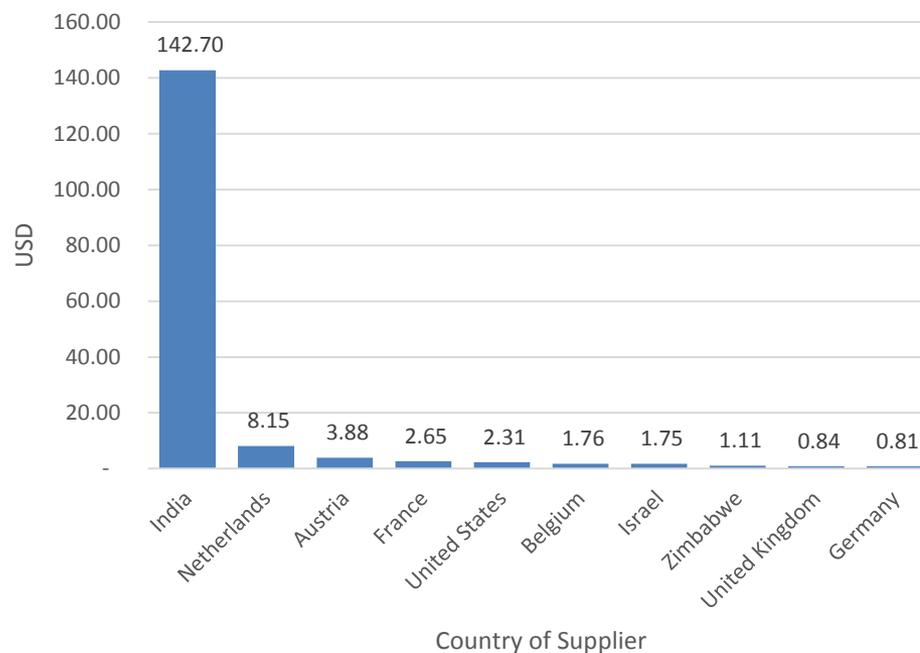


Procurement of health commodities (2015)

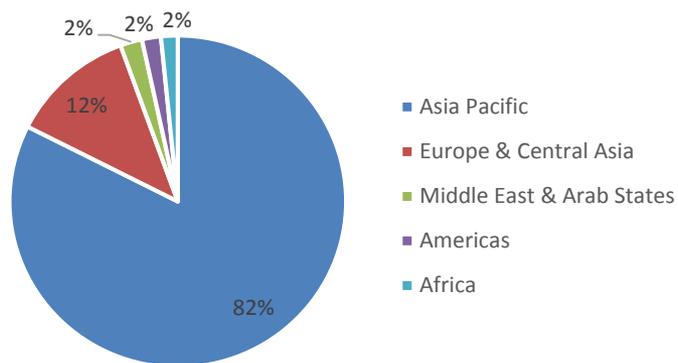


2015 PROCUREMENT BY REGION OF SUPPLIER (USD)	
Asia Pacific	143,327,501
Europe & Central Asia	20,908,898
Middle East & Arab States	3,657,630
Americas	3,168,955
Africa	2,782,465
Grand Total	173,845,450

2015 Procurement by Country of Supplier (mUSD)
- Top 10



2015 Procurement by Region of Supplier
(USD)



Key aspects of health procurement?



- Quality assurance/quality control (ie. WHO PQ, NRA)
- Supply chain management (from end-to-end)
- Forecasting, planning & stock management
- Adherence to local requirements (ie. product registration, minimum shelf-life, documentation)
- Local representation (distribution, installation, warranties)
- Importance of sustainability and environmental criteria is growing rapidly



THANK YOU !

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www.undp.org/procurement

