

A close-up photograph of two young children, likely of Southeast Asian descent, smiling broadly and making peace signs with their hands. The child on the left is wearing a blue and grey striped sweater and has an orange ring on their finger. The child on the right is wearing a blue and white striped hoodie and has white powder on their face. They are sitting in front of a wooden structure.

OVERVIEW OF UNICEF SUPPLY DIVISION

26 June 2018

Ignacio Giménez, Policy & Procedures

unicef  | for every child

Critical functions of UNICEF Supply Division

- Support results for children 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
- Contribute to **influencing markets** to ensure sustainable access to essentials supplies for children
- Serve as a **centre of expertise** and knowledge on essential supplies for children and supply chains and build capacities of national governments
- Provide **procurement services** to governments and development partners on strategic-essential supplies
- Establish **policies for supply chain** activities
- Use product **innovation** to increase results and decrease costs

PROCUREMENT PRINCIPLES & PROCESSES



UNICEF guiding procurement principles

Each UN organization
has a
different mandate

but

all UN organizations
share the
**same procurement
principles**

- Fairness, integrity and transparency through competition
(clear & appropriate regulations/rules applied to all suppliers, fair process, equal treatment of suppliers, transparent system)
- Economy and effectiveness
(meet requirement in terms of quantity, quality, timeliness at the right place. Economy=minimize cost, Effectiveness=meet end-user interest)
- Best value for money
(Consider the optimum combination of factors in meeting the end user needs; BVM does not mean lowest cost but best ROI)
- Promotion of objectives of UNICEF
(fulfilling the mandate, goals and objectives)

UNICEF guiding procurement principles

- 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 ([procurement policies](#))
 - invites an appropriate **geographical range** of suppliers to tender
 - purchases products that comply with recognized [technical standards](#)
 - **does not** purchase from companies employing [child labor](#), nor manufacturers of [land mines](#) and their components (**Supplier Code of Conduct**)
 - **does not** purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities
- 

UNICEF guiding procurement principles

UN Supplier Code of Conduct

Children's Rights and Business Principles

No Child Labor, No Landmines

UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children

UN Supplier Code of Conduct

Zero-tolerance for all forms of fraud and corruption

Information disclosure policy

Zero tolerance policy on gifts and hospitality from suppliers

All UN and UNICEF registered suppliers sign on to the UN Code of Conduct. (rev. Sept 2013).

- Based on the UN charter, the principles of the Global Compact and ILO standards;
 - ✓ *The UN expects that these principles apply to suppliers and their employees, parent, subsidiary or affiliate entities, and subcontractors; that they are seen as minimum standards that suppliers strive to meet and exceed them.*
- The code addresses:
 - **Labour conditions:** Freedom of Association, no force or compulsory, no child labour, discrimination, standards for working conditions.
 - **Human Rights:** No Harassment, Harsh or Inhumane Treatment, no manufacture or sale of mines.
 - **Environment:** Compliance with regulations, manage chemical and hazardous materials; waste and air emissions, Minimize Waste, Maximize Recycling.
 - **Ethical conduct:** No corruption, conflict of interest declaration, no gift and hospitality, post employment restrictions.

UNICEF guiding procurement principles

UNICEF's General Terms and Conditions

1.2 These General Terms and Conditions of Contract, UNICEF's Policy Prohibiting and Combatting Fraud and Corruption, the UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children, the UN Supplier Code of Conduct, and UNICEF's Information Disclosure Policy referred to in the Contract, as well as other policies applicable to the Supplier, are publicly available on the UNICEF Supply Website. The Supplier represents that it has reviewed all such policies as of the effective date of the Contract.

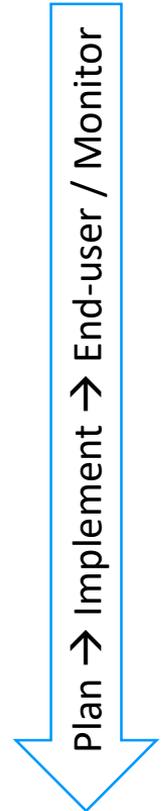
Article 7 (Ethical Standards)

- Anti-fraud
- Anti-corruption
- Sexual Exploitation and Abuse
- Post-employment restrictions
- Conflict of Interest Disclosure
- Sanctions and suspension

UNICEF may terminate a contract with immediate effect and no liability in case of breach of Article 7 of the GTC

UNICEF Procurement Process

- Procurement Planning
- Requirement Definition
- Sourcing/Invitee list (REOI / UNICEF Vendor Roster / UNGM...)
- Preparation and Issuance of Solicitation Documents
 - Request for Quotation (RFQ) → USD 2,500 - USD 30,000
 - Invitation to Bid (ITB) → USD 30,000 and over
 - Request for Proposal (RFP) → no threshold
- Receipt and Opening of Submissions
- Evaluation (Technical/Quality and Commercial)
- Adjudication & Award Recommendation
- Contract Finalization and Issuance
- Contract Management



Sustainable Procurement

- UNICEF internal procedure on Sustainable Procurement launched on Feb 2018
- Examples of Sustainable Procurement implementation in UNICEF:

Economic 	Social 	Environmental 
<p><u>LLIN (Long Lasting Insecticidal Net)</u> Through demand pooling, price reduced by 40% between 2011 and 2015</p>	<p><u>RUTF</u> 56% of total quantity supplied from programme countries in 2016</p>	<p><u>SIE (Safe Injection Equipment)</u> 30% of commercial evaluation is environmental criteria.</p>



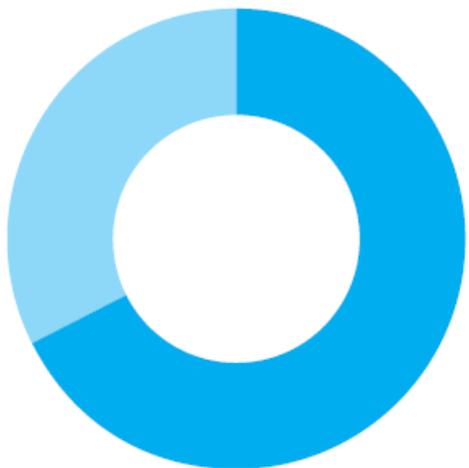
7 YEARS

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SERVICE DELIVERY

UNICEF Procurement Value – 2017



**TOTAL GOODS AND SERVICES PROCURED
FOR 150 COUNTRIES AND AREAS**

\$3.46 billion

\$2.342 billion

Goods

\$1.118 billion

Services

UNICEF procurement value by major commodity groups (2017)



Vaccines
\$1.317 billion



Pharmaceuticals
\$164.2 million



Water & Sanitation
\$109.2 million



Nutrition
\$219.9 million



Medical supplies
\$108.7 million



Bed nets
\$39.6 million



Education
\$72.4 million



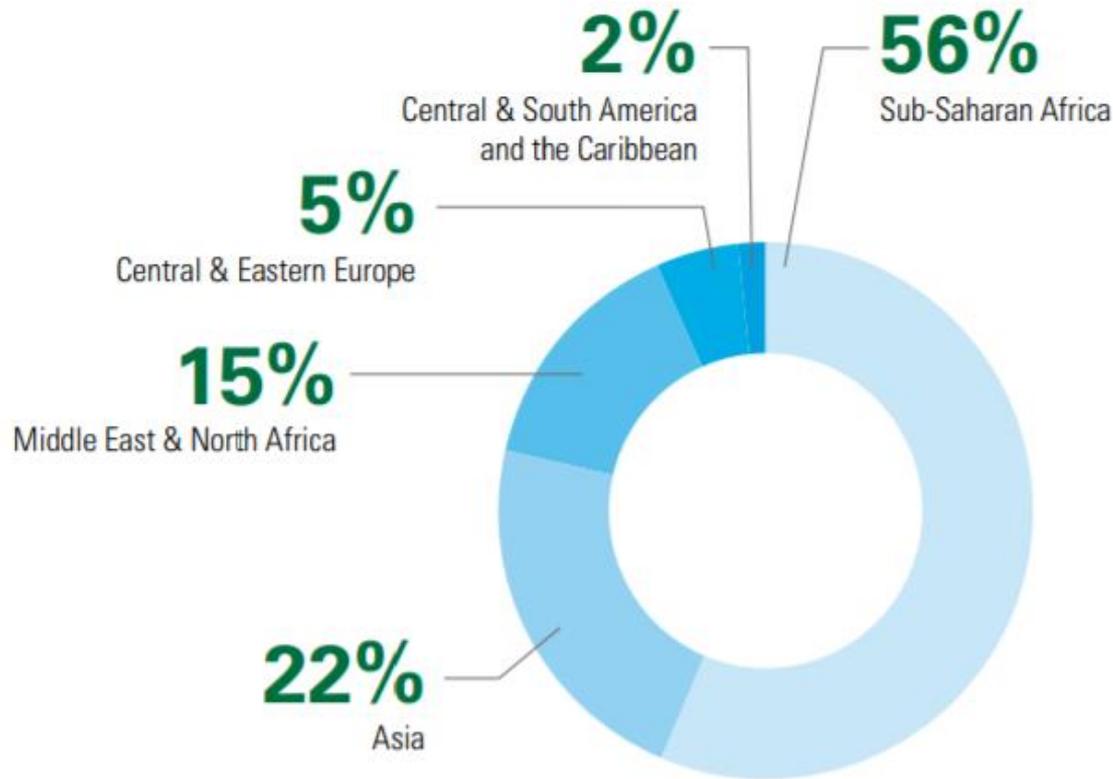
Cold Chain Equipment
\$80.1 million

\$2.342 billion
supplies

\$1.438 billion
in procurement on behalf of
self-financing governments and
partners

78%
of UNICEF goods procurement is in
collaboration with other UN
agencies and partners

Where UNICEF Supplies were used



UNICEF has development programmes in two thirds of the countries where procurement exceeded \$10 million

UNICEF Global warehousing & transport

2017 Data

Kit packing operation since 1963

unicef 

Technical Support

- Emergencies
- Local kit packing
- Warehouse assesment
- Warehouse inventory management
- Training

39% of outgoing orders were for emergency response

Average inventory in SD controlled warehouse/hubs, in 2017, was \$48.4 million.

\$107.7 million value of throughput:

- \$ 98.7m** from Copenhagen
- \$ 6.2m** from Shanghai
- \$ 2.8m** from Dubai
- \$ 78,000** from Panama

209,000 kits shipped:

- 140,000** shipped from Copenhagen
- 60,500** shipped from Shanghai
- 8,500** shipped from Dubai
- 125** shipped from Panama

EMERGENCIES



Emergencies: Critical supply responses in 2017

THIS MAP PROVIDES AN OVERVIEW OF THE HIGHEST-LEVEL EMERGENCIES THAT CALLED FOR UNICEF-WIDE MOBILISATION.

CARIBBEAN REGION

In September, Hurricanes Irma, Jose and Maria battered Caribbean islands including Anguilla, Antigua & Barbuda, Barbados, British Virgin Islands, Cuba, Dominica, Haiti, Turks and Caicos, and the US Virgin Islands. The scattered geography of the islands presented logistical challenges for efficient coordination of supply shipments, customs clearance, temporary warehousing and distribution to those in need. More than 1.4 million people needed emergency assistance, and over a quarter of them were children. UNICEF responded with water & sanitation supplies, education and shelter supplies.



NIGERIA & THE LAKE CHAD BASIN

Ongoing conflict in the Lake Chad basin affected more than 17 million people in Cameroon, Chad, the Niger and Nigeria, exacerbating the situation of displaced children and families. In northern Nigeria, where violence and conflict-related displacement also continued, an estimated 400,000 children were suffering from severe acute malnutrition in 2017. UNICEF responded with vaccines, nutrition supplies and medical kits.



SYRIA & SURROUNDING REGION

Seven years of conflict in the Syrian Arab Republic have driven more than 5 million people, half of whom are children, into neighbouring countries Turkey, Lebanon, Jordan, Iraq and Egypt. An additional 6 million people are internally displaced. UNICEF continued to send vaccines, education supplies, and clothing and footwear, among other supplies.



CENTRAL AFRICAN REPUBLIC

Since 2012, the humanitarian crisis in the Central African Republic has continued to displace children and their families amid violence and instability. Nearly one in four Central Africans is displaced, with 600,000 displaced internally and 538,000 living as refugees in neighbouring countries. In this protracted crisis, some of the most important supplies sent by UNICEF in 2017 included vaccines, shelter and field equipment and nutrition supplies.



THE DEMOCRATIC REPUBLIC OF THE CONGO

A surge of violent conflict in 2017 displaced more than 1.7 million people from their homes, disrupting access to basic sanitation, health and education. A cholera outbreak further complicated the crisis and over 2 million children suffered from severe acute malnutrition. UNICEF responded with water & sanitation, nutrition and transport supplies.



IRAQ

Armed violence in Iraq contributed to ongoing demand for humanitarian assistance, including access to safe water and sanitation facilities, and protection and schooling for displaced children, as well as psychosocial support and vaccinations for those returning to formerly besieged areas. Nearly 335,000 internally displaced school-aged children were out of school. UNICEF responded with water & sanitation, clothing and education supplies.



ETHIOPIA, KENYA, SOMALIA

Droughts in the Horn of Africa, in addition to conflict in Somalia, left 9.7 million people in need of humanitarian assistance. This heightened the risk of disease outbreaks, and some 700,000 children were severely malnourished. An increasingly local approach to sourcing nutrition supplies improved UNICEF's efficient and sustainable response in the region. (See full story on page 30.)



SOUTH SUDAN

Four years into the conflict, more than 4 million children were affected by famine, disease, forced recruitment by armed groups and lack of access to schooling. Vaccines were the biggest supply component to protect children from disease, in addition to nutrition and water & sanitation supplies.



BANGLADESH

The large-scale displacement of Undocumented Myanmar Nationals fleeing violence in Myanmar left 720,000 children in need of humanitarian assistance in 2017. As the Rohingya refugee crisis escalated in August, UNICEF responded with essential commodities arriving by air charter, alongside other UN agencies and partners setting up camps in Cox's Bazar, Bangladesh. Vaccines, water & sanitation, nutrition and education supplies comprised the bulk of UNICEF's supply response.



YEMEN

Three years into the protracted conflict and humanitarian crisis, nearly the entire population of Yemen – 22 million people – was affected by famine and a crumbling health system. More than 11 million children required urgent assistance. In response to large-scale outbreaks of Acute Watery Diarrhoea or cholera, UNICEF sent WASH supplies including water purification tablets to improve access to safe water. (See full story on page 32.)



Tareem, aged 3, receives a vitamin A supplement from a health worker in Halwanah neighbourhood in the eastern part of Aleppo, Syrian Arab Republic.

INFLUENCING MARKETS



Overview of Influencing Markets activities

Publicly share analysis of market

- Reduce asymmetries of information
- Be specific & bold with targets
- Reflect market planning horizons
- Work with partners via diff. entry points
- Dialogue & take into account business views
- Convene industries



Decide on tactics based on the target. E.g.,

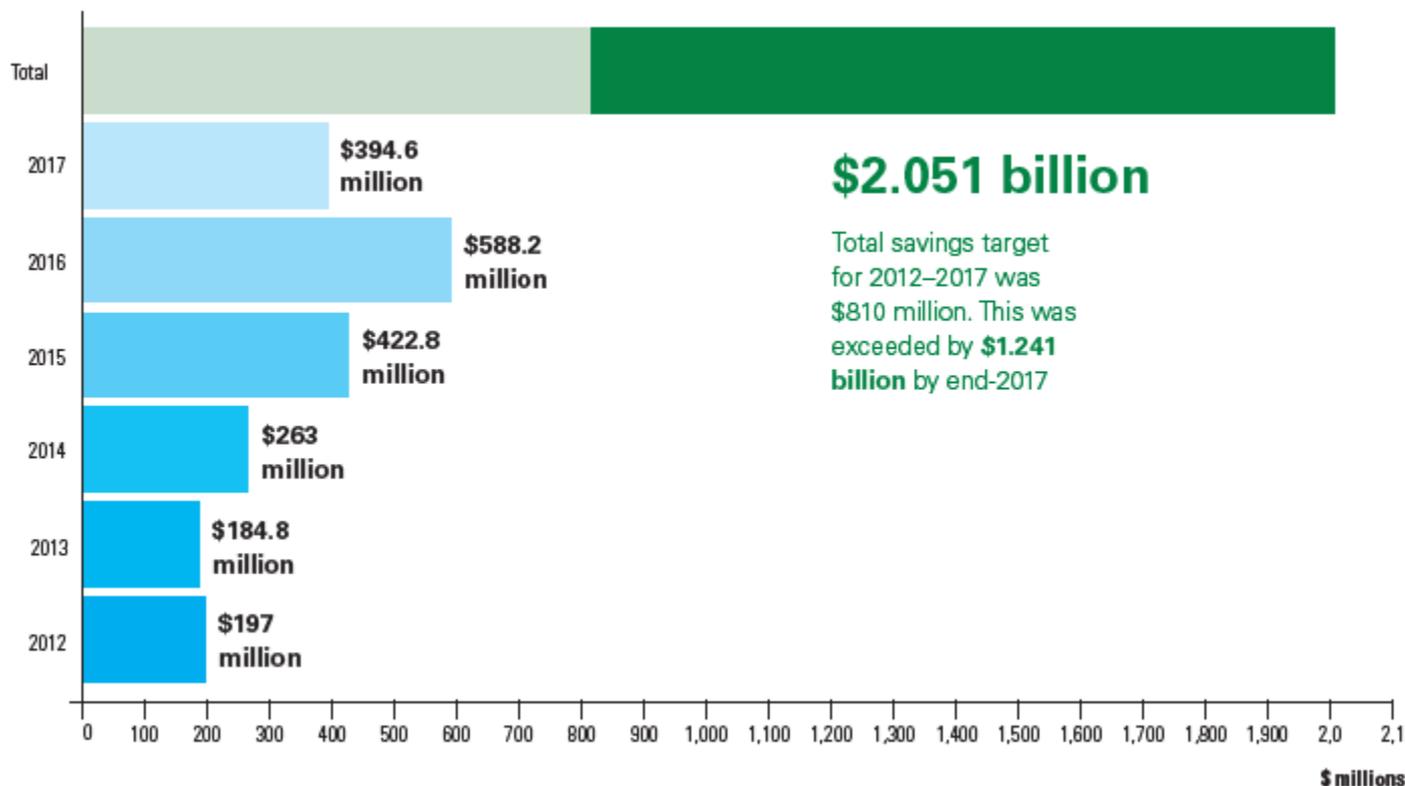
- Type of procurement
- Duration of forecast
- Issue a Target Product Profile
- Employ an Advance Market / Procurement Commitment
- Guarantee or pre-pay quantities
- Bring in an advisory board of experts, stakeholders

Draw on different influence, tactics and mandate (e.g., UNICEF, MSF, BMGF, WHO)

- Debate
- Coordinate
- Let others inside– while maintaining COI, confidentiality, authority

Cumulative savings from 2012-2017

TOTAL SUPPLY SAVINGS ACHIEVED FROM 2012 TO 2017



A young girl with dark skin is shown from the chest up, wearing a grey hospital gown. She is looking off to the left with a neutral expression. A red medical device is attached to her chest. The background is a dark, textured fabric.

PRODUCT INNOVATION

Product Innovation Ecosystem

Fit for purpose and value for money supplies for children in UNICEF's programme areas such as

Medicines

Vaccines

Nutrition

Water, Sanitation,
Hygiene

Education



Target Product Profiles

The purpose is to communicate requirements for products which are currently not available.

Less prescriptive than a RFP to allow for creativity and innovation flexibility. Not final procurement specifications

Useful tool to gain understanding of UNICEF and partners' product needs and to gain internal buy-in for driving R&D

To date, 8 Target Product Profiles have been published

Available online here:

https://www.unicef.org/supply/index_91816.html

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Target Product Profiles



© UNICEF/UNI100818/Asseim

Community health volunteer Mariam Diarra uses a device to time the breathing of eight-month-old Gimballa in Mali

UNICEF creates Target Product Profiles (TPPs) to communicate requirements for products which are currently not available on the market but which fulfil a priority need to be used in the unique context in which UNICEF and its partners operate. TPPs include information on how the new product will be used, by or for whom, and the minimum and ideal performance criteria. The purpose of TPPs is to guide industry to develop products that meet UNICEF's needs, however they do not act as the final procurement specifications but rather as a list of desired requirements that combined describes the ideal product considering the context.

UNICEF recognizes that innovation is an iterative process, and that suppliers must balance sometimes competing requirements against product development progress. To allow for creativity,

and the innovation process to take its course, TPPs are less prescriptive than procurement specifications, and can therefore be challenged by the industry. The process that follows the release of a TPP varies pending the maturity of the market/technology but would usually follow these steps:

1) A stakeholder/industry consultation is held to provide stakeholders with an opportunity to question the requirements in the TPP, and for UNICEF to provide clarity on requirements and learn of any challenges industry may have, in order to accelerate product development.

2) Based on the feedback from the consultation process a revised TPP is released.

3) UNICEF monitors the progress of the market and when products responding to the performance requirements of the TPP become available, a tender is launched to identify solutions to be field trialled in UNICEF's context (in some cases the date of the tender is announced at the time of the TPP release).

4) The products which yield positive field trial results, will be considered for procurement.

It is important to note that TPPs are independent from UNICEF procurement cycles and therefore remain active and accessible on this page to inform new and existing suppliers of minimum and ideal product requirements.

Below are a list of TPPs developed by UNICEF and partners, which informs on product requirements for a new/improved solution. For UNICEF bidding opportunities, please go to [UNICEF's Bidding Opportunities page](#) or [United Nations Global Marketplace](#).

Target Product Profiles:

[Height/length Measurement Device](#) - Issued December 2016

Introduction: UNICEF is seeking solutions for portable and accurate height/length measurement devices as feedback from the field and recent reviews of household survey data quality have shown that the current device used to measure height and length of infants, children and adults do not yield accurate results.

Status: The TPP is open for questions and will be followed up with a Request for Proposals Q3 2017.

Comments: If you are a supplier developing devices responding to the requirements outlined in the TPP and are interested in proposing those to UNICEF, then please consult the TPP brief for further information.

Resources: [TPP Brief](#), [Project Page](#), [Q&A](#)

[Emergency Structures: Multipurpose Tents Version 2.0](#) - Issued December 2016, Revised March 2017

Introduction: UNICEF has received feedback from Country Offices calling for emergency structures that can serve a variety



SUPPLY COMMUNITY



Supply Community

Total staff 1036

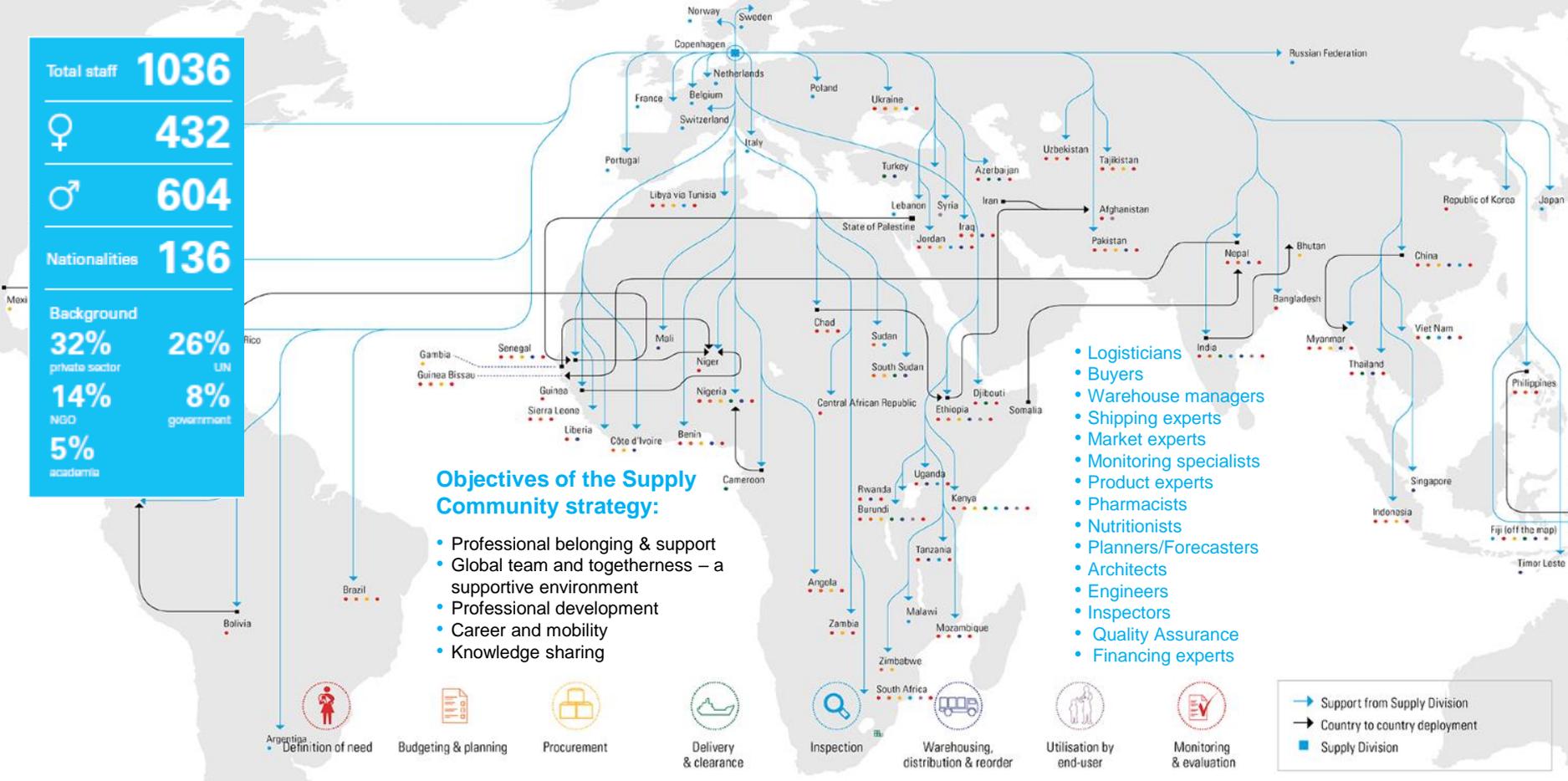
♀ 432

♂ 604

Nationalities 136

Background

32%	26%
private sector	UN
14%	8%
NGO	government
5%	
academia	



- Objectives of the Supply Community strategy:**
- Professional belonging & support
 - Global team and togetherness – a supportive environment
 - Professional development
 - Career and mobility
 - Knowledge sharing

- Logisticians
- Buyers
- Warehouse managers
- Shipping experts
- Market experts
- Monitoring specialists
- Product experts
- Pharmacists
- Nutritionists
- Planners/Forecasters
- Architects
- Engineers
- Inspectors
- Quality Assurance
- Financing experts

Definition of need	Budgeting & planning	Procurement	Delivery & clearance	Inspection	Warehousing, distribution & reorder	Utilisation by end-user	Monitoring & evaluation

UNICEF INFORMATION SOURCES



Familiarize yourself with UNICEF Supply

Supplies and Logistics

Supply home

About Supply

The UNICEF Supply Chain

Partnerships

Influencing markets

Commitment to transparency

Supplies on the way to...

Procurement and Supply Management Systems

Warehouse operations

The Supply Community

Annual Report

For suppliers and service providers

Procurement Services

Strengthening supply

on

suppliers by country.

Supply Annual Report 2016



[<< Previous page](#)

Supply Annual Report

In 2016, UNICEF procured supplies for children in 147 countries and areas. Strategic procurement and supply management contributed to price reductions for vaccines and other supplies, that saved \$394.6 million for governments and donors.

Throughout 2016, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion for children and their families, strategic procurement and logistical approaches also contributed to social, economic and environmental sustainability. This was achieved through collaborations with industry, governments, partners and beneficiaries, and a dedicated and agile professional community in the UNICEF supply function.

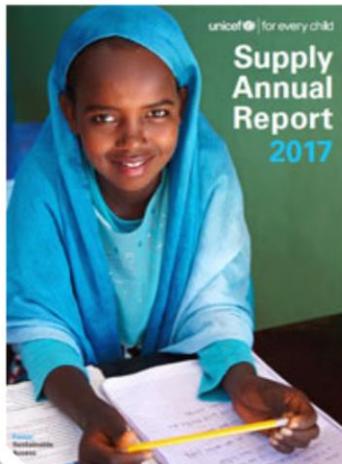
The Report features health systems: vaccine commodity comparison. In 2016, UNICEF procured supplies for children under 5.

The report's breakdown of key commodities and detailed annexes identifying suppliers and their value is a useful information source.

PDF

To download a copy of the Annual report click [here](#) (pdf)

Supply Annual Report 2017



Supply Annual Report 2017: Sustainable Access

In 2017, UNICEF procured \$3.46 billion in supplies and services for children in 150 countries and areas. Partnerships, competition, and strategic procurement contributed to price reductions for vaccines and other supplies, saving \$394.6 million for governments and donors.

Throughout the year, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion. While uninterrupted and reliable supply addressed a wide range of needs for children and their families, strategic procurement and logistical approaches also contributed to social, economic and environmental sustainability. This was achieved through collaborations with industry, governments, partners and beneficiaries, and a dedicated and agile professional community in the UNICEF supply function.

WWW.UNICEF.ORG/SUPPLY

Find out what UNICEF procures

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Target Product Profiles

Procurement Services

Strengthening supply chains

Immunization

Health emergency supplies

HIV

UNICEF supplies

Offshore Supplies

The bulk of UNICEF offshore (global) procurement is for essential commodities for children. These include:

- Vaccines and immunization supplies
- Pharmaceuticals and micronutrients
- Medical supplies and equipment
- Educational supplies
- Therapeutic foods
- Vehicles
- IT equipment

The 2,000 (approximate) standard commodities procured by UNICEF are listed in the [Supply Catalogue](#). The catalogue provides technical specifications for most items. **UNICEF does not procure any type of used or second-hand merchandise.**

Local Procurement

UNICEF Country Offices also procure a range of commodities. However, local procurement is not allowed for vaccines, auto-disable syringes, safety boxes (for disposal of injection equipment), pharmaceuticals, micronutrients and therapeutic foods. Suppliers should contact their [nearest UNICEF Country Office](#) for further information.

Food and Clothing

UNICEF does not procure food, other than specific therapeutic foods for use in emergency situations. Generally, UNICEF does not procure clothing, except in limited quantities for very specific emergency situations.

Special Projects

In rare cases, UNICEF procures goods and services that fall outside the major commodity groups listed above. These goods are usually for special projects or emergency programming, and need to be procured at short notice. Please consult our Expressions of Interest on a regular basis for current requirements.

[Technical Standards](#)

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[Medicines](#)

[Nutrition](#)

[Water & sanitation](#)

[Education](#)

[Emergencies](#)

Market Influencing

A strategic focus on essential supplies

UNICEF focuses on commodities that are essential for the needs of children and contribute to the achievement of the Sustainable Development Goals (SDGs). Some commodities are easily available and affordable, while the availability of others is limited, or in some instances, non-existent in the quality and price required. UNICEF places a strategic focus on these supplies to shape healthy markets. UNICEF seeks to influence the market to achieve affordable prices, diversified supplier bases, competitive market landscapes, and quality products, fit for purpose, and in the right form for children.

UNICEF seeks to reduce the market barriers and constraints for existing and future products, as well as help develop new products to meet the programmatic needs of children, and build local level capacity to sustain development. Influencing markets requires an understanding of market forces, accurate forecasting, analysis, information transparency, engagement with industry, and a drive to achieve the best possible outcome for children.

Some of UNICEF's Key Market Information Resources

Market Notes



Key product and market information analysis

Market Dashboard



High-level analysis of 69 key supply markets

Price Database



Price transparency based on commercial terms

Supplier financing



Financing options and sources in support of SMEs

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Children worldwide need your help right now. Please donate what you can today.

DONATE NOW [➔](#)

For suppliers and service providers

Tender Calendars

This page contains the plans for issuance of tenders by UNICEF Supply Division

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

- A covering letter expressing their interest in accordance with requirements in each bid plan
- Relevant information about their company ([company profile](#))

N.B.: Companies interested in participating in the UNICEF Supply Division's Global Marketplace. Visit the following www.ungm.org

- [2018 Tender Calendar - Project Support](#)
- [2018 Tender Calendar - Education Unit](#)
- [2018 Tender Calendar - WASH Unit](#)
- [2017 2018 Tender Calendar Vaccines](#)
- [2017 Tender Calendar \(revised\) - WASH Unit](#)
- [2017 Tender Calendar - Medical Devices](#)
- [2017 Tender calendar - Contracting Centres](#)
- [2017 Tender Calendar - Essential Medicines](#)
- [2017 Tender Calendar - Nutrition Unit](#)
- [2017 Tender Calendar - Education Unit](#)
- [2017 Tender Calendar - Safe Injection Devices and Waste Management](#)
- [2017 Tender Calendar - Medical Devices](#)

Contract Awards

UNICEF procures commodities from suppliers whom since January 2001. Only contracts awarded from September 2006. From 1 October 2006, contracts awarded under Long Term Arrangements (LTAs) based on

Documents attached below are in PDF format.

For more information on the UNICEF Supply Committee's [supplier meetings](#)

2017

[Supplier Meeting](#) [PDF]

Supplier 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. coli Testing Devices 22nd November 2016](#)

[UNICEF Zika Vaccine and Diagnostics Industry Consultation 11-12 May 2016](#)

[11-12 November 2014: UNICEF Industry Consultation on Personal Protective Equipment needs in Ebola response](#)

For information related to previous suppliers meetings please see below links.

[Long-Lasting Insecticidal Nets suppliers meetings](#)

[Contracting Centres suppliers meetings](#)

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Thank You

