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)

<table>
<thead>
<tr>
<th>Year</th>
<th>Goods</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>$730</td>
<td>$1,080</td>
</tr>
<tr>
<td>2008</td>
<td>$724</td>
<td>$2,135</td>
</tr>
<tr>
<td>2009</td>
<td>$610</td>
<td>$2,001</td>
</tr>
<tr>
<td>2010</td>
<td>$649</td>
<td>$2,279</td>
</tr>
<tr>
<td>2011</td>
<td>$652</td>
<td>$2,040</td>
</tr>
<tr>
<td>2012</td>
<td>$762</td>
<td>$2,356</td>
</tr>
<tr>
<td>2013</td>
<td>$811</td>
<td>$2,104</td>
</tr>
<tr>
<td>2014</td>
<td>$482</td>
<td>$1,803</td>
</tr>
<tr>
<td>2015</td>
<td>$703</td>
<td>$2,002</td>
</tr>
</tbody>
</table>
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)

<table>
<thead>
<tr>
<th>Region</th>
<th>Spend (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>148,526,164</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>8,329,035</td>
</tr>
<tr>
<td>Europe &amp; Central Asia</td>
<td>8,301,006</td>
</tr>
<tr>
<td>Middle East &amp; Arab States</td>
<td>5,042,750</td>
</tr>
<tr>
<td>Americas</td>
<td>3,646,495</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>173,845,450</strong></td>
</tr>
</tbody>
</table>

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

- **Zimbabwe**: 86.55 mUSD
- **Zambia**: 48.44 mUSD
- **India**: 5.87 mUSD
- **Mali**: 5.48 mUSD
- **Haiti**: 2.63 mUSD
- **Kyrgyzstan**: 2.26 mUSD
- **Chad**: 2.15 mUSD
- **Belarus**: 2.03 mUSD
- **Sudan**: 1.93 mUSD
- **Equatorial Guinea**: 1.66 mUSD
Procurement of health commodities (2015)

<table>
<thead>
<tr>
<th>Region</th>
<th>Procurement (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia Pacific</td>
<td>143,327,501</td>
</tr>
<tr>
<td>Europe &amp; Central Asia</td>
<td>20,908,898</td>
</tr>
<tr>
<td>Middle East &amp; Arab States</td>
<td>3,657,630</td>
</tr>
<tr>
<td>Americas</td>
<td>3,168,955</td>
</tr>
<tr>
<td>Africa</td>
<td>2,782,465</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>173,845,450</strong></td>
</tr>
</tbody>
</table>

2015 Procurement by Region of Supplier (USD)

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

- **India**: 142.70
- **Netherlands**: 8.15
- **Austria**: 3.88
- **France**: 2.65
- **United States**: 2.31
- **Belgium**: 1.76
- **Israel**: 1.75
- **Zimbabwe**: 1.11
- **United Kingdom**: 0.84
- **Germany**: 0.81

*Country of Supplier*
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!

Procurement Services Unit
Bureau for Management Services
United Nations Development Programme

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www.undp.org/procurement