Working with UN Agencies

International Procurement Seminar, Bonn - Germany
16 November 2016

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Introduction of Sysmex Europe
Part of the Sysmex Corporation

- Headquarters Kobe, Japan
- One of the leading IVD companies worldwide
- Global integrated network of Marketing, Sales, Production and R&D
- 6,739 employees as of 2015
- 5 RHQ’s (Japan, EMEA, Americas, Asia Pacific, China)
- Serving 170 countries worldwide
- EMEA RHQ based in Hamburg, Germany since 1980
Offered products for working with UN Agencies

• Related to HIV / AIDS programs
  • Devices and reagents for CD4 / CD4% counting (HIV / AIDS immune status monitoring)

• Devices and reagents for Hematology
History of partnership

- **2002**: Implementation of Cyflow technology for CD4 business
- **2004**: Presentation of first Cyflow study at AIDS Bangkok
- **2005**: First orders and direct sales with UNICEF and WHO
- **2006**: 10 years price guarantee for CD4 reagents
- **2007**: First orders with UNOPS
- **2010**: First LTA with UNICEF for CD4 products
- **2013**: Second LTA with UNICEF for CD4 products
- **2014**: Direct sales to UNDP for CD4 products
- **2015**: Starting work for LTA with UNDP
- **2016**: Direct sales to UNDP for hematology products
Business over the whole globe

- Placed more than 250 devices with UN Agencies for CD4 business in last 10 years

- Working together over whole globe
  - Some references
    - Zimbabwe
    - Sudan
    - Myanmar
    - Syria
    - Iran
    - Belarus
    - Uzbekistan

- Many of these projects are still ongoing with reagents and consumables deliveries

- Started also to work together in Hematology business – based on existing contact structures
Positive aspects of working together

- Dedicated Account Management at Sysmex for RFQ and order handling with UN Agencies in Copenhagen
- Simplified and time-saving processing of orders due to Long Term Agreements
- Supporting communication between UN country offices and Sysmex in-country distributors
  - Focused streamlining of requested products
  - Well calculated lead times
  - In time availability of shipments
  - Guarantee of highest product and service quality (shelf life, etc.)
  - Short and direct communication lines e.g. for sales service