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
UNICEF guiding 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)

Each UN organization has a different mandate, but all UN organizations share the same procurement principles.
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
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’s General Terms and Conditions

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:

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

$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

Technical Support
• Emergencies
• Local kit packing
• Warehouse assessment
• Warehouse inventory management
• Training

$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

39% of outgoing orders were for emergency response

Average inventory in SD controlled warehouse/hubs, in 2017, was $48.4 million.
EMERGENCIES
Emergencies: Critical supply responses in 2017

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 8 million people are internally displaced. UNICEF continued to send vaccines, education supplies, and clothing and footwear, among other 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 access to education for those returning to formerly besieged areas. Nearly 216,000 internally displaced school-aged children were out of school. UNICEF responded with water & sanitation, clothing and education 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 516,000 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.

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 200,000 children were severely malnourished. An increasingly local approach to assessing nutrition supplies improved UNICEF’s effectiveness and sustainable response in the region. (See full story on page 30.)

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, worsening 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.

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.

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 729,000 children in need of humanitarian assistance in 2017. As the Rohingya refugee crisis escalated in August, UNICEF responded with essential commodities arriving by air, rail and road, 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 all the 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 largescale outbreaks of Acute watery Diarrhoea at cholera, UNICEF sent WASH supplies including water purification tablets to improve access to safe water. (See full story on page 31.)

EMERGENCIES: CRITICAL SUPPLY RESPONSES IN 2017

$173.7 million
Total procurement
$123.3 million international
$50.4 million local

$175.6 million
Total procurement
$124.8 million international
$50.8 million local

$148.3 million
Total procurement
$111.4 million international
$36.9 million local

$31.7 million
Total procurement
$25.7 million international
$6.0 million local

$23.0 million
Total procurement
$14.5 million international
$8.5 million local

$84.9 million
Total procurement
$64.3 million international
$20.6 million local

$8.6 million
Total procurement
$6.1 million international
$2.5 million local

$3.9 million
Total procurement
$2.7 million international
$1.2 million local

$25 million
Total procurement
$21.1 million international
$3.9 million local

$3.8 million
Total procurement
$2.7 million international
$1.1 million local

$6 million
Total procurement
$4.4 million international
$1.6 million local

$191.4 million
Total procurement
$143.0 million international
$48.4 million local

$107.5 million
Total procurement
$82.4 million international
$25.1 million local

$10.7 million
Total procurement
$8.6 million international
$2.1 million local

$9.1 million
Total procurement
$7.3 million international
$1.8 million local

$3.6 million
Total procurement
$2.5 million international
$1.1 million local

$0.2 million
Total procurement
$0.0 million international
$0.2 million local

$14.9 million
Total procurement
$11.6 million international
$3.3 million local

$5.8 million
Total procurement
$4.7 million international
$1.1 million local

$2.4 million
Total procurement
$1.8 million international
$0.6 million local

$0.6 million
Total procurement
$0.4 million international
$0.2 million local

$0.1 million
Total procurement
$0.1 million international
$0.0 million local

$0.1 million
Total procurement
$0.1 million international
$0.0 million local
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

**Advocate**

**Tactics**

**Collaborate**

**Tactics**
- Draw on different influence, tactics and mandate (e.g., UNICEF, MSF, BMGF, WHO)
  - Debate
  - Coordinate
  - Let others inside—while maintaining COI, confidentiality, authority

**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

**Conclusion**
- Let others inside—while maintaining COI, confidentiality, authority
Cumulative savings from 2012-2017

Total supply savings achieved from 2012 to 2017

Total savings target for 2012–2017 was $810 million. This was exceeded by $1.241 billion by end-2017.
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

Need | Research & Development | Scale
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
Objectives of the Supply Community strategy:
- Professional belonging & support
- Global team and togetherness – a supportive environment
- Professional development
- Career and mobility
- Knowledge sharing
UNICEF INFORMATION SOURCES
Familiarize yourself with UNICEF Supply

WWW.UNICEF.ORG/SUPPLY
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.
Learn about our view on key markets

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
For suppliers and service providers

Tender Calendars

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

Interested eligible suppliers are encouraged to submit:
1. A covering letter expressing their interest in accordance with requirements in each bid plan.
2. Relevant information about their company (company profile).

N.B.: Companies interested in participating in UNICEF’s MarketPlace can visit the following website:
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 - Medical Devices
- 2017 Tender Calendar (revised) - WASH Unit
- 2017 Tender Calendar - Essential Medicine/other [PDF]
- 2017 Tender Calendar - Nutrition Unit
- 17 Tender Calendar - Education Unit
- Tender Calendar - Safe Injection Devices and Waste Management
- Tender Calendar - Medical Devices

Contract Awards

UNICEF procures commodities from suppliers who have been pre-approved since January 2001. Only contracts at a value of over $100,000 are included.

Documents attached below are in PDF format.

For more information on the UNICEF Supply Committee, please visit: www.unicef.org/supply

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 links:
Long-Lasting Insecticidal Nets suppliers meetings
Thank You