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: $188.8 million
- Bed nets: $39.6 million
- Education: $72.4 million

$3.46 billion of supplies + services for 146 countries and areas

$1.438 billion in procurement on behalf of 85 self-financing governments and partners

$2.342 billion supplies

$1.118 billion services

78% of UNICEF procurement is in collaboration with other UN agencies and partners
Critical functions of UNICEF Supply Division

Supplies are a direct realization of a child’s rights

• Supports results for children with an effective, efficient supply operation
• Helps meet UNICEF’s Core Commitments for Children in emergencies by providing rapid response to emergency supply and logistics needs
• Contributes to influencing markets to ensure sustainable access to essentials supplies for children
• Serves as a centre of expertise and knowledge on essential supplies for children and supply chains and build capacities of national governments
• Provides procurement services to governments and development partners on strategic-essential supplies
• Establishes policies for supply chain activities
• Uses product innovation to increase results and decrease costs

UNICEF’s Supply & Logistics headquarters located in Copenhagen, Denmark

It is also home to the largest humanitarian warehouse

Other UNICEF warehouse hubs are located in Dubai and Panama

UNICEF’s Supply Community of 1036 supply and logistics staff serve children in 97 countries

Supplies are a direct realization of a child’s rights
UNICEF Global warehousing & transport
2017 Data

Technical Support
• Emergencies
• Local kit packing
• Warehouse assesment
• 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

Kit packing operation since 1963

39% of outgoing orders were for emergency response

Average inventory in SD controlled warehouse/hubs, in 2017, was $48.4 million.
UNICEF’s global procurement value from Nordic suppliers is largely influenced by freight forwarding services from Danish providers.
R&D Pipeline drivers of needs and gaps for children

UNICEF outcome areas and results

- Scale-up of core programmes
- New products, services, & markets, incl. local
- Service delivery modes, incl. self procurement

<table>
<thead>
<tr>
<th>Climate Change</th>
<th>Neglected disease</th>
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<tbody>
<tr>
<td>Temp. stable products/vaccines</td>
<td>R&amp;D pipeline of Dx, Vx, and Tx technologies</td>
</tr>
<tr>
<td>↓disease outbreak &amp; natural disasters</td>
<td>Improved vector control technologies/services</td>
</tr>
<tr>
<td>Disaster risk reduction (DRR) technologies</td>
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<tr>
<td>Waterproof / floating technologies (flood-prone environments)</td>
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<tr>
<td>Products / services that enhance resilience</td>
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<tr>
<th>Urbanization</th>
<th>Non-communicable disease (NCDs)</th>
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<tbody>
<tr>
<td>Low-cost domestic toilets</td>
<td>Paediatric medicines/preventives for NCDs</td>
</tr>
<tr>
<td>↑popn. density ↑disease transmission</td>
<td>(Oncology, Respiratory disease, Mental health...)</td>
</tr>
<tr>
<td>Technologies to minimize accident risks</td>
<td>Oral insulin, Anti-Obesity</td>
</tr>
<tr>
<td>(e.g. improve visibility of children to avoid road accidents)</td>
<td>Anti-tobacco</td>
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<tr>
<th>Migration</th>
<th>Inclusion / equity</th>
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<tbody>
<tr>
<td>Service delivery modes</td>
<td>Products for children with disability</td>
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<tr>
<td>Access to internet / telephone services for displaced popns</td>
<td>Low-cost assistive devices (e.g. wheelchairs, orth..)</td>
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<td></td>
<td>3D printed devices (e.g. local customised prostheses)</td>
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<tr>
<th>Energy poverty</th>
<th>Technology-driven</th>
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</thead>
<tbody>
<tr>
<td>Solar as a power source</td>
<td>e-Book vs. Printed</td>
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<tr>
<td>Efficient batteries for power storage</td>
<td>Drone delivery / drone mapping</td>
</tr>
<tr>
<td>Lighting for temporary structures, and off-grid locations</td>
<td>Laptop vs. paper/pencil approaches</td>
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</tbody>
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<tr>
<th>Transitions (e.g. GNI)</th>
<th>Clean air, water</th>
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<tbody>
<tr>
<td>Products, services for niche markets (e.g. MICs, regions)</td>
<td>Air quality monitoring devices</td>
</tr>
<tr>
<td></td>
<td>Novel clean water / purification technologies</td>
</tr>
<tr>
<td></td>
<td>Clean cook stoves (to reduce respiratory illness)</td>
</tr>
</tbody>
</table>
1. Programming excellence for at-scale results for children
2. Gender responsive programming
3. Winning support for the cause of children from decision makers and the wider public
4. Developing and leveraging resources and partnerships for children
5. Leveraging the power of business and markets for children
6. United Nations working together
7. Fostering innovation in programming and advocacy for children
8. Using the power of evidence to drive change for children

UNICEF Strategic Plan Goals

1. Every child survives and thrives
2. Every child learns
3. Every child is protected from violence and exploitation
4. Every child lives in a safe and clean environment
5. Every child has an equitable chance in life

Cross Cutting Priorities
- Humanitarian development nexus
- Gender equality

UNICEF Strategic Plan Change Strategies

- Products & Markets
  - Science of Delivery
  - Services
  - Humanitarian Development Continuum
  - National Systems Strengthening
  - Financing & Domestic Resource Mobilization
  - Supply Community
  - Monitoring
  - Optimizing UNICEF Supply
  - Strengthening Organizational Excellence

UNICEF Global Supply Strategies

Global Supply Strategies 2018 – 2021
Product innovation, market influencing and partnering with business

Global and local markets oriented towards need of children, contributing to the achievement of Sustainable Development Goal (SDG) targets

**Influence** global and local markets – breaking down market barriers that inhibit children’s access to essential supplies.

**Deepen** our private sector partnerships, understanding their core businesses, innovation and advocacy to improve children’s lives.

**Pursue** a research and development pipeline of vaccines, medicines and technologies to drive progress for children.

**Product innovation** to facilitate access to fit-for-purpose strategic essential commodities for children.

**Strategic procurement** to orient markets towards the current and future needs of children.

**Collaboration** to drive product development and consolidate market engagement across buyers/donors to benefit children.
Products & Markets future goals/targets: Pushing boundaries

NB: Illustration. Size of bubbles denotes the potential impact should goals/targets be achieved. All information subjectively estimated. Subset (~40%) of all P&M futures targets.
How UNICEF drives R&D/product innovation: High-level tactics

**Identification and communication of need**
- Market surveys and pipeline assessments to ascertain product gaps
- Creation and launch of target product profile (TPPs) with key stakeholder to communicate desired performance and characteristics

**Open and transparent engagement with partners and industry throughout**
- Creation of demand forecasts
- Convene partners & industry to exchange knowledge, and communicate forecasts and TPP, and to gain understanding of stakeholders’ challenge and needs.
- Open communication, pre-tender, to communicate procurement approach

**Incentivise development**
- Establishment of an pull mechanisms such as Advance Purchase Commitment (APC) to reduce demand uncertainty risks for manufacturers who invest in R&D towards new products.
- Follow up with procurement
- Plan for scale
Product Innovation efforts—Progress and the stage-gate process

- During 2014–2017, SD refined its model for product innovation. Moved several projects into scale up phase.

- For 2018-2021, expect to accelerate these efforts... ...with even more product innovations on pathway to scale between 2022 and 2025.
How UNICEF influences markets and drives innovation: High-level tactics

**Publicly share analysis of market**
- Reduce asymmetries of information
- Set aspirational targets
- Reflect market planning horizons
- Work through different entry points
- Dialogue & take into account business views
- Convene industries for side-by-side discussions

**Advocacy**

**Procurement and Financing Tactics**

**Partnerships**

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

**Decide on tactics based on the target. E.g.,**
- Type of procurement modality
- Duration of forecast
- Define and issue a Target Product Profile
- Employ special contracting (e.g. AMC, guarantee, pre-pay for quantities)
- Bring in advisory boards of experts / external stakeholders
Thank You
UNICEF information sources
Familiarize yourself with UNICEF Supply

WWW.UNICEF.ORG/SUPPLY
Find out what UNICEF procures

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.

WWW.UNICEF.ORG/SUPPLY
Become a supplier and express interest

Supplies and Logistics

Supply home
About Supply
For suppliers and service providers

Become a supplier
UNICEF supplier

UNICEF

- 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;
- 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;
- does not purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities.

If your company sells items of interest to UNICEF, complies with our procurement policies and has export capabilities, you are invited to send your company profile following the steps described below. If your profile matches our needs, we will contact you for further information.

Application to become a UNICEF supplier

UNICEF is interested in diversifying its supplier base and in finding new suppliers that can provide quality goods at competitive prices. By searching in the on-line UNICEF Supply Catalogue, companies can determine if they can supply products that either exactly match, or are similar to the products we procure.

We’re building a new UNICEF.org.
As we swap out old for new, pages will be in transition. Thanks for your patience – please keep coming back to see the improvements.
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

<table>
<thead>
<tr>
<th>Market Notes</th>
<th>Market Dashboard</th>
<th>Price Database</th>
<th>Supplier financing</th>
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</thead>
<tbody>
<tr>
<td>Key product and market information analysis</td>
<td>High-level analysis of 69 key supply markets</td>
<td>Price transparency based on commercial terms</td>
<td>Financing options and sources in support of SMEs</td>
</tr>
</tbody>
</table>

WWW.UNICEF.ORG/SUPPLY
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:
a) A covering letter expressing their interest in accordance with requirements in each bid plan.
b) Relevant information about their company (company profile).

N.B.: Companies interested in participating in the UNICEF Global Marketplace. Visit the following link: www.ungm.org

Contract Awards

UNICEF procures commodities from suppliers on whom since January 2001. Only contracts at the end of September 2006. From 1 October 2006, contracts that Long Term Arrangements (LTAs) based on the above criteria.

Documents attached below are in PDF format.

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

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

How we work with businesses and industries

- Targeted **bilateral engagement with companies** including at Executive/President-level to establish positive relationships, and to discuss strategic issues including to influence of R&D pipelines.

- Regular **engagement with industry associations** (e.g. IFPMA, DCVVMN) for pan-industry reach and to understand industry trends.

- **Convenes the industry-wide forums by segment/product group** on a (bi)annual basis for dialogues on strategic direction, to understand supplier challenges and market perspectives.
  - These bring together **>1000 participants** across ~20 industry meetings per year.

- Various interaction with industry are based on **fairness, transparency**, while at the same time ensuring **confidentiality** of commercially sensitive information.

- **Publishes strategic market information** (e.g. market analyses, demand/supply volumes, pricing, procurement plans, etc.) to **reduce market information asymmetries** ultimately to improve market functioning.

---

**2018 Industry Meetings**

- (1) HIV diagnostics,
- (2) Zika diagnostics,
- (3) Cold Chain Equip
- Medicinal Products across industry
- Portfolio of vaccines across industry
- Sanitation Products (Regional industry consultations)
- (1) Unmanned Aerial Vehicles (UAVs)
- (2) Household Water Treatment

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<tr>
<th>Centre</th>
<th>Industry Consultation</th>
<th>Pre-tender Meeting</th>
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<tbody>
<tr>
<td>Health Technologies Centre</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Medicines &amp; Nutrition Centre</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>Vaccines Centre</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>Water, Sanitation &amp; Education Centre</td>
<td>1</td>
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<tr>
<td>Other Centres</td>
<td>2</td>
<td>1</td>
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</table>
Procurement Overview
Emergencies
Critical supply responses in 2017
Procurement for humanitarian response has grown steadily since 2013 – coincided with increasing number of countries in protracted crises

⇒ Humanitarian supply-side response is a growing part of UNICEF procurement efforts...

Sources: UNICEF Supply Division, data on file, 2018

NB: Value of goods received by UNICEF, both including Procurement Services and Programme orders. Excludes services.

NB2: Assigned any procurement coded to a country categorized as L2 or L3 status at time of procurement humanitarian response. All other procurements assumed to be development-related procurement. Former will include procurements for routine programmes in protracted crises etc. => This underscores the false dichotomy between Humanitarian and Development efforts.

NB3: Data on L1-L2-L3 status only available from 2012 through end July 2017 (year to date—ytd)
Excluding international freight services, UNICEF’s global procurement value from Nordic suppliers shows a slight increase through the period.
Focus on Denmark, 2017: 5 international freight forwarding service providers represented 68% of total procurement value; in addition, Danish suppliers provided mainly IT & office supplies and cold chain equipment and related services.
Focus on **Sweden**, 2017: the main commodities provided by Swedish vendors are education supplies, medical supplies & equipment and the research & monitoring services.

- **Education supplies**: Biab International AB, $4,166
- **Medical supplies & equipment**: Hemocue AB, $1,422; Smurfit Kappa Lagamill AB, $1,030
- **Research, surveys, monitoring & evaluation**: Malmo University, $182
- **Water & sanitation**: Victoria Scandinavian Soap AB, $120; Xmoms Foretagsprofilerings Ab, $101
- **Shelter/ Field equipment**: Other Vendors with less than $100K, $235
Focus on Finland & Norway, 2017: the main commodities provided by Finnish and Norwegian vendors are cold chain equipment, nutrition supplies and education supplies.

- Solar Power Systems: $1,878
- Cold chain equipment: $1,163
- Nutrition Supplies: $1,483
- Safety Boxes: $869
- Vocational/Education Supplies: $483
- Info./Comms Tech. Services: $454
- Communication Equipment: $205
- Other Vendors with less than $100K: $194

The vendors include Naps Solar Systems Oy, Pa-Hu Oy, Porkki Finland Oy, Other Vendors with less than $100K, GC Reiber Compact A/S, Laerdal Medical A/S, University Of Oslo, W Giertsen Energy Solutions A/S, and Other Vendors with less than $100K.

UNICEF for every child