Scope of Presentation

UNFPA - Who we are
UNFPA Procurement – How we do what we do
UNFPA Procurement - Statistics
Delivering a world where every pregnancy is wanted, every childbirth is safe and every young person’s potential is fulfilled.

We are the lead United Nations agency that expands the possibilities for women and young people to lead healthy sexual and reproductive lives. We are on the ground improving the lives of millions of women and young people in more than 150 countries and in humanitarian crises.
UNFPA Procurement Services Branch has been providing reproductive health supplies for the developing world for over 40 years. Our expertise extends to managing a global supply chain that responds to the needs of our partners in development.

Today, UNFPA is one of the largest public sector procurers of Reproductive Health (RH) commodities.

Delivering supplies to ensure reproductive rights for all
UNFPA procured more than:

700 million
male latex condoms

43 million
cycles of combined low dose oral contraceptives

2.1 million
dignity kits

It’s not only the amount that is spent, it’s the impact your supplies and services have.
Impact of UNFPA Procurement

Over $2.4M

In 4 years, UNFPA saved over $2.4M by increasing the use of quality generic medicines.

50+

Pre-negotiated, long-term agreements for hundreds of reproductive health products.

35

UNFPA has the largest source of prequalified male & female condom manufacturers.
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Principles of Procurement

Best Value for Money
Fairness, integrity and transparency
Open and effective international competition
The Interest of the UNFPA
<table>
<thead>
<tr>
<th>Trusted Partner in RH Supplies</th>
</tr>
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<tbody>
<tr>
<td>Open international bidding process</td>
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</table>

<table>
<thead>
<tr>
<th>quality</th>
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</thead>
<tbody>
<tr>
<td>Stringent UNFPA / WHO QA practices</td>
</tr>
<tr>
<td>Pre-qualified suppliers and products</td>
</tr>
<tr>
<td>Pre-shipment inspection, sampling and testing</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>value</th>
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<tbody>
<tr>
<td>Cost savings</td>
</tr>
<tr>
<td>Competitive, pre-negotiated prices</td>
</tr>
<tr>
<td>Procurement, contracting and QA expertise</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>choice</th>
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</thead>
<tbody>
<tr>
<td>Product &amp; pricing information online</td>
</tr>
<tr>
<td>Generic or innovator brands</td>
</tr>
<tr>
<td>Reduced lead time in-stock products</td>
</tr>
<tr>
<td>Online planning tools and simplified ordering process</td>
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</tbody>
</table>

Comprehensive audit rating = Satisfactory
How UNFPA procures essential Reproductive Health Commodities

• UNFPA carries out International open competitive bidding processes to identify suppliers for our Essential Reproductive Health Commodities
  • In case where applicable direct contracting is possible due to pre-existing conditions in the market
• Samples will be requested & expected
• Several steps in the evaluation processes – will be clearly explained
• Complete process is reviewed by our Contracts Review Committee prior to award
• Bidding process usually result in the award of non-exclusive Long Term Agreements (LTA)
  • Usual duration of such are 3 years with possibility of 1 year extension
How UNFPA manages their essential Reproductive Health Commodities

• All product information is entered on our on-line catalogue, www.unfaprocurement.org

• Who has access & procures the products:
  • Products can be procured on behalf of a Country Office / Programmatic need, on behalf of another UN Organization or on behalf of a Third Party (Government, NGO’s etc.)
  • UNFPA procures for stock keeping;

• RFQ will be sent to suppliers

• Specific purchase orders will be issued for products required.

• As quality assurance is crucial for UNFPA, all POs will be subject to quality control prior to shipment.
Collaborations with Non-UN Partners

- Collaborating with other Public procurers of RH commodities to ensure efficiencies
- Optimize cost reduction
  - Standardizing requirements for tender processes amongst partners as well as KPIs
  - Sharing of outcomes of inspection & technical assessment reports
  - Sharing of procurement best practices
- Innovative projects which contribute to efficiency:
  - Joint forecasting
  - Partnerships for impact: Leveraging of systems to facilitate procurement platforms
  - Packaging Harmonization Initiative
  - Registration Access Data
- Identification & implementation of track & trace solution
A Visibility Analytics Network (VAN) is a shared platform to capture supply chain data from multiple sources to provide users with an end-to-end view of the entire supply chain, from forecasting, ordering and manufacturing to delivery, warehousing and until delivery to the last-mile.

Global Visibility Analytics Network (GVAN)
Scope of Presentation

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UNFPA Procurement Spend
Total PSB procurement spend 2017
$190M

- $122M Contraceptives
- $27M Medical/ERH/Dignity Kits
- $13.5M Medical equipment
- $7M Pharmaceuticals

Essential RH commodities were over 89% of total PSB spend in 2017
Procurement Spend by essential RH Commodities

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Contraceptives</td>
<td>132,784,821</td>
<td>124,619,430</td>
<td>93,679,419</td>
<td>122,089,410</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>33,062,907</td>
<td>38,014,094</td>
<td>34,911,186</td>
<td>13,490,928</td>
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<tr>
<td>Pharmaceuticals</td>
<td></td>
<td></td>
<td></td>
<td>7,129,877</td>
</tr>
<tr>
<td>Medical/ERH/Dignity Kits</td>
<td></td>
<td></td>
<td></td>
<td>27,542,816</td>
</tr>
</tbody>
</table>
Contraceptive Spend Analysis

- Lubricants
- Female Condoms
- Intrauterine Device (IUD)
- Art Work & Packaging RH Commodities
- Male Condoms
- Implantable Contraceptives
- Progestogen Only Pills
- Emergency Contraceptive
- Sampling/Inspection & Testing of Condoms
- Combined Low Dose OC Pills
- Injectable Contraceptives
2017 Contraceptive Spend

- Implantable Contraceptives
- Male Condoms
- Female Condoms
- Lubricants
- Sampling/Inspection & Testing of Condoms
- Emergency Contraceptive

- Injectable Contraceptives
- Combined Low Dose OC Pills
- Progestogen Only Pills
- Art Work & Packaging RH Commodities
- Intrauterine Device (IUD)
2017 Medical Device Spend

- Hospital Equipment and Furniture
- Medical Electrical Equipment
- Medical Supplies
- Anatomical Models
- Medical Diagnostic Equipment and Supplies
- Anaesthesia and Resuscitation Equipment
- Medical & Surgical Instruments
- Sampling/Inspection of Medical Devices
- Medical Sterilization Equipment
- Medical Attire & Linen
- Medical Utensils
- Other Electrical Equipment
- Laboratory Supplies
Comparison of Medical Device Spend 2014 - 2017
Medicine / IA ERH / Dignity Kits
Pharmaceutical Spend Analysis 2014 - 2017
Top spend Sub-Categories
Key Sub-Categories for Pharmaceuticals

- Other Pharmaceuticals*
- Antibacterials
- Cardiovascular Medicines
- Intravenous Solutions
- Oxytocics & Anti-oxytocics
- Diagnostic & Laboratory Reagents
- Antimalarial Medicines
UNFPA is seeking to improve the environmental sustainability of all aspects of its procurement activities. The Green Procurement Strategy advocates reduced environmental impact through initiating supplier dialogue and establishing sustainability standards. The reported numbers account for UNFPA Procurement Services Branch male condom activities in 2016.

- 3,600 tonnes of non-emitted CO₂e
- 1.8 million m³ of water treated
- 210 thousand m³ of water saved
- 1500 tonnes of solid waste reduction
- Recycled post-consumer materials: 52% in outer boxes and shipping materials
- All male condom manufacturers hold the ISO 14001 certification
- 12.7 million kWh of electricity saved
- The condoms are packed in FSC certified* cardboard boxes

For more information, please visit: http://www.unfpa.org/resources/green-procurement-strategy
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UNFPA