UN Specialized Agencies

Specialized Agencies are autonomous organizations working with the UN and each other through the coordinating machinery of the Economic and Social Council (ECOSOC) at the intergovernmental level, and through the Chief Executives Board for Coordination (CEB) at the inter-secretarial level.

FAO Food and Agriculture Organization of the United Nations
ICAO International Civil Aviation Organization
IFAD International Fund for Agricultural Development
ILO International Labour Organization
IMF International Monetary Fund
IMO International Maritime Organization
ITU International Telecommunication Union
UNESCO United Nations Educational, Scientific and Cultural Organization
UNIDO United Nations Industrial Development Organization
UNWTO World Tourism Organization
UPU Universal Postal Union
WHO World Health Organization
WIPO World Intellectual Property Organization
WMO World Meteorological Organization
WORLD BANK GROUP
- IBRD International Bank for Reconstruction and Development
- IDA International Development Association
- IFC International Finance Corporation
About WHO

WHO is the specialized agency directing and coordinating authority for health within the United Nations system.

Provides leadership on global health matters

Shapes the health research agenda

Sets norms and standards

Articulates evidence-based policy options

Provides technical support to countries and monitoring and assessing health trends

Provides and Coordinates Emergency Actions in Health related situations

http://www.who.int/en/
Thirteenth general programme of work 2019–2023

1 BILLION
more people benefiting from Universal Health Coverage

1 BILLION
more people better protected from health emergencies

1 BILLION
more people enjoying better health and well-being

#WHOimpact
Thirteenth general programme of work 2019–2023

From 2019 to 2023

30 MILLION LIVES SAVED

100 MILLION HEALTHY YEARS OF LIFE GAINED

2-4% OF ECONOMIC GROWTH IN LOW- AND MIDDLE-INCOME COUNTRIES

#WHOimpact
5 transformation keys to deliver the Triple Billion

- A new strategy
- A new operating model
- Fit-for-purpose processes & tools
- Organizational culture & staff engagement
- New external engagement & partnerships

promote health | keep the world safe | serve the vulnerable
More than **7000 people** from more than **150 countries** work for the Organization in **150 WHO offices** in countries, territories and areas, six regional offices, at the Global Service Centre in Malaysia and at the headquarters in Geneva, Switzerland.
Procurement is a critical function in support of the effective discharge of WHO mandate.

In order to fulfill its mandate and achieve its vision WHO must procure a significant volume of goods and services. As a public organization entrusted with donor funds and committed to supporting developing economies, the objective of procurement activities within the WHO is the timely acquisition of goods and services while addressing the following guiding principles:

• Best value for money;
• Fairness, integrity, transparency and equal treatment;
• Effective competition;
• Be in the best Interest of WHO;
• Environmental concerns.

http://www.who.int/about/finance-accountability/procurement/en
### Procurement Services Set-up

#### COUNTRY OFFICES

<table>
<thead>
<tr>
<th>Region</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>47</td>
</tr>
<tr>
<td>The Americas</td>
<td>35</td>
</tr>
<tr>
<td>Eastern Mediterranean</td>
<td>21</td>
</tr>
<tr>
<td>Europe</td>
<td>29</td>
</tr>
<tr>
<td>South-East Asia</td>
<td>11</td>
</tr>
<tr>
<td>Western Pacific</td>
<td>27</td>
</tr>
</tbody>
</table>

#### PROCUREMENT OFFICES

- AFRO/Brazzaville
- AMRO/Washington
- EMRO/Cairo
- EURO/Copenhagen
- SEARO/New-Delhi
- WPRO/Manila
- HQ/Geneva/Kuala Lumpur

#### HEADQUARTERS

- **Geneva:**
  - Policy & strategy
  - QA of health products
  - Procurement for HQ and users training

- **Budapest:**
  - Long-term Agreements
  - Catalogue management / maintenance

- **Kuala-Lumpur:**
  - Global Sourcing & Procurement
  - Issuance of ALL Purchase Orders
  - Payment of Invoices
Procurement Process

01 Requirements defined by

- Country offices/Regional offices
- Technical Units and Programmes in HQ / Geneva
- Members States-MoH

02 Solicitation Method

- $1-25,000: Request for Quotations (RFQ)
- $>25,000: Formal Invitation to Bid / Request for Proposal
- $=>200,000 RFP/ITB through sealed bidding procedure via the electronic tendering platform

03 Advertised on

- UNGM for high value RFP/ITB,
- Online tendering tool (Integrated in UNGM)
- Technical Units Web pages and Networks

04 Supplier Registration

- Pro-active Registration at the UNGM website is strongly recommended (www.ungm.org)
- UNGM Registration is necessary for participating to eTendering.
Procurement Process

05 Eligibility Criteria

- Vendor presumed to be eligible unless: included in the Ineligibility List administered by UNGM, by virtue of sanctions imposed by UN Security Council, WHO or another participating agency in the UN System

06 Specifications

- Specifications and standards are indicated in the tender document.

07 Main Evaluation Criteria

- Best Value for money
- Defined in the RFP/ITB document. Typically a detailed evaluation grid with scoring matrix. Produce goods/services according to specifications;
- Meet financial requirements of RFP/ITB

08 Evaluation & Award of Offers

- Typical evaluation team is composed of a minimum of two members of the Requesting unit and one neutral party working with a Scoring matrix
- Awards>=to $ 200,000: the authorization of the WHO Contract and Review Committee(CRC) is necessary. (applies as well to single source contracts, regardless of value).
- The CRC is composed of: the Comptroller; the Legal Counsel; Director Planning (PRP); one Technical director (designated by the Director-General)
Procurement at WHO (2017-18)

- **10,000** Purchase Orders (POs) and **40,000** Lines / year
- **4,000** Suppliers
- Median Value **$ 3,000**
- **32,000** Contracts / year
- **14,000** Contractors
- Median Value **$ 4,000**
## Goods Procurement Categories (2017-18)

<table>
<thead>
<tr>
<th>Category</th>
<th>2018 Krona</th>
<th>2017 Krona</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emergency Health Kits</td>
<td>42.0</td>
<td>23.4</td>
</tr>
<tr>
<td>Hospital, Equip, Sup.</td>
<td>13.5</td>
<td>9.8</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>7.6</td>
<td>5.8</td>
</tr>
<tr>
<td>IT/Software</td>
<td>4.3</td>
<td>3.2</td>
</tr>
<tr>
<td>Vaccines</td>
<td>3.5</td>
<td>2.5</td>
</tr>
<tr>
<td>Lab, Equip, Sup.</td>
<td>1.9</td>
<td>1.7</td>
</tr>
<tr>
<td>Vehicles</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>Building, Furniture</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>Cold chain</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>Diagnostics, Bio.</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>Reagents, Chem.</td>
<td>0.8</td>
<td>0.7</td>
</tr>
<tr>
<td>Print, Office Sup.</td>
<td>0.8</td>
<td>0.7</td>
</tr>
<tr>
<td>Other &lt; 1%</td>
<td>0.5</td>
<td>0.4</td>
</tr>
</tbody>
</table>
Goods Procurement (2017-18)

Catalogue Purchase in Global Procurement

<table>
<thead>
<tr>
<th>Year</th>
<th>CAT</th>
<th>NONCAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>34%</td>
<td>66%</td>
</tr>
<tr>
<td>2018</td>
<td>47%</td>
<td>53%</td>
</tr>
</tbody>
</table>

Local vs. Global Purchases

<table>
<thead>
<tr>
<th>Year</th>
<th>Local</th>
<th>Global</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$146,024,906</td>
<td>$276,581,038</td>
</tr>
<tr>
<td>2018</td>
<td>$146,024,906</td>
<td>$276,581,038</td>
</tr>
</tbody>
</table>

LTA
Goods Procurement 10 Major Destinations (2018)
(*Switz.excld)
20 Major Countries of Procurement (2017-18)

- Netherlands
- Denmark
- India
- Yemen
- Singapore
- UK
- UAE
- Switzerland
- Iraq
- Nigeria
- China
- Germany
- Pakistan
- France
- Afghanistan
- USA
- Jordan
- Egypt
- Japan
- Syria

[Bar chart showing procurement values for each country]
Goods Emergency: Distribution by Country 2017-18

Emergencies
2017: 50% of Total GProc.
2018: 64%
Goods Emergency: Distribution by Categories 2017-18

- Emergency Health Kits: 31%
- Hospital, Equip, Sup.: 20%
- Pharmaceuticals: 20%
- Emergency: 20%
- Vaccines: 4%
- Lab, Equip, Sup.: 7%
- Vehicles: 8%
- IT/Software/Telcom: 5%
- Others: 5%
## WHO Emergency Grading June 2019

### Grade 3 emergencies
- Bangladesh - Rohingya crisis
- Democratic Republic of the Congo
- Mozambique floods
- Myanmar
- Nigeria
- Somalia
- South Sudan
- Syrian Arab Republic
- Yemen

**Grade 3**: a single or multiple country event with substantial public health consequences that requires a substantial WCO response and/or substantial international WHO response. Organizational and/or external support required by the WCO is substantial. An Emergency Support Team, run out of the regional office, coordinates the provision of support to the WCO.

### Grade 2 emergencies
- Afghanistan
- Cameroon
- Central African Republic
- Cyclone Idai
- Ethiopia
- Iran floods 2019
- Iraq
- Libya
- Malawi floods
- MERS-CoV
- Niger
- occupied Palestinian territory
- Sao Tome and Principe Necrotizing Cellulitis (2017)
- Sudan
- Ukraine
- Zimbabwe

**Grade 2**: a single or multiple country event with moderate public health consequences that requires a moderate WCO response and/or moderate international WHO response. Organizational and/or external support required by the WCO is moderate. An Emergency Support Team, run out of the regional office (the Emergency Support Team is only run out of HQ if multiple regions are affected), coordinates the provision of support to the WCO.

### Grade 1 emergencies
- Afghanistan
- Angola
- Chad
- Djibouti
- Indonesia - Sulawesi earthquake 2018
- Kenya
- Mali
- Namibia - viral hepatitis
- Tanzania

**Grade 1**: a single or multiple country event with minimal public health consequences that requires a minimal WCO response or a minimal international WHO response. Organizational and/or external support required by the WCO is minimal. The provision of support to the WCO is coordinated by a focal point in the regional office.

[https://www.who.int/emergencies/crises/en/](https://www.who.int/emergencies/crises/en/)
Service Procurement (2018)

- Health Services: 47%
- Build. & Facility Mgmt: 13%
- Meetings: 5%
- Logistics: 5%
- IT: 5%
- Telecom: 3%
- Printing: 3%
- Security: 3%
- Hum. relief: 3%
- Catering: 1%
- Accom.: 2%
- Pass. transport: 1%
- Training: 2%
- Writing & Transl.: 2%
- Editing: 1%
- Other: 1%
- Catering: 1%
- Pass. transport: 1%
- Writing & Transl.: 2%
- Editing: 1%
Service Countries of Procurement (2017-18)  
(50 % of $ total)

- Switzerland: 17%  
- USA: 9%  
- India: 8%  
- Nigeria: 2%  
- Afghanistan: 2%  
- Pakistan: 3%  
- Turkey: 3%  
- UK: 4%  
- Yemen: 4%  
- Italy: 7%  
- Afghanistan: 2%  
- Pakistan: 3%  
- Nigeria: 2%  
- Switzerland: 17%  
- USA: 9%  
- India: 8%  
- Yemen: 4%  
- Turkey: 3%  
- UK: 4%  
- Italy: 7%
In the works!!

Standardization of Items

Catalogues

More robust Supply Chain
WHO purchased items

WHO Emergency Kits

- **Cholera Kits** The overall package consists of six different kits, each divided in several modules.
- **Interagency Emergency Health Kit** Serves 10,000 people for 3 months
- **Severe acute malnutrition kit (SAM)** For 50 children for 3 months
- **Trauma & Emergency Surgery Kit (TESK 2017)**, for 50 patients hospitalized
- **NCDK, Non Communicable Diseases kit** For 10,000 people for 3 months
WHO purchased items

Drugs and Biological Procurement

- **Diagnostic test kits (WHO lead Agency)**
  - Filariasis/Hepatitis B & C/Malaria Rubella/Syphilis
  - HIV test kits
- **Drugs**
  - 2\(^{nd}\) line TB drugs
  - Antimalarial drugs/Leprosy/Antifilariasis
  - Essential drugs
- **Vaccines**

Laboratory Procurement

- Centrifuges
- Blood Analysers
- Chemicals and Reagents
- Incubators
- Microscopes
- Lab. Miscellaneous items
WHO purchased items

Hospital Supplies Procurement

- X-ray equipment and scanners
- Orthopedic equipment
- Surgical and Dental instruments
- Education and teaching equipment
- Hospital consumables
- Diagnostic instruments/Defibrillators

Other Procurement

- PC's, servers, multifunction printers, software
- LAN hardware/software
- Administrative supplies (paper/packaging, stationery, promotional items)
- Vehicles: Ambulances, motorcycles, cars
- Generators
- Bednets
- Cold box & vaccines carriers
- Insecticides and pesticides
- Fridges, freezers
- Radio equipment
Prequalification Programmes

- **Pharmaceuticals**: HIV/AIDS, Malaria and Tuberculosis: [http://apps.who.int/prequal](http://apps.who.int/prequal)
- **Cold Chain**: [http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/](http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/)
Thank you