

The background image shows two young girls with dark skin and braided hair, wearing white school shirts with green collars and ties. They are lying on a grey tarp, focused on drawing a map. One girl is holding a yellow marker, and the other is pointing at the drawing. A collection of colorful markers and a rolled-up piece of paper are nearby. The scene is outdoors, with some equipment visible in the background.

UNICEF PROCUREMENT AND SUPPLY FUNCTION

León Cases González
Especialista Regional de Compras de la Oficina
Regional de UNICEF para Latino América y Caribe



for every child

Mandato de UNICEF

UNICEF is mandated by the United Nations General Assembly to advocate for the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential.

UNICEF works in programmes, advocacy, innovation and technical assistance across 190 countries to address country-specific needs, supporting global efforts in collaboration with governments, partners and other UN organizations.



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**

UNICEF Supply Community

Total staff **1036**

♀ **432**

♂ **604**

Nationalities **136**

Background

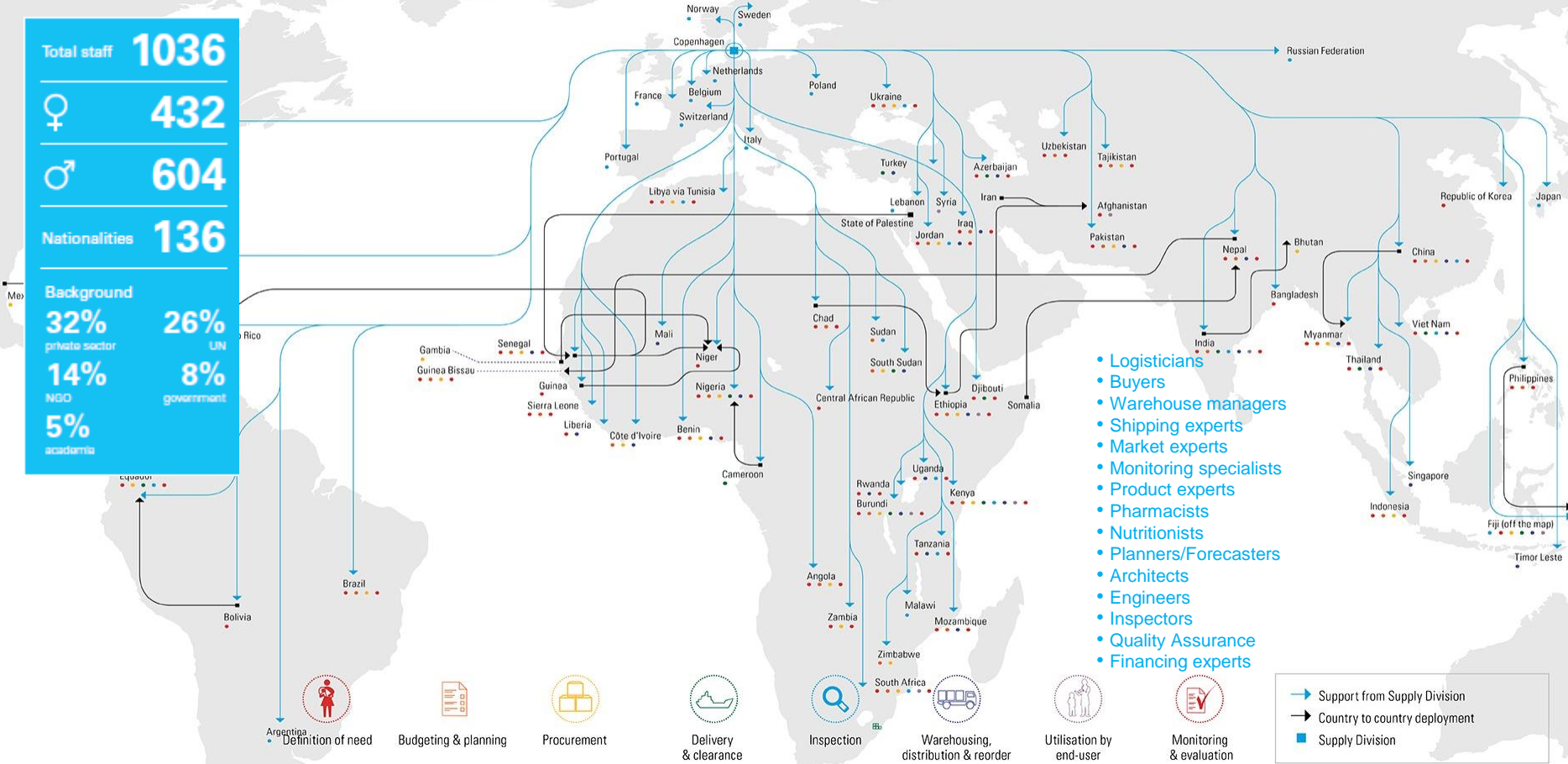
32% private sector

26% UN

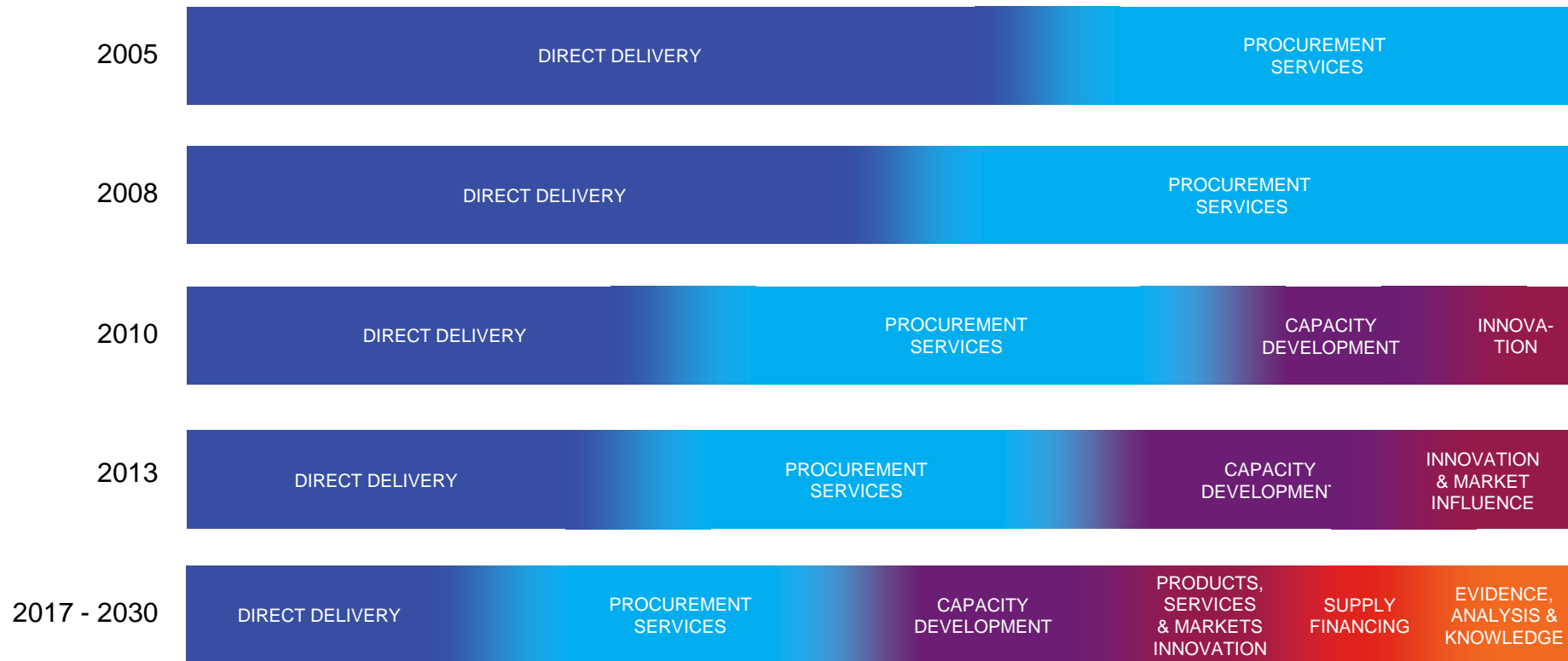
14% NGO

8% government

5% academia



UNICEF Supply Function – High level vision



UNICEF procurement value by major commodity groups (2018)



Vaccines
\$1.453 billion



Pharmaceuticals
\$124 million



Water & Sanitation
\$117.3 million



Nutrition
\$183.9 million



Education
\$57.4 million



**Cold Chain
Equipment**
\$77.9 million



Medical supplies
\$106 million

\$3.486 billion

of supplies + services **for** 150
countries and areas

\$1.536 billion

in procurement **on behalf of** 107
self-financing governments and
partners

\$2.378 billion

supplies

\$1.108 billion

services

78% of UNICEF procurement is in
collaboration with other UN agencies
and partners

UNICEF procurement value by major services groups, 2018

In 2018, UNICEF's procurement of services reached a value of \$1.108 billion. The six largest categories account for 62 per cent of the total value of contracting for services.

KEY SERVICES GROUPS



\$118.3 million

Construction services



\$80.6 million

International freight services



\$183.3 million

Local technical workforce for programme execution



\$71.3 million

In-country logistics and warehousing services



\$133.8 million

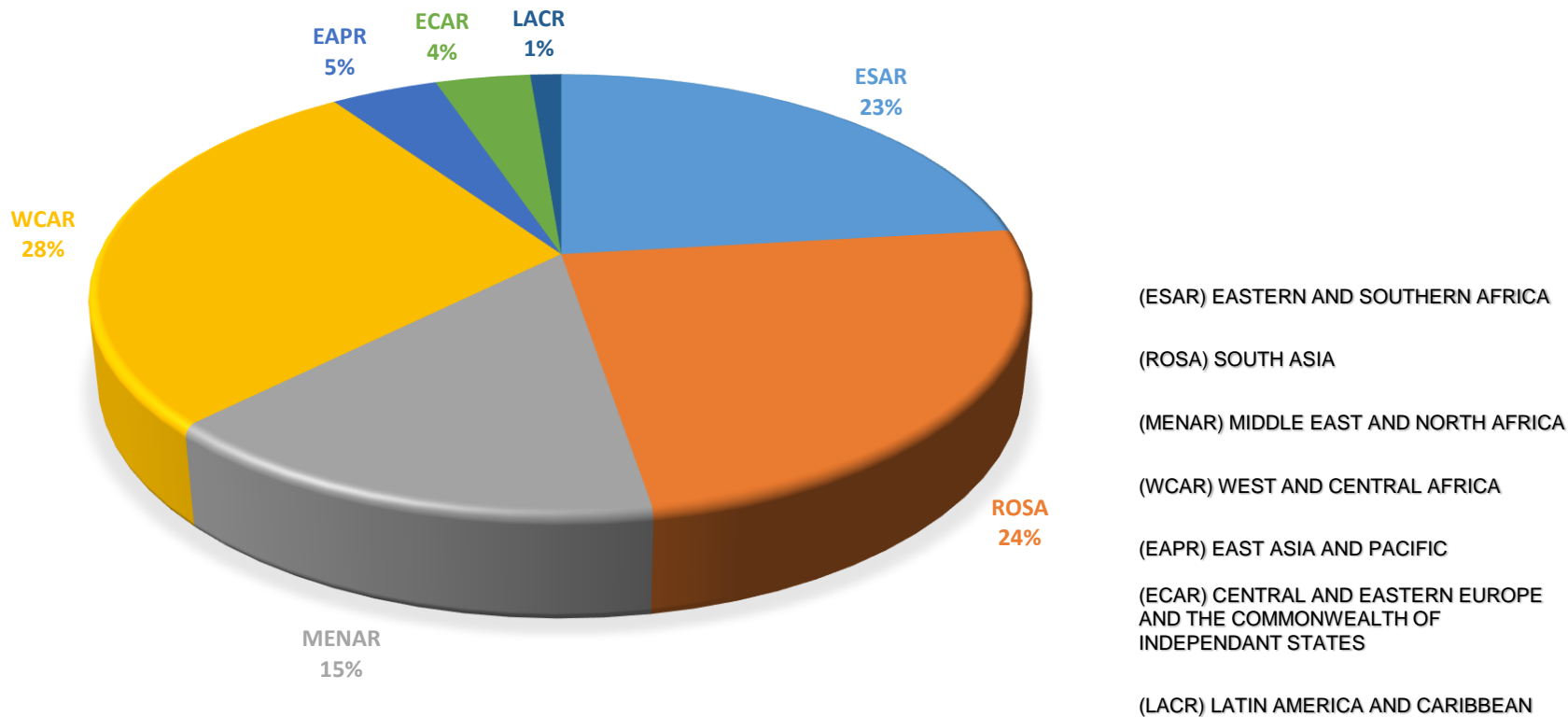
Research, surveys, monitoring and evaluation services



\$101.2 million

Finance and insurance services

Regions where UNICEF supplies were used in 2018



Products, Markets & Innovation



SDGs and Megatrends – drive UNICEF innovation and market influencing activities for children

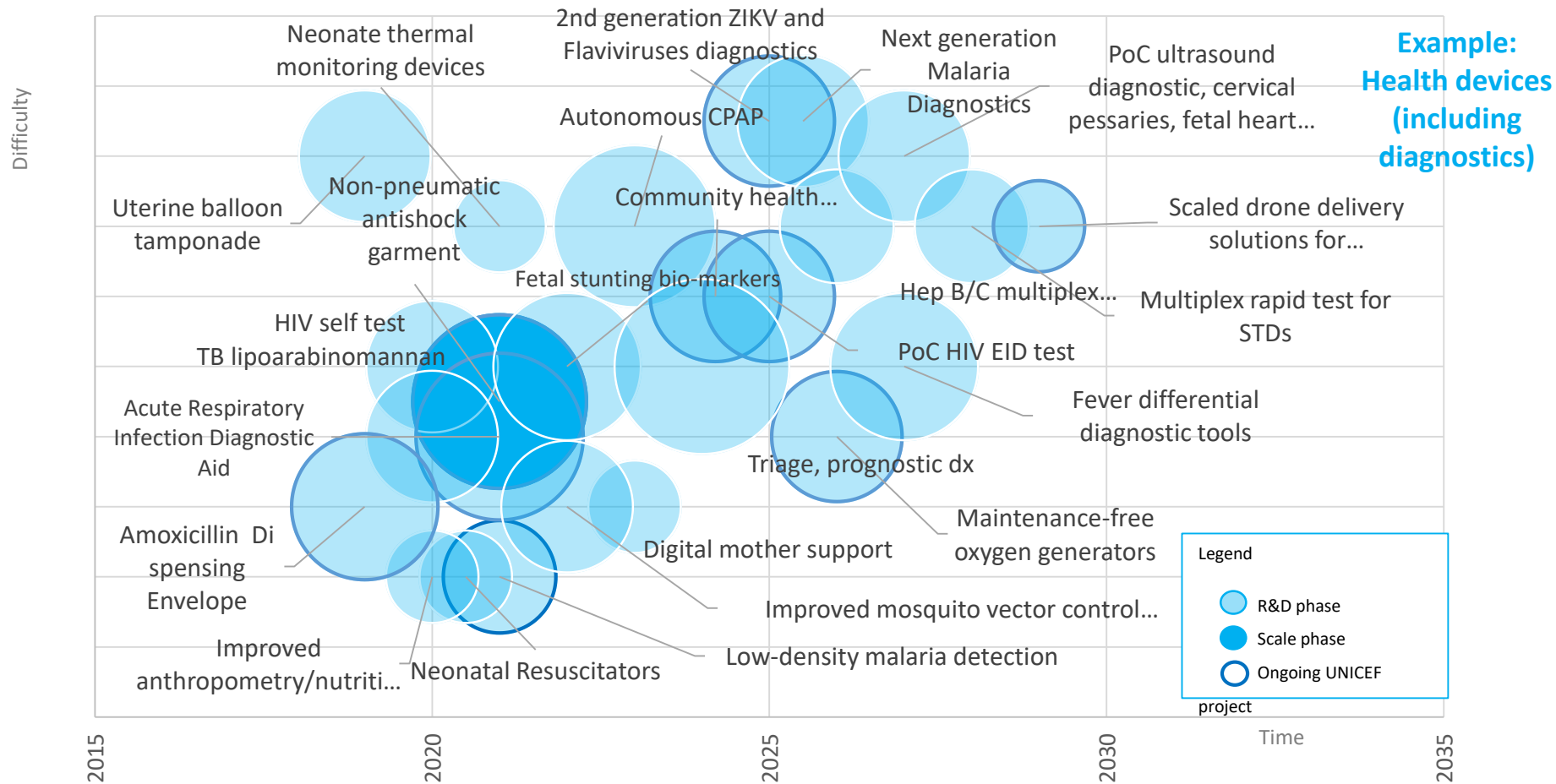


**Climate change,
Urbanization,
Migration, NCDs,
Neglected
diseases, GNI
relevance, other
macro trends**

**UNICEF
Strategic Plan**

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

Products & Markets *future*s goals/targets: Pushing boundaries



Product Innovation Ecosystem

- turning *Ideas* into *scalable solutions*

- Medicines
- Vaccines
- Nutrition
- Water, Sanitation, Hygiene
- Education
- Health technology



How UNICEF works 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, DCVMN) for pan-industry reach and to understand industry trends.



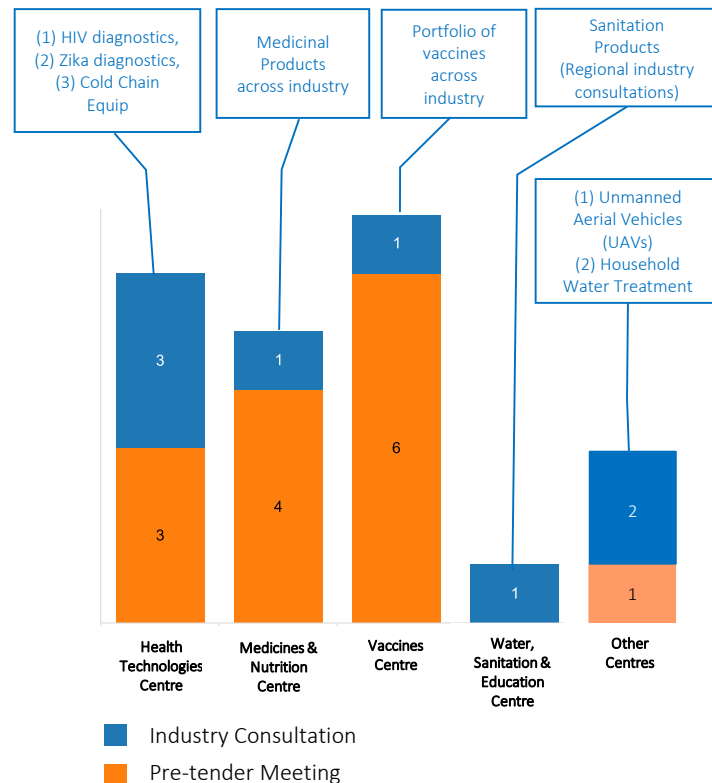
- Convenes the industry-wide forums by segment/product group** on a (bi)annual basis for dialogues on strategic direction, to understand supplier challenges and market perspectives.
- These bring together **>1000 participants** across ~20 industry meetings per year.

- 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



Learn about UNICEF's view on key markets

[Supply home](#)

[About Supply](#)

[For suppliers and service providers](#)

[Procurement Services](#)

[Strengthening supply chains](#)

[Immunization](#)

[Health emergency supplies](#)

[HIV](#)

[Malaria](#)

[Medical devices](#)

[Supplies for children with disabilities](#)

[Medicines](#)

[Nutrition](#)

[Water & sanitation](#)

[Education](#)

[Emergencies](#)

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

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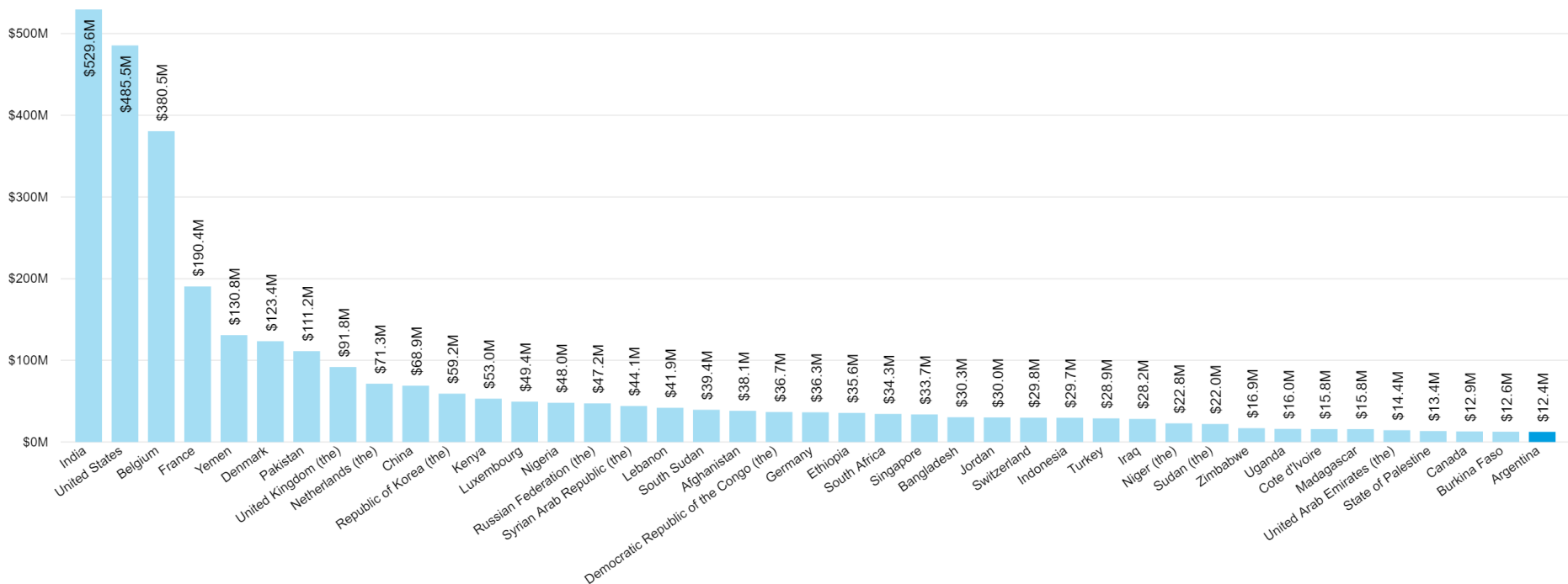


Children worldwide need your help right now. Please donate what you can today.

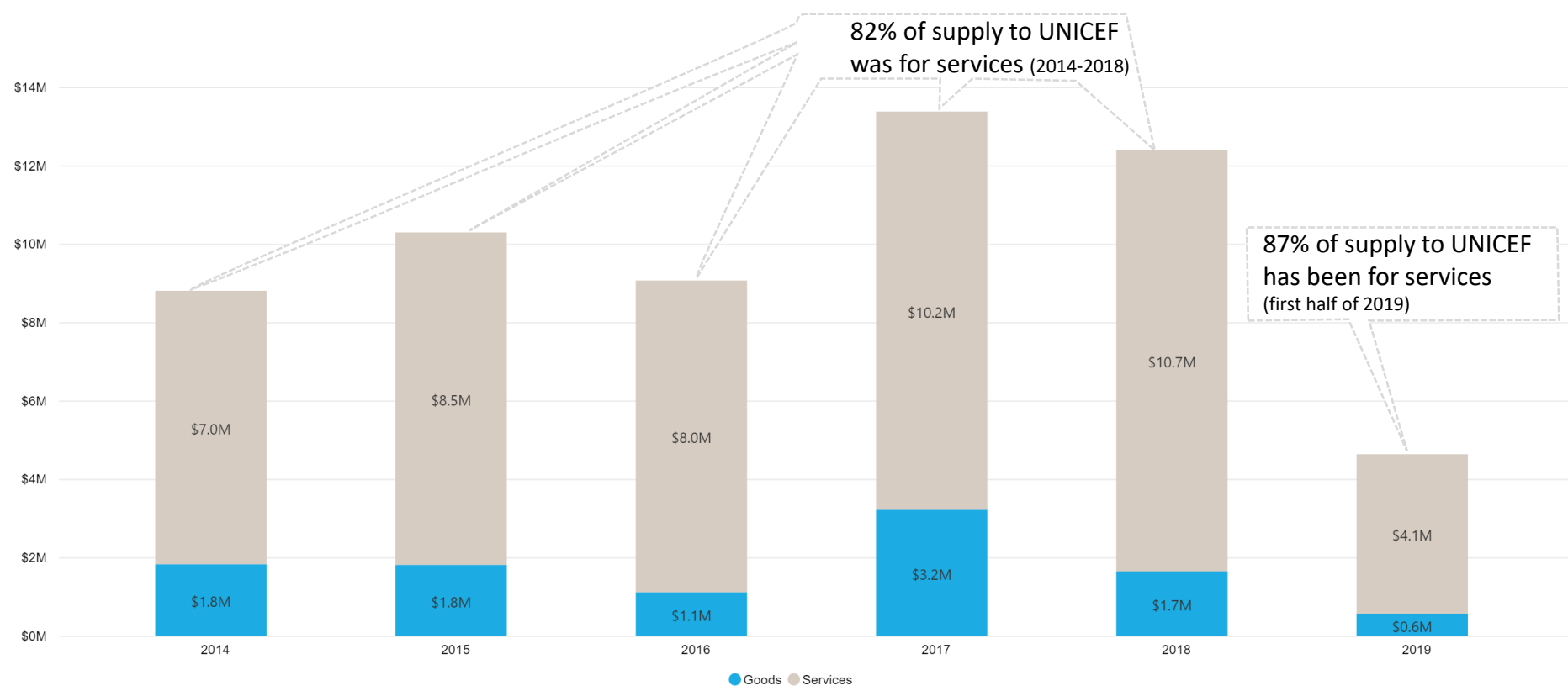
DONATE NOW 

WWW.UNICEF.ORG/SUPPLY

In 2018, UNICEF sourced US\$12.4m of global supplies from Argentina

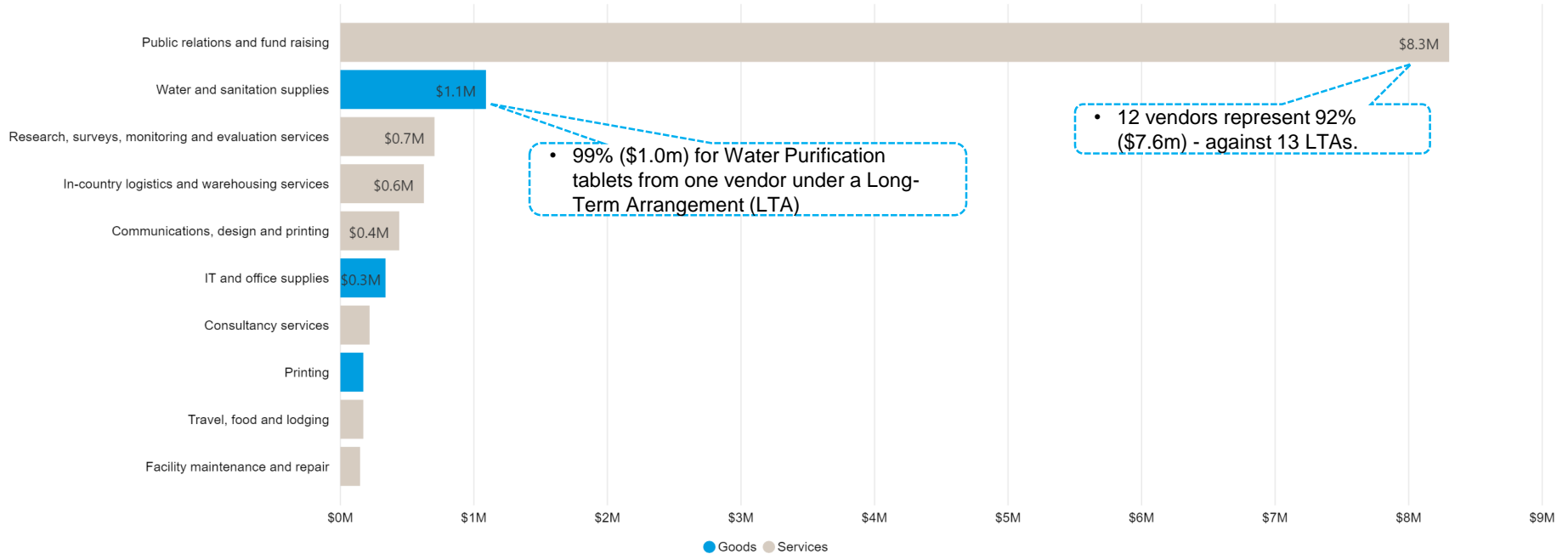


UNICEF's procurement value of goods and services (2014-2018) from Argentine suppliers



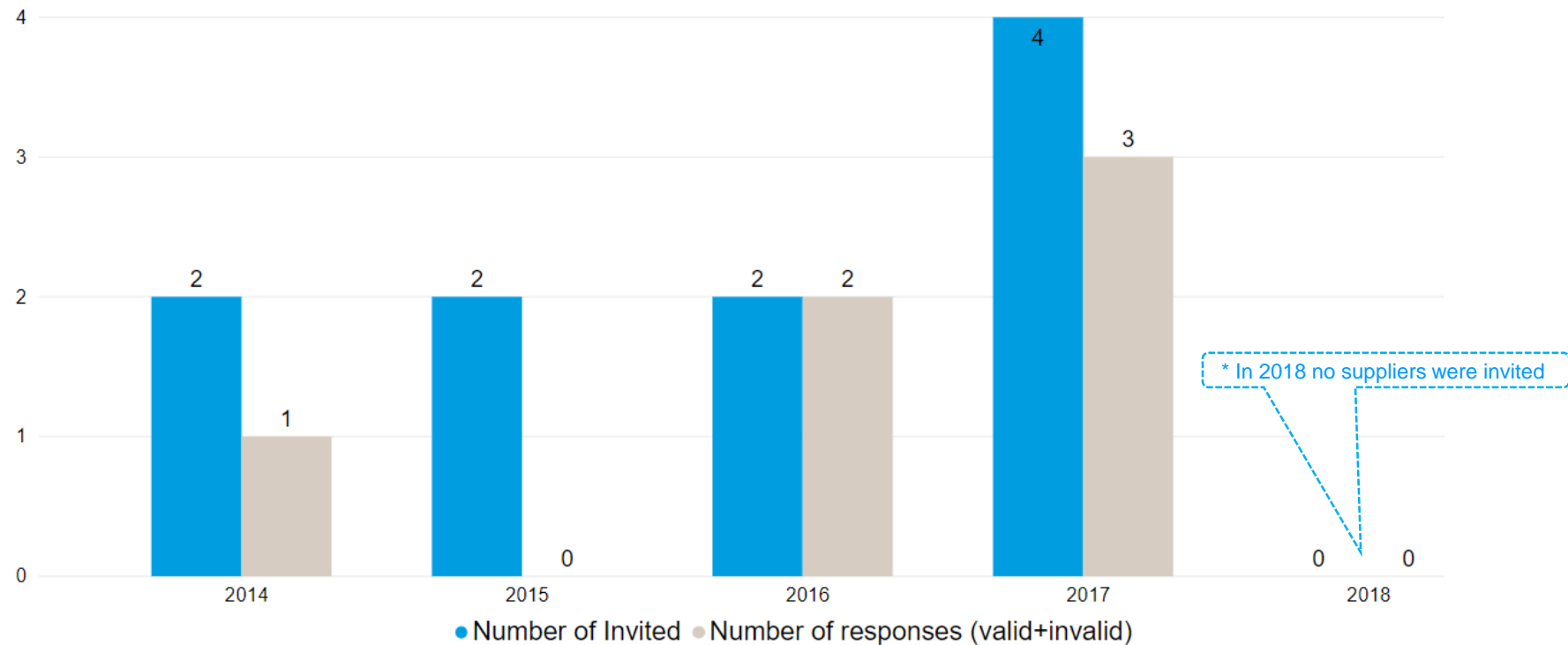
In 2018, UNICEF worked with 104 Argentine suppliers

- the main procurement type (services) was for PR & Fund-Raising



9 suppliers represented 76% (US\$9.4m) of the total procurement value from Argentina in 2018

In the period 2014-2017* Argentine suppliers responded to 60% of UNICEF invitations to bid for International competitive tenders



unicef 
for every child

GRACIAS



Supporting Slides

Need: Specifying desired performance via TPPs

Purpose:

- **Market Shaping:** Informs industry/academia on UNICEF's **need** for a new/improved solution
- Useful for **convening** and **aligning** with partners on UNICEF's priorities
- Informs on **product requirements** (without prescribing a specific solution) such as:
 - Performance
 - Function
 - Stakeholders
 - Design
- Potential to **broaden supplier field**
- **Less prescriptive** of product solution than traditional product specifications
- **Fully transparent** and promoting **equal opportunities** to all developers
- **Alerts suppliers** prior to issuing a tender

Process:

1. **Drafted** by UNICEF SD
2. **Reviewed** by relevant stakeholders (e.g. Program Division, WHO) including industry
3. **Published** externally:
 1. www.unicef.org/innovation & www.unicef.org/supply
 2. [United Nations Global Marketplace](http://www.unicef.org/globalmarketplace) (UNGM)

Technical and procedural questions are **managed** by UNICEF staff and made publicly available

1. **Tender**
 - Technical evaluation
 - Financial evaluation
 - Sample evaluation
2. **Field trials**
3. **Contract/LTA**



Research and Development

Guiding principle: Transparent, non-exclusive dialogue prior to competitive process



Ongoing dialogue, allowing for questions and inputs to the TPP.



Industry consultations to allow a more in-depth dialogue, including between developers.



Facilitating user feedback as basis for co-creation within the framework of competitive tendering.



Survey of R&D pipelines, RFI, RFPs utilized when appropriate to gain formal feedback from developers.



Incentives to drive R&D including financial pull mechanisms.



UNICEF INFORMATION SOURCES



Familiarize yourself with UNICEF Supply

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The UNICEF Supply Chain

Partnerships

Influencing markets

Commitment to transparency

Supplies on the way to...

Procurement and Supply Management Systems

Warehouse operations

The Supply Community

Annual Report

For suppliers and service providers

Procurement Services

Strengthening supply

Don

Supply Annual Report 2016



[<< Previous page](#)

Supply Annual Report

In 2016, UNICEF procured commodities in 147 countries and areas, saving \$394.6 million for governments and donors.

Throughout 2016, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion for children and their families, strategic procurement and logistical approaches also contributed to social, economic and environmental sustainability.

The Report features health systems: vaccine commodity comparison 2016, UNICEF procured commodities for children under 5.

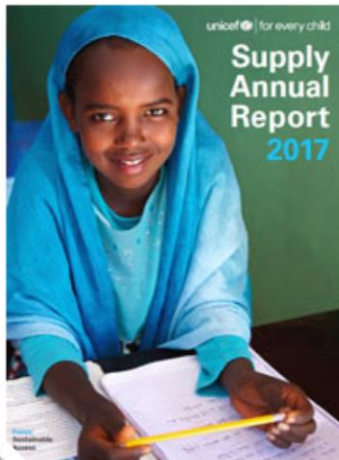
The report's breakdown of key commodities and detailed annexes identifying suppliers and their value is a useful information source.

PDF

To download a copy of the Annual report click [here](#) (pdf)

Suppliers by country.

Supply Annual Report 2017



Supply Annual Report 2017: Sustainable Access

In 2017, UNICEF procured \$3.46 billion in supplies and services for children in 150 countries and areas. Partnerships, competition, and strategic procurement contributed to price reductions for vaccines and other supplies, saving \$394.6 million for governments and donors.

Throughout the year, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion. While uninterrupted and reliable supply addressed a wide range of needs for children and their families, strategic procurement and logistical approaches also contributed to social, economic and environmental sustainability. This was achieved through collaborations with industry, governments, partners and beneficiaries, and a dedicated and agile professional community in the UNICEF supply function.

WWW.UNICEF.ORG/SUPPLY

Find out how to become a supplier to UNICEF

English Español Français عربي 中文

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WHO WE ARE WHAT WE DO WHERE WE WORK PRESS CENTRE STATISTICS BLOGS

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.

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Procurement Services

For suppliers and service providers

UNICEF Supply Division is responsible for offshore procurement on behalf of UNICEF Country Offices, headquarters and Procurement Services partners, and for oversight of all UNICEF procurement. UNICEF procured \$3.428 billion worth of supplies and services in 2015 alone, including \$2.49 billion worth of [offshore supplies](#) and services.

All UNICEF procurement supports UNICEF goals and priorities for children and women. UNICEF maintains the highest level of integrity in its procurement activities. The organization evaluates and registers suppliers with which it does business. It also ensures that all potential suppliers are subject to the same conditions and that information received is confidential.

Information on key commodities, large contract awards, and top supplier countries can be found in the Supply Annual Report 2015. Please consult the [Supply Catalogue](#) for specifications for the 2,000 standard UNICEF commodities.

Suppliers should also refer to pages under the relevant programme areas, e.g. Immunization, Medicines, etc., where other useful information may be posted, such as details of supplier meetings.

Latest

Following changes to WHO's PEP guideline, the the IEHK2011 PEP kit (S9901003) has been discontinued and replaced with IEHK2016, PEP kit (S9901013). Please read the latest [technical bulletin](#)

updated 30 January 2017

UNICEF requires suppliers and their employees to comply with the highest ethical and legal standards of conduct. UNICEF – and the UN – has a zero tolerance policy on gifts and hospitality. Suppliers are reminded not to send or offer gifts or hospitality to UNICEF personnel. Letters in [English](#), [French](#) and [Spanish](#) give more detail and contact information.

updated 13 December 2016

WHO priority list of applications for pre-qualification of vaccines to fight major childhood diseases, such as rotavirus, Hib, meningococcal pneumonia, diarrhoea

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UNICEF Supply Catalogue

[UNICEF Supply Catalogue](#)

French and Spanish

WWW.UNICEF.ORG/SUPPLY

Find out what UNICEF procures

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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.

[Technical Standards](#)

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Become a supplier and express interest

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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 recognised [technical standards](#);
- does not purchase from companies employing [child labour](#), 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.

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Invitations for
Expressions of
Interest (EOI)

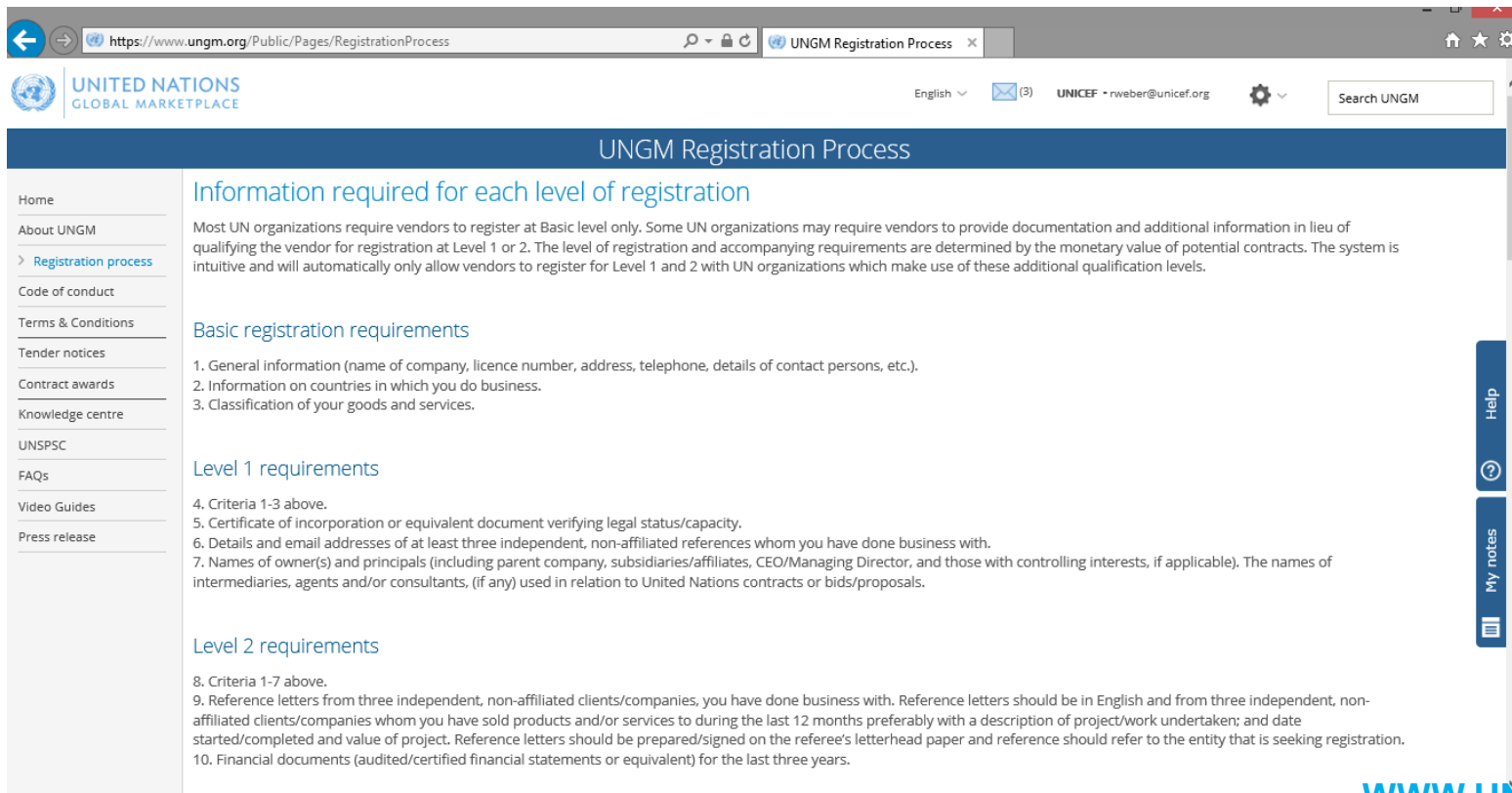
WWW.UNICEF.ORG/SUPPLY

UNGM (1) - Register

Welcome to the UNGM



UNGM (2) – Registration details



The screenshot shows a web browser window with the URL <https://www.ungm.org/Public/Pages/RegistrationProcess>. The page header includes the United Nations Global Marketplace logo, language settings (English), a notification icon with (3), a UNICEF email link, and a search bar labeled "Search UNGM". The main content area is titled "UNGM Registration Process" and features a left-hand navigation menu with links: Home, About UNGM, Registration process (highlighted), Code of conduct, Terms & Conditions, Tender notices, Contract awards, Knowledge centre, UNSPSC, FAQs, Video Guides, and Press release. The main content area is divided into sections: "Information required for each level of registration" (with a paragraph explaining registration levels), "Basic registration requirements" (with a list of 3 items), "Level 1 requirements" (with a list of 7 items), and "Level 2 requirements" (with a list of 10 items). A right-hand sidebar contains links for Help, My notes, and a document icon.

United Nations
GLOBAL MARKETPLACE

English (3) UNICEF nweber@unicef.org Search UNGM

UNGM Registration Process

- Home
- About UNGM
- Registration process**
- Code of conduct
- Terms & Conditions
- Tender notices
- Contract awards
- Knowledge centre
- UNSPSC
- FAQs
- Video Guides
- Press release

Information required for each level of registration

Most UN organizations require vendors to register at Basic level only. Some UN organizations may require vendors to provide documentation and additional information in lieu of qualifying the vendor for registration at Level 1 or 2. The level of registration and accompanying requirements are determined by the monetary value of potential contracts. The system is intuitive and will automatically only allow vendors to register for Level 1 and 2 with UN organizations which make use of these additional qualification levels.

Basic registration requirements

1. General information (name of company, licence number, address, telephone, details of contact persons, etc.).
2. Information on countries in which you do business.
3. Classification of your goods and services.

Level 1 requirements

4. Criteria 1-3 above.
5. Certificate of incorporation or equivalent document verifying legal status/capacity.
6. Details and email addresses of at least three independent, non-affiliated references whom you have done business with.
7. Names of owner(s) and principals (including parent company, subsidiaries/affiliates, CEO/Managing Director, and those with controlling interests, if applicable). The names of intermediaries, agents and/or consultants, (if any) used in relation to United Nations contracts or bids/proposals.


Level 2 requirements


8. Criteria 1-7 above.
9. Reference letters from three independent, non-affiliated clients/companies, you have done business with. Reference letters should be in English and from three independent, non-affiliated clients/companies whom you have sold products and/or services to during the last 12 months preferably with a description of project/work undertaken; and date started/completed and value of project. Reference letters should be prepared/signed on the referee's letterhead paper and reference should refer to the entity that is seeking registration.
10. Financial documents (audited/certified financial statements or equivalent) for the last three years.

Help
My notes

WWW.UNGM.ORG


UNGM (3) – Subscribe to the Tender Alert Service

 **UNITED NATIONS**
GLOBAL MARKETPLACE

English (3) UNICEF rweber@unicef.org 

Search UNGM

Search tender notices

 **Subscribe to the Tender Alert Service - USD250**

Title

Description

Reference

Published between

Deadline between

Clear All

and

22-Mar-2017

22-Mar-2017

 and

Show more criteria

Displaying results 1 to 15 of 437

Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country
Structure, Architecture and MEP (Mechanical, Electrical and Plumbing) Surveys for the buildings ...	14-Apr-2017 00:00 (GMT 0.00)	22-Mar-2017	UN Secretariat	Request for EOI	EOIUNOG13654	Switzerland
SUPPLY AND DELIVERY OF ENGINEERING TOOLS AND EQUIPMENT	10-Apr-2017 00:00 (GMT 0.00)	22-Mar-2017	UN Secretariat	Request for EOI	EOIMONUSCO13653	Congo, The Democratic Republic of the
PRE-QUALIFICATION - Construction of the Administrative	04-Apr-2017	22-Mar-2017	UNOPS	Request for pre-	PQL-HTOC-96347-16-	Haiti

Help

My notes

For suppliers and service providers

Tender Calendars

This page contains the plans for issuance of tenders by UNICEF Supply Division

Interested [eligible suppliers](#) are encouraged to submit:

- A covering letter expressing their interest in accordance with requirements in each bid plan
- Relevant information about their company ([company profile](#))

N.B.: Companies interested in participating in the UNICEF Supply Division's Nations Global Marketplace. Visit the following 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 \(revised\) - WASH](#)
- [2017 Tender Calendar - Medical Devices](#)
- [2017 Tender calendar - Contracting Centres](#)
- [2017 Tender Calendar - Essential Medicines](#)
- [2017 Tender Calendar - Nutrition Unit](#)
- [2017 Tender Calendar - Education Unit](#)

▪ [Tender Calendar – Safe Injection Devices and Waste Management](#)

▪ [Tender Calendar- Medical Devices](#)

Contract Awards

UNICEF procures commodities from suppliers whom since January 2001. Only contracts at or below the value of \$100,000 were awarded in September 2006. From 1 October 2006, contracts above \$100,000 are awarded as Long Term Arrangements (LTAs) based on

Documents attached below are in PDF format.

For more information on the UNICEF Supply Commission's suppliers meetings

2017

[Tender Calendar](#) [PDF]

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](#)

[Insecticide-treated bed nets suppliers meetings](#)

Regularly check procurement opportunities

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Tender Calendars

This page contains the plans for issuance of tenders by DIVISION

Interested [eligible suppliers](#) are encouraged to submit:

- A covering letter expressing their interest in accordance with requirements in each
- Relevant information about their company (company profile)

N.B.: Companies interested in participating in any of the listed bidding exercises should visit the [Nations Global Marketplace](#). Visit the following website and follow the instructions to [www.ungm.org](#)

- 2017 Tender calendar - Contracting Centre
- 2017 Tender Calendar - Essential Medicines Unit
- 2017 Tender Calendar - Nutrition Unit
- 2017 Tender Calendar - WASH Unit
- 2017 Tender Calendar - Education Unit
- 2017 Tender Calendar – Safe Injection Devices and Waste Management
- H2-2016 to H1-2017 Tender Calendar for Vaccines
- 2016 Tender Calendar- Medical Devices and Laboratory Supplies
- 2016 Tender Calendar – Water, Sanitation and Hygiene (WASH)
- 2016 Tender Calendar HIV/Aids and Malaria
- 2016 Tender Calendar HIV/Aids and Malaria
- 2016 Tender Calendar HIV/Aids and Malaria
- 2015 Tender Calendar – Medical devices and laboratory supplies - updated on 1 May 2016
- 2015 Tender Calendar – Safe Injection Devices and Waste Management
- 2014 Tender Calendar - Medical devices and laboratory supplies - updated on 27 May 2016
- 2013 Tender Calendar - Cold Chain Equipment

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View ineligibility lists

Vendor screening

Innovation Corner

My Business Seminar

Institutional Organizations

search

My submitted and evaluated

vendors

Create notice/tender

Search tender notices



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title	<input type="text"/>	UN Organization	<input type="text" value="UNICEF"/>
Description	<input type="text"/>	UNICEF (tagged)	
Reference	<input type="text"/>	Beneficiary country/territory	<input type="text" value="Type a country/territory name"/>
Published between	<input type="text" value="08-Oct-2018"/> and <input type="text" value="08-Oct-2018"/>	UNSPSC Codes	Select UNSPSC
Deadline between	<input type="text" value="08-Oct-2018"/> and <input type="text" value="08-Oct-2018"/>	Type	<input type="checkbox"/> Not set <input type="checkbox"/> Request for SOI <input type="checkbox"/> Request for proposal <input type="checkbox"/> Request for pre-qualification <input type="checkbox"/> Request for information

Clear All

Displaying results 1 to 15 of 111

Title	Deadline	Published	UN organization
Knowledge, Attitudes, Practices and Norms (KAPN) Research on HIV Lesotho	21-Oct-2018 23:59 (GMT 2.00)	08-Oct-2018	UNICEF
LRPS-2018-9143450 Developing the road map and strategies to address the double burden of malnutrition among school-age children in Indonesia based on relevant policy and programmatic landscape analysis	26-Oct-2018 17:00 (GMT 7.00)	08-Oct-2018	UNICEF
Revue de l'approche Communautés Protectrices en République Démocratique du Congo (RDC)	29-Oct-2018 14:00 (GMT 1.00)	08-Oct-2018	UNICEF
Etude pour améliorer le Programme d'Enregistrement des naissances en République Démocratique du Congo (RDC)	30-Oct-2018 14:00 (GMT 1.00)	08-Oct-2018	UNICEF

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Other useful tips (1) ...

- ✓ Keep up-to-date information on your company and its products
- ✓ Subscribe to the Tender Alert Service to receive automatic email alerts when tenders of your interest are published in UNGM
- ✓ Check procurement notices in UNGM regularly
- ✓ Familiarize yourself with the UN Supplier Code of Conduct and with UNICEF's General Terms and Conditions for the Procurement of Goods and the Contracting of Services
- ✓ Company profiles should be summarized in one page and presentations should be brief
- ✓ Respond promptly to an inquiry or to the Request for Proposal from UNICEF
- ✓ If you are not interested or unable to participate in a tender, inform UNICEF in order to keep your organization on our list of active vendors

Other useful tips (2) ...

- ✓ Always respond when invited to submit an offer, even if you should not be in a position to participate, in order to keep your organization on the active list
- ✓ Study tender documents carefully, ask for clarification if there is any uncertainty
- ✓ Ensure that your offer meets ALL requirements, including quality certificates, financial statements, catalogues, submission forms etc., in requested format and language
- ✓ Meet the submission deadline
- ✓ Attend public bid openings when invited
- ✓ ... and don't give up: developing and establishing contacts and business with UN agencies requires the same time as dealing with another new market

