



Procurement Services Branch

Delivering supplies for reproductive health results

Madrid Business Seminar

28th November, 2016

UNFPA's mandate



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.

UNFPA accelerates progress towards universal access to sexual and reproductive health, including voluntary family planning and safe motherhood . It also advances the rights and opportunities of young people.

We are on the ground improving lives in more than 150 countries.

UNFPA is a catalyst for action and advocacy. Through alliances and partnerships with governments, other UN agencies, civil society and the private sector, we make a positive difference in the lives of billions of people, especially those most in need.

We're making real progress – yet more work needs to be done.

Fewer women are dying in childbirth, more unwanted pregnancies are prevented, and young people's opportunities have expanded. But much more needs to be done to achieve a healthy and just world.

UNFPA helps countries use population data to anticipate tomorrow's challenges. We provide empowering technical guidance, policy advice, training and support. And we ensure that the reproductive health and rights of women and young people remain at the very heart of development

Delivering supplies for reproductive health results

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.

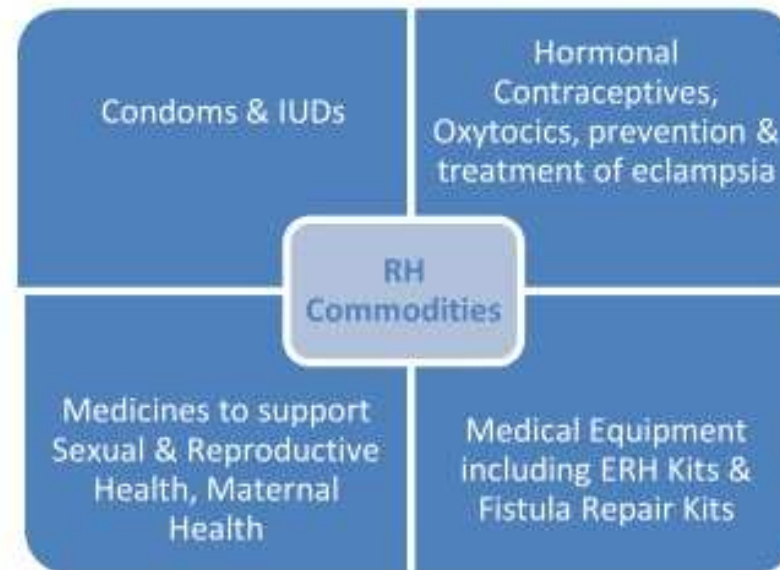
UNFPA partners with governments, program donors and NGOs that benefit from the volume pricing and quality assurance that come with products procured from UNFPA suppliers.



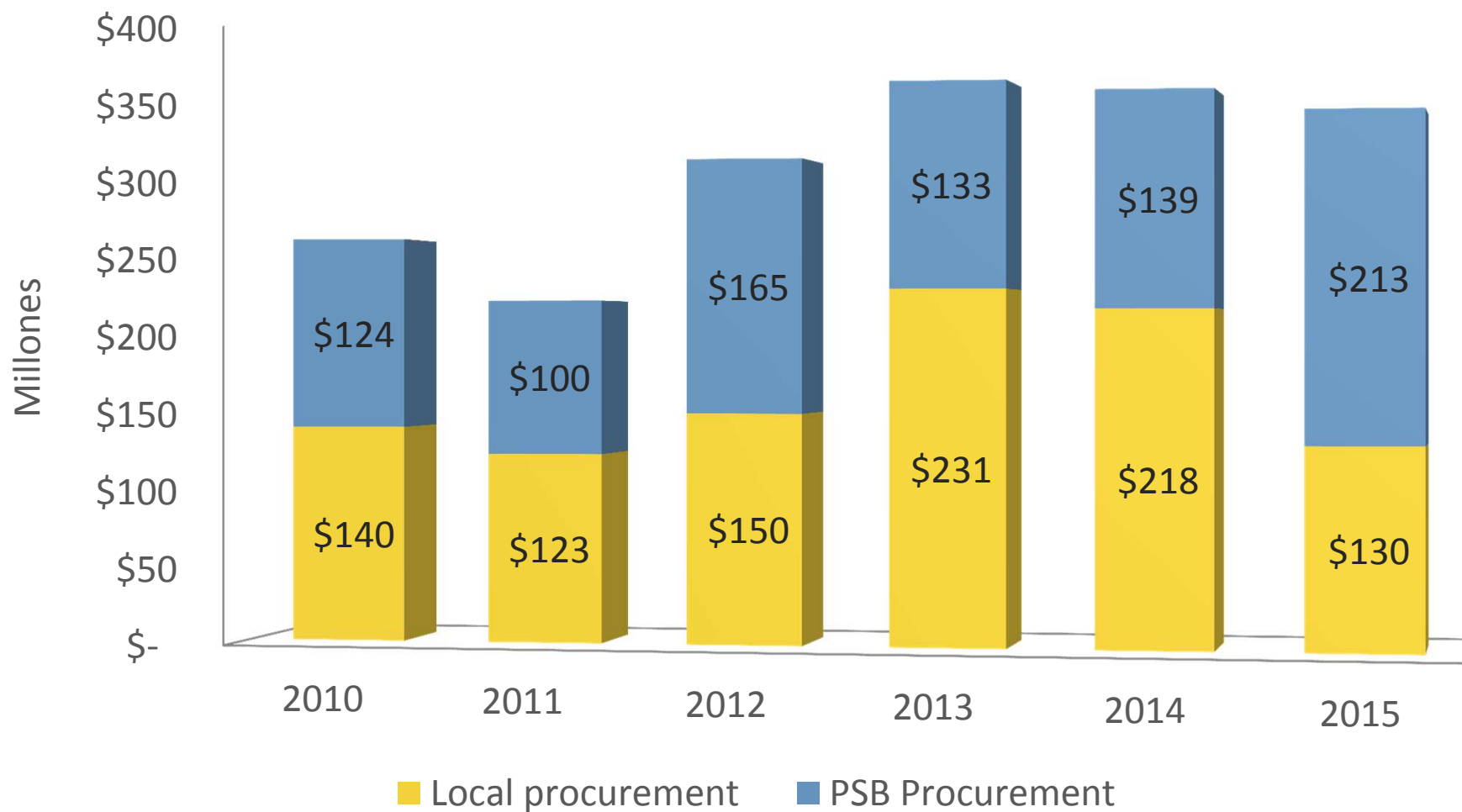
What makes UNFPA different



- Very specific mandate
- Centralized procurement
- Procurement through LTAs
- Pre-qualification programs for:



2015 PSB Procurement Spend \$213M



Total PSB procurement 2015
\$213M

\$125M

Contraceptives

\$28M

Medical equipment

\$12M

Pharmaceuticals

RH commodities were over 77% of total PSB spend in 2015

Impact of UNFPA Procurement



Impact:

23.2 million women



gained access to
modern contraceptives

in over



100 countries

35 million women and adolescent
girls



served in crisis-affected areas

Impact of UNFPA Procurement



12.3 millions



unintended pregnancies

4.4 millions



abortions

34,000



maternal deaths

Averted:

Impact of UNFPA Procurement



more than

\$47M



Public funds saved in 2015 on contraceptive implants had the potential to provide an additional 17 million couple years of protection

close to

\$1M



Public funds saved in 2014 and 2015 by increasing use of quality assured generic contraceptives

80



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

27



UNFPA has the largest source of prequalified condom manufacturers

PSB Delivered RH Goods to 115 Countries



**Provided over 42 million
couple years of protection in 2015**

Services we buy








- Web design and development
- Graphic design
- Editing
- Printing
- Translation
- Audit
- Asset verification
- Consultancies
- Academic research
- Photo/video projects
- PR and media monitoring
- E-learning solutions
- HR and staffing
- Telecommunications





UNFPA Procurement Services formerly AccessRH

New name,
same trusted
partner.

Toolbox

-  Product Catalog
-  Budget planner
-  Lead-time calculator
-  Request a Pro forma Invoice
-  Order Tracking

Knowledge sharing

-  RHInterchange
-  Prequalification
-  e-Learning
-  QA policy, guidelines and specifications
-  Capacity Building

All Information Available Online



Procurement Services

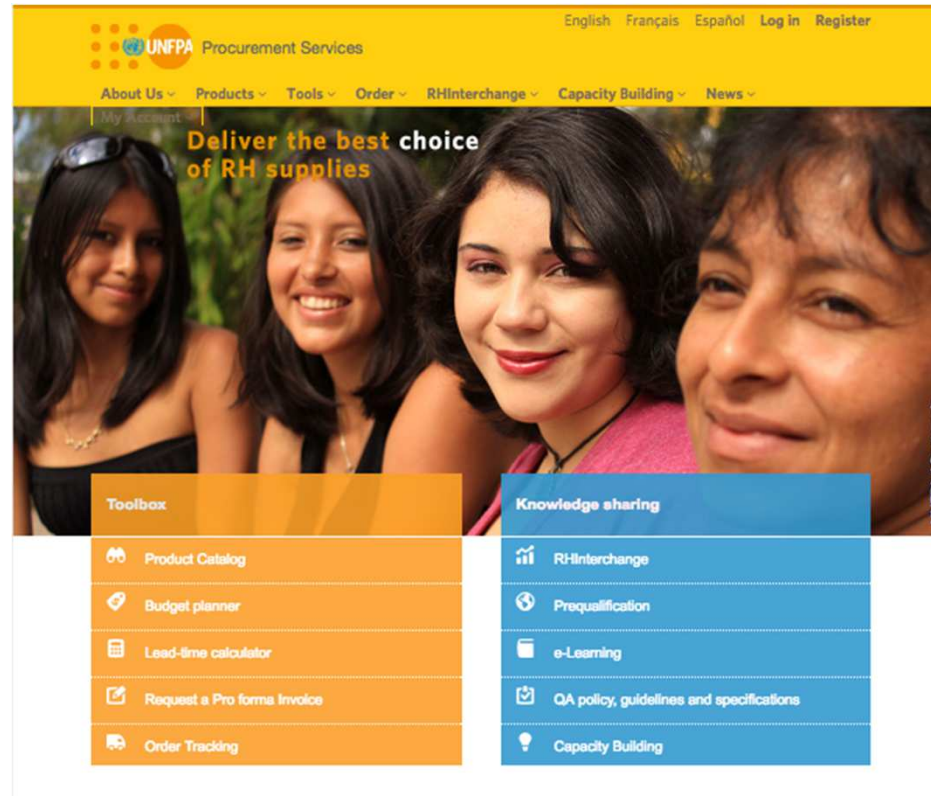
How to order

Product Catalog

Budget planner

Lead time calculator

Customized artwork guidelines



www.UNFPAprocurement.org

Information Services

RHInterchange

Quality assurance policy

Prequalification Programmes

Procurement e-learning

UNFPA is working to:



- **Improve the procurement function and strengthen supply chain management**
 - Upstream – Improved long-term forecasting
 - Downstream – Barcoding and tracking delivery of products
- **Build strong partnerships, e.g. with USAID**
- **Increase collaboration with local regulatory authorities**
- **Reinforce humanitarian response efforts**
 - Currently supplying ERH and dignity kits
 - In the future – setting up short-term and long-term service delivery points
- **“Greening” production processes, e.g. male condoms**
- **Align procurement to better contribute to improved programme results**
- **Future role: Provide procurement services directly to governments**

How to become a UNFPA supplier?



Welcome to the UNGM



UNGM Registration



- Registration is **free** of charge
- **Simple** and **intuitive** process
- Automatically match vendors with UN organizations which buy products and services based on UNSPSC codes
- You can subscribe to the **Tender Alert Service** for USD250 per year and receive relevant tender notices emailed to you directly.

How to become (and remain) a successful UNFPA supplier



- Obtain WHO pre-qualified status (where applicable), ERP- recommended status (where applicable), or SRA approval (where applicable).
- Check UNGM for tenders of interest.
- Participate in tenders. Follow all instructions in the bidding documents, submit all required documentation, and offer competitive prices.
- Understand your client(s) – target those project that are most relevant to your offering
- Know what to expect. Selling to the public sector is very different from selling to the private one.
- If you are awarded a long-term agreement/contract, maintain high quality of products and services.
- Be prepared to meet UNFPA’s specific needs. We work with all countries in the world, and the reality in some of them is quite challenging.
- Reputation is key – problems will arise, how you respond to them can distinguish your company from others

Useful resources



- <http://www.unfpaprocurement.org>
- <https://www.unfpaprocurement.org/rhi-home>
- <https://www.ungm.org/>



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