



How can companies be part of a
development support program and
humanitarian emergency response

Pablo Panadero Utrilla,
United Nations Week – Business Opportunities
Madrid, November 2016


unicef 

Agenda

- Brief overview of UNICEF Supply Division and procurement data
- UNICEF SD Emergency response
- Key procurement information - The UNICEF Supply Catalogue & The Emergency Supply List



Critical Functions of Supply Division

- Support results for children with an **effective, efficient supply operation**
 - **Help meet UNICEF's Core Commitments for Children in emergencies by providing rapid response to emergency supply and logistics needs**
 - **Contribute to influencing markets to ensure sustainable access to essentials supplies for children**
 - **Serve as a centre of expertise and knowledge on essential supplies for children and supply chains and build capacities of national governments**
 - Provide **procurement services** to governments and development partners on strategic-essential supplies
 - Establish **policies for supply chain** activities
 - Use product **innovation** to increase results and decrease costs
- 

UNICEF expenditure by material groups, 2015

\$3.428 billion of supplies and services



Vaccines
\$1.725 billion



Pharmaceuticals
\$151.4 million



Nutrition
\$150.6 million



Medical supplies & equipment
\$110.4 million



Bed nets & insecticides
\$58.7 million



Construction
\$ 102.3 million



Cold chain equipment
\$75.6 million



Water & sanitation
\$96.4 million



Education
\$66.1 million



International freight
\$104.3 million

Approximately **\$1.754 billion** is procurement on behalf of governments and partners.

UNICEF Core Commitment for Children

Nutrition



Health



Water, Sanitation & Hygiene



Education



Child Protection



Global Emergency Activities



Global response in 2015

In 2015, UNICEF responded to 310 humanitarian situations in 102 countries, the latter a record and comprising 65 per cent of UNICEF offices. The number of situations is the most since 2005, when UNICEF began surveying country offices. Since 2010, UNICEF has responded to an average of over 290 humanitarian situations in nearly 90 countries each year. Many of these are handled by UNICEF offices building off of preparedness measures already undertaken and using existing resources, highlighting the importance of UNICEF's presence before, during and after a crisis.



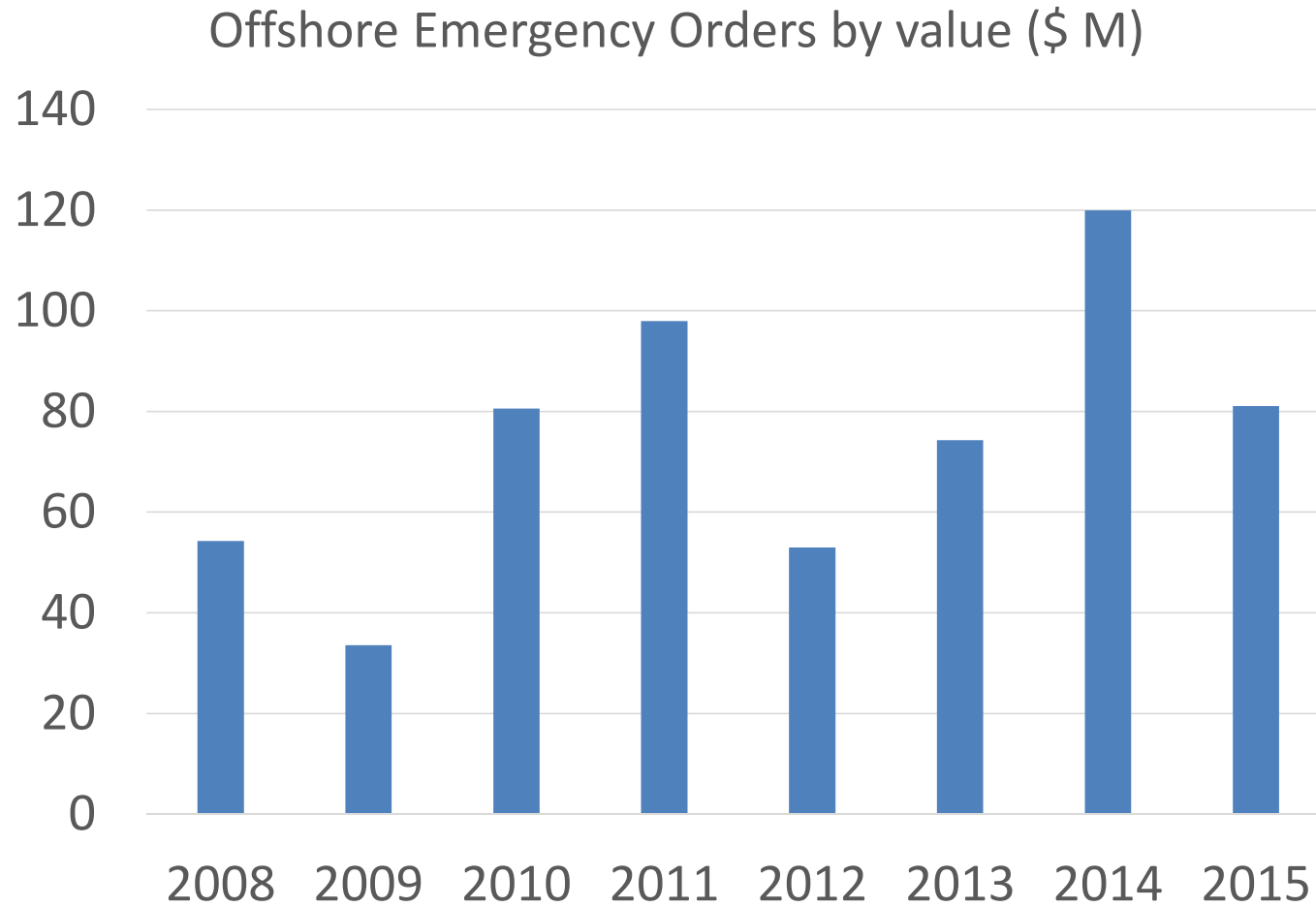
¹ This figure is based on ORE revenue received in 2015, which differs from ORE budget issued in 2015. Budget issued will normally exceed the revenue received, as UNICEF now releases budgets in full when a contract is signed with a donor, even though it may cover multiple years.

² The gap in 2015 revenue and expenditure amounts is due to revenue being utilized over different calendar years. For example, a portion of the funding UNICEF received late in 2015 was carried forward to be used for activities in 2016.

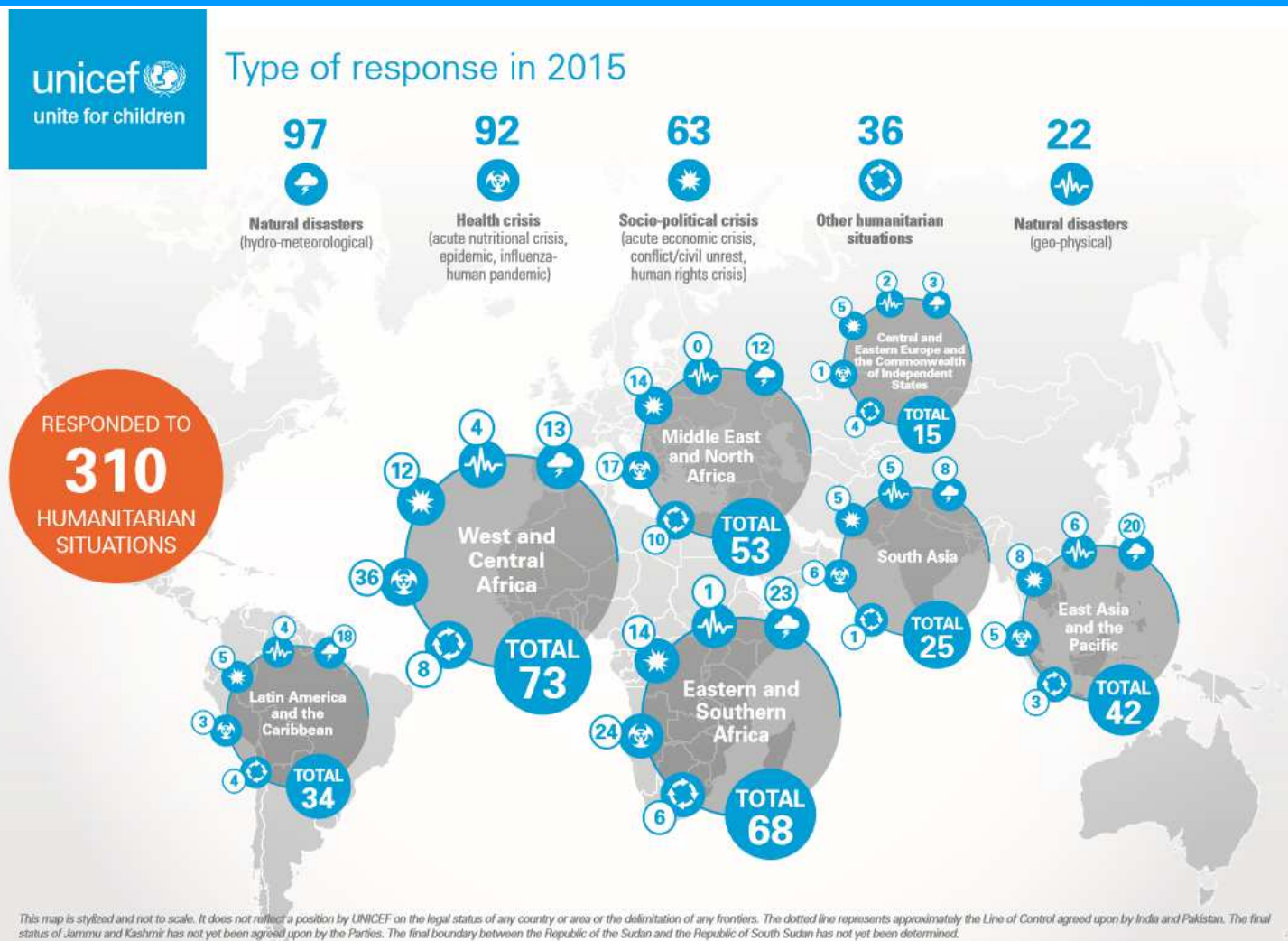
³ Data collection methodology based on country office phone interviews for 2005, country office questionnaire for 2006-2009, and country office annual report questionnaire for 2010-2014.

This map is stylized and not to scale. It does not reflect a position by UNICEF on the legal status of any country or area or the delimitation of any frontiers. The dotted line represents approximately the Line of Control agreed upon by India and Pakistan. The final status of Jammu and Kashmir has not yet been agreed upon by the Parties. The final boundary between the Republic of the Sudan and the Republic of South Sudan has not yet been determined.

Supply Division Emergency Procurement



Global Emergency Activities



Emergency Preparation & Response

Each emergency has its own unique characteristics and learnings. New tactics, strategies and tools being developed in real-time and carried forward.

- ✓ **Horn of Africa** (e.g., largest ever scale-up of RUTF, goods-in trust)
- ✓ **Pakistan** (e.g., > 60% of supplies were locally procured)
- ✓ **Syria** (protracted, logistics in the midst of conflict; air drops of nutrition supplies)
- ✓ **Philippines** (local inventory was key, deployed broader range of Supply staff, push logistics)
- ✓ **Iraq** (quick decision-making on site with affected population)
- ✓ **CAR & S. Sudan** (regionally led response)
- ✓ **Ebola** (able to quickly develop new specs/kits and sources, pre-book air charters 40% savings; push-logistics; HSS/SCS at district)
- ✓ **Yemen** (CAA permits, establish new Hub)
- ✓ **Nepal** (new monitoring tools)
- ✓ **Zika** (real time rapid development of vaccine & diagnostics)

Universal factors:

Timely decision-making & agility

Real-time Monitoring

Preparation saves time and money



Global & local warehousing & transport

Inventory- as of 31 Dec

\$199 M Globally

\$44 M by SD

SD Managed Warehouses- 2015

\$130 M Value of throughput

319,173 kits packed and shipped

Copenhagen: highly automated, largest humanitarian warehouse; all hazards & GDP certified

Dubai: nutrition, natural disasters

Shanghai: Education kits

Panama: serves LAC, natural disasters

Djibouti: serves Yemen

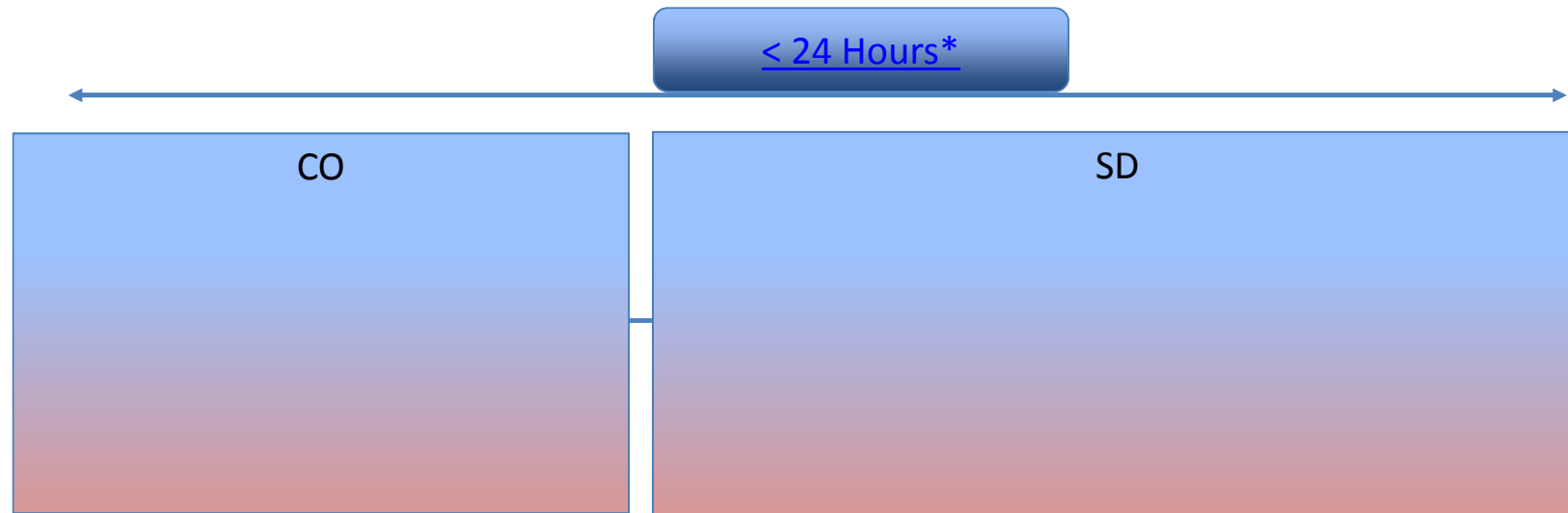


Kit-packing targets

Reduce lead-time (3 million items)

Health kit-packing in Africa & India

Emergency Response: SO Approval



Arrival in Country within:

- Rapid Response → 3 days (Air)
- Emergency → 14 days (Air)
- Other Emergency → 60 days (Sea/Road)



UNICEF SUPPLY CATALOGUE & EMERGENCY SUPPLY LIST

The screenshot shows the UNICEF Supply Catalogue website. At the top, there is a navigation bar with links for Home, Emergency, Kits, Essential commodities, and Technical bulletins. A search bar is prominently displayed with a red arrow pointing to it. Below the search bar is a sidebar menu titled 'Products' with various categories like Bednets/Insecticides, Clinical Laboratory, and Medical Equipment. The main content area features a large blue banner with the text 'Supply Catalogue' and a photo of children. Below the banner, there is a 'Welcome to UNICEF Supply Catalogue' section with introductory text and a 'Procurement Services' link. To the right, there are sections for 'For Suppliers', 'Related info', and 'In Focus' with sub-links like 'Supply Highlights' and 'FAQ on Procurements Services'. The UNICEF logo is visible in the bottom right corner of the page.

- Includes specifications for UNICEF standard stock and non-stock items
 - Used by UNICEF offices and partners for requesting supplies from Supply Division
 - Enables potential suppliers to determine whether they meet our specs / requirements
- Includes Emergency Supply List materials
 - List of standard items defined for emergency response and available for supply either from UNICEF WH or from stocks at LTA suppliers



PROCUREMENT USEFUL LINKS

For suppliers & service providers

http://www.unicef.org/supply/index_suppliers.html

Tender calendars

http://www.unicef.org/supply/index_25983.html

Bidding opportunities

http://www.unicef.org/supply/index_25947.html

Contract awards

http://www.unicef.org/supply/index_27009.html

Supply Annual Report

http://www.unicef.org/supply/files/UNICEF_Supply_Annual_Report_2014_web.pdf

Supply Catalogue

[https://supply.unicef.org/unicef_b2c/app/displayApp/\(layout=7.0-12_1_66_67_115&carearea=%24ROOT\)/.do?rf=y](https://supply.unicef.org/unicef_b2c/app/displayApp/(layout=7.0-12_1_66_67_115&carearea=%24ROOT)/.do?rf=y)



Partnerships for children

In addition to working with governments:



Over 85% of procurement is done in collaboration with other UN agencies





Thank you!

Product Innovation



Product Development process

Identification of Bottlenecks

Program inputs
Feedback from partners
End-user feedback

Define and Communicate Potential Solutions

User research
Target product profile
Expression of Interest, Request for Proposals

Product Development & Testing

Funding academic research
Field trials in UNICEF context
Convening of partners/advisory committees for feedback

Market uptake and Scale up

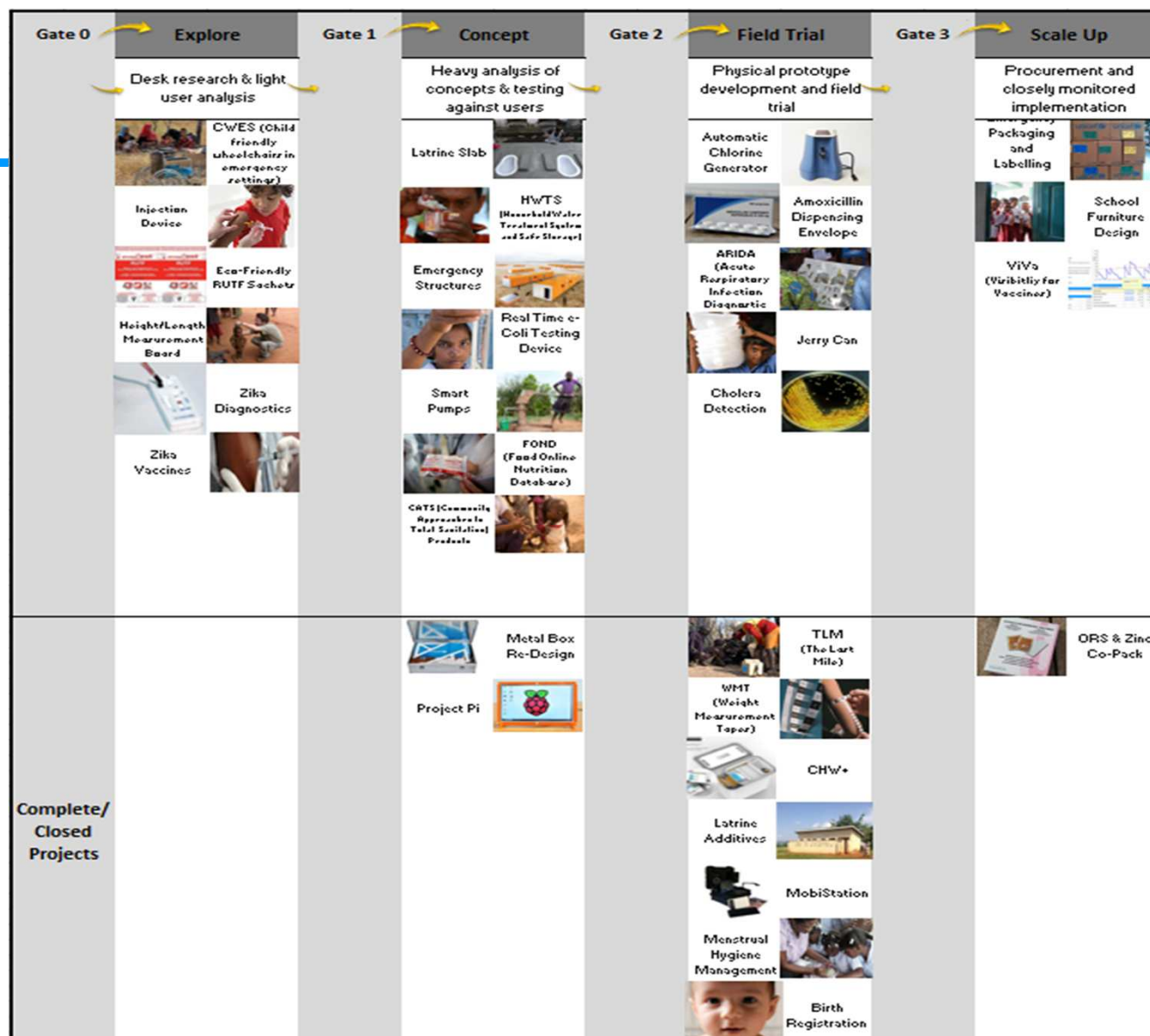
Advance purchase commitment
Cost-sharing for new products
Programme integration

Guiding Procurement principles

- **Promotion of objectives of UNICEF**
(fulfilling the mandate, goals and objectives)
- **Fairness, integrity and transparency through competition**
(clear & appropriate regulations/rules applied to all suppliers, fair process, equal treatment of suppliers, transparent system)
- **Economy and effectiveness**
(meet requirement in terms of quantity, quality, timeliness at the right place. Economy=minimize cost, Effectiveness=meet end-user interest)
- **Best value for money**
(Consider the optimum combination of factors in meeting the end user needs)



Product Innovation Project Pipeline



Health Emergencies Preparations Initiative

Driving the R&D pipeline for health technologies that prevent, diagnose and treat diseases that are a public health threat

- Linked to Influencing Markets
- Avoid +10x cost of developing health interventions in real-time response to an emergency
- Work with WHO, BARDA/USG, Gavi, etc.

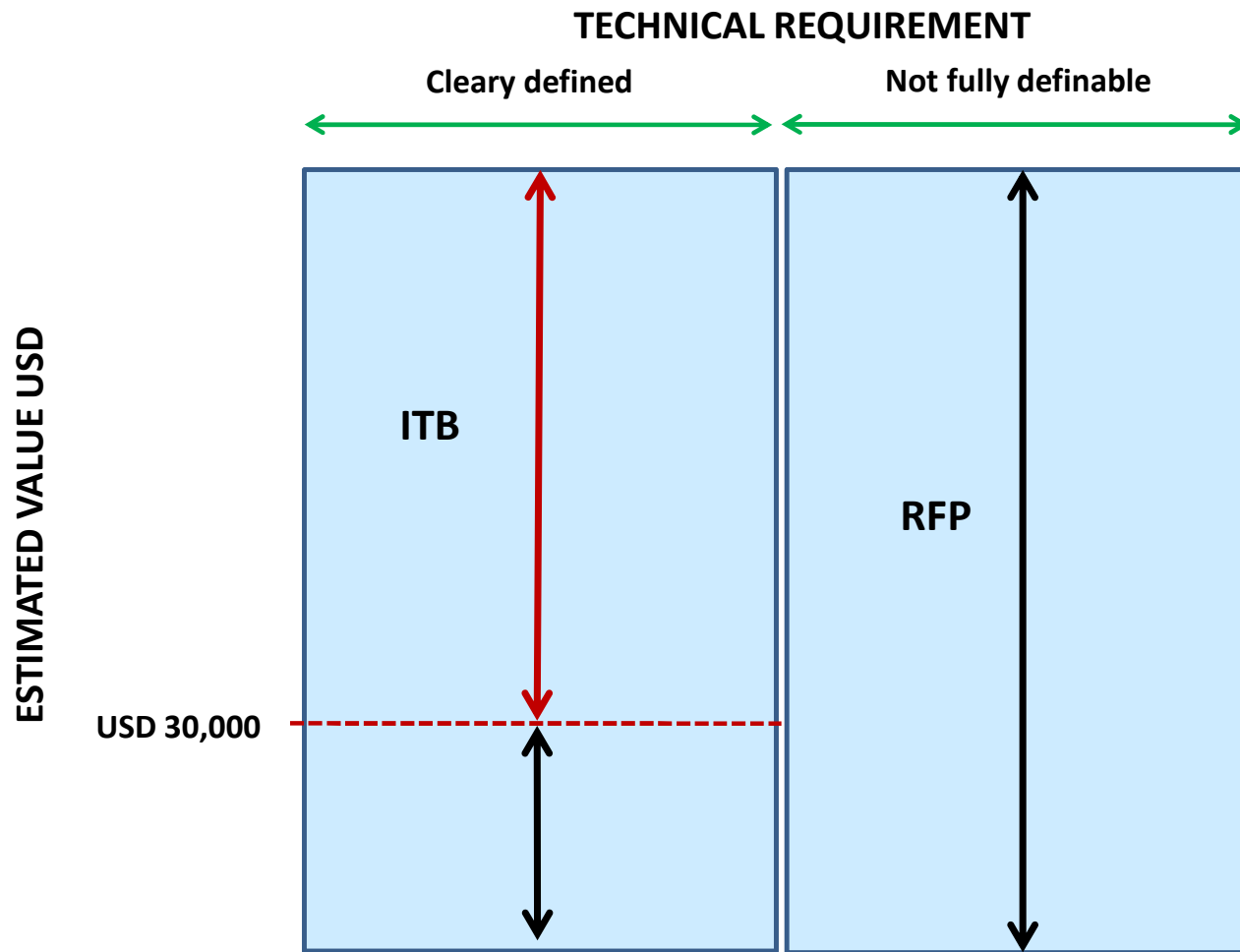
MEDICAL TECHNOLOGY AVAILABILITY			
Shading is reflective of medical technologies available to diagnose, prevent, treat. Darker colour are areas with higher risk due to limited/lack of medical technology.			
Disease	Diagnostic	Prevention	Treatment
Ebola/Marburg (v.)	E: RDTs (4 in 2015), labs-PCR M: ELISA, PCR	E-M: 4 candidate vaccines under trial for WHO PQ (Merck product – under EUAL registration)	E: 4-5 candidates under study, & serum treatment M: Palliative care
SARS/MERS-CoV (v.)	SARS: Chest x-ray, ELISA, PCR, IFA MERS: PCR		MERS: antivirals being studied
Zika (v.)	RT-PCR (w/in 5 days of symptoms)		No cross-protection seen with new Dengue vaccines
Avian/Pandemic Influenza (v.)	RDT, PCR, IFA	Flu platform available from seasonal influenza	
Cholera (b.)	Rapid dipstick (in pre-qual), PCR	2 vaccines WHO PQ	ORS, IV, antibiotics (when necessary)
Meningitis (b., v.)	PCR, Culture	Vaccines against groups A, B, C, C135, Y incl. in combination (Sanofi, GSK, BioManghin, Pfizer, others under licensure), WHO PQ	Antibiotics
Polio & vDPV (v.)	Viral culture, Serology, RT-PCR	Multiple vaccines activated/inactivated, oral/injected, salk/sabin, type1-2-3; WHO PQ	
Yellow fever (v.)	ELISA (conf. 6-10 days after illness)	Vaccines WHO PQ	Palliative care
Dengue/Chikungunya (v.)	D: RDT, RT-PCR, ELISA CH: PCR, ELISA	2 Dengue vaccines being reviewed for WHO PQ (Sanofi-2016; licensed by Brazil; Takeda-2017)	Palliative care
Crimea-Congo Hemorrhagic Fever (v.)	RT-PCR, ELISA	Old vaccine used in Bulgaria; candidate vaccines by Erciyes (Turkey) pending FDA review	Serum treatment under study in Turkey (Refik Saydam Health Institute)
Lassa Fever (v.)	ELISA, RT-PCR	Candidate vaccine under study by USAMRIID	Ribavirin gives potential interference
Leptospirosis (b.)	RDT, ELISA, PCR, Culture	Doxycycline is prophylaxis Vaccines avail in Cuba & China	Antibiotics
Plague (b.)	RDT, PCR, ELISA, Microscopy		Antibiotics
Rift Valley fever (v.)	PCR, Culture, Microscopy		Palliative care
West Nile (v.)	PCR, ELISA	Phase 1 testing	
Hantavirus	PCR, ELISA	Phase 2 study of HtVN/PUUV/DNA vaccine is ongoing	
Hepatitis E (v.)	PCR, ELISA	Licensed vaccine in China	
Shigella (b.)	PCR, Culture	Phase 1 testing for 2 candidate vaccines	
Seasonal Influenza (v.)	RDT (A, B detection), RT-PCR	Seasonal vaccines WHO PQ	
Typhoid Fever (b.)	RDT, PCR, ELISA, Culture	Two vaccines WHO PQ; Oral- 62-77% effective (Cruceil); Polys- 50-80% (GSK, Sanofi).	Antibiotics

Guiding Procurement principles

- **Promotion of objectives of UNICEF**
(fulfilling the mandate, goals and objectives)
- **Fairness, integrity and transparency through competition**
(clear & appropriate regulations/rules applied to all suppliers, fair process, equal treatment of suppliers, transparent system)
- **Economy and effectiveness**
(meet requirement in terms of quantity, quality, timeliness at the right place. Economy=minimize cost, Effectiveness=meet end-user interest)
- **Best value for money**
(Consider the optimum combination of factors in meeting the end user needs)



Solicitation methods



SOLICITATION METHODS

	RFQ	ITB	RFP
Procurement	goods/services	goods/services	goods/services recommended method for services
Requirements	clearly defined	clearly defined	not fully definable innovation & expertise of proposer being sought
Value	low value	above certain threshold	no threshold
Submission	no sealed envelope	sealed envelope / other methods	two sealed envelopes
Receipt Opening	no specific control for receipt of quotes	formal public bid opening	bid opening, public bid opening not compulsory
Evaluation	technical: compliant / not compliant commercial: lowest acceptable	technical: compliant / not compliant commercial: lowest acceptable	weighted score of technical and financial evaluation
Negotiations allowed for single and sole source situations	not allowed	not allowed	available after evaluation/ selection of supplier
Award	lowest technically acceptable price quotation	lowest technically compliant bid	most responsive evaluated proposal

UNICEF procurement process

- Procurement Planning
- Requirement Definition (TOR / Specifications)
- Sourcing/Invitee list (ReOI / UNICEF Vendor Roster / UNGM)
- Preparation and Issuance of Solicitation Documents
 - Request for Quotation (RFQ) → USD 1,000 - USD 30,000
 - Invitation to Bid (ITB) → USD 30,000 and over
 - Request for Proposal (RFP) → no threshold
- Clarifications from bidders
- Receipt and Opening of Submissions
- Evaluation (Technical/Quality and Commercial)
- Adjudication & Award Recommendation
- Contract Finalization and Issuance
- Contract Management



Types of competition

- **Open**
 - Open competition
 - Public advertising of a tender (UNICEF website, UNGM and others as relevant)
- **Limited**
 - Pre-determined qualifications for participation in the tender
 - Short listing
- **Direct procurement**
 - Waiver of competition / Single source
 - Legislation / Regulatory
 - Emergency
 - Standardization
 - Sole source
 - No satisfactory results



UN SUPPLIER CODE OF CONDUCT

UNGM registered suppliers sign on to the UN Code of Conduct

Based on the UN charter, the principles of the Global Compact and ILO standards

*The UN expects that these principles apply to **suppliers and their employees, parent, subsidiary or affiliate entities, and subcontractors.***

Labour conditions:

Freedom of Association, no force or compulsory, no child labour, discrimination, standards for working conditions

Human Rights:

no Harassment, Harsh or Inhumane Treatment, no manufacture or sale of mines

Environment:

compliance with regulations, manage chemical and hazardous materials; waste and air emissions, Maximize Recycling

Ethical conduct:

no corruption, conflict of interest declaration, no gift and hospitality, post employment restrictions



WHAT IS A LONG TERM ARRANGEMENT (LTA)?

A LTA is an arrangement entered with a supplier to secure the supply of a product or service over a period of time:

- Framework of mutually agreed terms and conditions (product, price, etc.)
- As a result of a competitive bidding process
- For procurement of goods, services or works for which the buyer has a repeated need
- Entered in good faith for a period of time
 - Contractual obligations only commence once a purchase order is issued
- Not binding but with a projected total volume
- Non-exclusive
- Long term commercial partnership with selected supplier(s)



WWW.UNICEF.ORG/SUPPLY

English Español Français عربي 中文

f t y t r DONATE



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

Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Suppliers Meetings

Procurement Services

Immunization

HIV

Malaria

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 \$2.468 billion worth of supplies and services in 2012 alone, including \$1.808 billion worth of [offshore supplies](#).

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 2012](#). 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

WHO priority list of applications for pre-qualification of vaccines to fight major childhood diseases, such as polio, Hib, meningitis, pneumonia, diarrhoea, and yellow fever top. [Read more.](#)

Technical Standards for Medical devices, nutrition supplies, pharmaceutical products and vaccines, syringes and cold-chain equipment have been updated. Now also available online: [UNICEF's Technical requirements for pharmaceutical products](#)

Procurement Procedures for packing and palletisation of goods to be delivered to the Supply Division Warehouse in Copenhagen can be viewed at [Standards for UNICEF supplies](#).

To see the latest Requests for Expression Of Interest [click here](#)

Email this article

Printer friendly

South Sudan



Children in South Sudan need your help. Please donate what you can today

DONATE NOW >

UNICEF Supply Catalogue

UNICEF Supply Catalogue

French and Spanish version of this page





Supplies and Logistics

[Supply home](#)[About Supply](#)[For suppliers and service providers](#)[Become a supplier](#)[UNICEF supplies](#)[Procurement Policies](#)[Technical Standards](#)[Quality Assurance](#)[Bidding Opportunities](#)[Tender Calendars](#)[Contract Awards](#)[Suppliers Meetings](#)[Procurement Services](#)[Immunization](#)[HIV](#)[Malaria](#)

Tender Calendars

This page contains the plans for issuance of tenders by UNICEF SUPPLY 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 any of the listed bidding exercises should be registered with the United Nations Global Marketplace. Visit the following website and follow the instructions to complete your firm's registration:

www.unqm.org

- [2014 tender calendar - Medical devices and laboratory supplies - updated on 22 April 2014](#)
- [2014 Tender Calendar - Education Unit - Updated on 28 February 2014](#)
- [2013 Tender Calendar - Medical Devices and Laboratory Supplies - updated on 22 April 2014](#)
- [2013 Tender Calendar - Devices and Waste Management Products - MAY 2013 UPDATE](#)
- [2014 Tender Calendar - Water, Sanitation and Hygiene \(WASH\)](#)
- [2013 Tender Calendar - Education Unit - NB Updated on 6 August 2013](#)
- [2013 Tender Calendar - Nutrition Unit](#)
- [2013-2014 Tender Calendar - Essential Medicines Unit](#)
- [2013 Tender Calendar - Cold Chain Equipment](#)
- [2012-2013 Tender Calendar - HIV and Malaria Medicines unit](#)



Supplies and Logistics

Supply home

About Supply

For suppliers and
service providers

Become a supplier

UNICEF supplies

Procurement
Policies

Technical Standards

Quality Assurance

**Bidding
Opportunities**

Tender Calendars

Contract Awards

Suppliers Meetings

Procurement Services

Immunization

HIV

Malaria

Medicines

Nutrition

Water & sanitation

Education

Bidding Opportunities

What supplies and services is UNICEF looking for?

This is the area where UNICEF posts bidding opportunities mainly for its headquarters requirements but also on occasion UNICEF regional or country office requirements.

In addition, UNICEF regularly posts bidding opportunities from other UN Organisations and WHO.

- [RFP-PFP-2014-141090 - Consultancy to review and develop the Education Cluster strategic plan for UNICEF - response deadline latest by Wednesday 14 May, 16h00 CET](#)
- [RFPS-PFP-2014-141083 - Writing/Editing Services and Design/Layout Services - Response deadline 16:00 CET on 19 May 2014](#)
- [EXPRESSION OF INTEREST \(EOI\) for Instructional Design, Production and/or facilitation of online and distance learning - Response deadline latest by 5 May, 2014, 23:59 EST](#)
- [Request for Proposal \(RFP/DOC/2014-Digital Strategy-003\) - Discovery phase for UNICEF's Global web - Response deadline latest by 17:00 EST, 28 April, 2014](#)
- [EXTENSION-REQUEST FOR INFORMATION \(RFI\) for Temporary Structures - response deadline latest by 23:59 \(Copenhagen time\) 30 May 2014](#)
- [REOI - Water Purifier Product Tender - Response deadline 25 April 2014, 23:59](#)
- [EXTENSION - REOI-IRAQ-2014-001 - Teachers Training Capacity Gaps Assessment - Response deadline 14:00 hrs \(Baghdad Time\) on 10 May 2014](#)
- [Request for Information \(RFI\) for resuscitators](#)
- [RFPS-USA-2014-501824 for sale of an existing UNICEF Premise in Santiago Chile and the Purchase or Lease of a new premise in Santiago Chile - Response deadline 11:00 EST, 3 April 2014](#)
- [Request for Information - Technology to measure respiratory rates and/or diagnose pneumonia in children - No response deadline](#)
- [Online Request for Expression of Interest - Water, Sanitation and Hygiene Supplies - No response deadline](#)

Updated: 29 April 2014

