



Nordic UN Procurement Seminar

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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

3 GOOD HEALTH AND WELL-BEING



4 QUALITY EDUCATION



5 GENDER EQUALITY



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 - PSB

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

Trusted Partner in RH Supplies



Open international bidding process

Public procurement principles

quality

Stringent UNFPA /
WHO QA practices

Pre-qualified
suppliers and
products

Pre-shipment
inspection, sampling
and testing

value

Cost savings

Competitive, pre-
negotiated prices

Procurement,
contracting and QA
expertise

choice

Product & pricing
information online

Generic or
innovator brands
Reduced lead time
in-stock products

Online planning
tools and simplified
ordering process

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.unfpaprocurement.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

Last Mile in our Supply Chain

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)

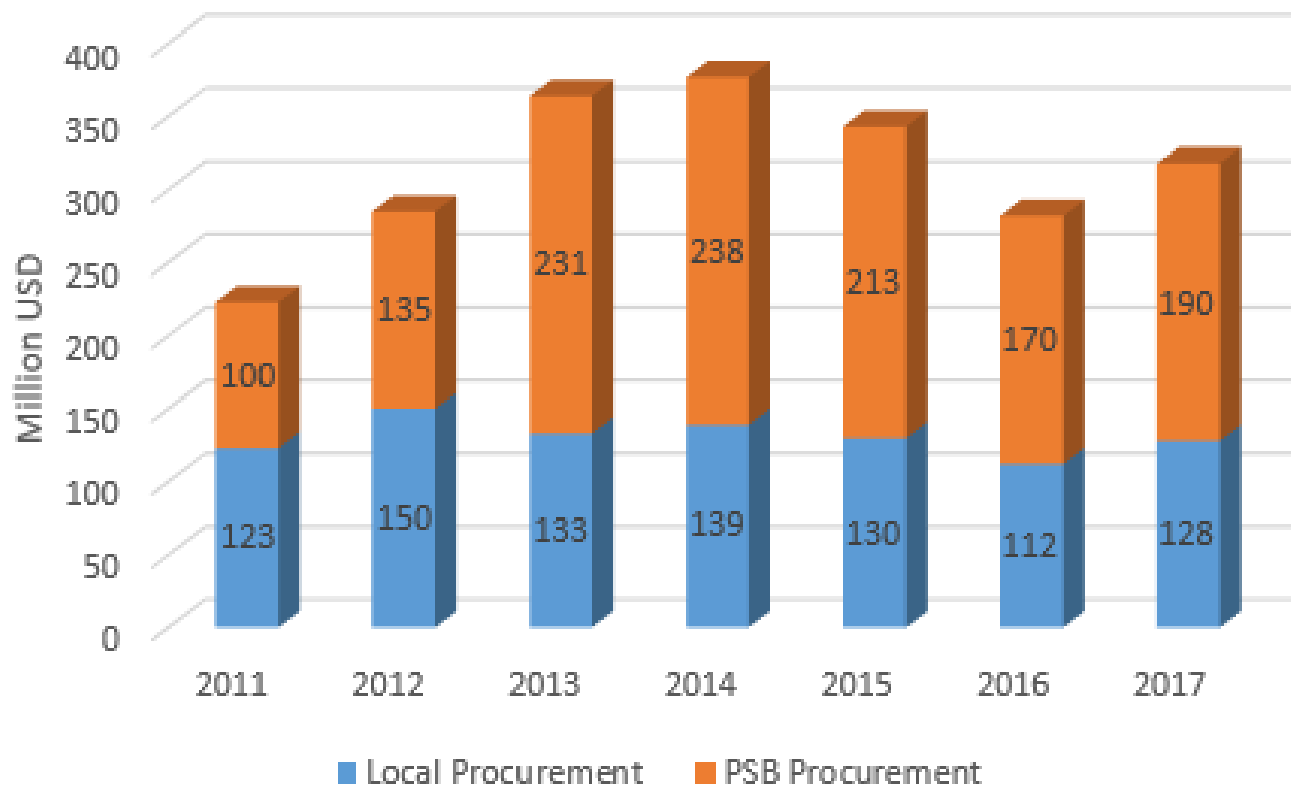
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UNFPA Procurement Spend



Total PSB procurement spend 2017

\$190M



\$122M

Contraceptives

\$27M

Medical/ERH/Dignity Kits

\$13.5M

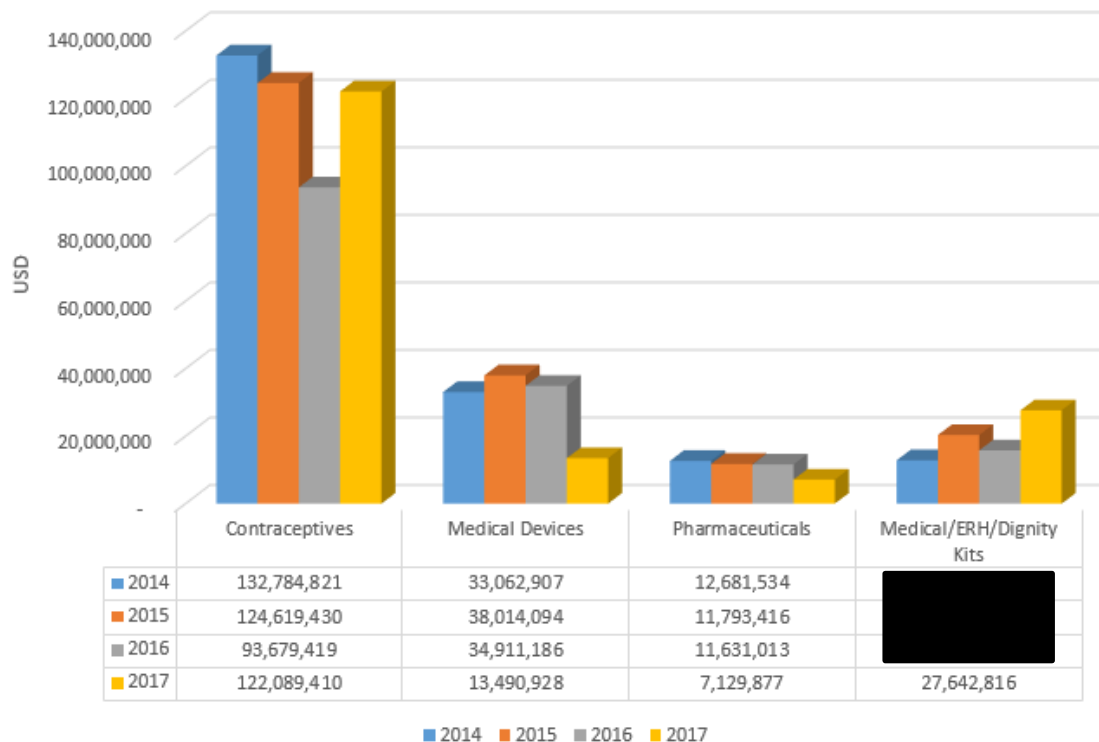
Medical equipment

\$7M

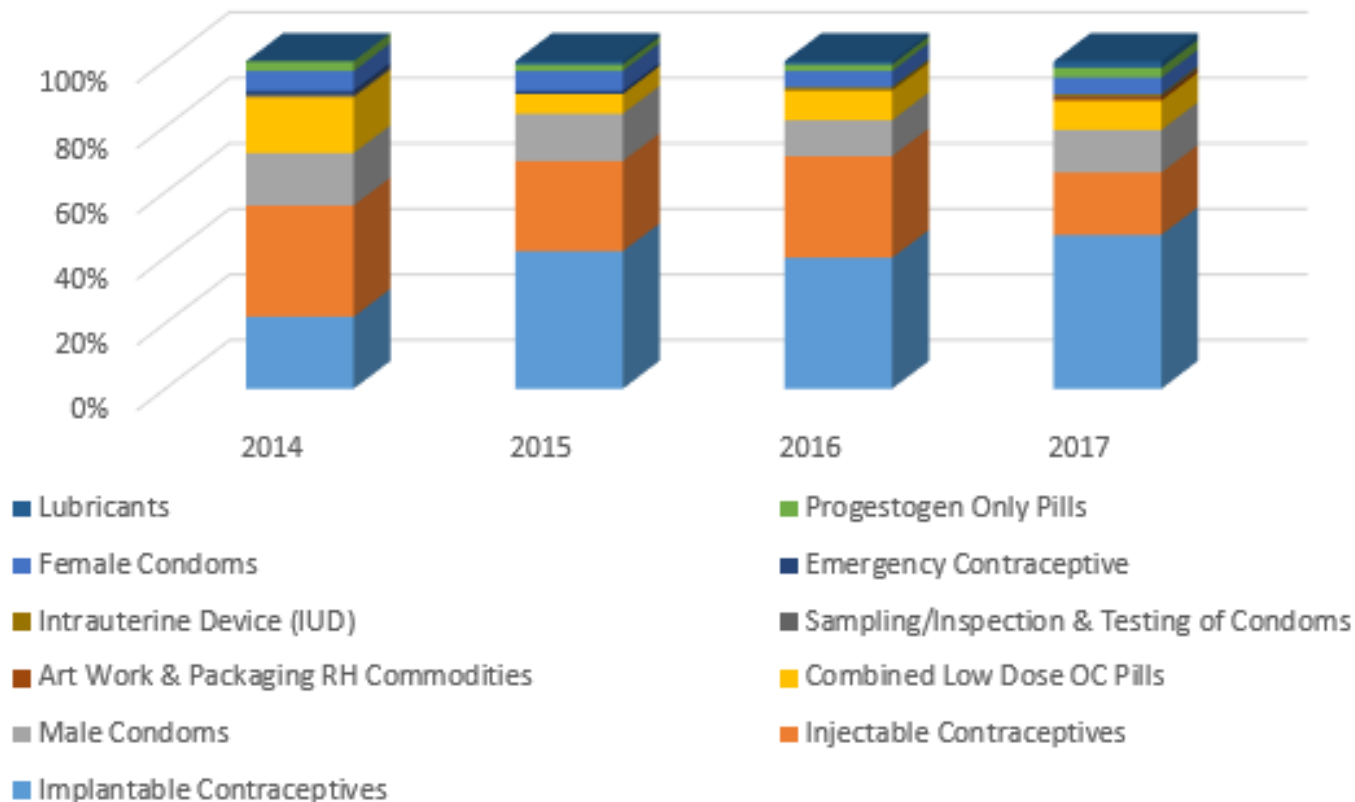
Pharmaceuticals

Essential RH commodities were over 89% of total PSB spend in 2017

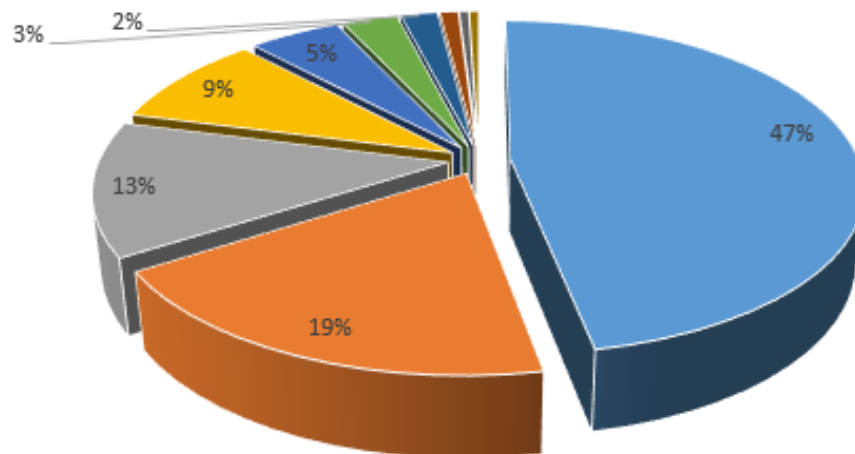
Procurement Spend by essential RH Commodities



Contraceptive Spend Analysis

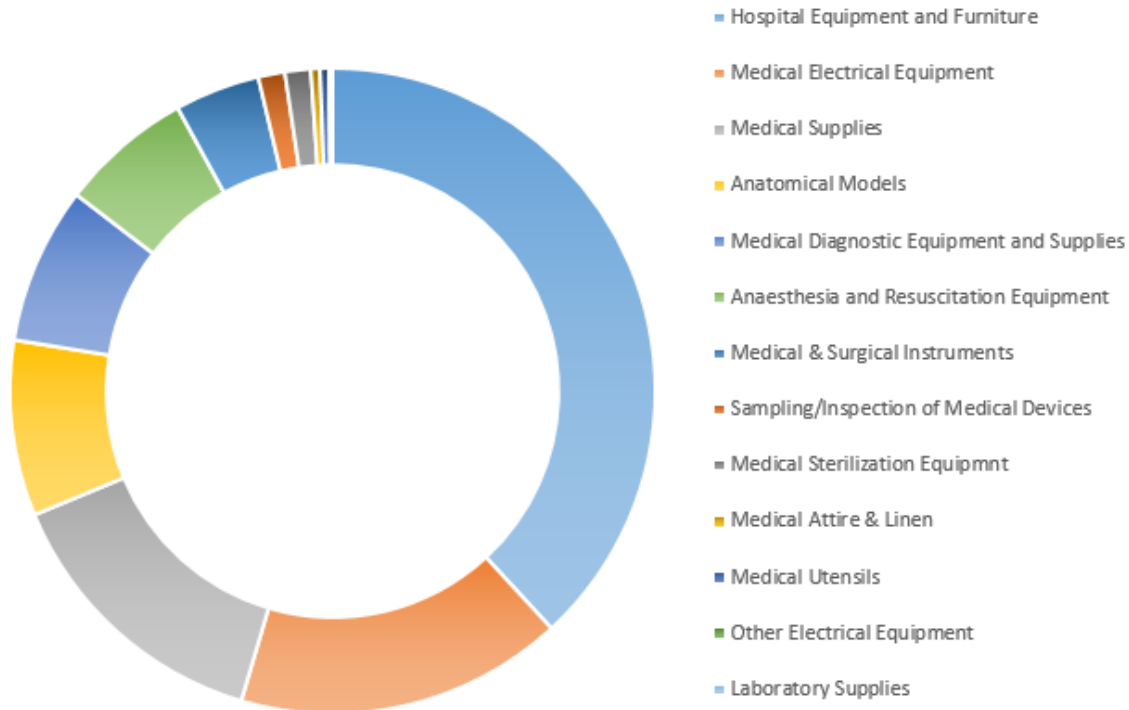


2017 Contraceptive Spend

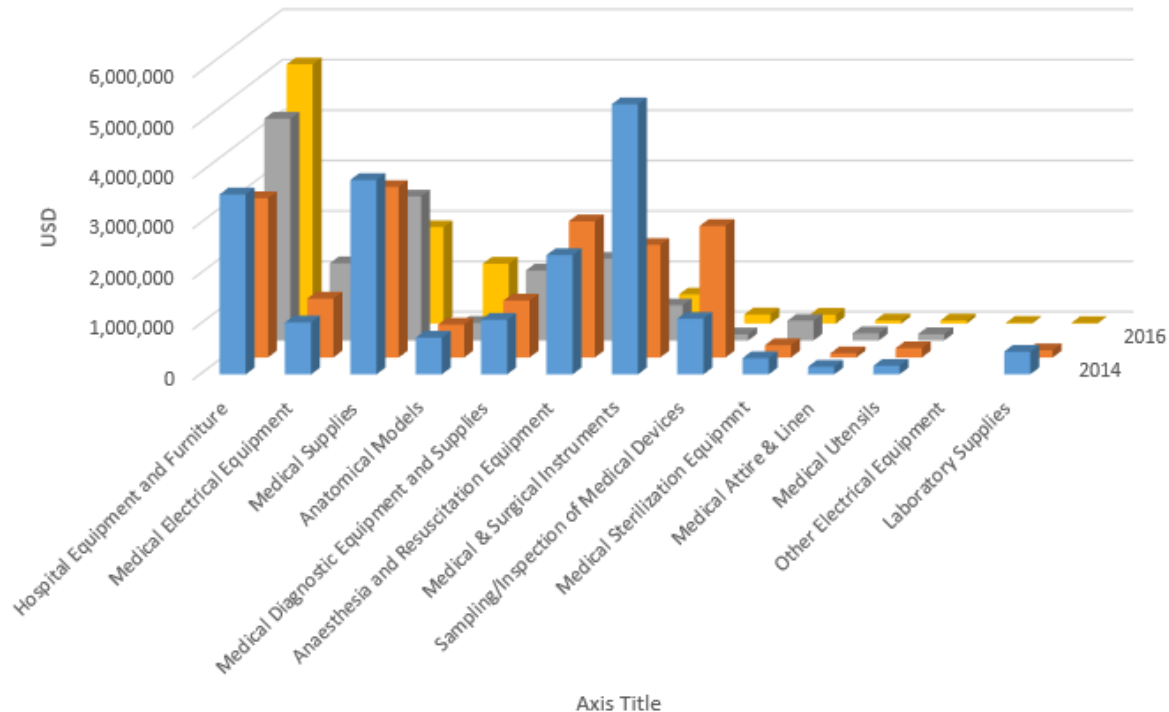


- Implantable Contraceptives
- Male Condoms
- Female Condoms
- Lubricants
- Sampling/Inspection & Testing of Condoms
- Emergency Contraceptive
- Injectable Contraceptives
- Combined Low Dose OC Pills
- Progestogen Only Pills
- Art Work & Packaging RH Commodities
- Intrauterine Device (IUD)

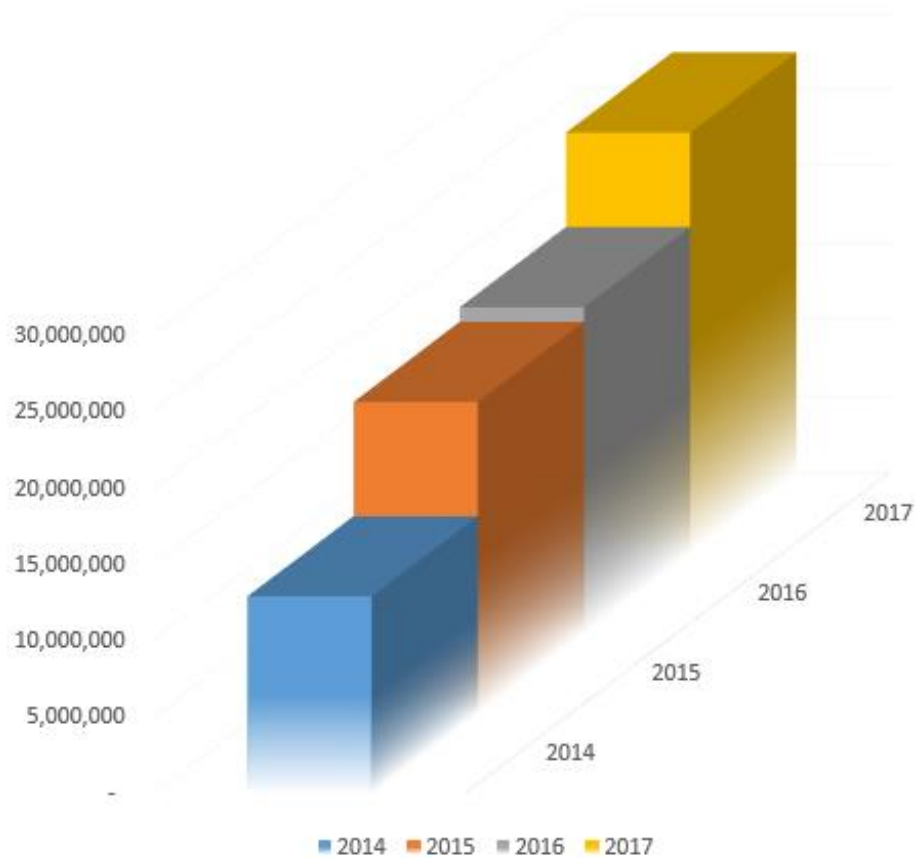
2017 Medical Device Spend



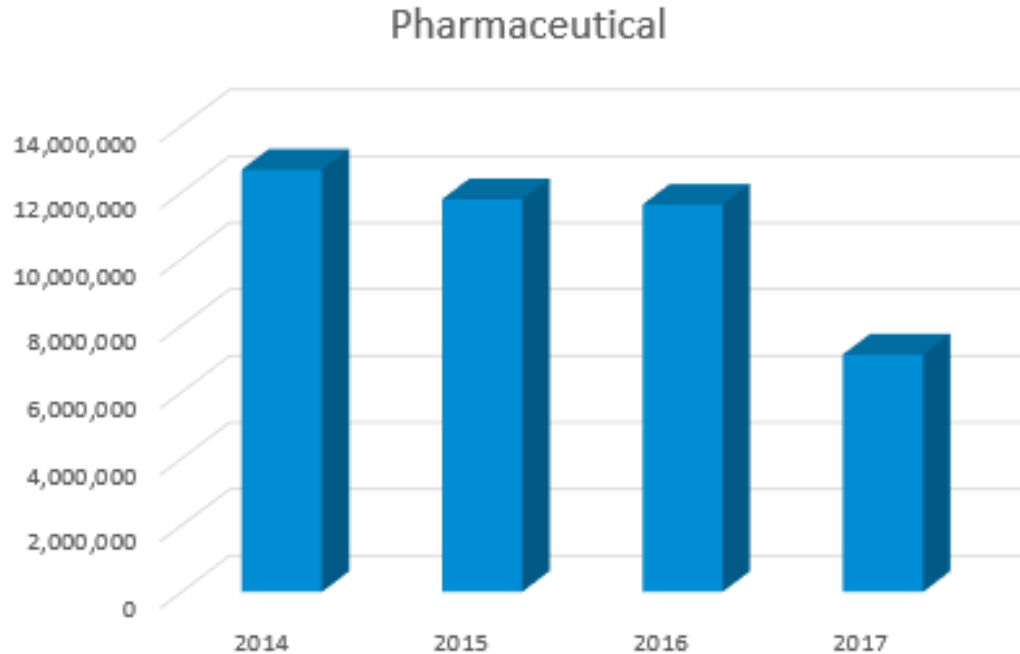
Comparison of Medical Device Spend 2014 - 2017



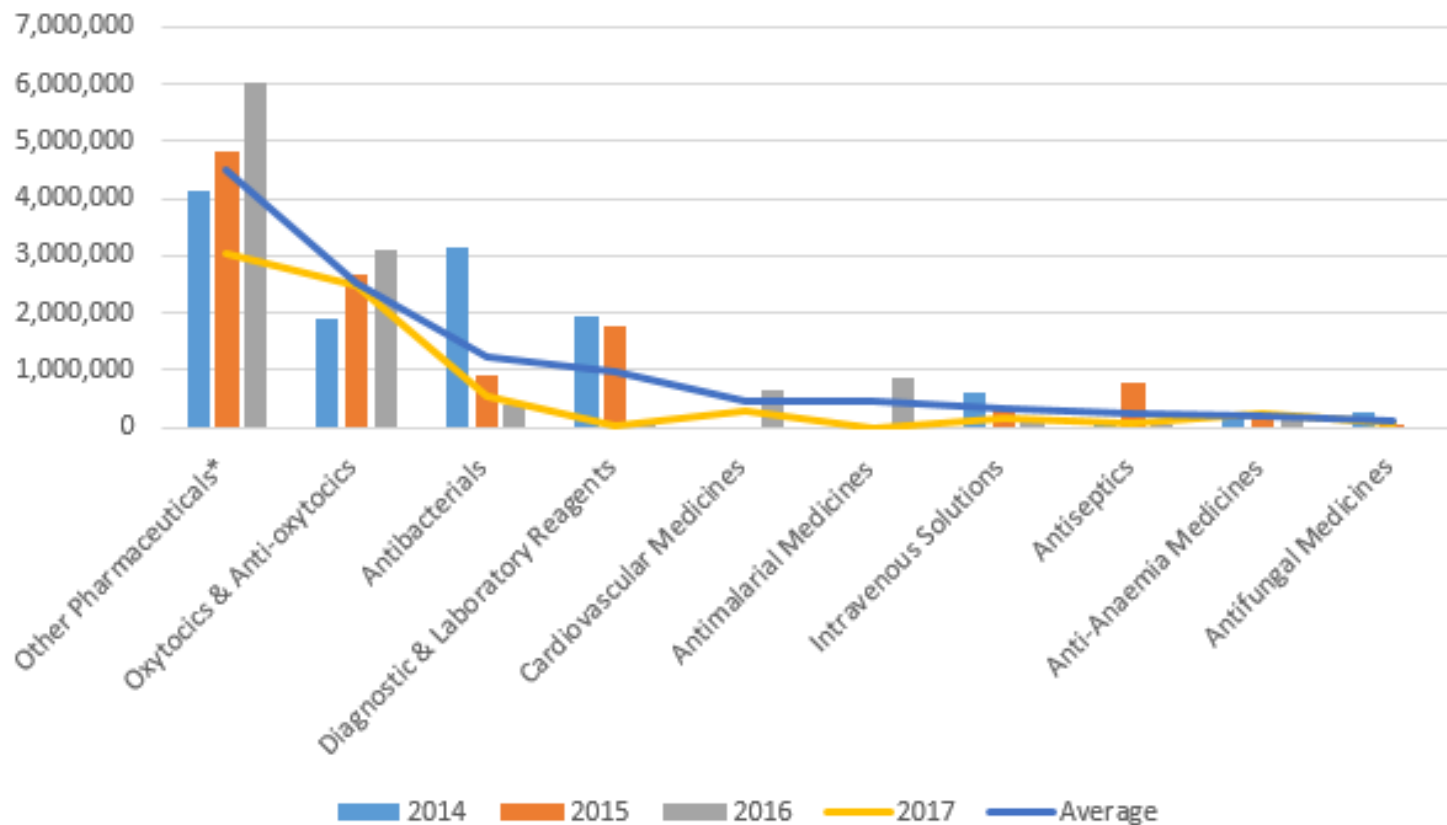
Medicine / IA ERH / Dignity Kits



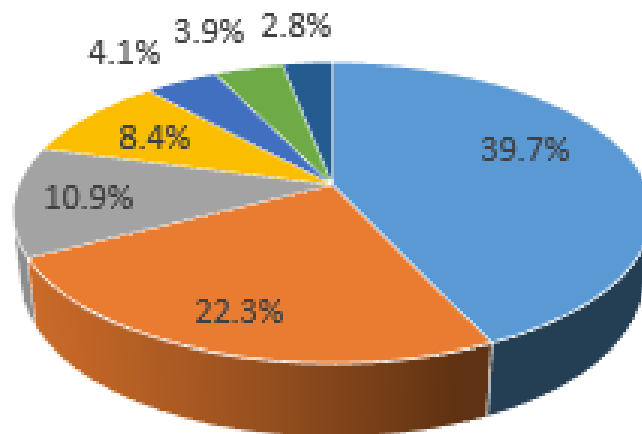
Pharmaceutical Spend Analysis 2014 - 2017



Top spend Sub-Categories



Key Sub-Categories for Pharmaceuticals



- Other Pharmaceuticals*
- Oxytocics & Anti-oxytocics
- Antibacterials
- Diagnostic & Laboratory Reagents
- Cardiovascular Medicines
- Antimalarial Medicines
- Intravenous Solutions

Greening the Blue – UNFPA Environmental Sustainability

GREEN PROCUREMENT

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



million m³ of water treated

thousand m³ of water saved



Recycled post-consumer materials

52%

in outer boxes and shipping materials

All male condom manufacturers hold the

ISO 14001

certification

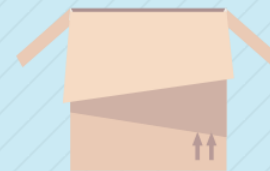


12.7



million kWh of electricity saved

The condoms are packed in FSC certified* cardboard boxes



*FSC certified or equivalent



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UNFPA

