

How to Cooperate with Global Health Organizations in the field of Medicines & Diagnostic Products

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PAHO/WHO

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PAHO

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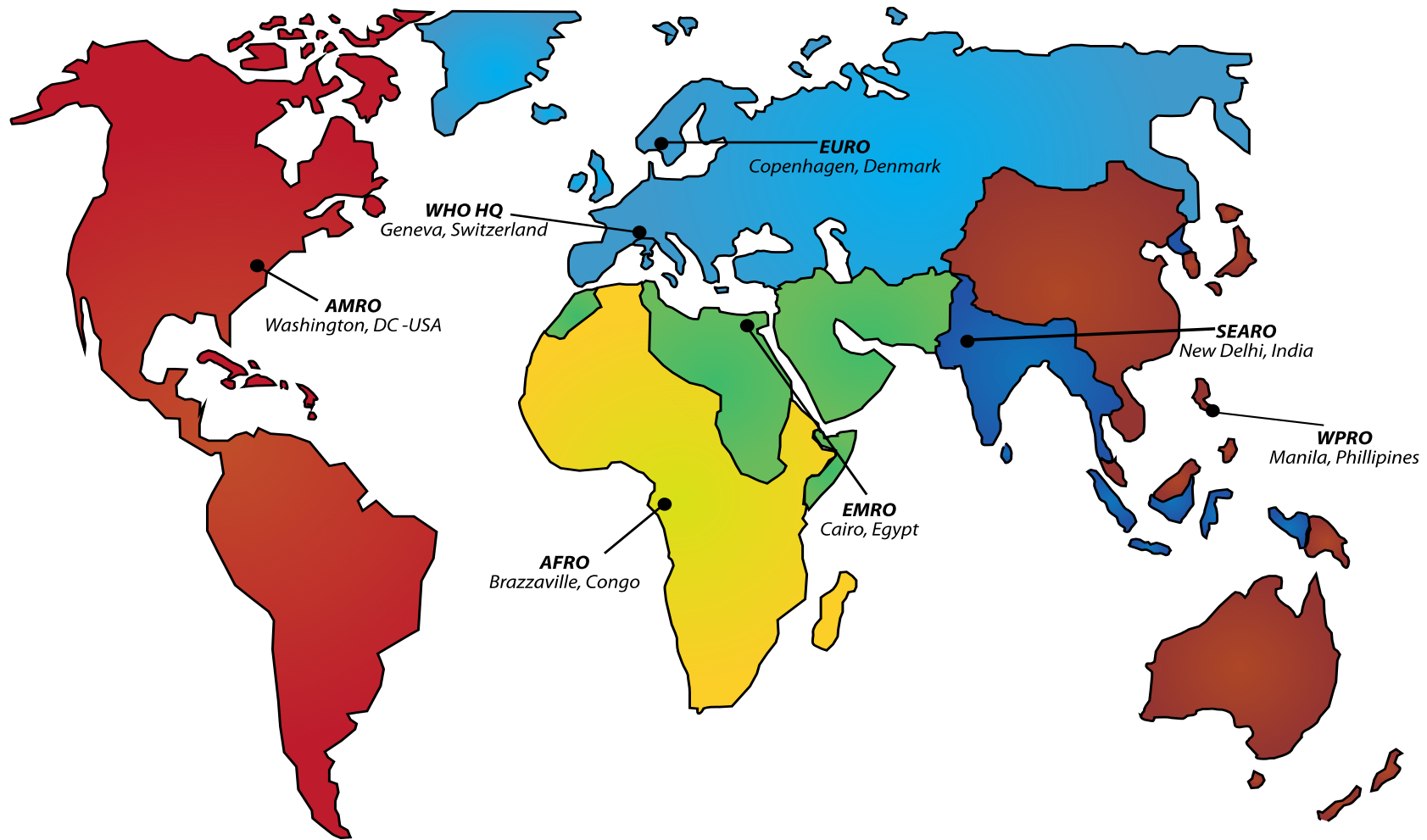
Eligibility and technical proposal

PAN AMERICAN HEALTH ORGANIZATION - PAHO





- ❖ The Pan American Health Organization is the oldest international public health agency in the world, founded in 1902.
- ❖ Serves as Regional Office for the Americas of the World Health Organization (WHO) since 1949.
- ❖ Is a technical cooperation agency for health development.
- ❖ Today it is lead by and serves to 52 member countries and territories.

WHO Regional structure



 WHO African Region

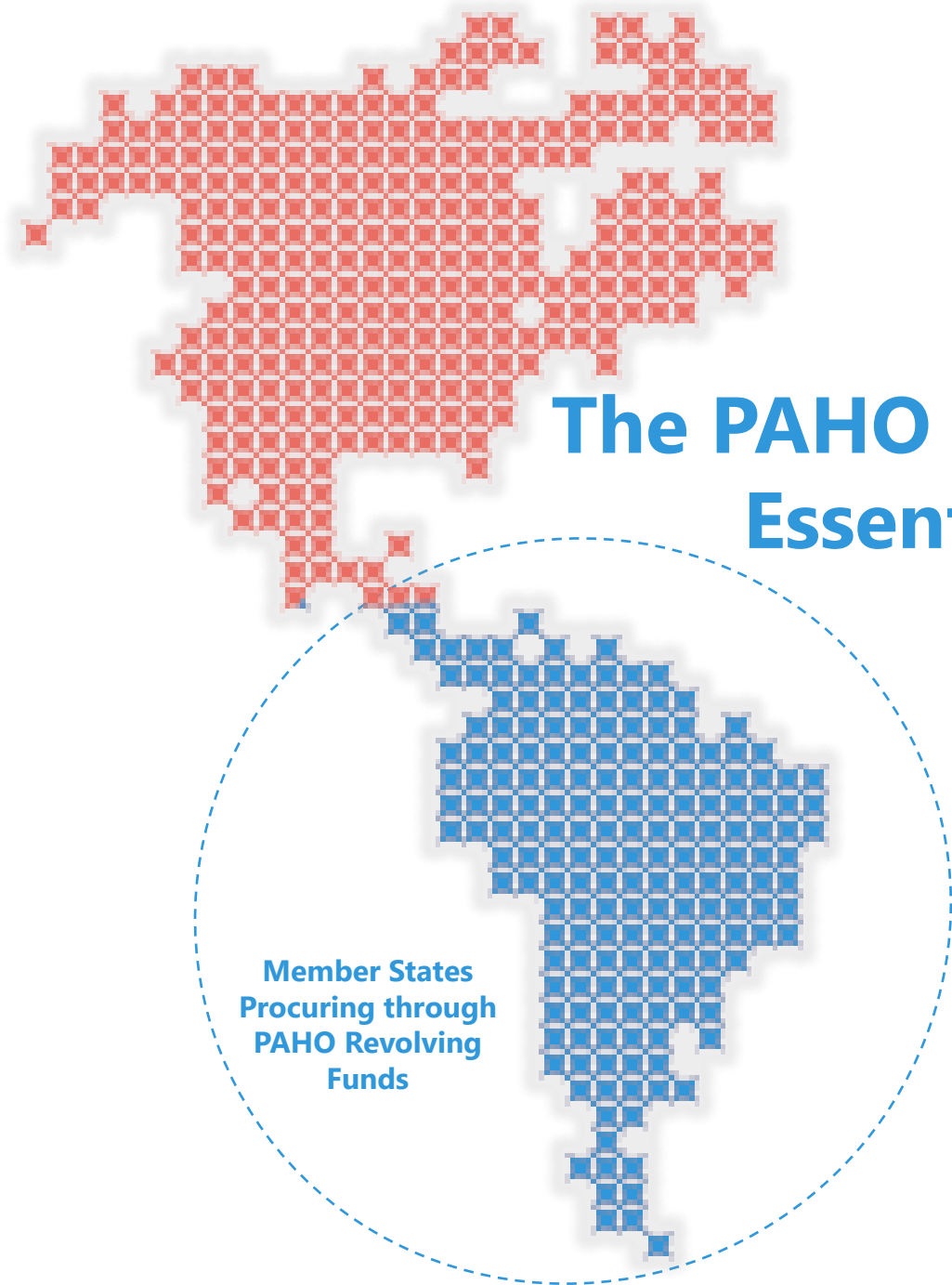
 WHO South-East Asia Region

 WHO Eastern Mediterranean Region

 WHO Region of the Americas

 WHO European Region

 WHO Western Pacific Region



The PAHO Revolving Funds for Vaccine and Essential Medicines Procurement



41 countries & territories



33 countries & territories

PAHO is #7 of 40 UN Agencies (US\$ Value)

Table 1.3 – Procurement by UN organization

Organization	Total 2017 (USD m)	Total change 2016-2017 (%)	Share of procurement from developing countries, countries with economies in transition and LDCs 2017 (%)
UNICEF	3,428.7	-1.6%	56.9%
WFP	3,075.3	3.8%	73.0%
UNPD	2,746.7	-15.0%	61.3%
UNDP	2,117.0	24.7%	71.5%
UNHCR	1,239.4	5.1%	70.3%
UNOPS	1,068.9	18.7%	64.3%
PAHO	919.4	16.4%	47.1%
WHO	666.6	-11.9%	51.5%
IOM [^]	617.6	18.2%	N/A
FAO*	371.4	17.2%	74.9%
UNFPA	316.8	12.4%	49.4%
IMF	272.3	N/A	0.0%
UNRWA	243.7	-15.5%	83.4%
IAEA	219.8	49.2%	14.0%
ILO*	214.7	32.0%	65.6%
UNIDO	178.4	44.6%	52.7%
UNESCO	129.0	5.0%	63.4%
WIPO	114.8	0.4%	6.2%
UNOG	109.7	16.6%	5.6%
UN Women	104.2	-17.3%	59.2%
UNOV	84.9	28.1%	71.0%
UNAIDS	49.4	45.1%	57.3%
IFAD	48.7	3.3%	18.9%
ITU	47.7	0.1%	13.0%
UNON	40.9	42.8%	77.2%
UNFCCC	24.4	230.8%	5.8%
UN-ICTY/MICT	19.2	43.1%	17.9%
UNECA	18.9	43.5%	52.6%
OPCW	18.4	-60.8%	1.8%
UPU	16.7	-24.0%	10.5%
IMO	16.4	6.5%	17.8%
ITC	14.3	53.6%	27.9%
WMO	14.1	-19.7%	2.7%
ECLAC	13.9	146.2%	62.3%
ESCAP	13.5	73.8%	70.3%
UNV	9.1	8.5%	2.0%
UNU	7.4	0.1%	14.0%
ESCWA	6.7	43.1%	87.1%
UNWTO	3.0	-3.0%	2.3%
UNAKRT	1.1	-43.0%	69.5%
UN total	18,622.7	5.1%	60.9%

Calculation of share of procurement from developing countries, countries with economies in transition and LDCs excludes data where the supplier country is unknown.

* Supplier country known for only part of data (FAO 94%, ILO 95% by volume). [^] IOM did not report on supplier countries in 2017.

<https://www.unops.org/news-and-stories/publications/annual-statistical-report-on-un-procurement-2017>



2017



**ANNUAL STATISTICAL REPORT
ON UNITED NATIONS PROCUREMENT**

PAHO



25 million people are protected in The Americas with at least one vaccine procured through the PAHO Revolving Fund

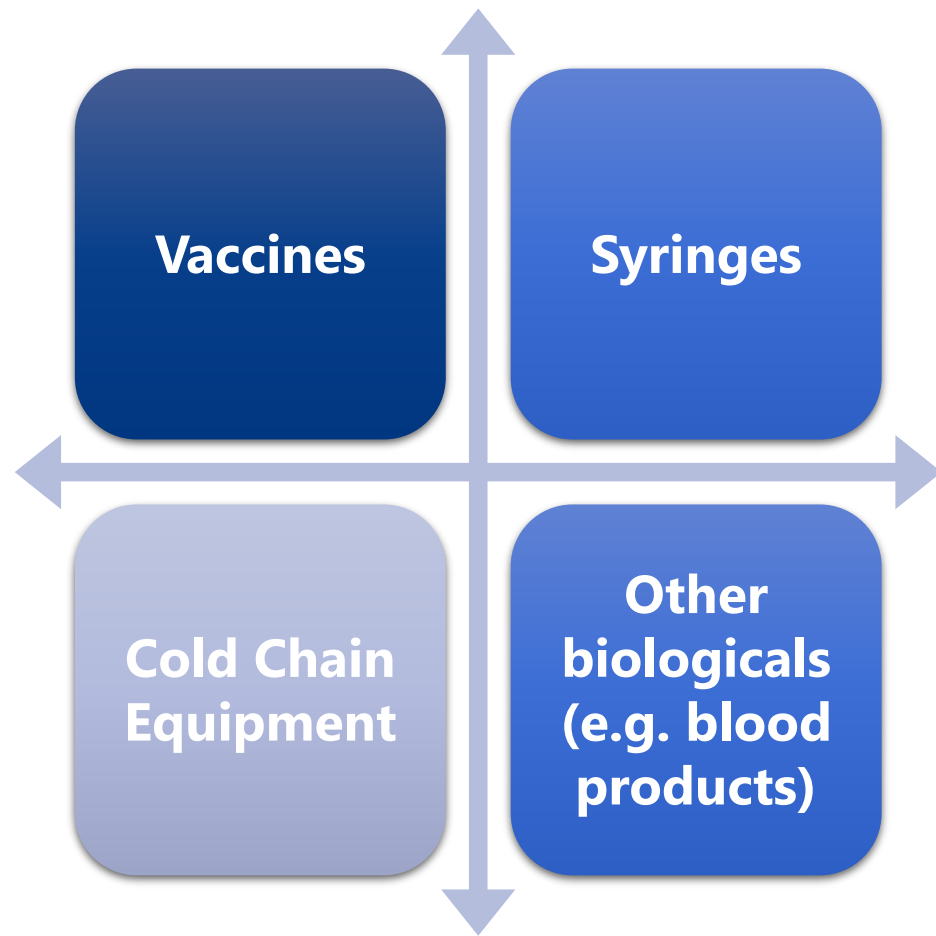


117 LTAs including vaccines, immunoglobulins, syringes, and safety boxes



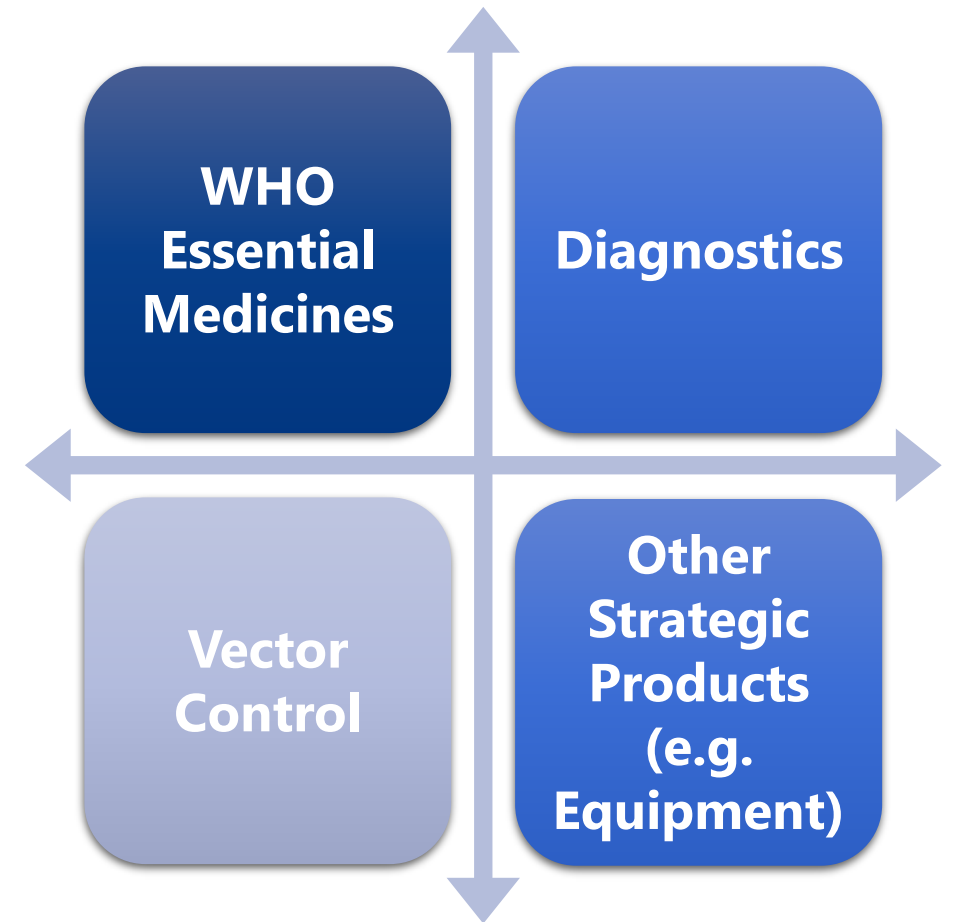
74 LTAs Including HVI/AIDS, TB, Malaria, Antineoplastic, Antivirals (HCV), Immunosuppressive drugs, Hematologic, Surfactant Diagnostic kits

PAHO Revolving Fund – Products portfolio



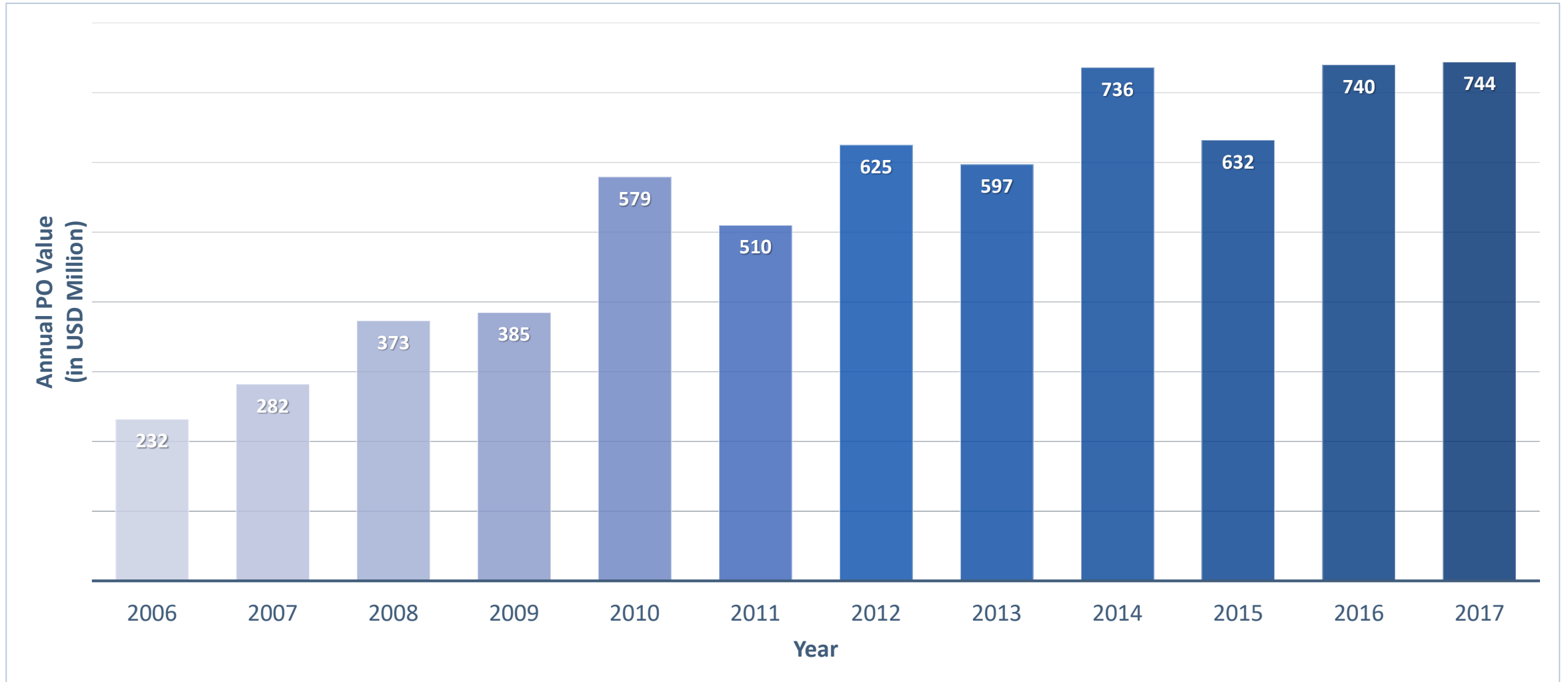
www.paho.org/revolvingfund

PAHO Strategic Fund – Products portfolio



www.paho.org/strategicfund

HQ Procurement 2006 - 2017



TOP COMMODITIES (USD MILLIONS during 2017)



USD\$566.1 M
Vaccines, antigens and toxoids



USD\$37.7 M
Antiretroviral medicines



USD\$3.8 M
Laboratory & Scientific Equipment



USD\$5.2 M
CCE, syringes & safety boxes



USD\$3.0 M
Hematologic medicines



USD\$6.0 M
Anti-Tuberculosis medicines



USD\$11.1 M
Disease vector mngt. & control



USD\$2.6 M
Bio-technology/chemistry, genetic & microbiology and related materials



USD\$8.0 M
Antiviral medicines (HCV)



USD\$1.0 M
Amebicides trichomonacides

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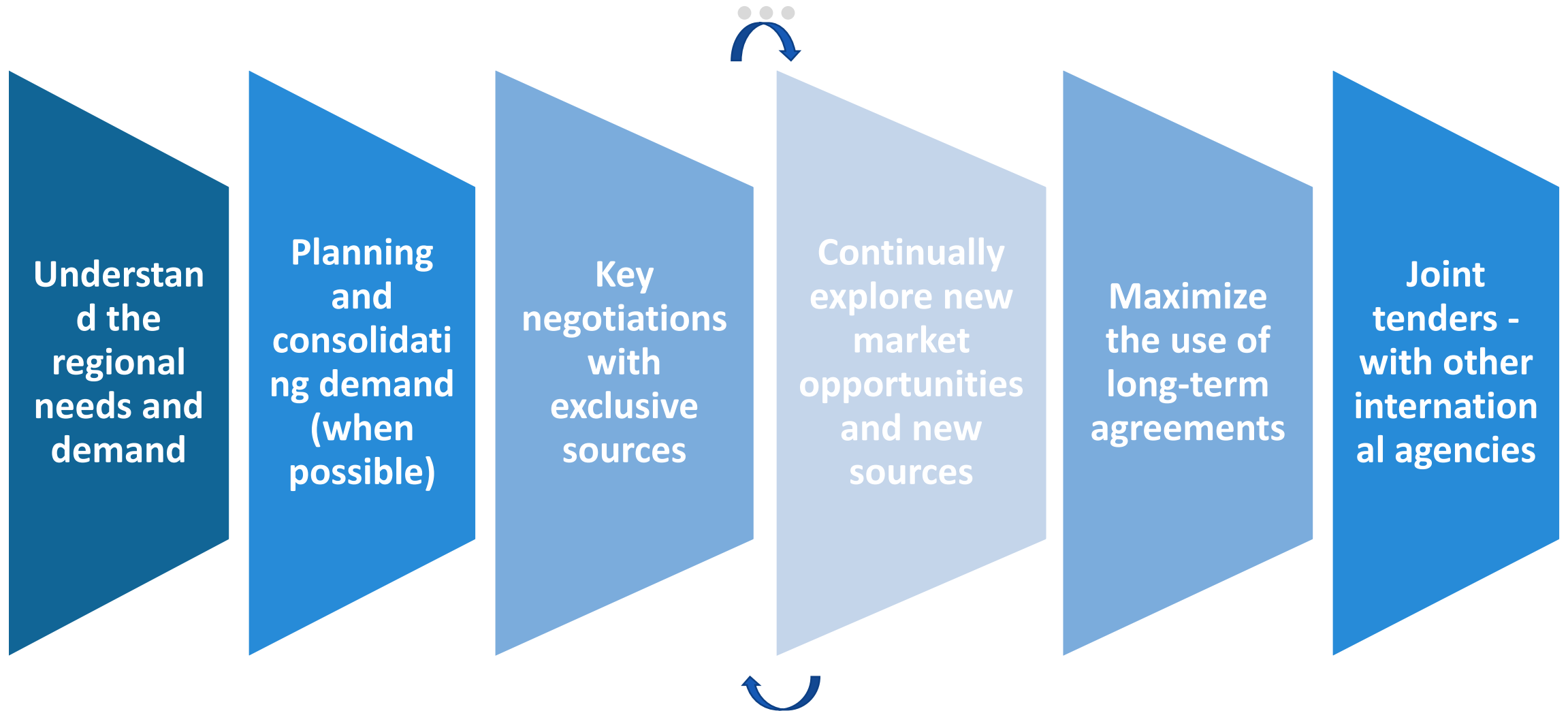
Eligibility and technical proposal

Strategies for Product Acquisition





Strategy for Product Acquisition



PAHO/WHO

The PAHO Revolving Funds Benefits for Stakeholders

For Manufacturers

- **Efficiency:**
 - ✓ Direct access to 41 countries and territories
 - ✓ Pooled quantities
 - ✓ Contract Management support
- **Risk reduction:**
 - ✓ Fair and transparent relations
 - ✓ Forecasts and Long Term Agreements
 - ✓ Prompt payments
 - ✓ Post-market surveillance

For Countries

- Access to safe, quality products
- Timely and continuous supply
- Technical cooperation mechanism
- Supports financial sustainability
- Access to a credit line or “ capital fund” (60 days)
- “Catalyst” for a sustainable uptake of new products
- Fast emergency response

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Doing Business with PAHO

Integrated System:

UNGM (Vendor registration)

In-Tend (e-tendering system)

Over 25 UN Agencies use UNGM as their supplier roster

PAHO procurement:

PAHO WHO | Doing Business with PAHO

www.paho.org/hq/index.php?option=com...paho...procurement...

Aug 17, 2017 - The PAHO Procurement and Supply Management Department (PRO) is responsible for the timely and efficient acquisition of goods and ...



Doing Business with PAHO

Search UNGM

English Register Log in



Welcome to the UNGM

Help ?



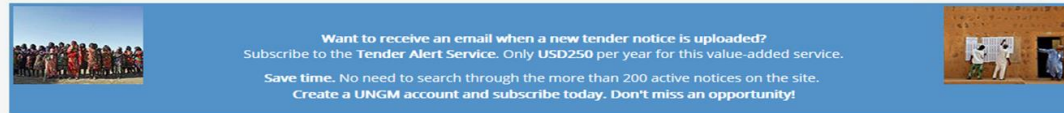
Search UNGM

English Register Log in



UNGM Registration

Help ?



Want to receive an email when a new tender notice is uploaded?
Subscribe to the **Tender Alert Service**. Only USD250 per year for this value-added service.
Save time. No need to search through the more than 200 active notices on the site.
Create a UNGM account and subscribe today. Don't miss an opportunity!

- Public
- Home
- Code of conduct
- Tender notices
- Contract awards
- Knowledge centre
- About UNGM
- Registration process
- UNSPSC
- Tender alert service
- FAQs

For more information on the UNGM vendor registration process, please [click here](#).

It should take approximately 5 to 10 minutes to complete the Basic level of registration.

If you need any assistance or require more information, please do not hesitate to use the Help? button in the right-hand corner of the page.

Registering with the relevant UN organizations

During the online registration process, vendors are automatically matched with the UN organizations which buy the products and services the vendor offers. You are able to deselect any of these UN organizations, should you wish to do so. If your company is unable to register with a particular UN organization, it is because that organization does not buy the goods or services you provide.

After completion of your registration

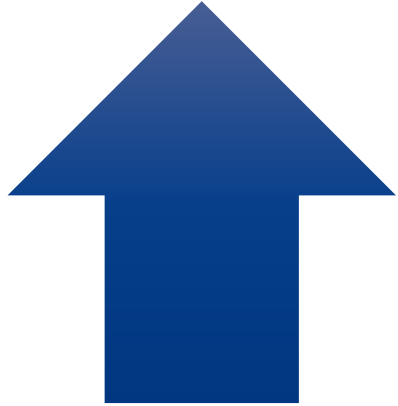
Once the required information has been provided, you will be able to submit your registration for review. Some UN organizations automatically accept submissions, while others review and evaluate each submission based on specific criteria. This process can take up to 10 working days. Once a vendor has been accepted by at least one (1) UN organization, the vendor's profile is visible to all UN staff.

Help?

Please click the Help? button. From here you are able to get in touch with our HelpDesk who will assist you with your query. We try to answer all queries within 48 hours. For the most efficient service, please ensure that you are logged in. Provide a detailed comment and screenshot where possible.

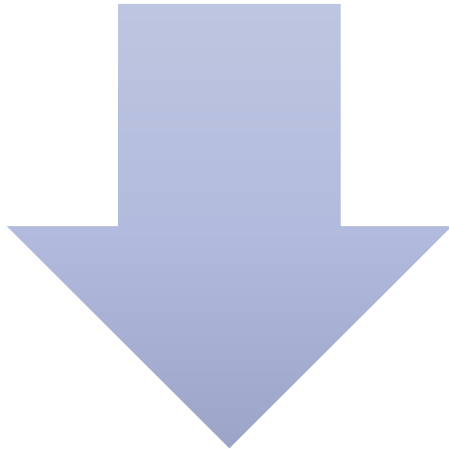
[Continue to registration](#)

Eligibility Criteria for PAHO's funds



a) Products Prequalified by WHO-PQ

A bidder is eligible if it offers products that have been pre-qualified by WHO/Geneva at the time the bids for this solicitation are opened.



b) Products not Prequalified by WHO-PQ

Eligible if you offer a product that is registered and has a marketing authorization and a batch release (if applicable) by one of the following ARNs

- **Pharmaceuticals:** ANMAT (Argentina), ANVISA (Brazil), BGTD (Canada), COFEPRIS (Mexico), CECMED (Cuba), INVIMA (Colombia), ISP (Chile) or FDA (USA), or a stringent regulatory authority (SRA) as defined in WHO's "Guidelines on Submission of Documentation for Prequalification of Finished Pharmaceutical Products Approved by Stringent Regulatory Authorities"

- **Biologicals:** ANVISA (Brazil), BGTD (Canada), CECMED (Cuba), COFEPRIS (Mexico), ANMAT (Argentina), EMA (Europe), FDA (USA), KFDA (Korea) or TGA (Australia).

Eligibility & Technical proposal

1- WHO Prequalification letter

If the product is
prequalified by
WHO

2. Certificate of Pharmaceutical Product (CPP)

According to the
WHO certification
scheme issued by
the relevant RNA

3. Proof of therapeutic equivalence reviewed by the NRA of the country of product manufacture

For pharmaceuticals only :

Bioequivalence /
Bioavailability
studies, when
applicable, or
comparative in vitro
dissolution tests,
when applicable,
according to
conditions described
in the latest edition
of the WHO
Multisource

Eligibility & Technical proposal

4. Declaration by the bidder indicating the NRA responsible for lot release

For biological products only: declaration of the finished product. In addition, when the offered product is a human derived blood product the formal declaration must also include the NRA responsible for plasma pool release.

5. Manufacturing sites requirements

List of all sites and their responsibilities involved. For each site(s), the GMP certificate(s) issued by the NRA of the country of manufacture. If a diluent is required, corresponding GMP certificate must be submitted if different manufacturing site from finished product.

6. Insert and packaging (primary and secondary)

A PDF of the insert (pamphlet) and Packaging (primary, secondary and tertiary) for the product presentation offered and its diluent, if applicable, in all available languages

Eligibility & Technical proposal

7. Finished product specifications

current finished product specifications, including diluent (if applicable), approved by the corresponding NRA. A certificate of analysis or a summary of manufacturing and control (as applicable) may also be submitted.

8. Stability studies

Summary of stability studies for natural and accelerated storage conditions performed according to international recommended standards for 3 different lots- including the results tables and the final conclusions

9. PSUR

The latest Periodic Safety Update Report (PSUR)

Eligibility & Technical proposal

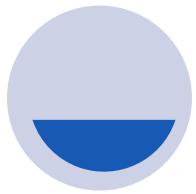
10. Annex I - Global Regulatory Status

List of countries where the product is registered and has been granted a marketing authorization.

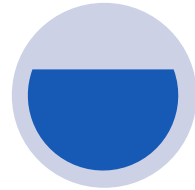
11. Annex II - Checklist

The checklist of the technical documents included in the proposal, completed and signed by the corresponding quality assurance representative

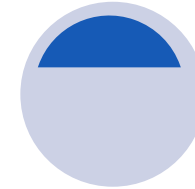
Process for evaluating offers



Eligibility



Technical Proposal



Financial evaluation
and availability

*Not just the choosing the lowest price
when multiple sources were available.*



- ✓ Performance & experience
- ✓ Availability & flexibility
- ✓ Language – labels and instructions
- ✓ Minimum order quantity (MOQ)
- ✓ Logistical support
- ✓ Price

-Best value for money-



ADJUDICATION

Practical “Tips” for tenders

- Respond to bid invitations - if you are unable to submit an offer inform accordingly
- Review all the bid documents, conditions and requirements carefully
- Comply the eligibility and Technical requirements
- Prepare bid accordingly to the instructions to facilitate the evaluation – complete and accurate information and supporting documents.
- Ask for clarification if necessary

Upcoming Tender Exercises



Human Coagulation Factor
On-going



Antiretrovirals
Q2- 2021



Oncologics
Q4- 2018

Mental Health
Q1 – 2019



Canine Rabies
Q2- 2020

Immunosuppressive
Q4- 2018
Antidiabetics
Q1 – 2019

Antihypertensive
Q2 - 2019

Vaccines 2020-2022
Q2 - 2019

Vaccines 2021-2022
Q2 – 2020

Seasonal influenza
Q1-Q2- 2019 (NH)

Q3- 2019 (SH)

Syringes / Safety boxes
Q2- 2019



Cold Chain Equipment

Ad-Hoc depending Member State's identified requirements



Micronutrients
Dic 2019



In vitro Diagnostic Products
Q4 2018 – Joint tender

(UNICEF, UNDP, UNFPA, WHO, PAHO)



THANK
YOU!