

WHO Procurement Services



World Health Organization



The United Nations System

UN PRINCIPAL ORGANS

GENERAL ASSEMBLY

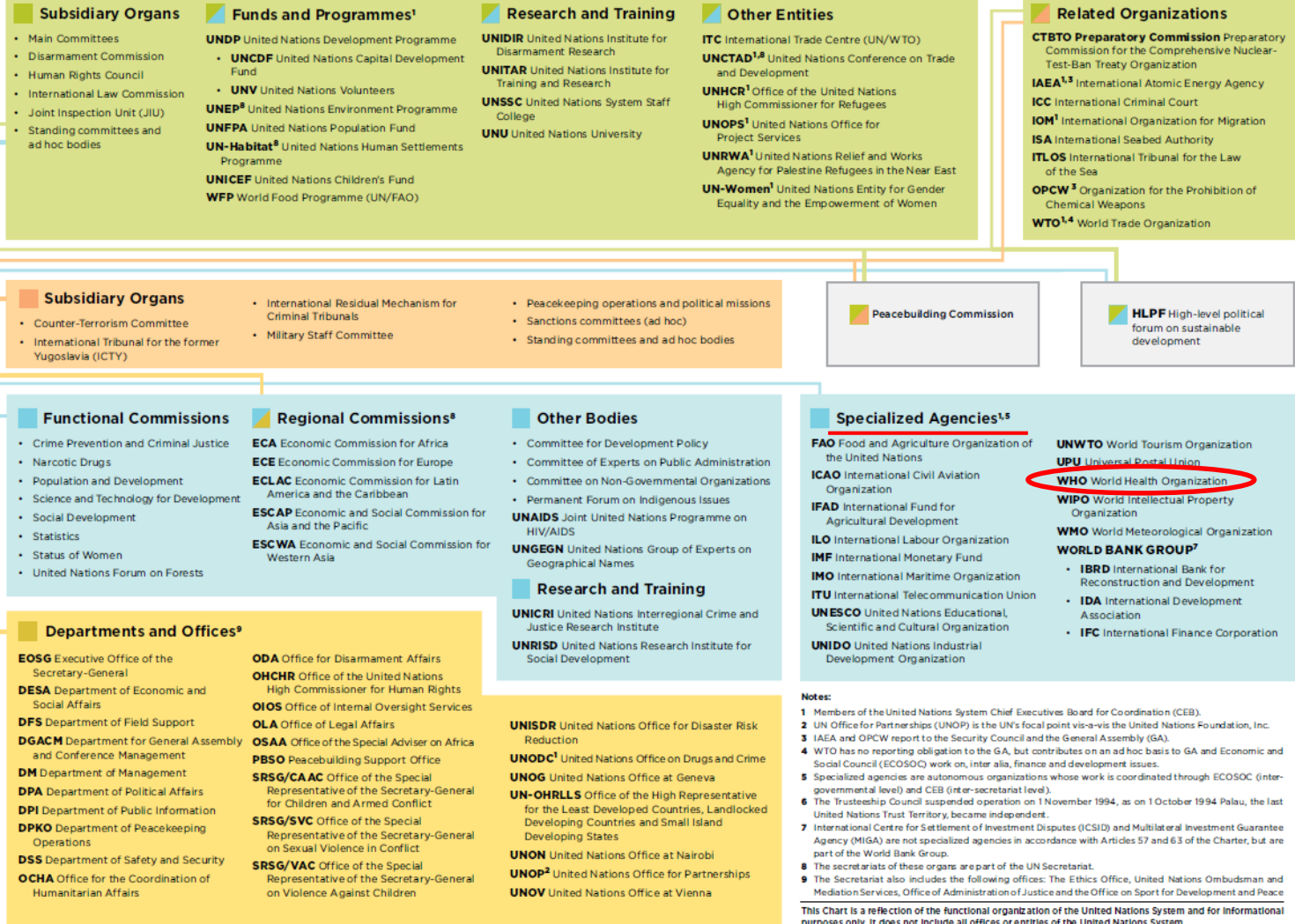
SECURITY COUNCIL

ECONOMIC AND SOCIAL COUNCIL

SECRETARIAT

INTERNATIONAL COURT OF JUSTICE

TRUSTEESHIP COUNCIL⁶



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WHO Procurement

UN Specialized Agencies

Specialized Agencies are autonomous organizations working with the UN and each other through the coordinating machinery of the Economic and Social Council (ECOSOC) at the intergovernmental level, and through the Chief Executives Board for Coordination (CEB) at the inter-secretarial level.

FAO Food and Agriculture Organization of the United Nations

ICAO International Civil Aviation Organization

IFAD International Fund for Agricultural Development

ILO International Labour Organization

IMF International Monetary Fund

IMO International Maritime Organization

ITU International Telecommunication Union

UNESCO United Nations Educational, Scientific and Cultural Organization

UNIDO United Nations Industrial Development Organization

UNWTO World Tourism Organization

UPU Universal Postal Union

[WHO](#) [World Health Organization](#)

WIPO World Intellectual Property Organization

WMO World Meteorological Organization

WORLD BANK GROUP

- **IBRD** International Bank for Reconstruction and Development
- **IDA** International Development Association
- **IFC** International Finance Corporation

About WHO

WHO is the specialized agency directing and coordinating authority for health within the United Nations system.

Provides leadership on global health matters

Shapes the health research agenda

Sets norms and standards

Articulates evidence-based policy options

Provides technical support to countries and monitoring and assessing health trends

Provides and Coordinates Emergency Actions in Health related situations

<http://www.who.int/en/>

Thirteenth general programme of work 2019–2023



1 BILLION
more people
benefiting from
Universal
Health Coverage



1 BILLION
more people
better protected
from health
emergencies

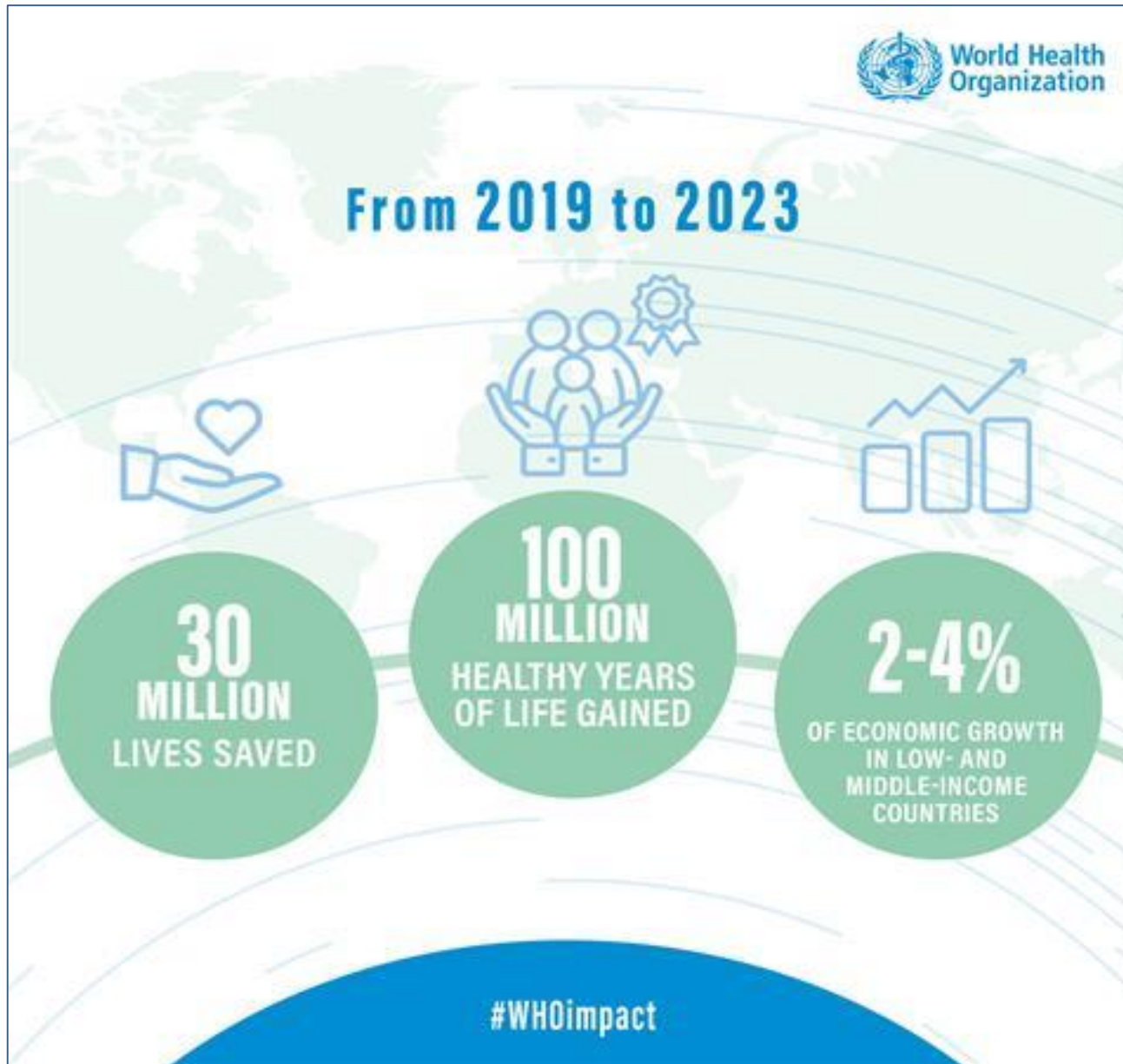


1 BILLION
more people
enjoying better
health and
well-being



#WHOimpact

Thirteenth general programme of work 2019–2023



5 transformation keys to deliver the Triple Billion



A new strategy



A new operating model



Fit-for-purpose processes & tools



Organizational culture & staff engagement



New external engagement & partnerships

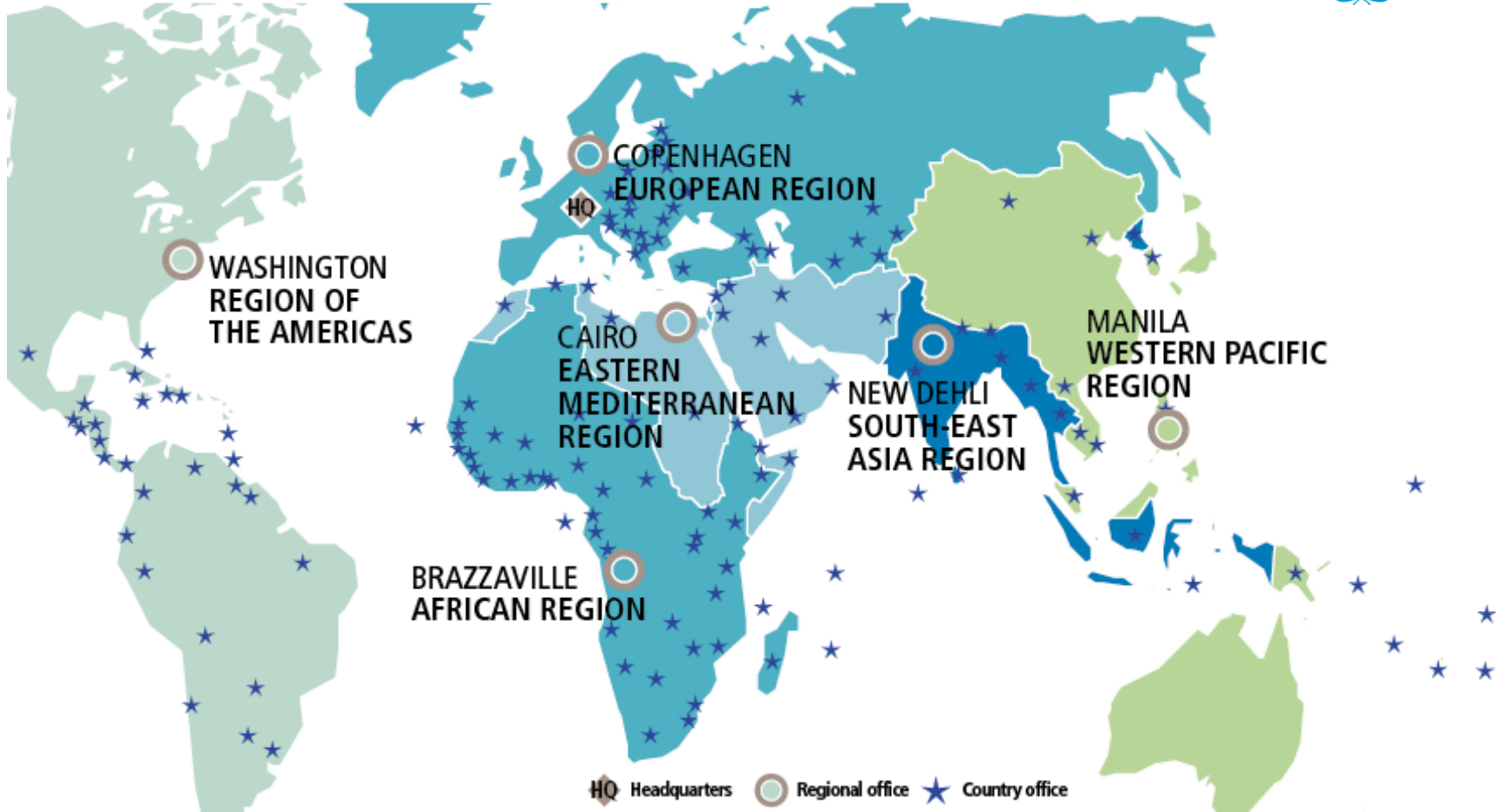
promote health | keep the world safe | serve the vulnerable



World Health Organization

WHO Transformation





More than **7000 people** from more than **150 countries** work for the Organization in **150 WHO offices** in countries, territories and areas, six regional offices, at the Global Service Centre in Malaysia and at the headquarters in Geneva, Switzerland.

Procurement at WHO

<http://www.who.int/about/finance-s-accountability/procurement/en>

Procurement is a critical function in support of the effective discharge of WHO mandate.

In order to fulfill its mandate and achieve its vision WHO must procure a significant volume of goods and services. As a public organization entrusted with donor funds and committed to supporting developing economies, the objective of procurement activities within the WHO is the timely acquisition of goods and services while addressing the following **guiding principles**:

- Best value for money;
- Fairness, integrity, transparency and equal treatment;
- Effective competition;
- Be in the best Interest of WHO;
- Environmental concerns.

Procurement Services Set-up

COUNTRY OFFICES

- Africa: 47
- The Americas: 35
- Eastern Mediterranean: 21
- Europe: 29
- South-East Asia: 11
- Western Pacific: 27

PROCUREMENT OFFICES

- AFRO/Brazzaville
- AMRO/Washington
- EMRO/Cairo
- EURO/Copenhagen
- SEARO/New-Delhi
- WPRO/Manila
- HQ/Geneva/Kuala Lumpur

HEADQUARTERS

- Geneva:
 - Policy & strategy
 - QA of health products
 - Procurement for HQ and users training
- Budapest:
 - Long-term Agreements
 - Catalogue management / maintenance
- Kuala-Lumpur:
 - Global Sourcing & Procurement
 - Issuance of ALL Purchase Orders
 - Payment of Invoices

Procurement Process

- 01 Requirements defined by**
 - Country offices/Regional offices
 - Technical Units and Programmes in HQ / Geneva
 - Members States-MoH

- 02 Solicitation Method**
 - \$1- 25,000: Request for Quotations (RFQ)
 - \$ >25,000: Formal Invitation to Bid / Request for Proposal
 - \$ =>200,000 RFP/ITB through sealed bidding procedure via the electronic tendering platform

- 03 Advertised on**
 - UNGM for high value RFP/ITB,
 - Online tendering tool (Integrated in UNGM)
 - Technical Units Web pages and Networks

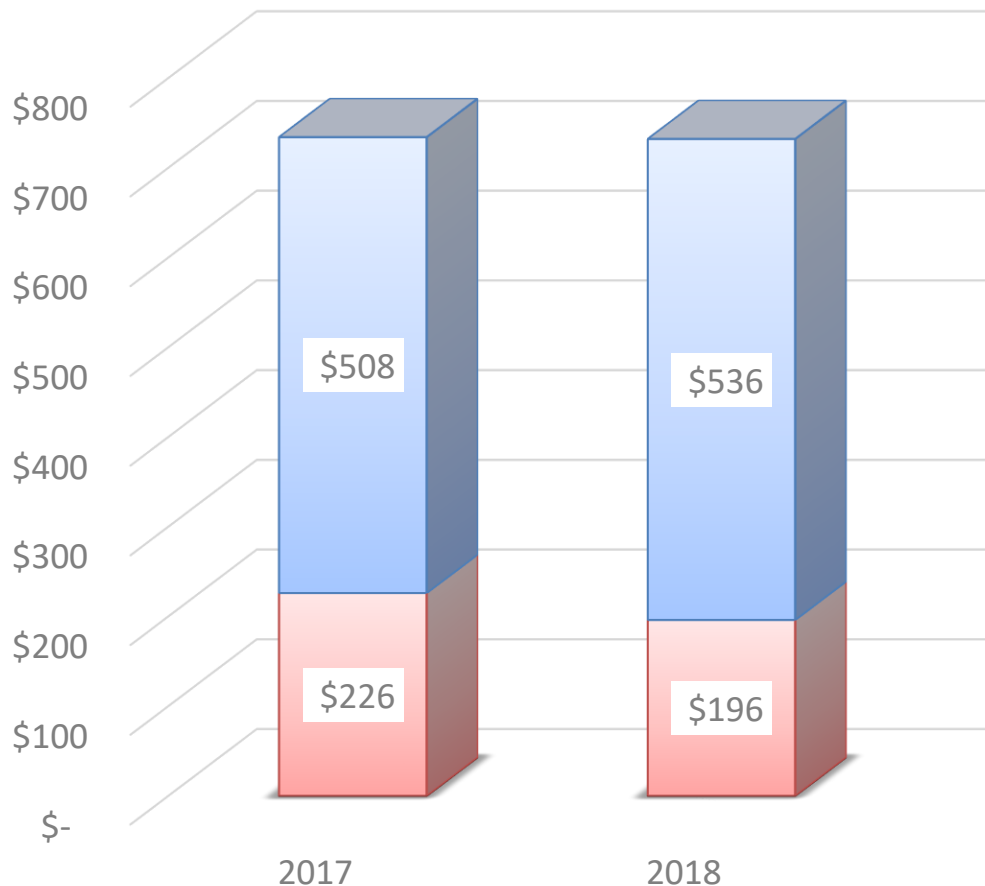
- 04 Supplier Registration**
 - Pro-active Registration at the UNGM website is strongly recommended (www.ungm.org)
 - UNGM Registration is necessary for participating to eTendering.

Procurement Process

- 05 Eligibility Criteria**
 - Vendor presumed to be eligible unless: included in the Ineligibility List administered by UNGM, by virtue of sanctions imposed by UN Security Council, WHO or another participating agency in the UN System
- 06 Specifications**
 - Specifications and standards are indicated in the tender document.
- 07 Main Evaluation Criteria**
 - Best Value for money
 - Defined in the RFP/ITB document . Typically a detailed evaluation grid with scoring matrix. Produce goods/services according to specifications;
 - Meet financial requirements of RFP/ITB
- 08 Evaluation & Award of Offers**
 - Typical evaluation team is composed of a minimum of two members of the Requesting unit and one neutral party working with a Scoring matrix
 - Awards \geq to \$ 200,000: the authorization of the WHO Contract and Review Committee(CRC) is necessary. (applies as well to single source contracts, regardless of value).
 - The CRC is composed of : the Comptroller; the Legal Counsel; Director Planning (PRP); one Technical director (designated by the Director-General)

Procurement at WHO (2017-18)

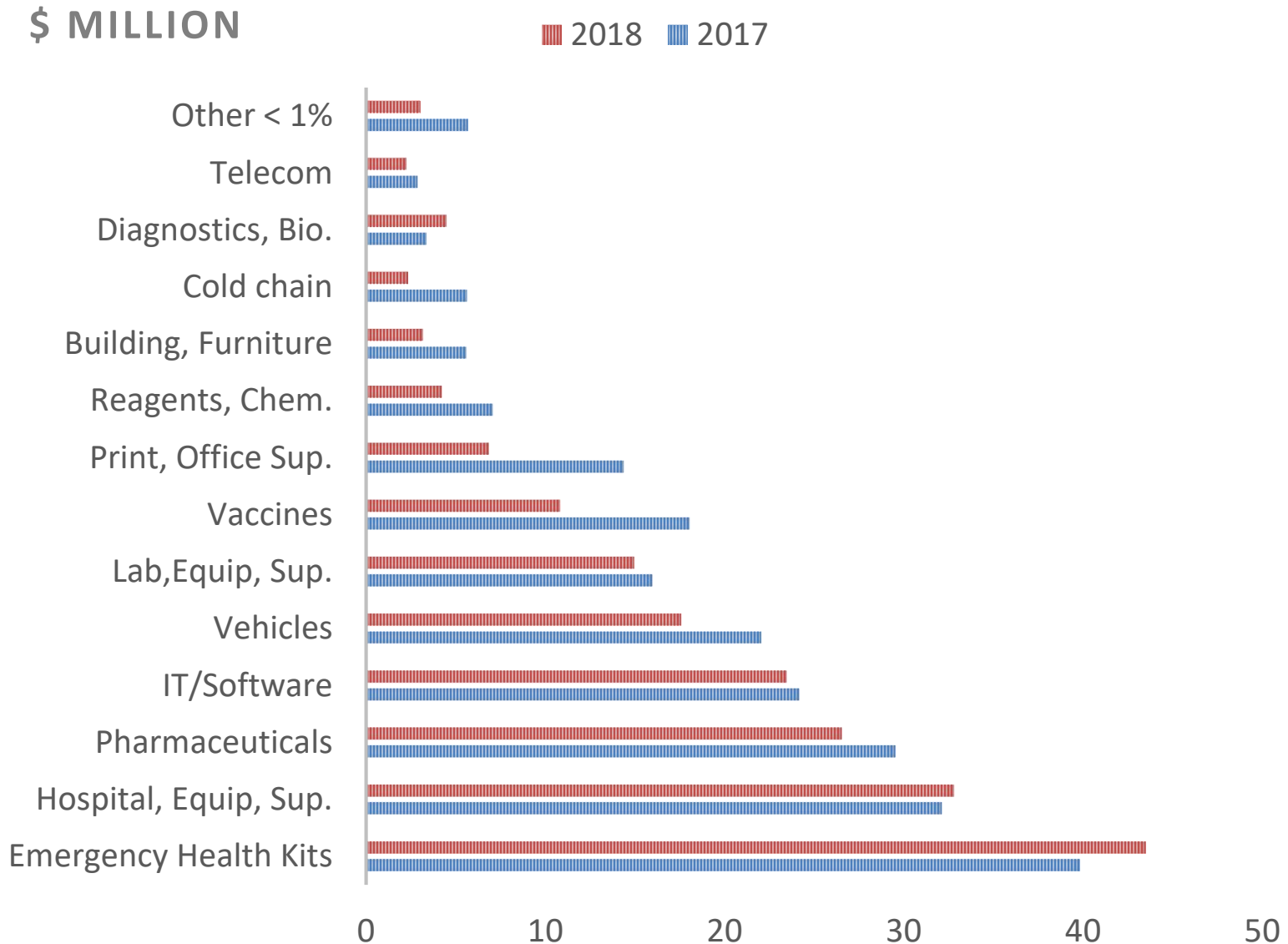
Goods Services \$ Million



AVERAGE

- 10,000 Purchase Orders (POs) and 40,000 Lines / year
- 4,000 Suppliers
- Median Value \$ 3,000
- 32,000 Contracts / year
- 14,000 Contractors
- Median Value \$ 4,000

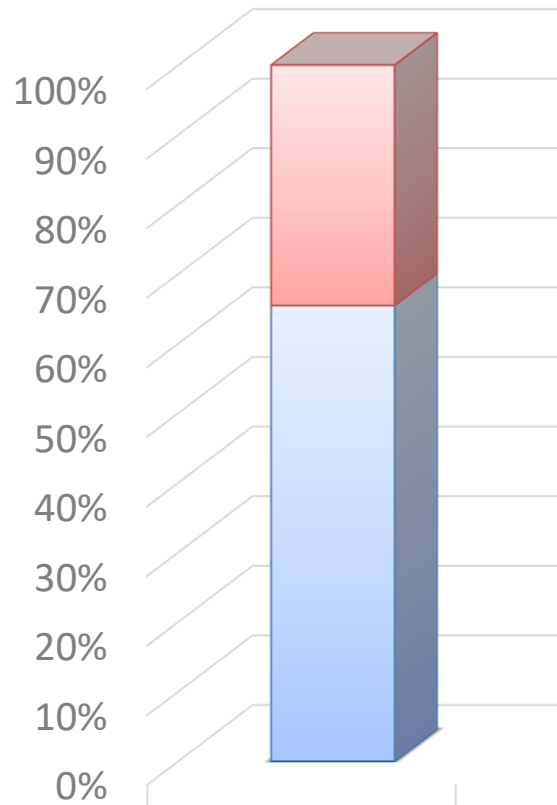
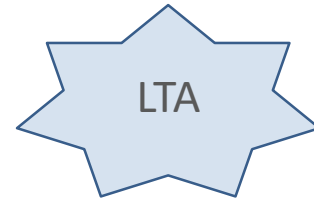
Goods Procurement Categories (2017-18)



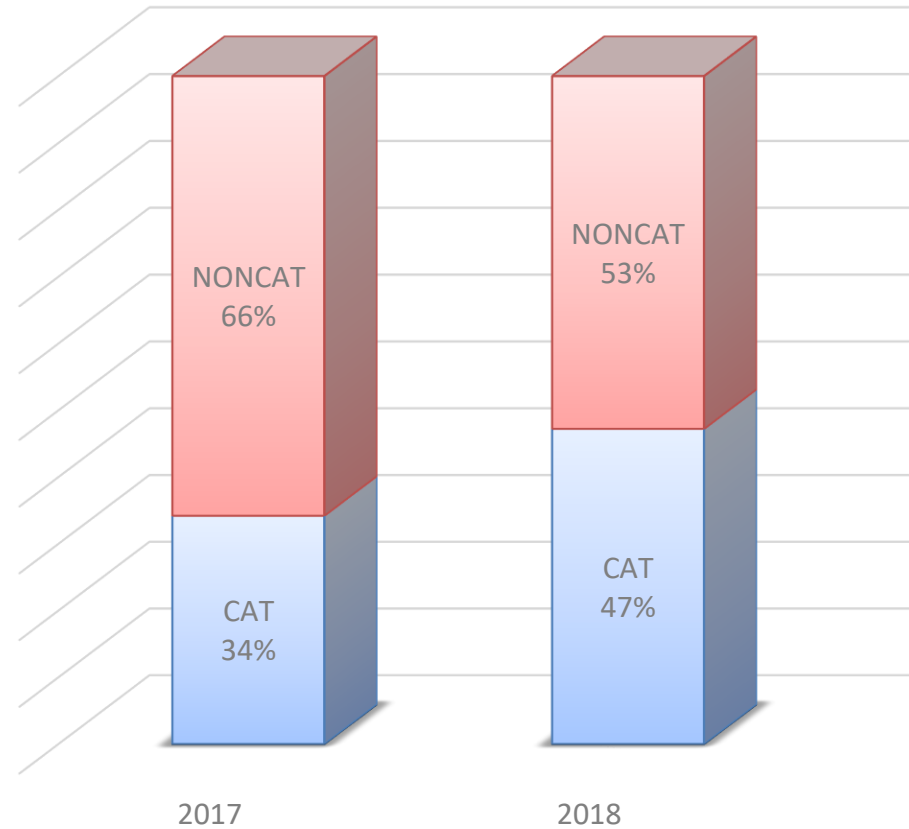
Goods Procurement (2017-18)

Local Global

Catalogue Purchase in Global Procurement

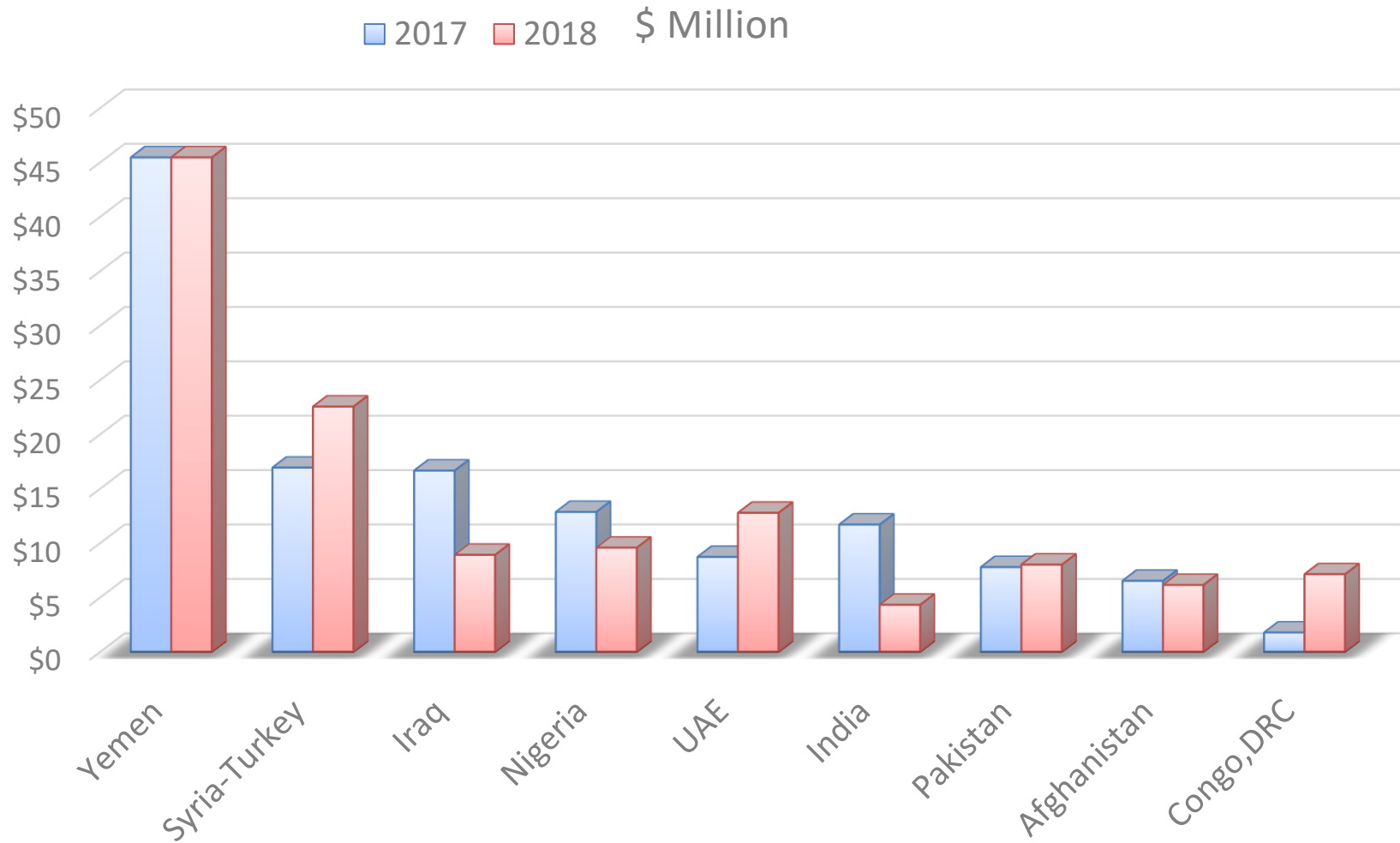


Total	
Local	\$146.024.906
Global	\$276.581.038

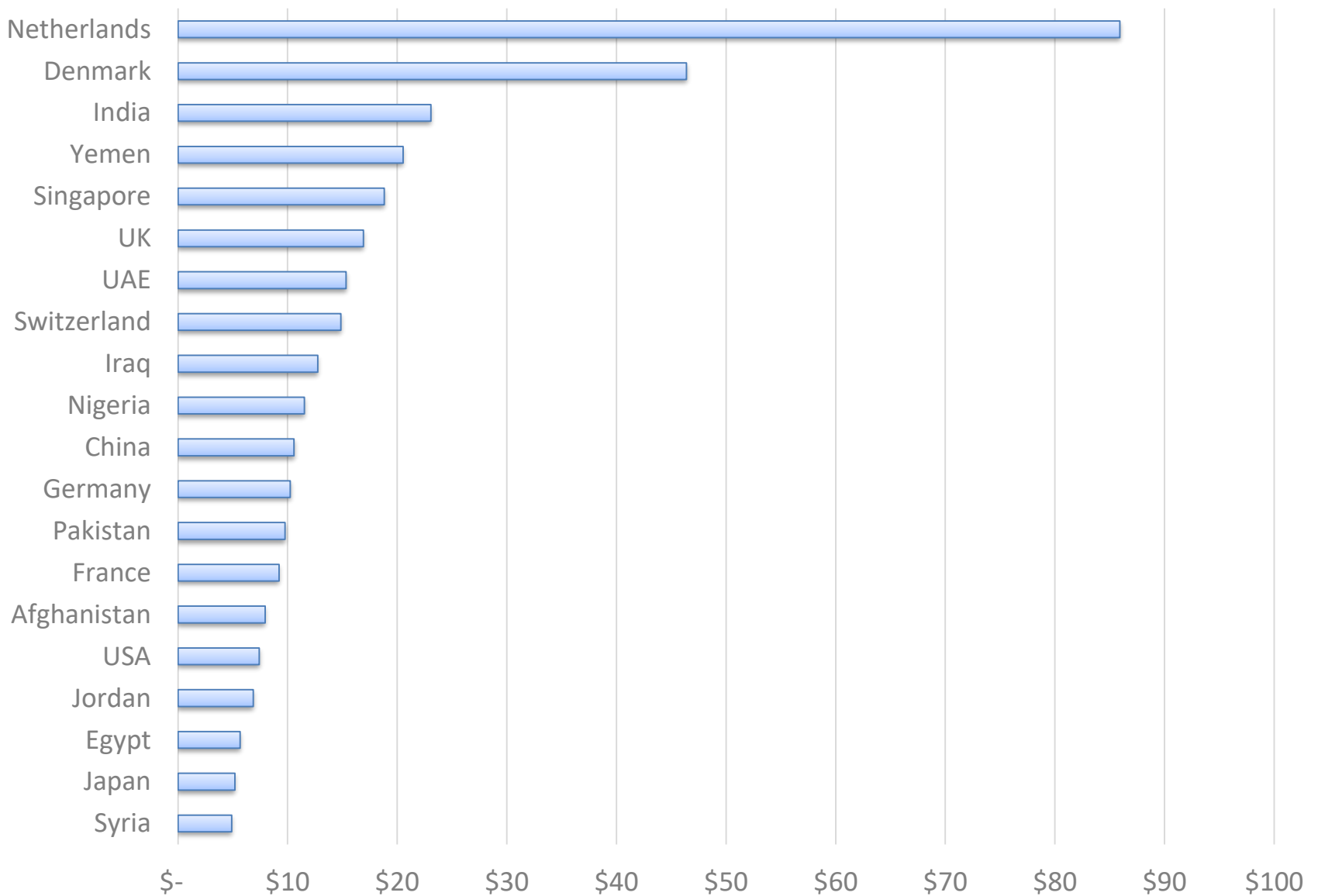


Goods Procurement 10 Major Destinations (2018)

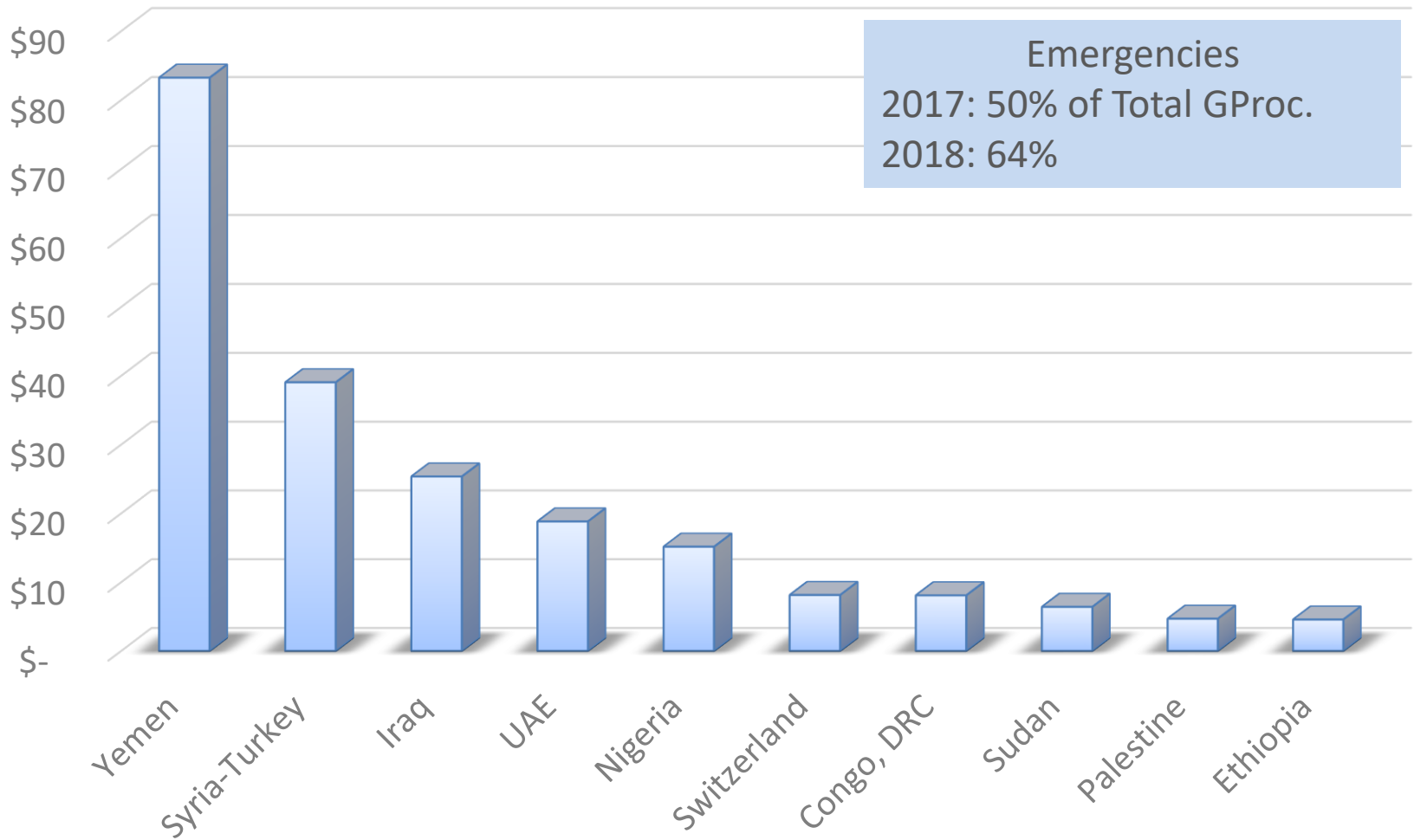
(*Switz.excl)



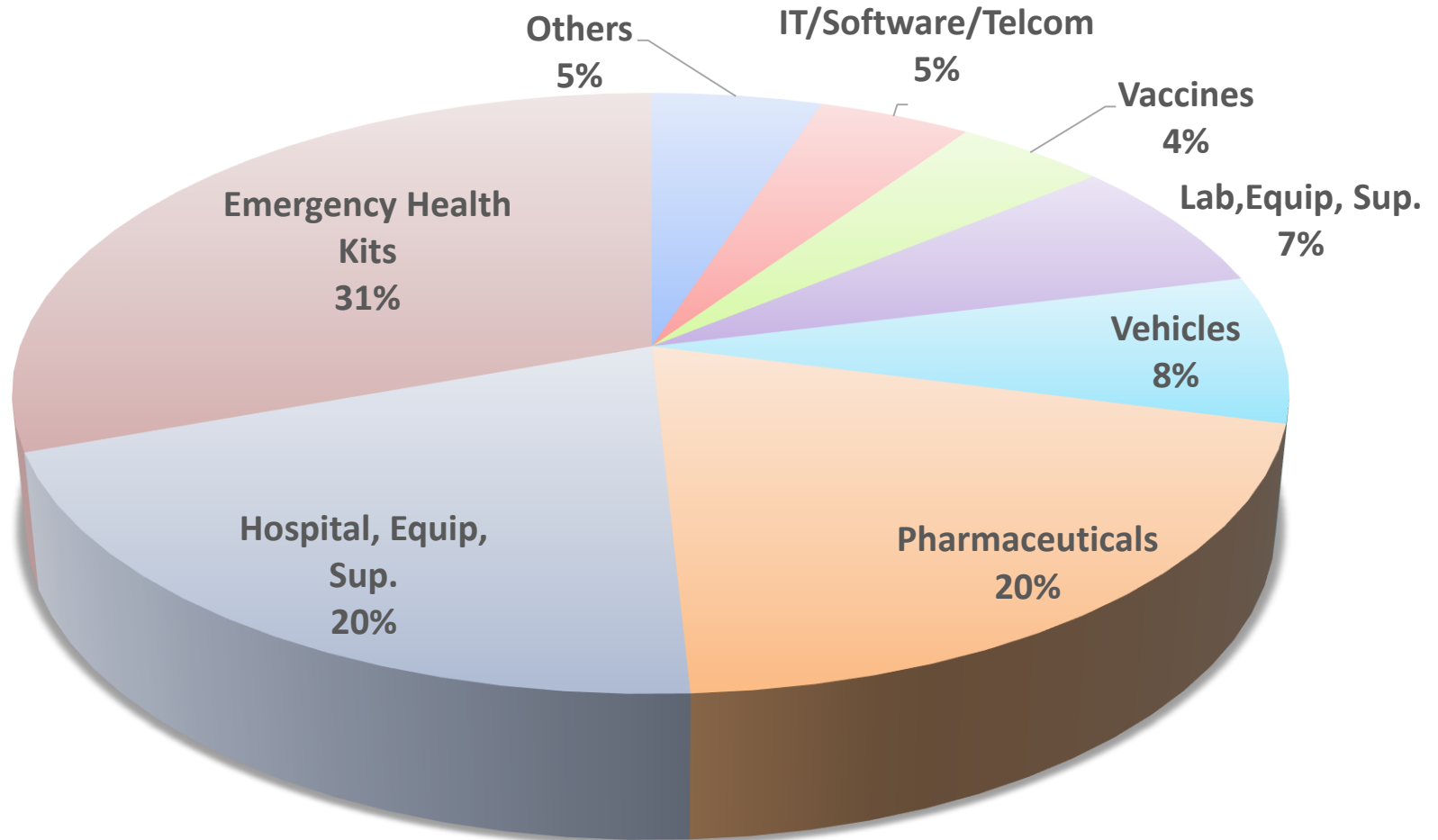
20 Major Countries of Procurement (2017-18)



Goods Emergency: Distribution by Country 2017-18



Goods Emergency: Distribution by Categories 2017-18





Grade 3 emergencies

Bangladesh - Rohingya crisis
Democratic Republic of the Congo
Mozambique floods 
Myanmar
Nigeria
Somalia
South Sudan
Syrian Arab Republic
Yemen

Grade 3: a single or multiple country event with substantial public health consequences that requires a substantial WCO response and/or substantial international WHO response. Organizational and/or external support required by the WCO is substantial. An Emergency Support Team, run out of the regional office, coordinates the provision of support to the WCO.

Grade 2 emergencies

Afghanistan
Cameroon
Central African Republic
Cyclone Idai
Ethiopia
Iran floods 2019
Iraq
Libya
Malawi floods 
MERS-CoV
Niger
occupied Palestinian territory
Sao Tome and Principe Necrotizing Cellulitis (2017) 
Sudan
Ukraine
Zimbabwe

Grade 2: a single or multiple country event with moderate public health consequences that requires a moderate WCO response and/or moderate international WHO response. Organizational and/or external support required by the WCO is moderate. An Emergency Support Team, run out of the regional office (the Emergency Support Team is only run out of HQ if multiple regions are affected), coordinates the provision of support to the WCO.

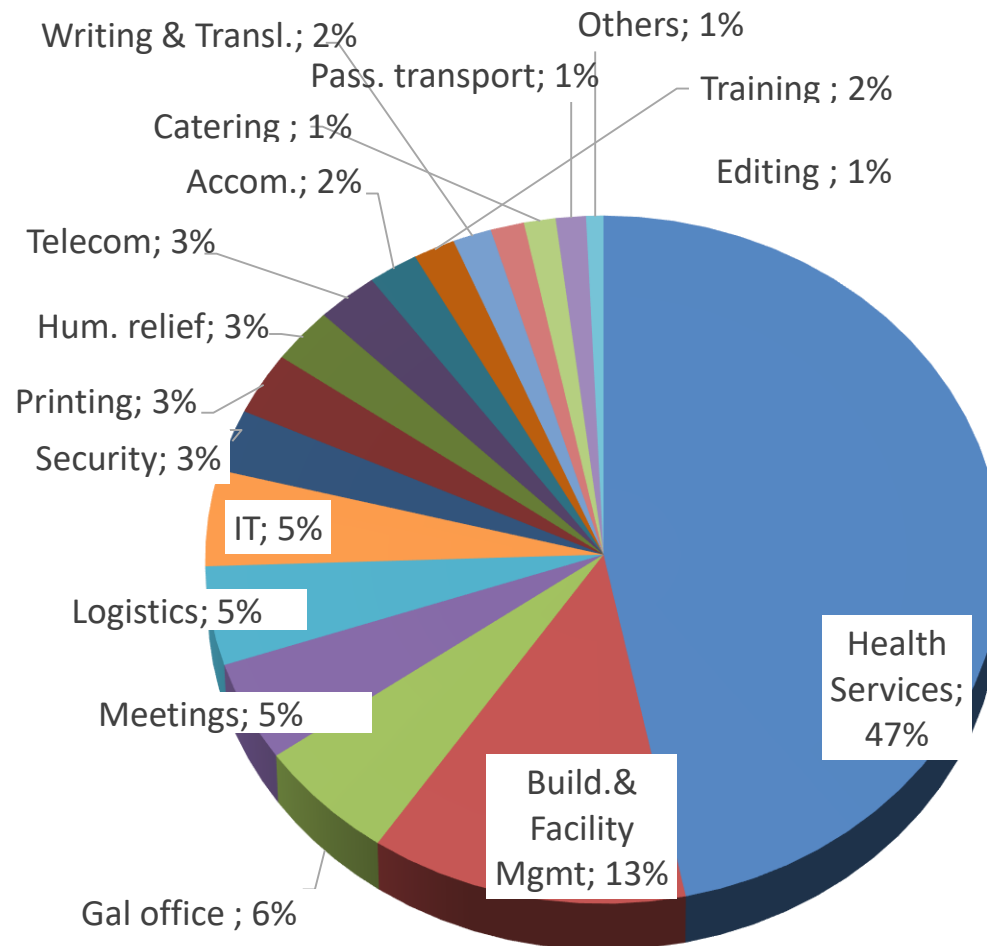
Grade 1 emergencies

Afghanistan
Angola 
Chad
Djibouti 
Indonesia - Sulawesi earthquake 2018 
Kenya
Mali
Namibia - viral hepatitis 
Tanzania

Grade 1: a single or multiple country event with minimal public health consequences that requires a minimal WCO response or a minimal international WHO response. Organizational and/or external support required by the WCO is minimal. The provision of support to the WCO is coordinated by a focal point in the regional office.

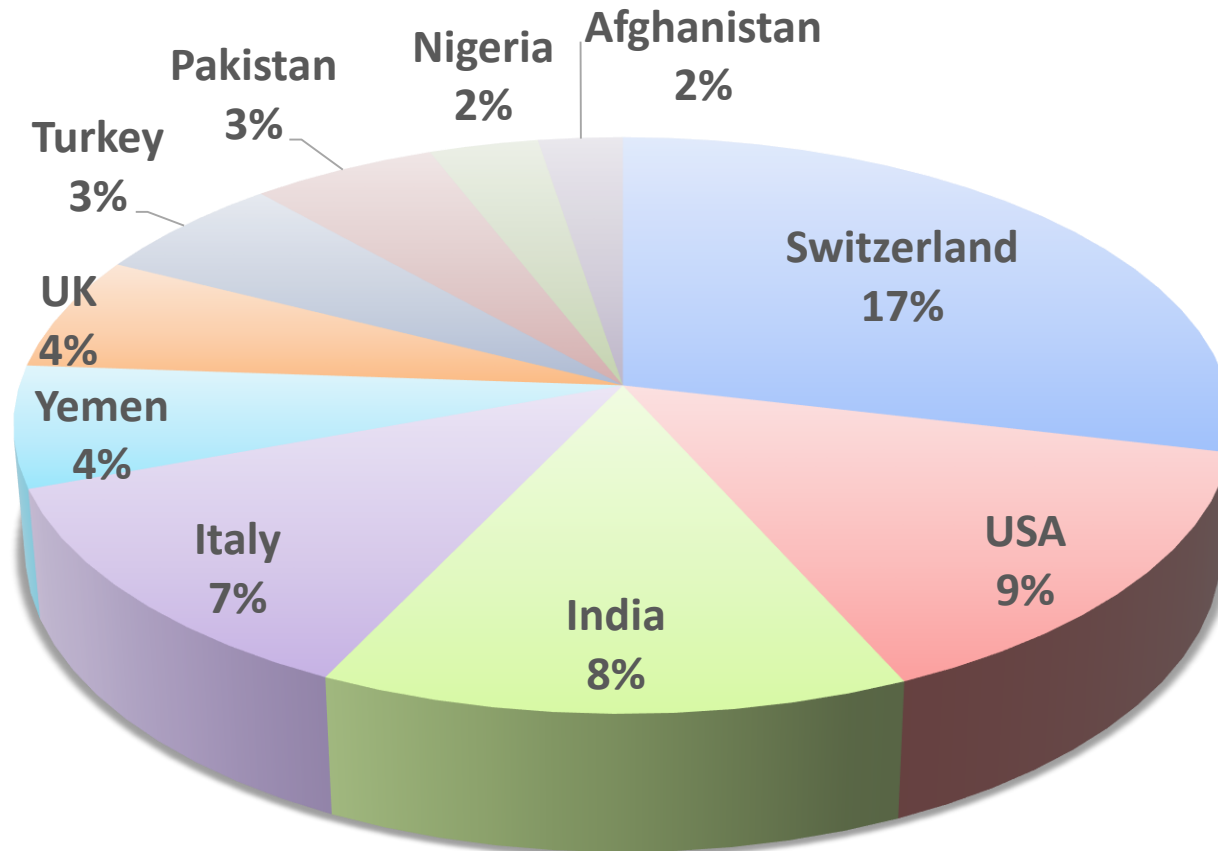
<https://www.who.int/emergencies/crises/en/>

Service Procurement (2018)



Service Countries of Procurement (2017-18)

(50 % of \$ total)



In the works!!

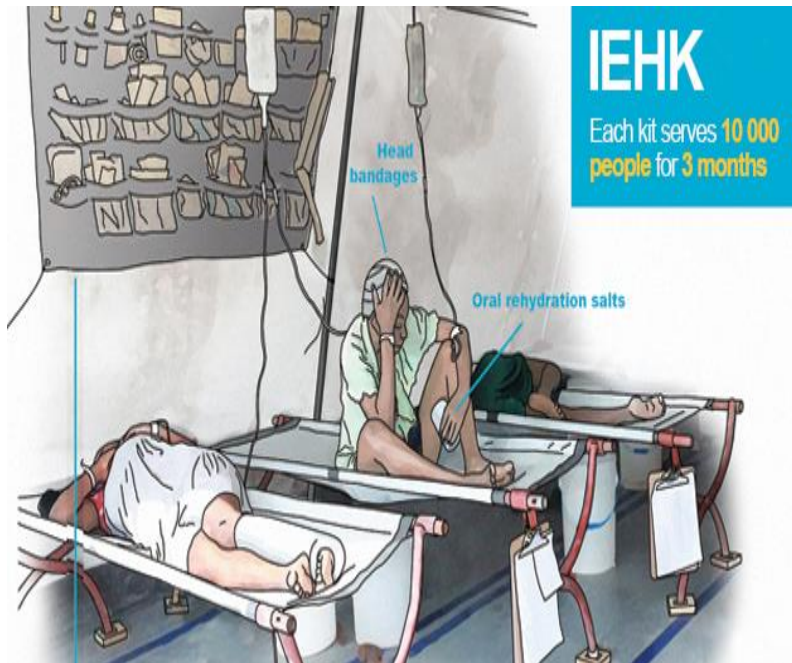
Standardization of Items

More robust Supply Chain

Catalogues

WHO purchased items

WHO Emergency Kits



- **Cholera Kits** The overall package consists of six different kits, each divided in several modules.
- **Interagency Emergency Health Kit Serves** 10 000 people for 3 months
- **Severe acute malnutrition kit (SAM)** For 50 children for 3 months
- **Trauma & Emergency Surgery Kit (TESK 2017)**, for 50 patients hospitalized
- **NCDK , Non Communicable Diseases kit** For 10 000 people for 3 months



WHO CHOLERA KITS
Cholera is an acute diarrhoeal disease that can kill within hours if left untreated.

Researchers have estimated that each year there are up to:
4M cases
and up to
143K deaths

This graphic provides examples of what is inside the cholera kits.

TREATMENT KITS
There are 3 kinds of treatment kits that each have supplies for 100 people, central, periphery and community.

WHO's cholera kits are tailor-made to prepare for outbreaks and to meet the needs for the initial response.

INVESTIGATION AND LAB KITS
Supplies to collect and process 100 patient samples.

HARDWARE KITS
To create pop-up clinics where noise exists.

World Health Organization
June 2017

WHO purchased items

Drugs and Biological Procurement

- **Diagnostic test kits (WHO lead Agency)**
 - Filariasis/Hepatitis B & C/Malaria
Rubella/Syphilis
 - HIV test kits
- **Drugs**
 - 2nd line TB drugs
 - Antimalarial drugs/Leprosy/Antifilariasis
 - Essential drugs
- **Vaccines**

Laboratory Procurement

- Centrifuges
- Blood Analysers
- Chemicals and Reagents
- Incubators
- Microscopes
- Lab. Miscellaneous items

WHO purchased items

Hospital Supplies Procurement

- X-ray equipment and scanners
- Orthopedic equipment
- Surgical and Dental instruments
- Education and teaching equipment
- Hospital consumables
- Diagnostic instruments/Defibrillators

Other Procurement

- PC's, servers, multifunction printers, software,
- LAN hardware/software
- Administrative supplies (paper/packaging, stationery, promotional items)
- Vehicles: Ambulances, motorcycles, cars
Generators
- Bednets
- Cold box & vaccines carriers
- Insecticides and pesticides
- Fridges, freezers
- Radio equipment

Prequalification Programmes



- **Pharmaceuticals:** HIV/AIDS, Malaria and Tuberculosis: <http://apps.who.int/prequal>
- WHO Pesticide Evaluation Scheme "**WHOPES**": <http://www.who.int/whopes/en/>
- **Vaccines:**http://www.who.int/immunization_standards/vaccine_quality/pq_system/en/
- **Immunization devices:**http://www.who.int/immunization_standards/vaccine_quality/pqs_prequalified_devices_e08/en/
- **WHO list of prequalified in vitro diagnostic products:**http://www.who.int/diagnostics_laboratory/evaluations/PQ_list/en/
- **Compendium of innovative health technologies for low-resource settings:** http://www.who.int/medical_devices/innovation/compendium/en/
- **Cold Chain:** http://apps.who.int/immunization_standards/vaccine_quality/pqs_catalogue/

Thank you