

# UNICEF SUPPLY DIVISION

Introduction to  
UNICEF procurement  
and supply of medicines

October 2008  
Hanne Bak Pedersen

unite for  
children



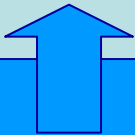
unicef 

# This presentation addresses 3 questions:

Why is UNICEF involved in procurement of medicines?

What is UNICEF's focus in the pharmaceutical area?

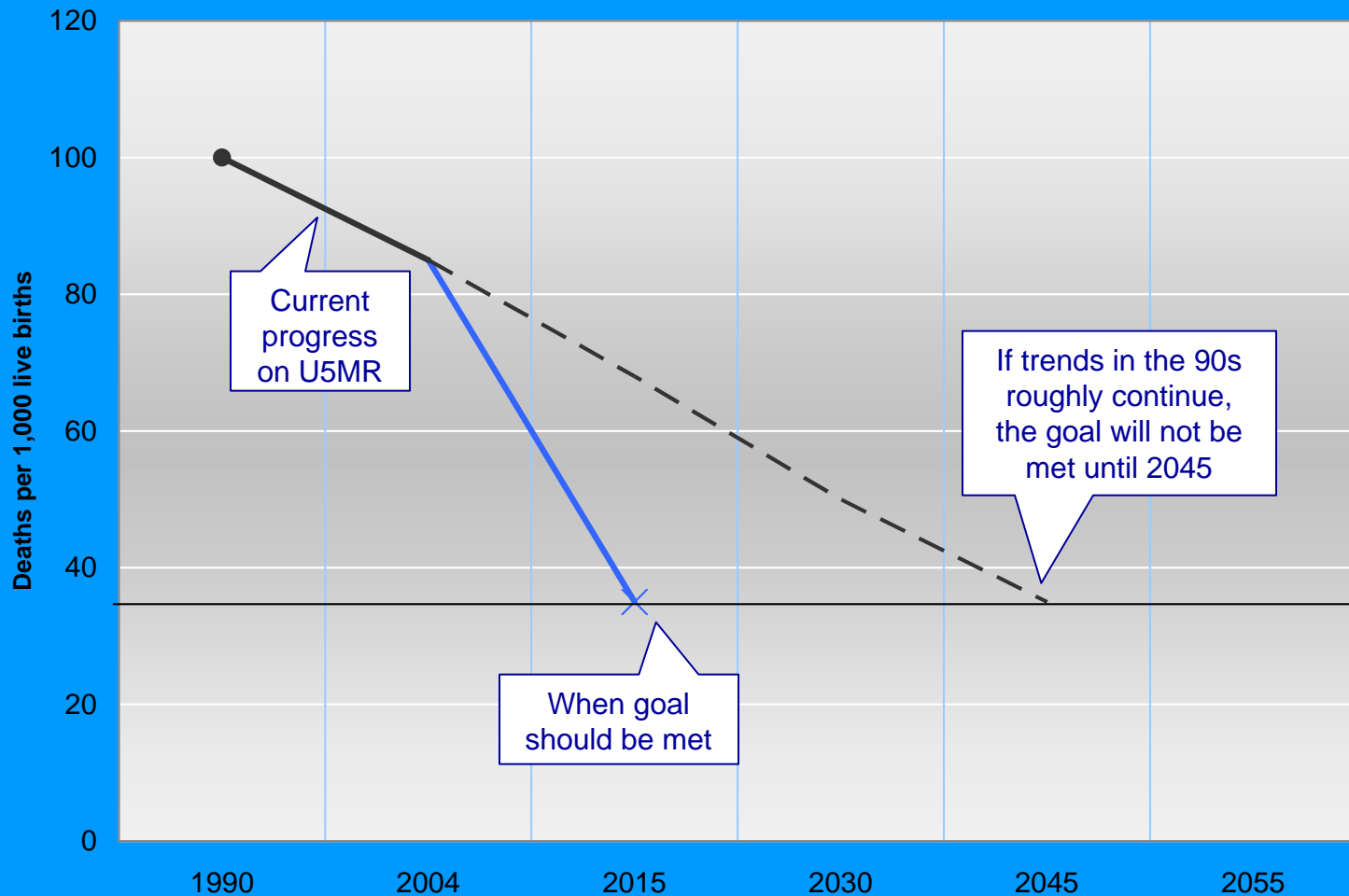
How has UNICEF organised its work on procurement and supply of medicines?



# The situation – the problem

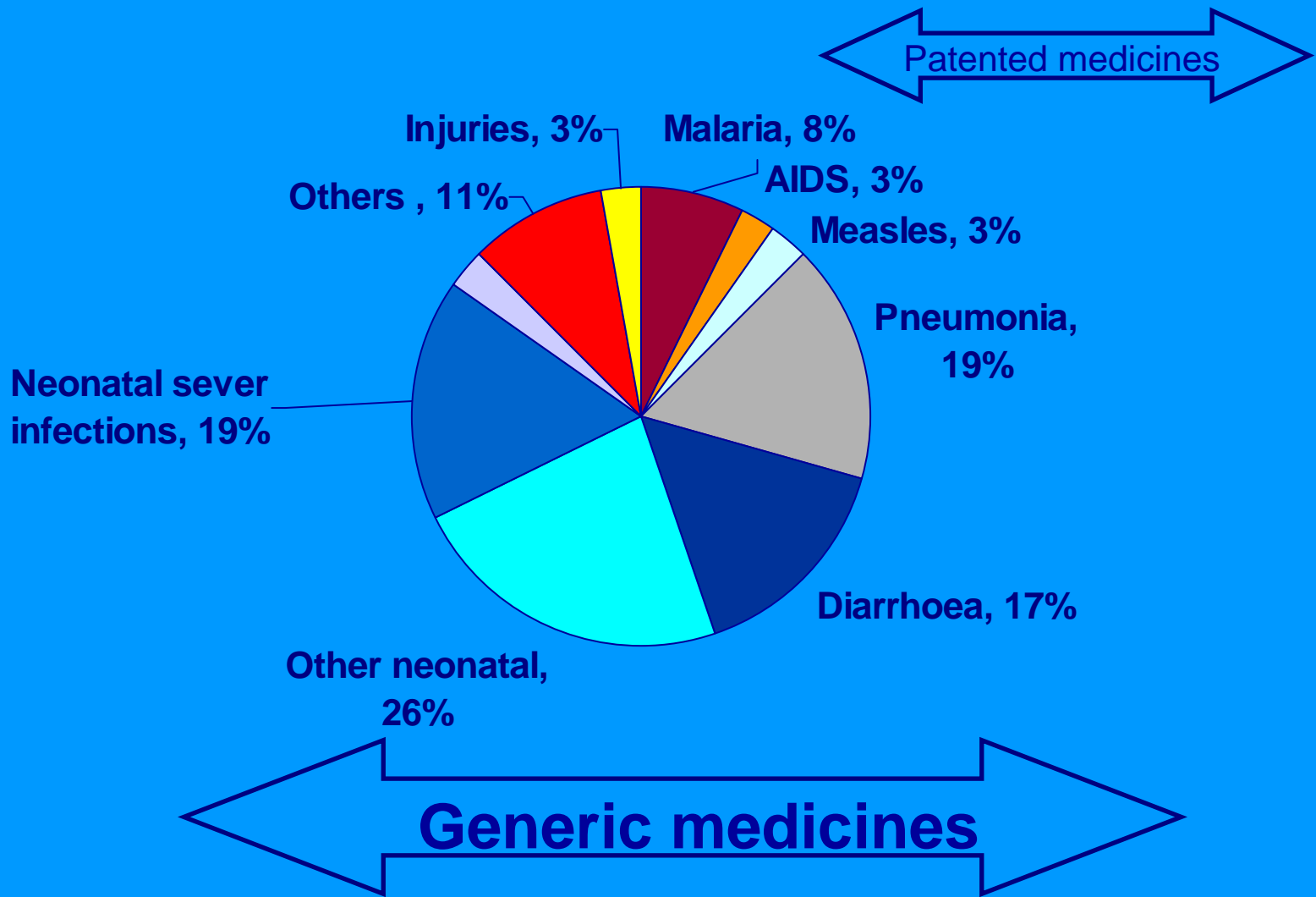
- Only 16 out of 68 priority countries are on track to reach the Millennium Development Goal (MDG) 4 on child survival (to reduce under-5 mortality by two-thirds between 1990 and 2015) – Africa remains a particular focus of concern
- The key to making progress towards the attainment of Millennium Development Goals (MDG) 4 and 5 and elements of MDGs 1, 6, and 7 is to reach every newborn and child in every district with a limited set of priority interventions.

# We only have 7 years to keep the promise



Source: The Status of the World's Children 2006

# Global distribution of cause-specific mortality among children under five (2007)



# SUPPLIES FOR MILLENNIUM DEVELOPMENT GOALS AND UNICEF PRIORITIES

## YOUNG CHILD SURVIVAL AND DEVELOPMENT

Vaccines & immunization supplies  
Cold chain  
Medical equipment  
Essential medicines  
Oral rehydration salts  
Mosquito nets  
Micronutrients  
Water & sanitation equipment

- Eradicate extreme poverty and hunger
- Achieve universal primary education

## BASIC EDUCATION

School-in-a-box  
Educational supplies  
School latrines  
Recreational supplies  
Water supplies for schools

- Promote gender equality/ empower women
- Reduce child mortality

- Improve maternal health
- Combat HIV/AIDS, malaria and other diseases

**CHILD RIGHTS**

## HIV/AIDS AND CHILDREN

Essential medicines incl. anti-retrovirals  
HIV/AIDS test kits  
Diagnostic equipment

- Ensure environmental sustainability
- Global partnership for development

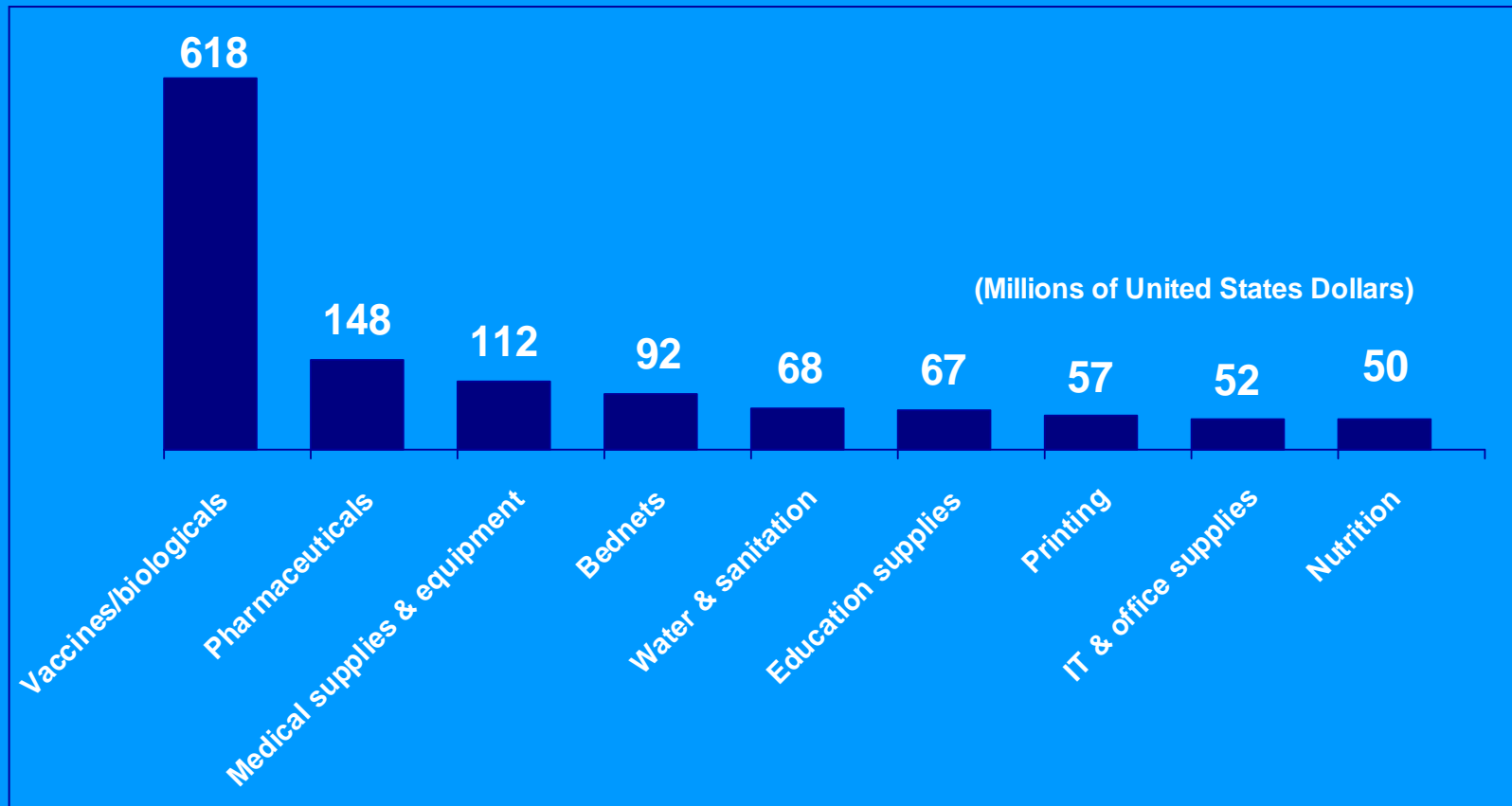
## CHILD PROTECTION

Emergency kits  
Water & sanitation  
Education & recreation  
Health & nutrition

**PARTNERSHIPS FOR CHILDREN:PROCUREMENT SERVICES**

# UNICEF IS THE LEADING AGENCY FOR CHILDREN'S SUPPLIES

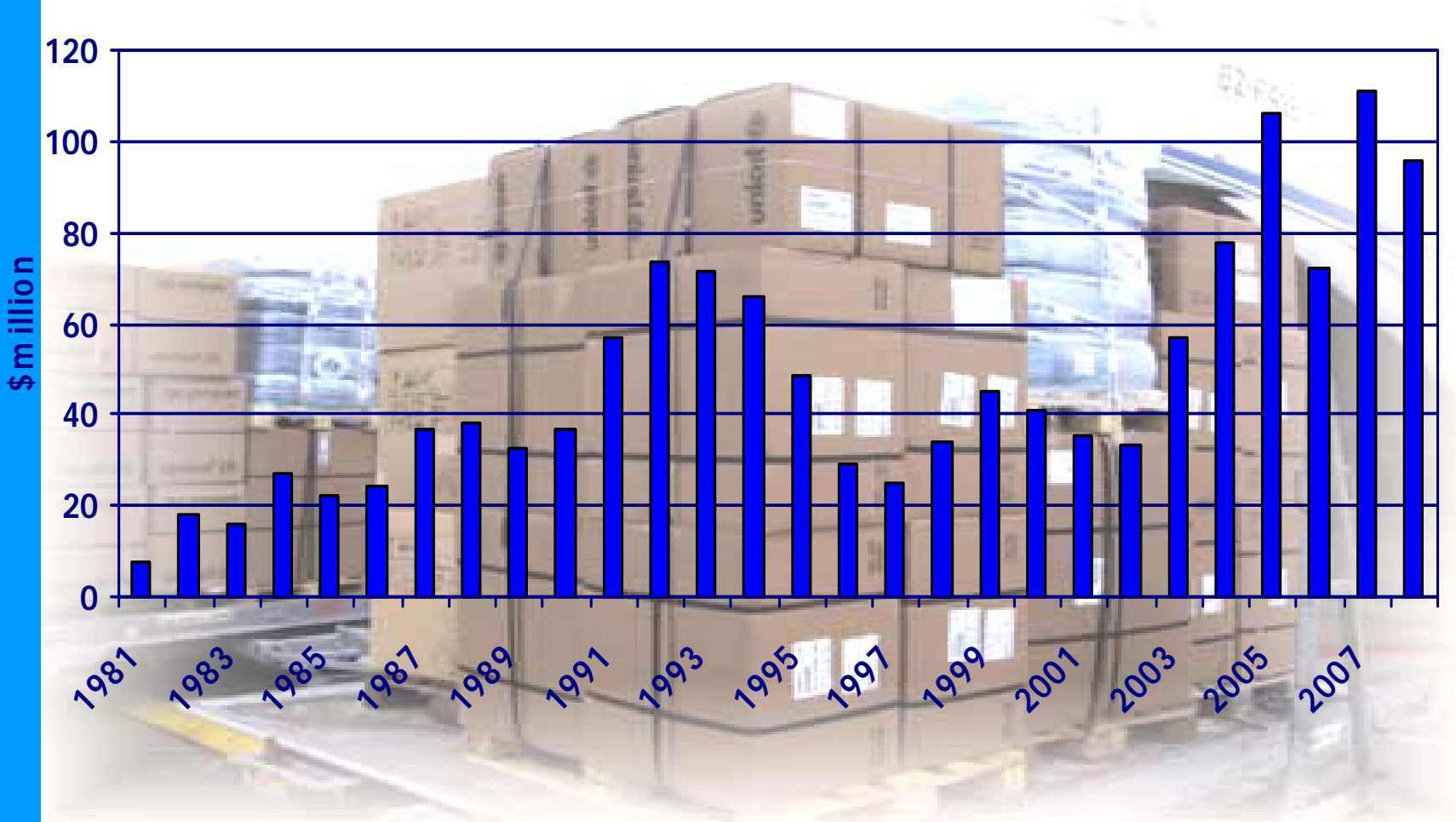
## WHAT DO WE BUY?



**Total Procurement 2007: \$ 1.4 billion USD**

**Over 80% of procurement is for strategic commodities**

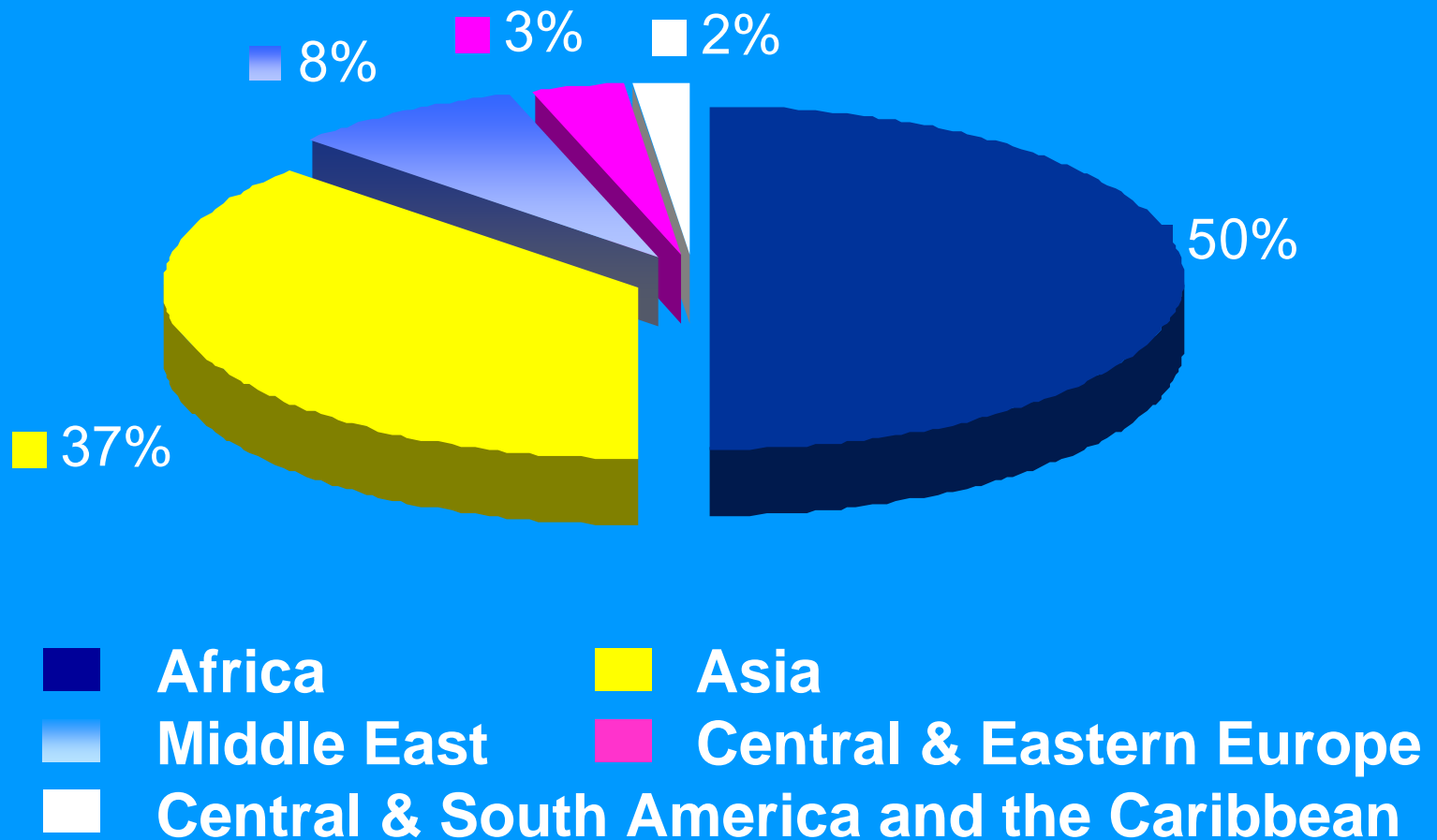
# UNICEF has been a long-time purchaser of essential medicines



Medicines, including micronutrients and therapeutic foods

# UNICEF IS THE LEADING AGENCY FOR CHILDREN'S SUPPLIES

## WHERE ARE UNICEF SUPPLIES USED?



# UNICEF IS A GLOBAL PARTNER TO:

- Governments
- UN Agencies – WHO, UNFPA, UNHCR, UNAIDS, UNDP, UNOPS...
- Financial institutions – World Bank, ADB...
- Global Funds – GFATM, UNITAID...
- Alliances – GAVI, RBM...
- NGOs – MSF, Oxfam, IFRC...
- Universities – Columbia, Oxford...

# UNICEF COLLABORATION IN SUPPLY IS BASED ON:

- Expertise and capacity in procurement of essential commodities common to UNICEF and partners' programmes
- Development of specific strategies to address programme and market needs
- Implementation through UNICEF programme funding and through Procurement Services
- Collaboration agreements established on basis of mutual objectives. UNICEF does not participate in competitive bidding for procurement services

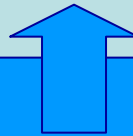
# Today's presentation addresses 3 questions:

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## Conclusion (1)

**UNICEF works with partners to reduce child mortality and support young child development – Medicines are required to reach our goals**

**What is UNICEF's focus in the pharmaceutical area?**



# UNICEF's focus in the pharmaceutical area

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**UNICEF follow WHO recommendations on selection and use of medicines**

**Focus on products for Primary Health Care and emergency relief**

**Around 200 standard medicines on stock in our warehouse**

**For details see: <http://www.unicef.org/supply/index.html>**

# Basket of key products – children and adults

## Antiinfectives for

- Pneumonia,
- Malaria – ACTs
- HIV/AIDS - ARVs
- HIV related opportunistic infections,
- Sepsis (neonatal infections),
- for deworming
- ORS and Zinc
- Micronutrient supplements (retinol, iron, multi)

# How does the medicines reach the child?

Several strategies often country specific:

- Family oriented community based services
- Population oriented schedulable services
- Individually oriented clinical services

Integration of priority interventions through enhanced outreach strategies such as:

- Supplementary Immunization activity (SIA)
- Child Health Days (CHD)

# Increasingly countries use integrated packages which varies by country but include...

- Measles, polio, MNT Immunization
- Deworming
- ITNs
- Vit A
- Hygiene messages
- Breastfeeding promotion
- Immunization
- VCT
- MTCT etc



# Some key of activities to increase access

- Procurement of ARVs starting in 1997, with first scale up with Columbia University
- Sources and Prices for HIV/AIDS medicines starting in 1999 with WHO, UNAIDS and MSF. New Sources and Prices for Children Medicines in 2008, with WHO and MSF
- Procurement of ACTs with WHO starting in 2003
- Collaboration with Micronutrient Initiative and donors to increase access and sustainability of Vitamin A supplementation programmes.
- Development of Zinc tablets with WHO and USAID and procurement since 2006. Work with Zinc Task Force and donors to increase access
- Scale-up of PMTCT with WHO and UNITAID in 2007
- Other collaborations ongoing to address challenges and opportunities towards universal access to basic health needs

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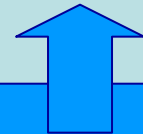
## Conclusion (1):

**UNICEF works with partners to reduce child mortality and support young child development – Medicines are required to reach our goals**

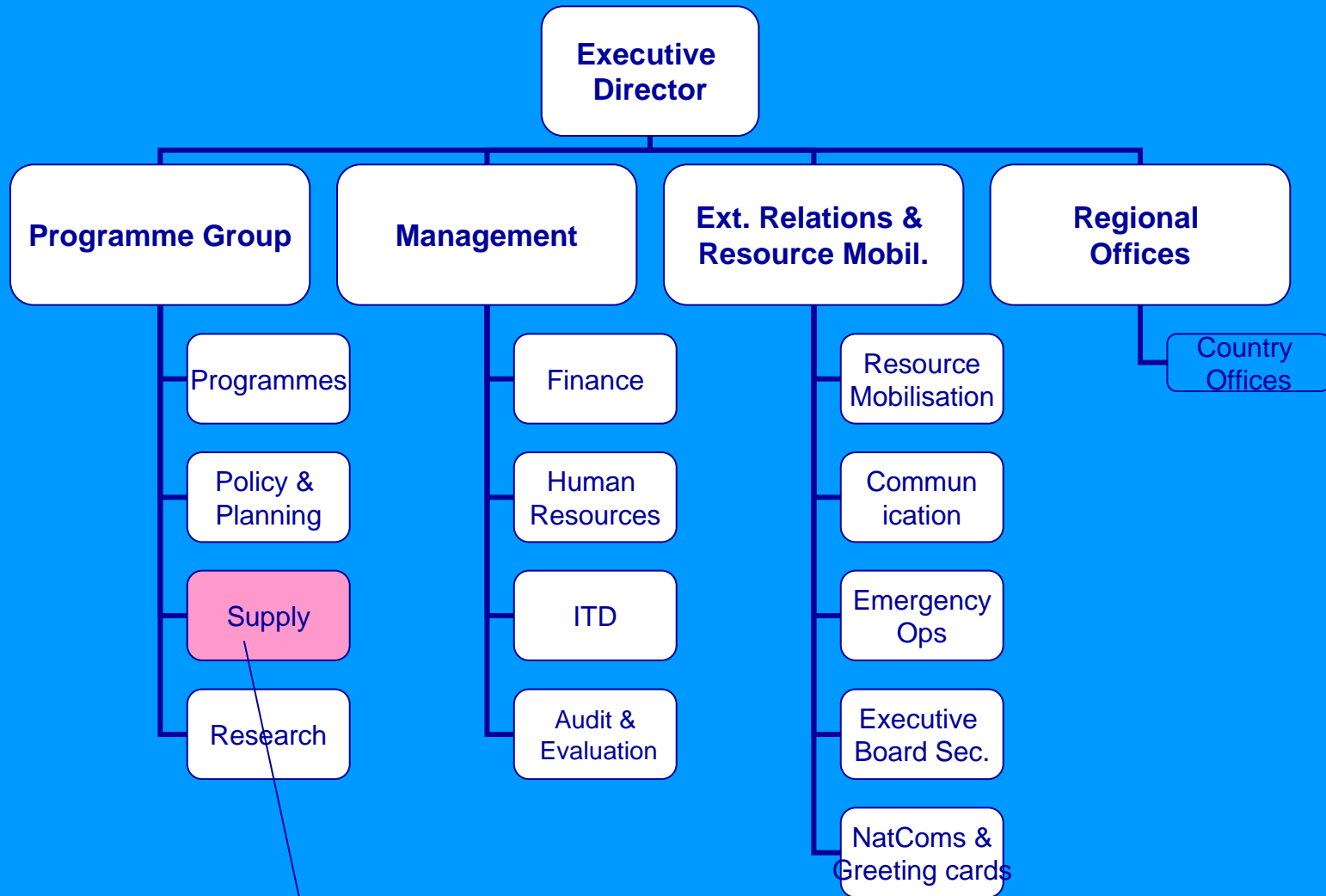
## Conclusion (2):

**UNICEF follow WHO guidance on selection of medicines and focus is on medicines for use in Primary Health Care**

**How has UNICEF organised its work on procurement and supply of medicines?**

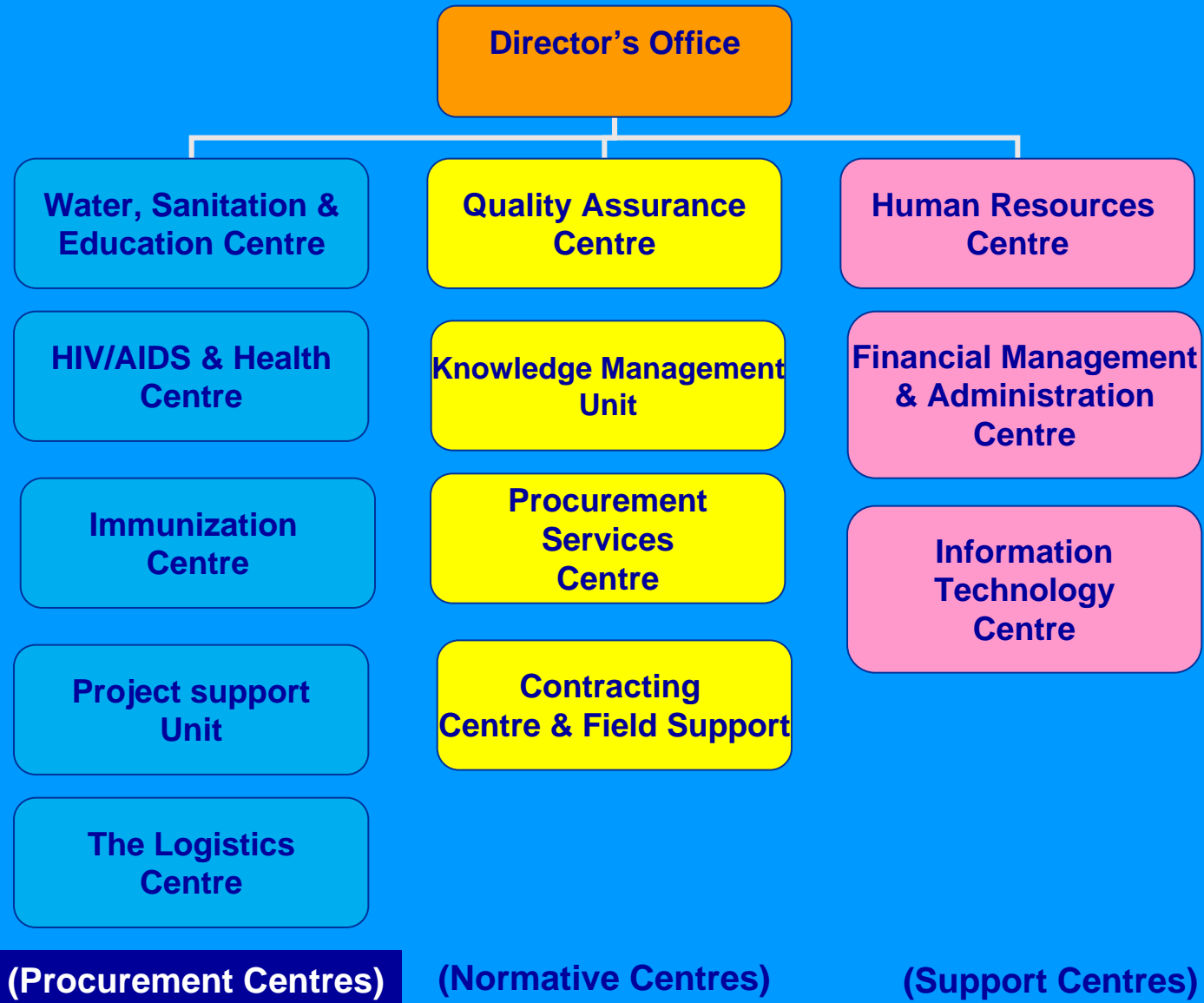


# UNICEF HQ Organizational Groupings



- HQ in Copenhagen
- Oversees UNICEF's supply chain work
- Approx. 800 supply & logistics staff globally

# SUPPLY DIVISION ORGANIZATION



# THE ROLE OF SUPPLY DIVISION

- **Oversee** UNICEF's global procurement and logistics operation.
- **Procure** supplies on behalf of UNICEF and Procurement Services partners
- **Ensure** that high quality, good value supplies reach children and their families quickly.



# THE ROLE OF SUPPLY DIVISION

- **Maintain** the highest ethical standards for procurement.
- **Provide** technical support to UNICEF offices and Procurement Services partners globally. Share procurement know-how with development partners.
- **Innovate** to find ever-better supply solutions for children.

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## Conclusion (1):

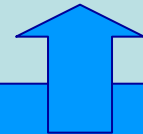
UNICEF works with partners to reduce child mortality and support young child development – Medicines are required to reach our goals

## Conclusion (2):

UNICEF follow WHO guidance on selection of medicines and focus is on medicines for use in Primary Health Care

## Conclusion (3):

UNICEF has central procurement of medicines by Supply Division using international standards and expertise



# FURTHER INFORMATION IS AVAILABLE ON THE INTERNET, [www.unicef.org/supply](http://www.unicef.org/supply).

The screenshot shows a Microsoft Internet Explorer browser window displaying the UNICEF website. The address bar shows the URL <http://www.unicef.org/supply/>. The page title is "UNICEF - Procuring supplies for children - Introduction". The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The address bar also contains navigation buttons like Back, Forward, Stop, Home, Search, Favorites, and Go. The website header features the UNICEF logo and navigation links for Home, Info by Country, What We Do, Why We Do It, UNICEF People, Voices of Youth, Unite for Children, Press Centre, Publications, Video, and Newsletter Sign Up. The main content area is titled "Procuring supplies for children" and includes a search bar, a "Latest" section with a link to "Regional Logistics Centre - Shanghai", and a "For suppliers" section with links to "Contract awards", "Bidding opportunities", and "Tender calendars". A sidebar on the left lists various topics like "About Supply Division", "For Suppliers", "Procurement Services", "Immunization", "Fighting HIV/AIDS", "Roll Back Malaria", "Medicines & nutrition", "Water & sanitation", "Education", "Emergencies", "Publications", and "Supply highlights". A photo of a worker in a warehouse is also visible.

UNICEF - Procuring supplies for children - Introduction - Microsoft Internet Explorer provided by UNICEF Internet Explorer

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## Procuring supplies for children

> Introduction

- About Supply Division
- For Suppliers
- Procurement Services
- Immunization
- Fighting HIV/AIDS
- Roll Back Malaria
- Medicines & nutrition
- Water & sanitation
- Education
- Emergencies
- Publications
- Supply highlights

### Introduction



© UNICEF/SD08-027/Brian L Jensen

DENMARK, 10 May 2008: In its global supply warehouse in Copenhagen, UNICEF staff pack another emergency order for Myanmar. The order includes 30 emergency health kits and other medical supplies.

Supplies are essential to fulfil children's rights – to a healthy start, basic education, and

### Latest

[Regional Logistics Centre - Shanghai](#)

### For suppliers

See our [Contract awards](#), and most recent [Bidding opportunities](#) and [Tender calendars](#). Find out how to [become a UNICEF supplier](#). [See all resources for suppliers...](#)

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