OVERVIEW OF PROCUREMENT OF ANTIRETROVIRAL AND ANTIMALARIAL MEDICINES

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ARVS & ANTIMALARIALS PROCUREMENT VOLUMES

USD MILLIONS

Antimalarials
Antiretrovirals

PROCUREMENT OBJECTIVES

- Compliance to QA requirements
- Diverse Supplier Base
- Continuous Supply of Goods
- Leveraged volumes
- Affordable
- Reduced Lead times
- Delivery Performance
- Access to best Prices
- Compliance to QA requirements
Who are our customer and what do we offer them?

- UNICEF Programmes; These are programmes run by UNICEF country offices within the countries we operate in.
- Through UNICEF Procurement Services, we offer Governments, Non-Governmental Organisations (NGOs), Other United Nations agencies, International funding agencies and Philanthropic organisations the following services:
  - Expertise on strategic commodities and global markets
  - Value for money and prices
  - Stringent quality procedures
  - Ethical, competitive procurement processes
  - Technical support
ANTIRETROVIRAL MEDICINES
Procurement volumes and Countries supported
2013-2015 DEMAND PROFILE FOR THE TOP ARVs (by Value)

LPV/r oral sol. 80+20mg/ml/BOT-5x60ml  pb
ABC60mg+3TC30mg disp. tabs/PAC-60  gb
ABC600mg+3TC300mg tabs/PAC-30 gb
FTC 200mg+TDF 300mg tabs/PAC-30 gb
Abacavir 300mg tabs/PAC-60
3TC30mg+NVP50mg+AZT60mg tab/PAC-60 gb ds
Efavirenz 600mg tabs/PAC-30  gb
Nevirapine 200mg tabs/PAC-60  gb
ATV/r 300mg+100mg tabs/PAC-30  gb
3TC150mg+AZT300mg tabs/PAC-60  gb
3TC300mg+TDF300mg tabs/PAC-30  gb
LPV/r 200+50mg heat/st tabs/PAC-120
3TC150mg+NVP200mg+AZT300mg tabs/PAC-60gb
EFV600mg+FTC200mg+TDF300mg tab/PAC-30
EFV600mg+3TC300mg+TDF300mg tab/PAC-30 gb
ARV Tender Implementation timelines

- **REOI**: July – Aug 2016
- **Invitee list**: 1st Week Sept 2016
- **Issuance RFPs**

- **Closing date for submission of proposals**: 25 Oct 2016
  - 24 Oct 2016

- **Opening of submitted proposals**: 27 Oct 2016
  - 26 Oct 2016

- **Evaluation of proposals**: 1st Week Dec 2016

- **CRC meeting**: 2nd Week Dec 2016

- **Announcements of Awards**: 4th week, Dec 2016

- **Long Term Agreement Established**: Jan 2017
Antimalarials
Procurement volumes and Countries supported

<table>
<thead>
<tr>
<th>Year</th>
<th>Procurement Value (USD Millions)</th>
<th>Number of Countries</th>
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<tbody>
<tr>
<td>2006</td>
<td>18</td>
<td>34</td>
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<td>2007</td>
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<td>2015</td>
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<td>15</td>
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<tr>
<td>2016</td>
<td>15</td>
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</tbody>
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Legend:
- **Procurement Value**
- **Number of Countries**
<table>
<thead>
<tr>
<th>Challenges</th>
<th>Mitigation Measures</th>
</tr>
</thead>
<tbody>
<tr>
<td>❑ Forecasting Demand and urgent orders</td>
<td>➢ Engagement with our partners on the demand side for improved planning&lt;br&gt;</td>
</tr>
<tr>
<td>❑ Quality issues</td>
<td>➢ Better coordination and transparency with Suppliers</td>
</tr>
<tr>
<td>❑ Logistics restrictions for some destinations, stringent requirements for registration, customs clearance, and green light approvals</td>
<td>➢ Explicit requirements shared upfront and embedded in PO&lt;br&gt;➢ Split deliveries&lt;br&gt;➢ Open communication lines with Suppliers, and Consignee</td>
</tr>
<tr>
<td>❑ Late deliveries/ Poor Performance</td>
<td>➢ Continuous engagement of suppliers&lt;br&gt;➢ Realistic delivery dates&lt;br&gt;➢ Early communication of unprecedented setbacks e.g. production failures&lt;br&gt;➢ Implementation of liquidated damages</td>
</tr>
</tbody>
</table>
PERFORMANCE: KPI 4: Delivery at the agreed port of Entry

Percentage of all orders for HIV/AIDS & anti-malarial supplies delivered at port of entry at, or within, agreed upon TAD
Thank you!