

# HIV/AIDS & MALARIA MEDICINES

## OVERVIEW OF UNICEF PROCUREMENT

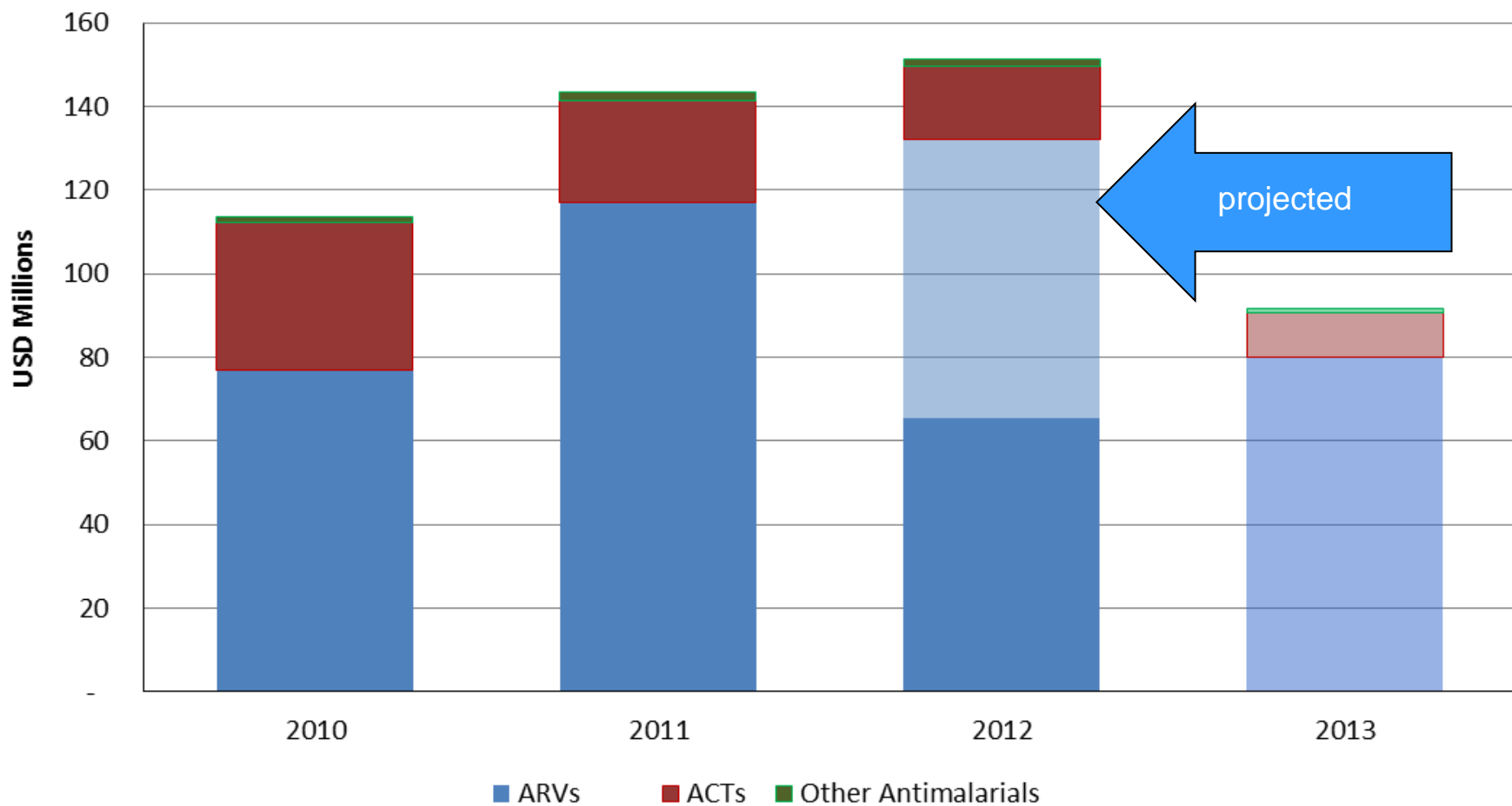
Gitanjali Sakhuja, Contracts Manager  
Pharmaceutical Manufacturers Meeting  
UNICEF Supply Division  
24-26 September 2012

unite for  
children

unicef 

# HIV/AIDS & MALARIA

## UNICEF PROCUREMENT 2010 – 2013



Source: UNICEF Supply Division

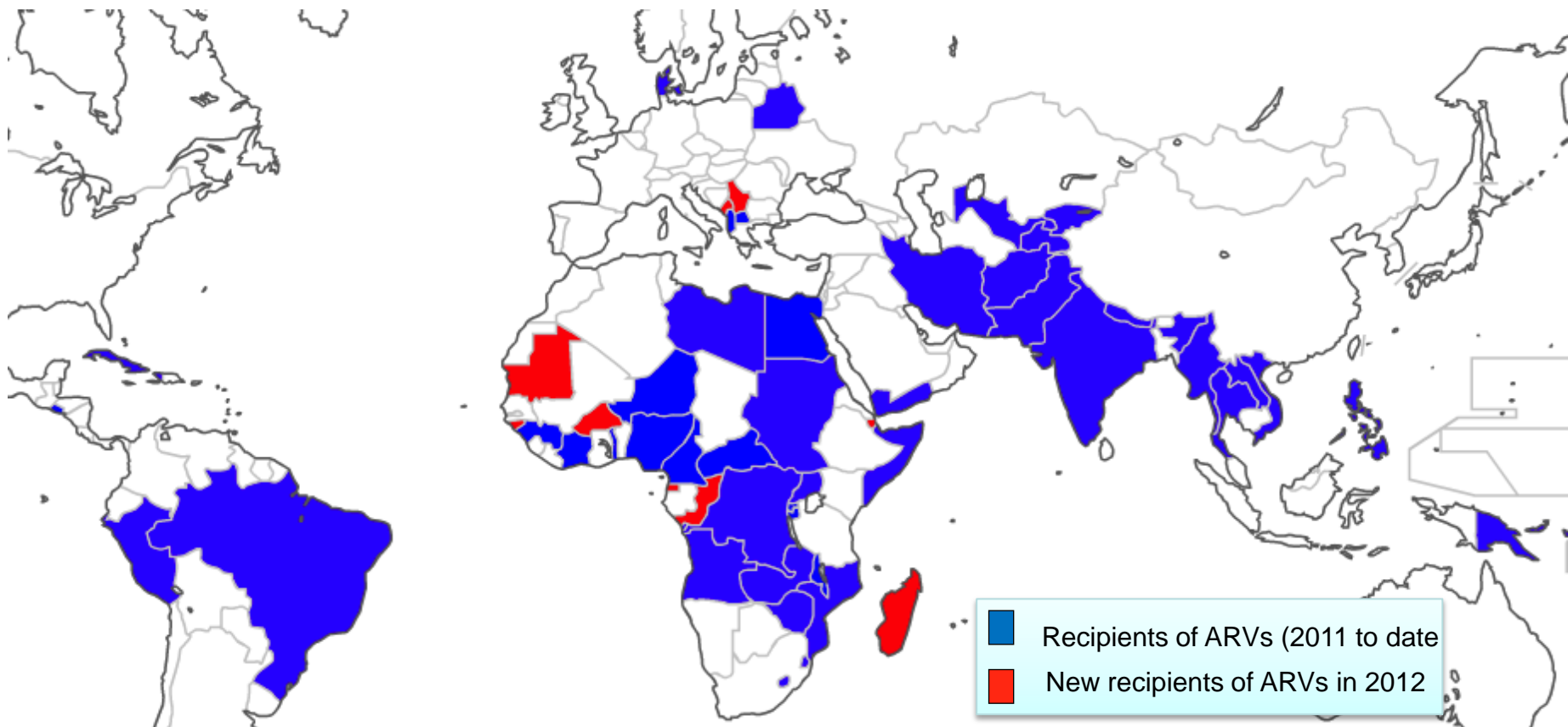
# UNICEF procures Antiretrovirals on behalf of 35-55 countries annually

2011: USD 117 million

52 ARV formulations

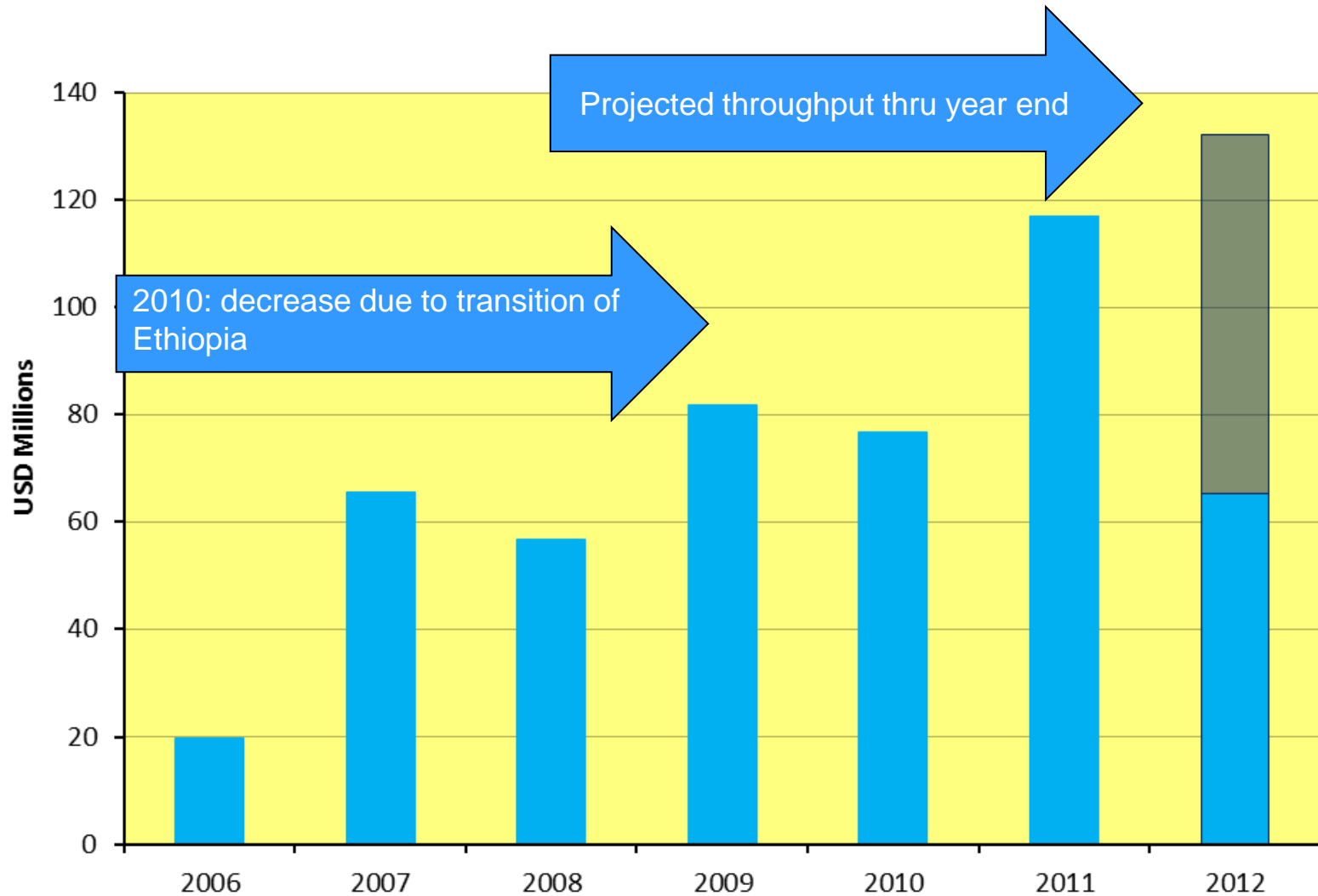
20 Suppliers

1,210 orders



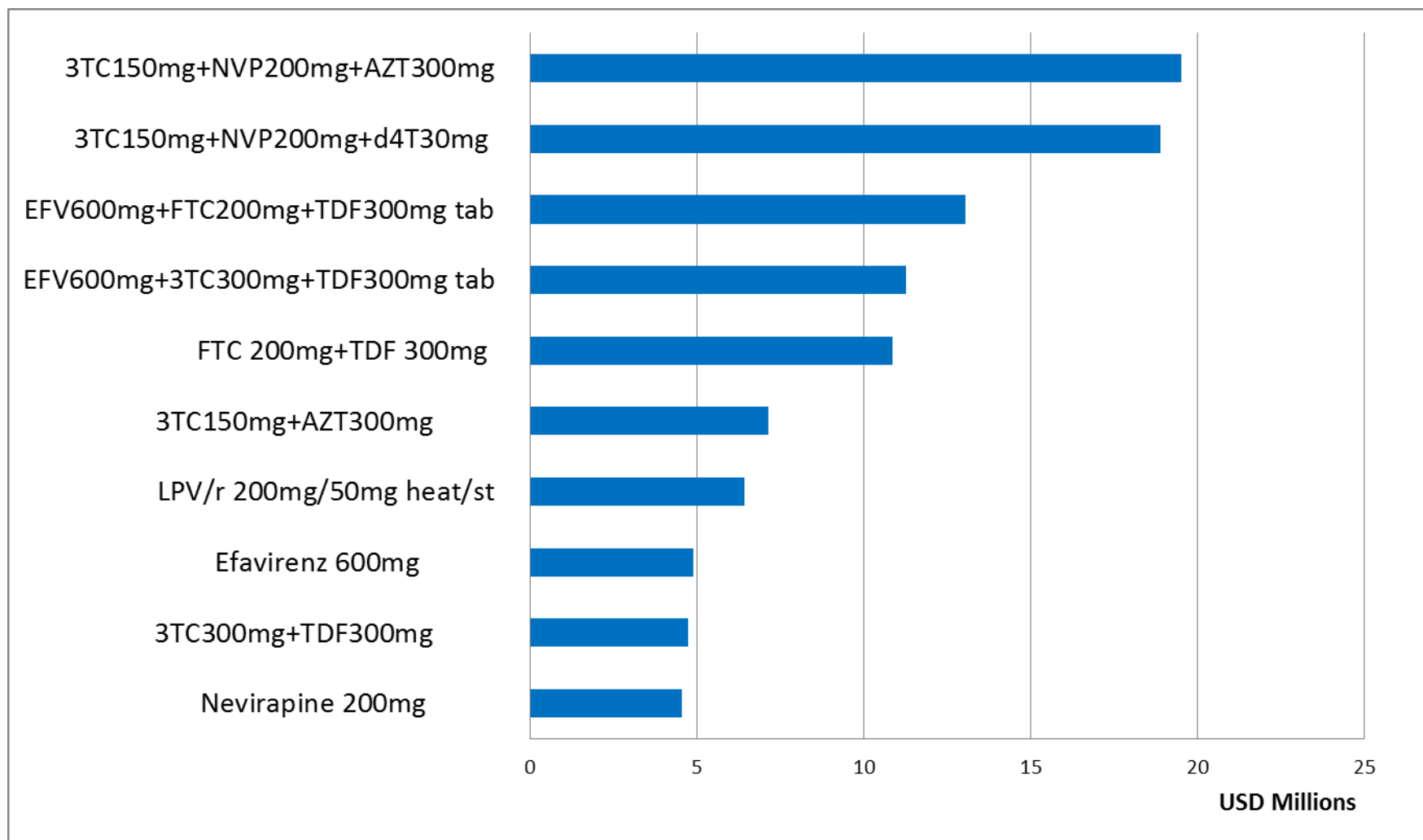
Source: UNICEF Supply Division

# UNICEF ARV procurement



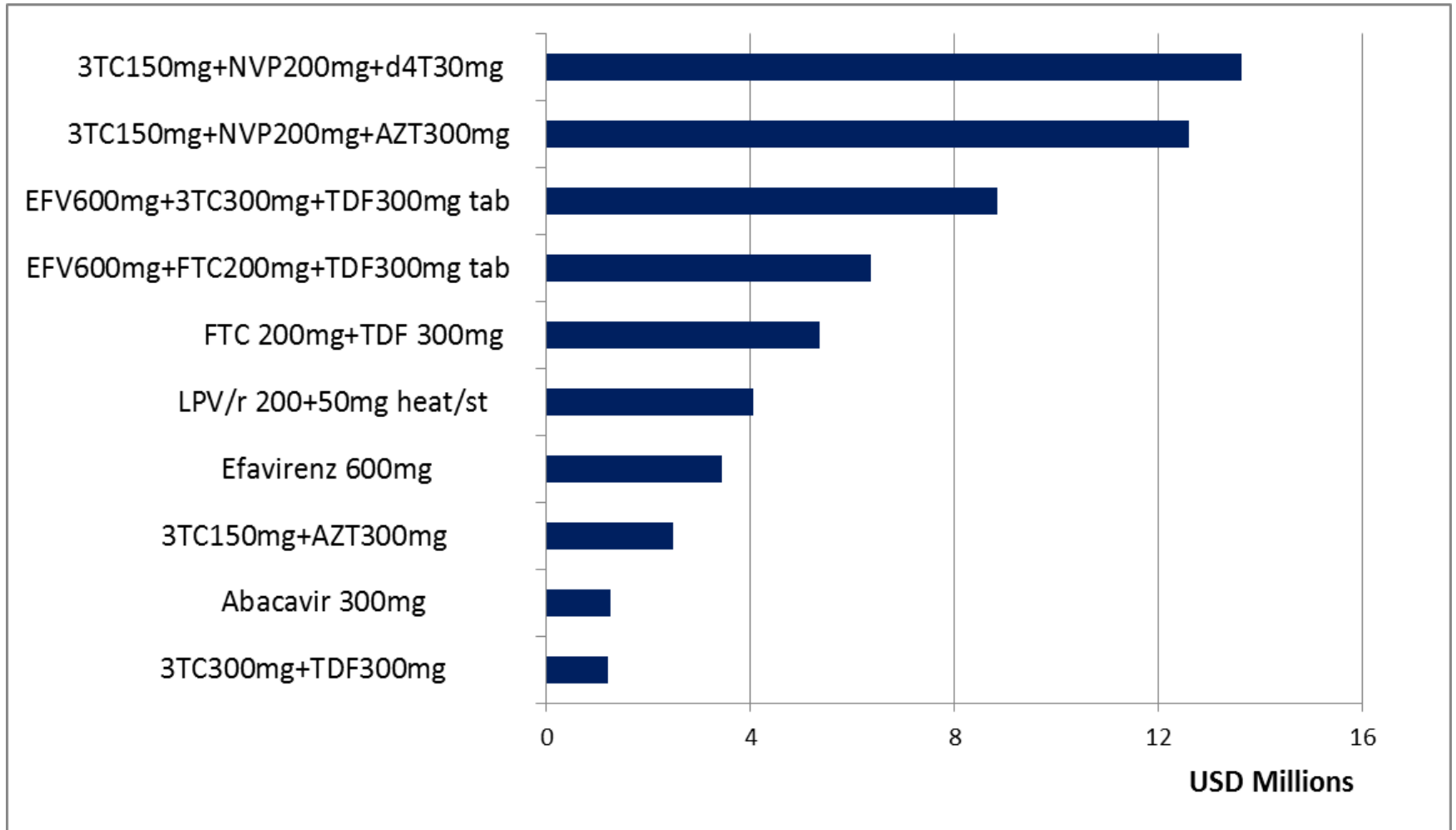
# Antiretroviral Medicines

## Top 10 Formulations in 2011

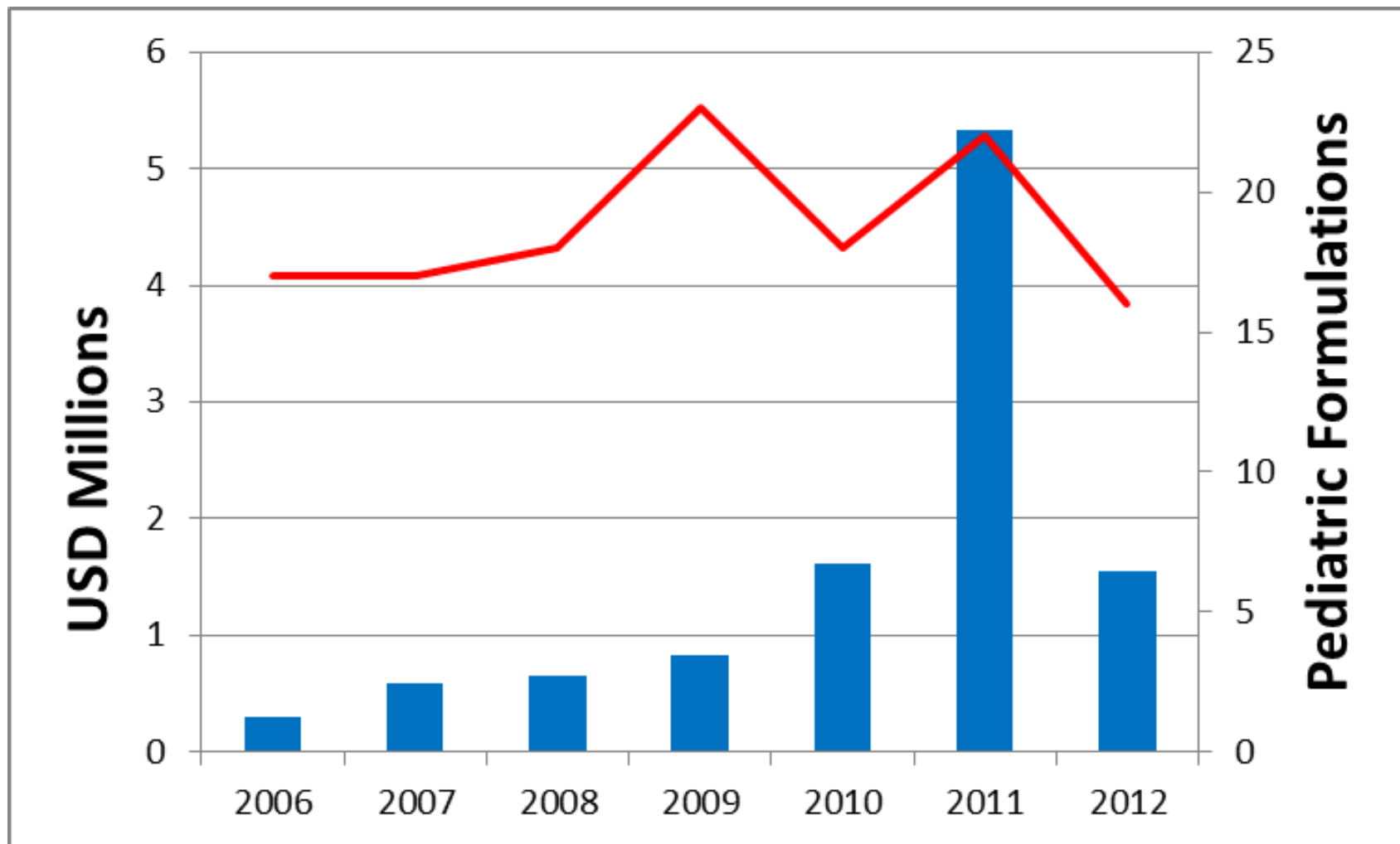


# Antiretroviral Medicines

## Top 10 Formulations in 2012 (YTD)



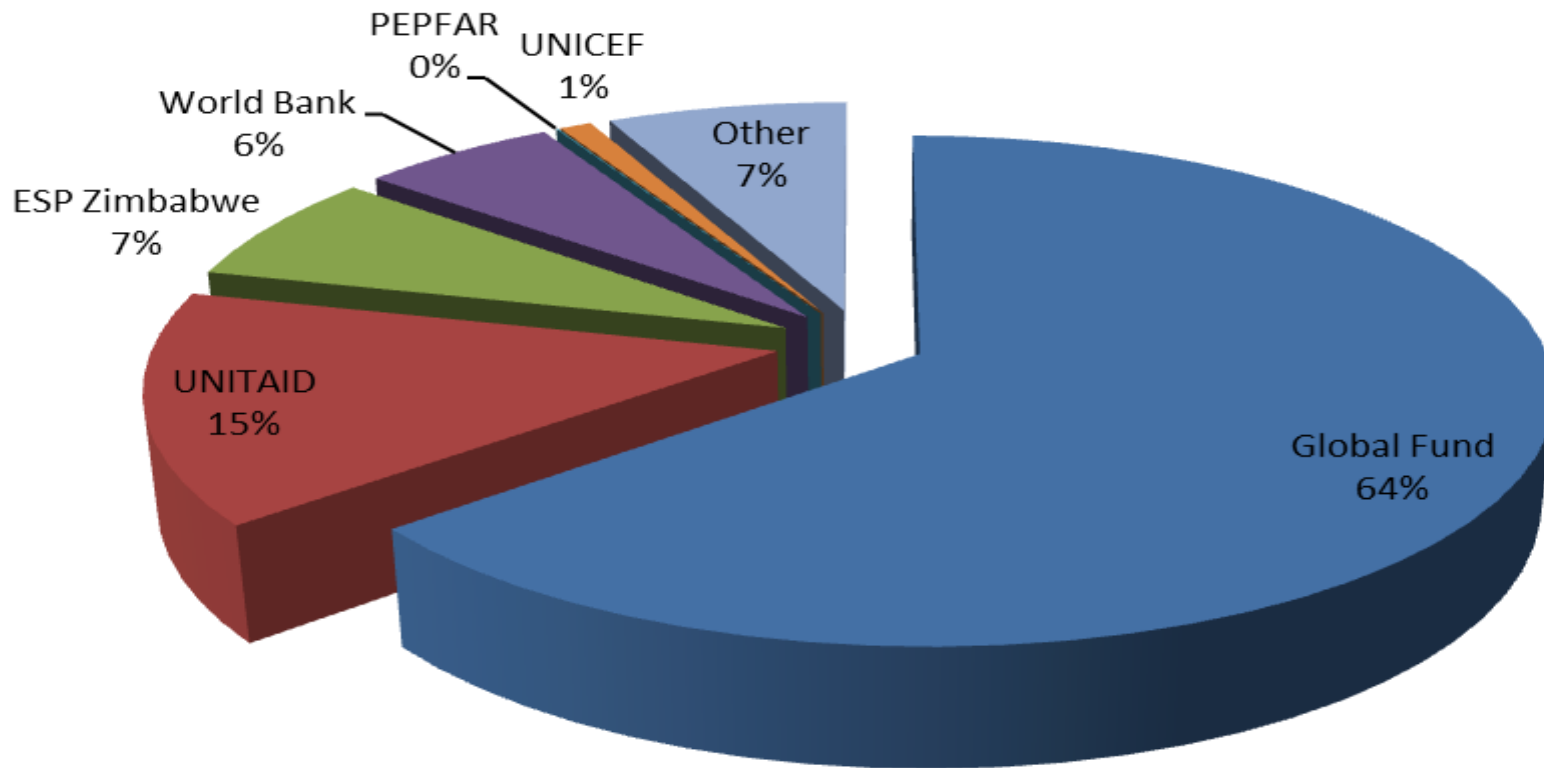
# UNICEF Procurement of Pediatric Antiretroviral 2006 – 2012 YTD



Source UNICEF Supply Division

# UNICEF Procurement of Antiretroviral Medicines

## Funding Sources in 2011





# UNICEF ARV Procurement & UNDP Global Fund Partnership

## 2010 – 2012 YTD in USD

| <b>Country</b>      | <b>2010</b> | <b>2011</b> | <b>2012</b> |
|---------------------|-------------|-------------|-------------|
| Angola              | 1,035,555   | 888,715     |             |
| Belarus             | 1,281,880   | 1,816,597   | 363,433     |
| Cuba                | 300,370     | 47,187      | 102,499     |
| DRC                 | 5,712,896   | 3,676,104   | 8,157,009   |
| El Salvador         | 2,110,099   | 1,753,372   | 1,077,396   |
| Equatorial Guinea   | 136,710     | 671,637     | 44          |
| Gabon               | 554,219     |             |             |
| Haiti               |             | 1,673,081   | 1,473,011   |
| Iran                | 258,185     | 39,413      | 54,969      |
| Kyrgyzstan          |             | 191,594     | 4,778       |
| Nepal               | 629,466     | 178,261     | 1,148,097   |
| OPT                 | 5,561       | 4,963       |             |
| Sao Tome e Principe | 11,251      | 13,816      | 12,787      |
| South Sudan         | 315,392     | 426,633     | 357,714     |
| Sudan               | 480,386     | 555,811     | 70,880      |
| Tajikistan          | 245,373     | 66,119      | 60,876      |
| Togo                |             | 2,433,177   | 1,436,741   |
| Uzbekistan          | 457,331     | 1,322,030   | 1,083,145   |
| Yemen               | 132,001     | 33,989      | 90,037      |
| Zambia              |             | 35,533,844  | 15,769,048  |
| Zimbabwe            | 22,481,762  |             | 8,243,719   |

# ANTIRETROVIRAL MEDICINES PROCUREMENT STRATEGY

ANNUAL REQUEST FOR PROPOSAL EXERCISE (planned for Q1 2013)

ALL MEDICINES IN WHO GUIDELINES

FORECAST: HISTORICAL OFFTAKE

AWARDS BASED ON:

- TECHNICAL CRITERIA: ACCEPTABLE / NOT ACCEPTABLE
- COMMERCIAL CRITERIA:

- ✓PRICE

- ✓LEAD TIMES

- ✓PRODUCT RANGE

- ✓PAST PERFORMANCE

MULTIPLE TIME BOUND LTAs (12 months)

**FOCUS ON THE SUSTAINED AND UNINTERRUPTED SUPPLY OF  
AFFORDABLE AND QUALITY ARVS**

# ANTIRETROVIRAL MEDICINES PROCUREMENT STRATEGY

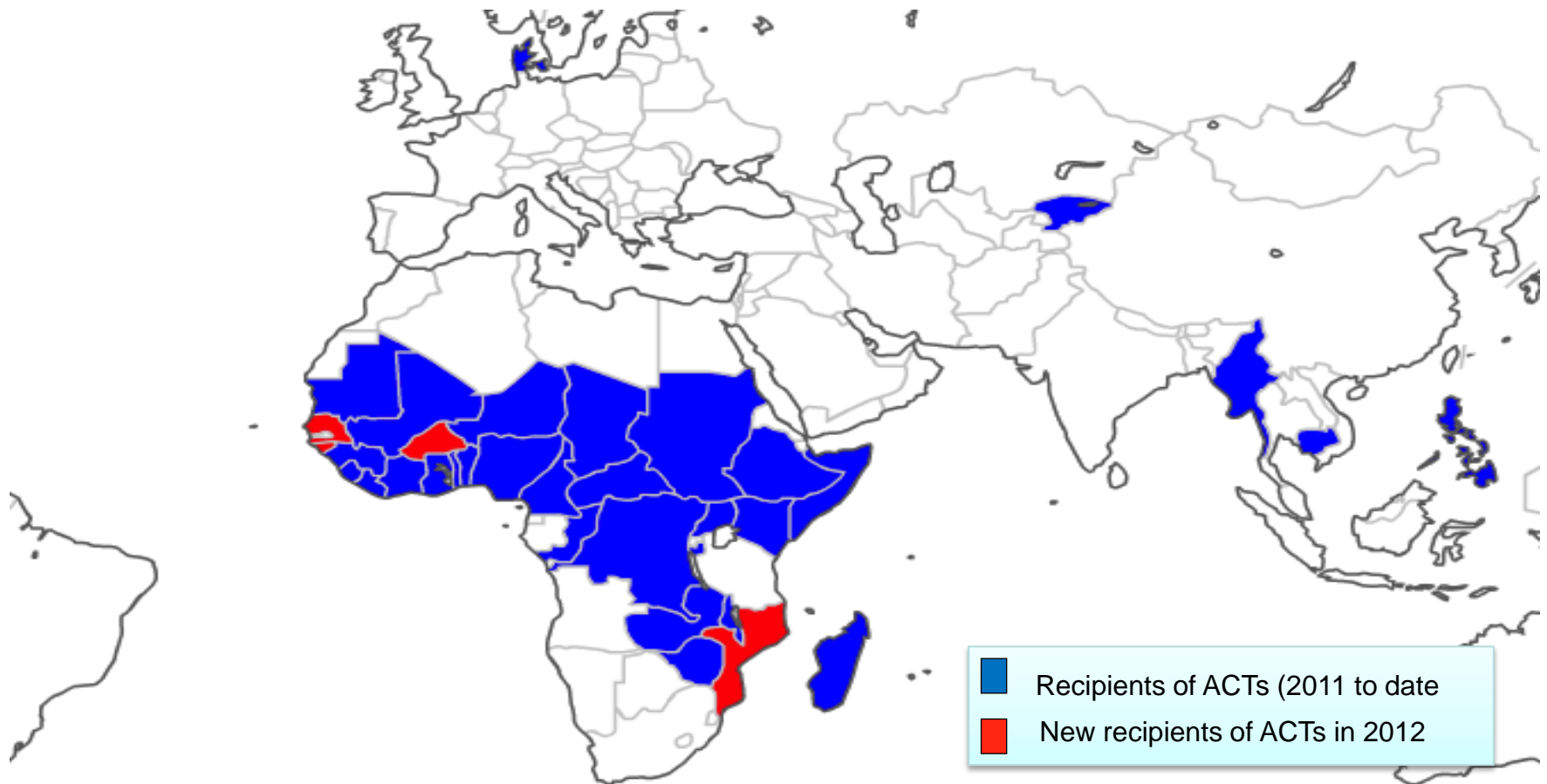
SCREENING OF INCOMING ORDERS  
ALLOCATION OF ORDERS AMONGST LTA  
HOLDERS thru SECONDARY COMPETITION:

- ✓ REGISTRATION
- ✓ INTELLECTUAL PROPERTY
- ✓ PRICE
- ✓ LEAD TIMES
- ✓ PRODUCT RANGE – CONSOLIDATION
- ✓ DELIVERY PERFORMANCE

DIRECT SHIPMENT BY NOMINATED FORWARDER  
EMERGENCY STOCKPILE IN COPENHAGEN WH

# UNICEF procures ACTs on behalf of 25-30 countries annually

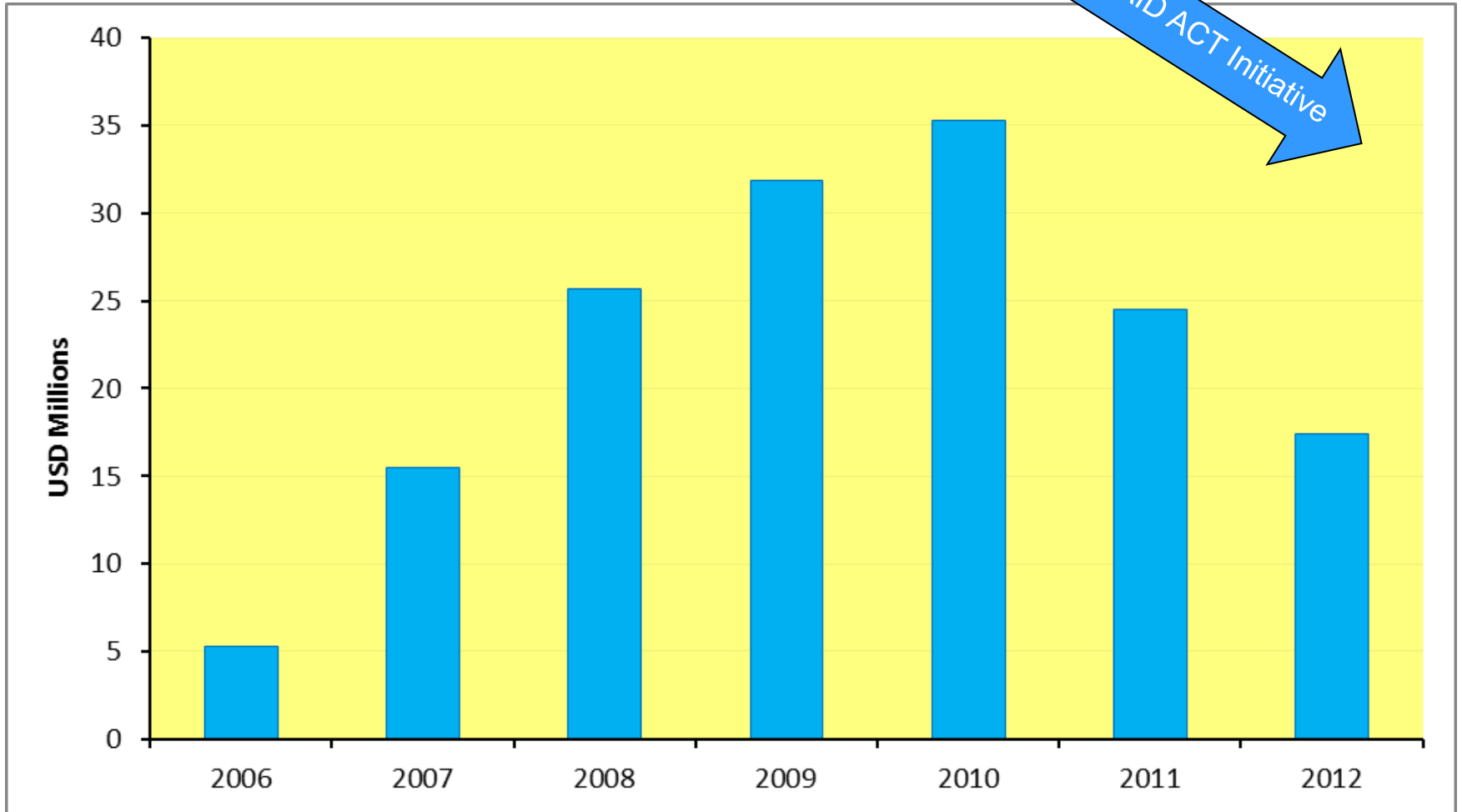
2011: USD 25 million    7 Suppliers    284 orders



Source: UNICEF Supply Division

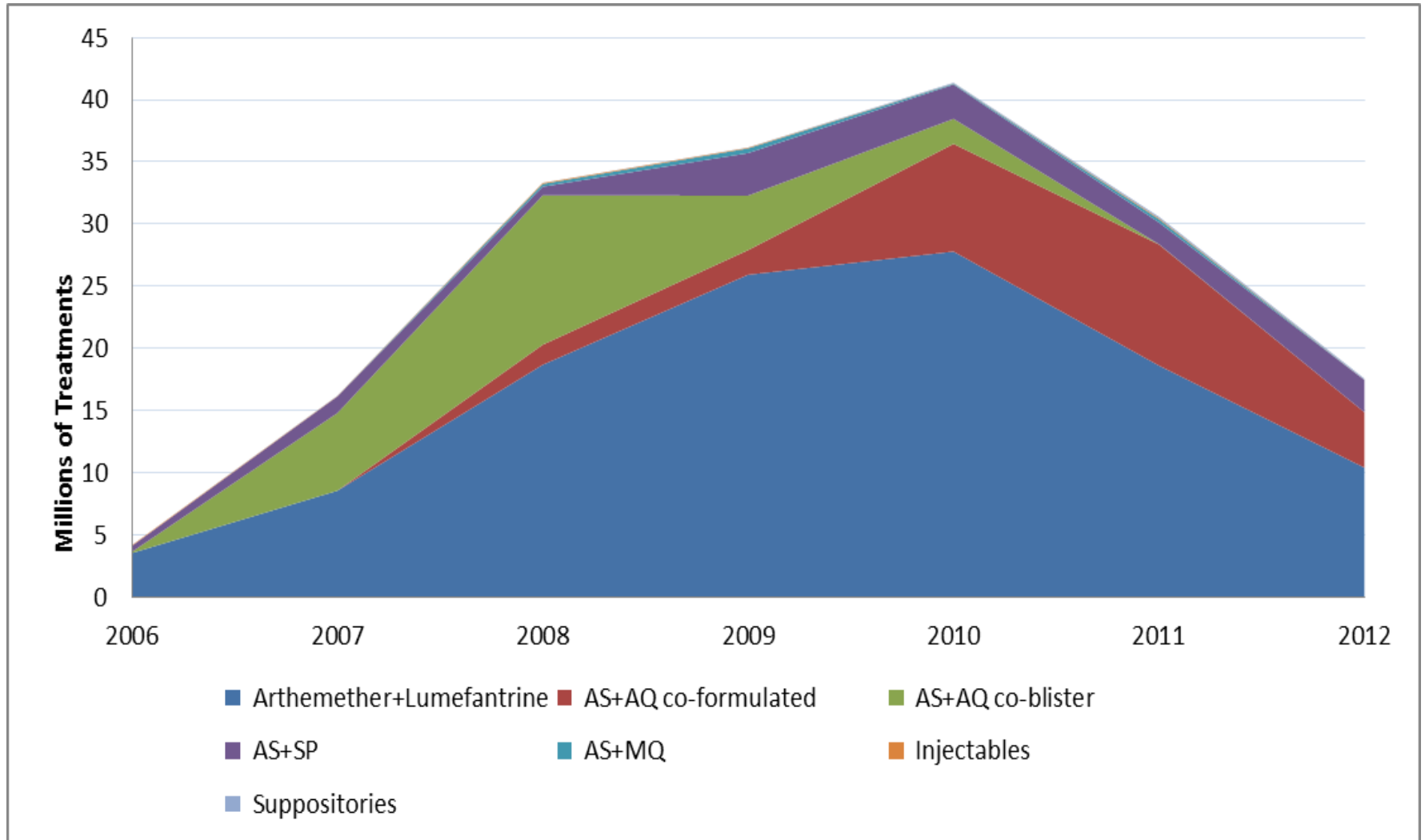
# UNICEF ACT procurement

Conclusion of UNITAID ACT Initiative



Source UNICEF Supply Division

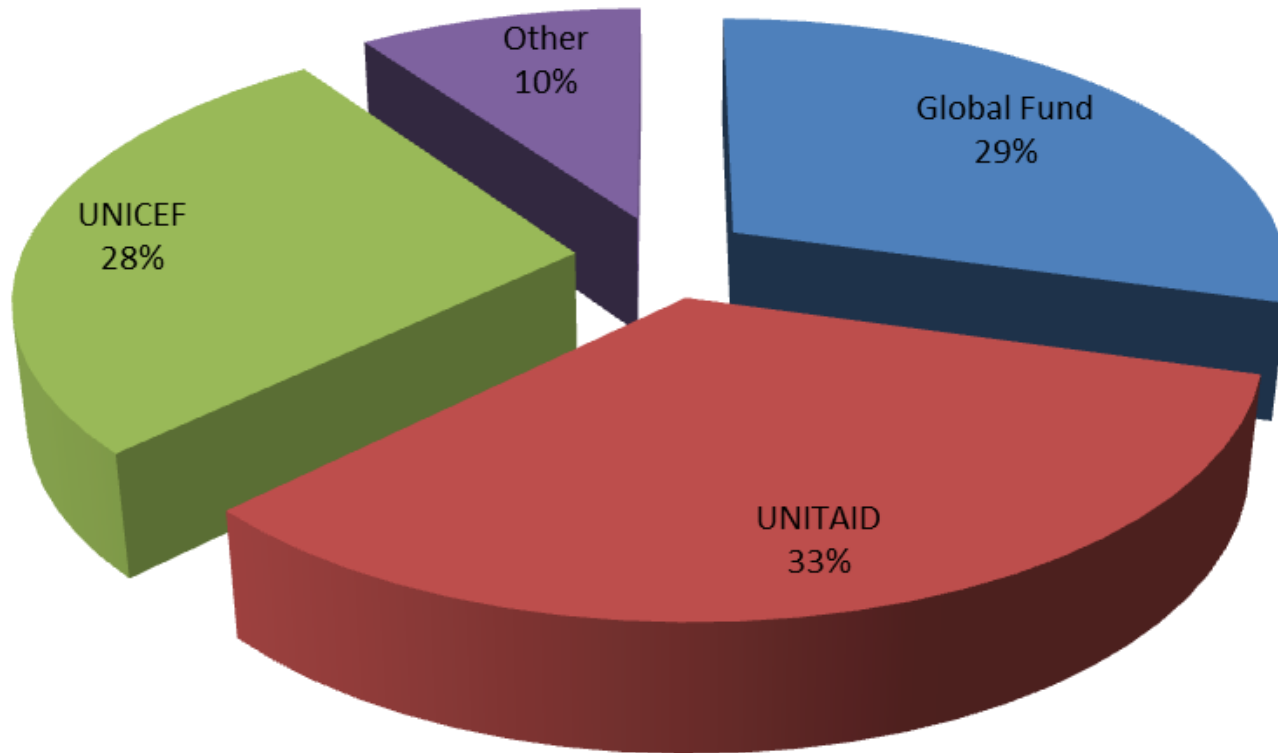
# UNICEF Procurement of ACTs: Volumes



Source: UNICEF Supply Division

# UNICEF Procurement of ACTs

## Funding Sources in 2011



## ACTs PROCUREMENT STRATEGY

ANNUAL REQUEST FOR PROPOSALS EXERCISE

JOINT WHO - UNICEF PROCESS (on going)

FORECAST: HISTORICAL OFFTAKE

AWARDS BASED ON:

- JOINT TECHNICAL EVALUATION
- COMMERCIAL CRITERIA

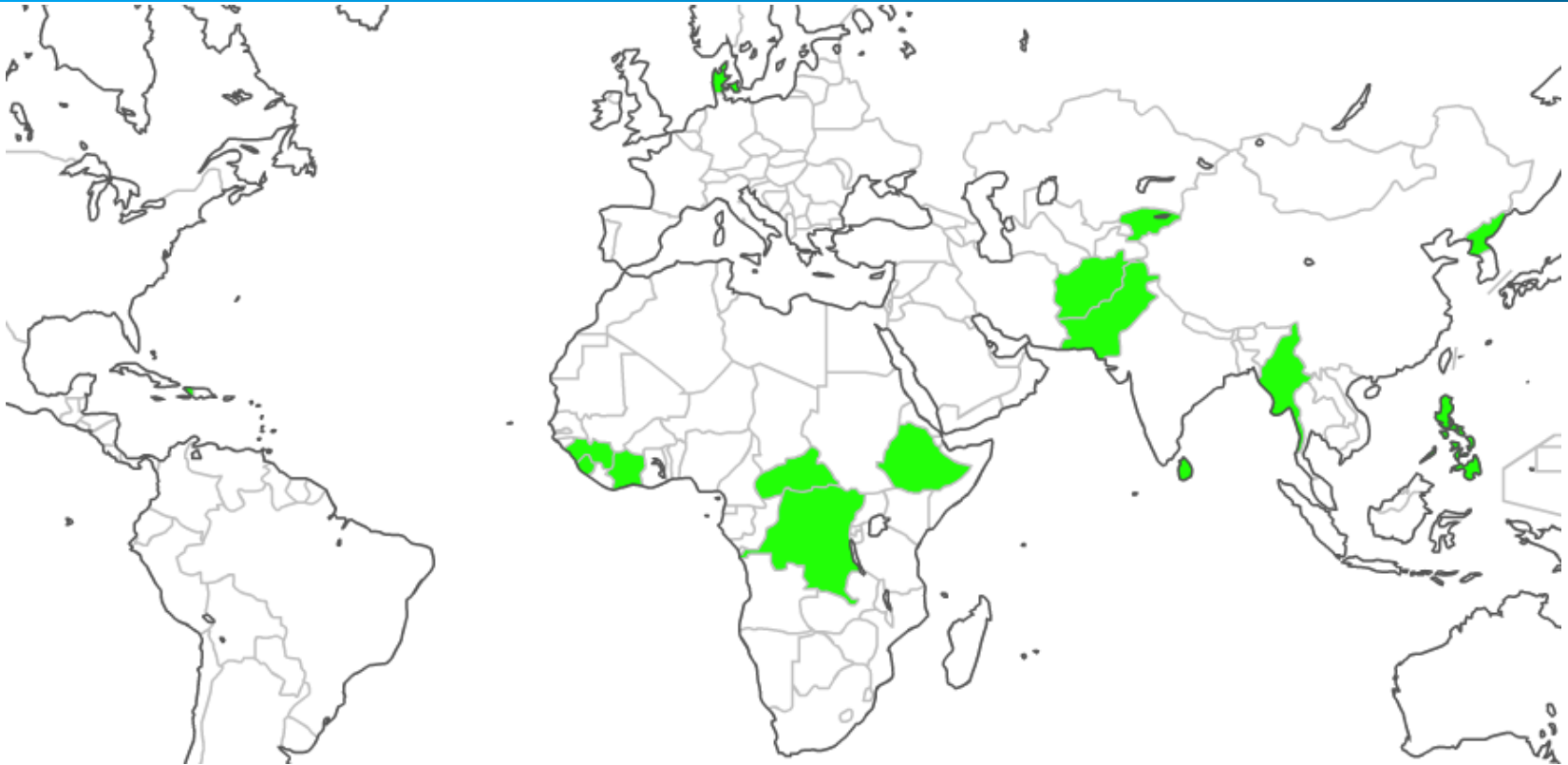
MULTIPLE TIME BOUND LTAs (12 months)

ALLOCATION OF ORDERS: SECONDARY COMPETITION



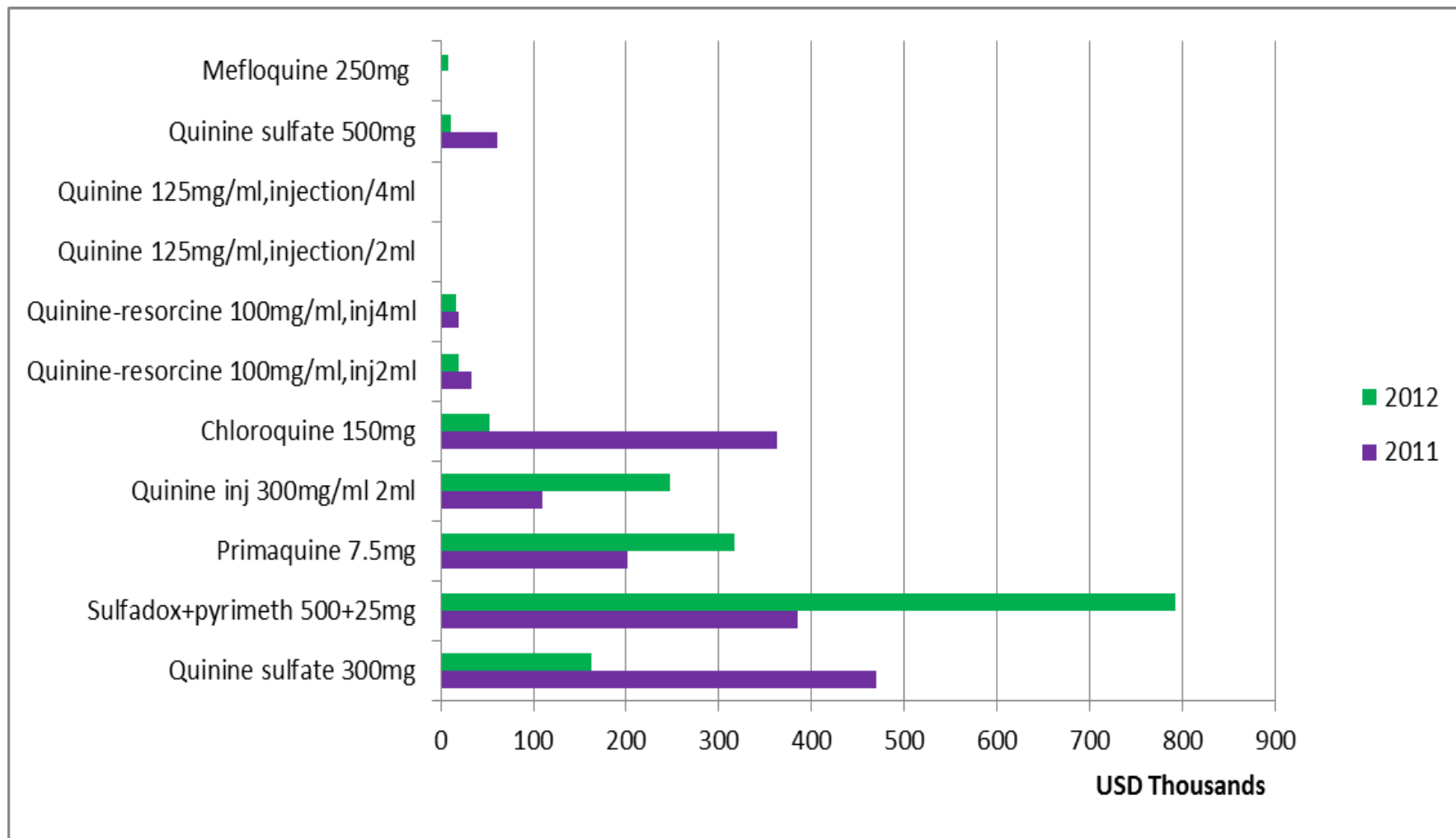
# UNICEF procures non-ACTs on behalf 6-12 countries of annually

**2011: USD 2 million    9 formulations    9 Suppliers    58 orders**



# Unicef Procurement of Non-ACT Antimalarials

## 2011 – 2012 (YTD)



# NON-ACT ANTIMALARIALS PROCUREMENT STRATEGY

INVITATION TO BID EVERY TWO YEARS  
(planned for Q4 2012)

- TECHNICAL CRITERIA: submission to GF ERP
- STANDARD COMMERCIAL CRITERIA

TIME BOUND LTAs (24 months)

SCREENING OF REQUEST AGAINST WHO GUIDELINES  
ALLOCATION OF ORDERS: SECONDARY COMPETITION  
SUPPLY MAINLY VIA COPENHAGEN WH

**Thank you!**

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