INTRODUCTION

UNICEF operates in more than 130 countries, where it works to help meet children’s basic needs and to expand their opportunities to reach their full potential. UNICEF has a key role in vaccine procurement of immunization supplies on behalf of 100 countries annually, supplying over 2.8 billion doses of vaccines in support of EPI routine immunization programs, outbreak and emergency response activities, and the Global Polio Eradication Initiative.

This consultation with industry provides information that prepares the vaccine market for future UNICEF procurements, presents a platform for suppliers to contribute to solutions that optimize product quality, offer value for money and support end-to-end supply chain. The forum also engages with suppliers to discuss progress for ongoing and planned procurements.

This year’s theme will be on changes in our solicitation and contractual documents, including updated General Terms and Conditions, managing country regulatory requirements for product registration, and labelling (bar coding). Innovations in procurement, Vaccine market updates, vaccine price transparency and our tender calendar will also be included on the agenda.

Specific objectives

1) Partner Updates
   Objective:
   i) To provide an opportunity for partners to update industry on recent developments and initiatives to achieve the goal of security of quality assured, affordable vaccine

2) Contractual Changes
   Objectives:
   I) To give an overview of the new UNICEF Standard Contracts in advance of implementation.
   II) To review recent changes in the special terms for vaccines, labelling (bar-coding), transparency efforts, and requirement to update Supply Division on country registration of products to facilitate planning and shipment/delivery.

3) Innovations in procurement
   Objectives:
   i) To review the innovations in procurement that have been used to achieve affordable prices and access to new vaccines for Gavi markets (recently profiled in the 2015 Annual Report, UNICEF Supply Division).
ii) To further explore how UNICEF is responding to changes in the market

4) **Programme – supply updates for all vaccine groups**

   **Objectives:**
   
i) To provide an update on the vaccine market for each product that is included in forecast demand

   ii) To provide an update on the tender calendar

   iii) Presentations will be limited to vaccines that are to be tendered in the following 6 months (penta will be highlighted in the innovations session; neglected diseases to be highlighted in innovation session). Status updates on other vaccines will be in the form of posters.

   - Posters for Routine EPI: BCG, Pentavalent
   - Poster for New vaccines: Rota, JE,
   - Poster for Rapid Response vaccines: TT/Td, Meningococcal, OCV
   - Presentations for the following: Polio, including OPV and IPV; YF; MCV; PCV; HPV

**Expected outcomes of the meeting**

   1. Industry is informed on upcoming tenders and specific vaccine market updates.
   2. Industry is informed on program direction, including EPI, humanitarian emergency responses and emergency stockpiles that will influence vaccine markets.
   3. Suppliers are informed of contractual changes for future solicitations of supply and terms and conditions of agreements.
   4. Partners and industry are informed on innovations led by UNICEF in procurement to meet the programme goals and objectives, including those of the Gavi Supply and Procurement Strategy 2016-2020, and ensure the most optimal products are available for children.

**Participants**

The meeting is open to vaccine industry (manufacturers and suppliers) to UNICEF; this includes pipeline suppliers. Partner organisations are invited to also attend.
Day 1 - Tuesday 15 November 2016

08:30 – 09:00  REGISTRATION

09:00 – 09:15  WELCOME & INTRODUCTIONS
Shanelle Hall, Director, UNICEF Supply Division

09:15 – 09:45  UNICEF GLOBAL POSITIONING OF SUPPLIES: SUPPLY GPS 2030
Shanelle Hall, Director UNICEF SUPPLY DIVISION

09:45 – 10:15  SESSION 1: UPDATE ON UNICEF PROGRAMMES
Moderator: Suvi Rautio, Deputy Director, Supply Programme
Presenter: Heather Deehan, Chief, Vaccine Centre

10:15 – 10:45  SESSION 2: PARTNER UPDATES
Moderator: Suvi Rautio, Deputy Director, Supply Programme
Gavi updates on the 2016-2020 Supply and Procurement Strategy
Presenter: Aurelia Nguyen, Director, Policy & Market Shaping, GAVI

10:45 – 11:00  Break

11:00 – 11:30  WHO updates on Regulatory System Strengthening and Prequalification activities
Presenter: Ms. Carmen Amelia Rodriguez Hernandez, Scientist, Regulation of Medicines and other Health Technologies

11:30 - 12:30  WHO updates on the on access to vaccines for humanitarian emergencies and on the current status of Global Polio Eradication Initiative End-game strategy
Presenter: Philippe Duclos, Senior Advisor, Immunization, Vaccines and Biologicals (IVB), WHO

12:30 – 13:30  Lunch (Warehouse Tour)

13:30 – 15:00  SESSION 3: CHANGES IN THE GENERAL TERMS & CONDITIONS
Review of the changes in the General Terms and Conditions (GT&C)
Moderator: J. Barral-Guerin, Senior Contracts Manager, New Vaccines Unit, UNICEF Supply Division
Presenter: Tamima Boutel, OED Legal, UNICEF
15:00 – 15:15  Break

15:15 – 16:15  SESSION 4: VACCINE LOGISTICS
Provide an update on of the latest developments in the area of shipping, recap the standard shipping and arrival procedures, as well as to discuss current operational challenges.

Moderator/ Presenter: Lauren Kavanagh, Logistics Specialist, Rapid Response Unit, UNICEF Supply Division
Panelists: Hans Christiansen, Contracts Manager, Rapid Response Unit
Mounir Bouazar, Logistics Specialist, International Transport Unit
Birgitte Ohrt, Operations Manager, Charter & Relief, Scan Global Logistics A/S.

16:15 – 16:30  WRAP-UP
Suvi Rautio, Deputy Director, Supply Programme

16:30  CLOSE
Heather Deehan, Chief, Vaccine Centre, UNICEF Supply Division
Day 2 – Wednesday 16 November 2016

8:45 – 9:00

WELCOME
Suvi Rautio, Deputy Director, Supply Programme

9:00 – 10:30

SESSION 1: INNOVATIONS IN PROCUREMENT
This session is aimed to review the innovations in procurement that have been used to achieve affordable prices and access to new vaccines for Gavi markets. This session will also feature UNICEF’s engagement with the market to respond to public health emergencies, and use new and innovative methods to incentivize industry to meet the gaps/needs for infectious diseases that have limited or no products available to prevent, diagnose or treat diseases. to offer lowest prices
Moderator: Heather Deehan, Chief, Vaccine Centre, UNICEF Supply Division
Presenter: Dorcas Noortoft, Contracts Specialists, Routine Vaccine Unit, UNICEF Supply Division (Pentavalent)
Presenter: Jonathan Howard-Brand, Innovation Specialist, Innovation Unit, UNICEF Supply Division (HEPI/ CEPI)
Presenter: J. Barral-Guerin, Senior Contracts Manager, New Vaccines Unit, UNICEF Supply Division (Zika)

Access to affordable vaccine in humanitarian emergencies
Presenter: Yalda Momeni Contracts Specialist, Routine Vaccine Unit, UNICEF Supply Division
Panelists: Kate Elder, Vaccines Policy Advisor, Médecins Sans Frontières
Philippe Duclos, Senior Advisor, Immunization, Vaccines and Biologicals (IVB), WHO

10:30 – 11:30

Break (a Market Place will be available with poster presentations of vaccines procured through UNICEF)

11:30 – 12:00

SESSION 2: OVERVIEW OF UNICEF VACCINE PROCUREMENT PRIORITIES: WHERE ARE WE NOW, WHERE WE ARE GOING, AND UPCOMING TENDERS
Objectives for this session are to provide an overview of trends in supply and procurement, forecasting improvements and plans for the future. This session will also present the tender calendar for 2017/2018.
Moderator/ Presenter: Heather Deehan, Chief, Vaccine Centre, UNICEF Supply Division
12:00 - 13:30  
**SESSION 3: MARKET UPDATES (Part I)**  
*Moderator: Andisheh Ghazieh, Contracts Officer, Polio Unit, UNICEF Supply Division*  
*Presenter: Philipp Kalpaxis, Contracts Specialist, New Vaccines Unit, UNICEF Supply Division (HPV)*  
*Presenter: Ian Lewis, Contracts Specialist, Polio Unit, UNICEF Supply Division (IPV)*  
*Presenter: Ann Ottosen, Senior Contracts Manager, Polio Unit, UNICEF Supply Division (OPV)*

13:30 – 14:15  
Lunch

14:15 - 15:45  
**SESSION 3: MARKET UPDATES (Part II)**  
*Presenter: Hans Christiansen, Contracts Manager, Rapid Response Unit, UNICEF Supply Division (Measles Containing Vaccines)*  
*Presenter: David Kiambi Mutuerandu, Contracts Manager, New Vaccines Unit, UNICEF Supply Division (PCV)*  
*Presenter: Guillermo Gimeno Martinez, Contracts Specialist, Rapid Response Unit, UNICEF Supply Division (YFV)*

15:45 – 16:00  
Break

16:00 – 16:30  
**REFLECTIONS & WRAP-UP**  
*Shanelle Hall, Director, UNICEF Supply Division*

16:30 – 18:00  
**BI-LATERAL MEETINGS**