

# SUPPLY DIVISION ANNUAL REPORT 2005

For every child  
Health, Education, Equality, Protection  
ADVANCE HUMANITY

unicef 

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NIGER: On 8 August 2005, health workers use a circumference armband to measure malnutrition in a child, who is being carried by his mother, at an outreach clinic. The red section of the measuring tape indicates that the child is severely malnourished. In 2005, UNICEF procured nearly 400,000 such armbands.

# SUMMARY

Access to essential supplies is an intrinsic part of child rights. Quality supplies delivered on time contribute to the fulfilment of the Millennium Development Goals (MDGs) and UNICEF focus areas (Immunization 'Plus', HIV/AIDS, Early Childhood, Girl's Education, and Child Protection<sup>1</sup>). Procurement of supplies for children is a dynamic field greatly influenced by demands emerging from child mortality and morbidity, natural and man-made emergencies, new technology and new partnerships. What remains constant is Supply Division's commitment to ensuring that high quality, good value supplies reach children and their families efficiently, effectively and fast.

UNICEF is a world leader in the procurement of supplies for children. It provides a broad approach to supply management, including a focus on strengthening national capacities to better meet the essential commodity needs of children.

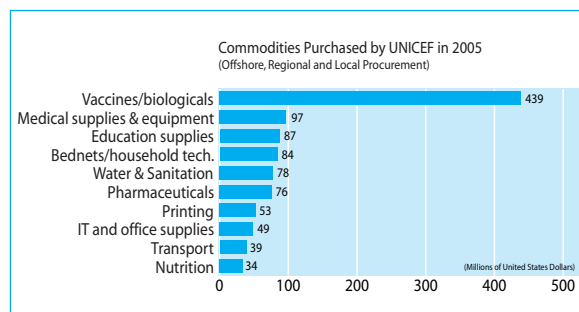
In 2005, UNICEF procured over \$1.1 billion worth of supplies, of which \$846 million was offshore<sup>2</sup> procurement (with an additional \$46 million worth of freight for offshore procurement). This represents a 38 per cent increase over 2004. The notable increase in 2005 is attributable to higher procurement volumes for a range of commodities including water and sanitation (up by 69 per cent), pharmaceuticals (increasing by 43 per cent) and bednets (up by 190 per cent). The exceptional emergencies UNICEF responded to also had an impact on its procurement. In addition, the Division handled over \$25 million worth of in-kind assistance.

UNICEF continued to procure vaccines for 40 per cent of children in developing countries, antiretroviral medicines for 42 countries, and remained the largest buyer of mosquito nets in the world, as well as the largest buyer of Oral Rehydration Salts for developing countries. In 2005, Supply Division sent out educational supplies to help nine million children go back to school.

Nine out of 20 of UNICEF's top supplier countries were countries where UNICEF supports programmes for children. In fact, nearly half of UNICEF's global procurement is done in developing countries.

Supply Division procured an unprecedented level of emergency supplies in 2005. From the countries struck by the tsunami to the conflict zone of Darfur;

## WHAT UNICEF BUYS GLOBALLY...



from nutritional emergencies in Niger and Malawi to disease outbreaks in the Philippines and Guinea Bissau; and from the destructive Atlantic hurricane season to the devastating earthquake in Pakistan, UNICEF has not responded to such an array of humanitarian emergencies in a single year in recent memory.

In 2005, the value of all Procurement Services transactions totalled \$305 million (including \$18 million in freight services). Commodities were shipped to more than 90 countries around the world. The impressive growth of PS in recent years indicates that UNICEF's procurement expertise is helping UNICEF and its partners meet the MDG objectives.

In the area of UN reforms, Supply Division has strengthened its efforts at the global and country level to position supplies for children in the development agenda. One of its priorities is to reinforce partnerships with UN agencies and other relevant entities.

## ... AND WHERE WE BUY IT

TOP 20 SUPPLIER COUNTRIES 2005 (millions of United States Dollars)	
Belgium .....	222
India .....	205
France .....	82
Japan .....	54
Switzerland .....	43
Denmark .....	40
United States .....	33
Italy.....	33
Germany .....	31
United Kingdom .....	31
Pakistan.....	29
China .....	26
Kenya .....	21
Indonesia .....	20
Thailand.....	14
Sudan.....	11
South Africa .....	11
Sweden .....	10
United Arab Emirates.....	9
Republic of Korea .....	9

<sup>1</sup> This publication follows UNICEF's 2001-2005 MTSP as it reports on Supply Division's activities in 2005.

<sup>2</sup> Offshore procurement is done by Supply Division, while local/regional procurement is done by field offices.

# SUPPLIES FOR CHILDREN

Supply Division focuses its procurement of strategic supplies on supporting UNICEF's Medium-Term Strategic Plan (MTSP). Its focus areas of Immunization 'Plus', HIV/AIDS, Early Childhood, Girls Education and Child Protection define UNICEF's role within the United Nations, contribute to the fulfilment of the Millennium Development Goals and strengthen its work in emergency situations.

In 2005, Supply Division continued to extend its expertise in procurement and supply functions towards country programmes. Its cost-effective and quality-controlled methodology for procurement of resources is critical to ensuring that commodities such as vaccines, pharmaceuticals, micronutrients, bed nets, water and sanitation equipment, and school supplies are available to families in need.

Effective humanitarian response is an essential part of UNICEF's overall work. The major emergencies of the last year have emphasized the need for Supply Division to be equipped and prepared to respond rapidly to both large and smaller-scale crises. In 2005, the Division continued to build its capacities to respond to emergencies in a timely and effective manner.

## I. EMERGENCIES

2005 was an extraordinary year with its series of natural disasters, food crises, and conflicts which tore at the fabric of life for tens of millions of people. Despite the sharp differences from emergency to emergency, several overarching facts defined the year's humanitarian crises and responses: the scale was enormous, virtually no continent was spared, and emergency preparedness, technical support and inter-agency collaboration continued to improve.

UNICEF's emergency responses and protection of affected children always include a strong supply component. The role of Supply Division is twofold: to procure essential supplies for health and nutrition, education and recreation, drinking water and sanitation, and to provide technical support in the identification and procurement of emergency supplies as well as in-country logistics. Emergency supplies are increasingly planned as part of long-term programmes, which also include rehabilitation and reconstruction.

UNICEF is placing increased emphasis on emergency preparedness and response, including strengthening the capacity of governments and partners to prepare effectively, and develop joint emergency planning mechanisms. While in some cases UNICEF was able to pre-position emergency supplies, in others, the unexpected onset of the emergency put a severe strain on Supply Division's resources.

Another challenge for Supply Division was to provide the necessary support to countries in emergency while continuing to send out supplies to the rest of UNICEF-supported programmes. Over the years, the Division has developed several mechanisms to cope with an increasing workload. Its staff can be mobilized any day of the year and the Copenhagen warehouse along with other strategic hubs, can work around the clock. Additional staff can be brought in very quickly. During the tsunami response, many staff members volunteered their time on the packing line.

An initiative that has already proved successful is the development of emergency hubs in Johannesburg (South Africa), Dubai (United Arab Emirates) and Colon (Panama). Both after the tsunami and the South Asia earthquake, the Dubai hub was able to send out supplies to affected countries within 48 hours. Its strategic location (at the crossroads of two continents), the efficient airport and the qualified staff made it a crucial asset during several emergencies in 2005. Its turnover reached \$5.6 million.

Supply Division does more to support UNICEF's emergency response than procuring essential supplies. In Copenhagen, a dedicated team answers requests and provides technical advice on supplies and logistics on a 24 hour a day basis. The Division manages a roster of logistics staff that can be rapidly deployed.





*MALDIVES: Workers offload UNICEF supplies for victims of the tsunami disaster from an ECHO-funded flight that has just arrived. Supply Division procured over \$20 million worth of supplies to tsunami-affected countries in 2005.*

In 2005, the Division sent its own logistics officers to the tsunami-affected region, Occupied Palestinian Territories, South Sudan, Ethiopia and Pakistan.

With funds from the European Commission Humanitarian Aid Office (ECHO), Supply Division began developing a software package for a warehouse management and distribution system known as UniTrack. At the end of the year, the Division and the UNICEF Regional Office for South Asia introduced a number of countries to this new feature. UniTrack, still under development, is a simple warehouse management and commodity tracking database designed for UNICEF. The purpose of the workshop was to test the training package itself, gather country feedback on user-friendliness, and familiarize staff with the software so they would be able to install it in selected countries acting as test sites. The system can also be used by other UN agencies and government counterparts.

With funds from ECHO, the Division also started developing a new CD for logisticians in the field, containing basic guidelines, tools and information that can be used during an emergency.

Over the year, Supply Division supported nearly 70 countries in emergencies by providing them with supplies and technical support. While many sudden-onset emergencies appeared in front-page news, other

countries where emergencies have at times become chronic, remained in the shadows. Below are the largest emergencies Supply Division was involved in.

**Tsunami.** From the day after the earthquake and tsunami on 26 December 2004, Supply Division pulled together resources to provide a coordinated emergency supply response on behalf of UNICEF. In January, the Copenhagen warehouse operated for 12 hours a day, seven days a week, often manned by staff volunteers, so that supplies were packed and shipped as quickly as possible. The Dubai warehouse hub, in operation for six months when the tsunami struck, also proved invaluable. The hub sent 16 full and partial air shipments of tarpaulins and cooking sets to the region during the first quarter, ten of which arrived in Jakarta and Colombo in the first week of January.

As part of its response to the Tsunami, between January and March 2005, UNICEF provided family water kits for 14,500 families in the Maldives, emergency health kits for 100,000 people in Indonesia and 71,000 mosquito nets for Sri Lanka. The procurement from Supply Division to tsunami-affected countries (Sri Lanka, Indonesia, the Maldives, India, Myanmar and Somalia) is estimated at over \$20 million in 2005. The procurement consisted mostly of medicines and medical equipment, vaccines and related supplies, education and recreation kits, and

water and sanitation supplies. Local and regional procurement progressively took over as local markets in this region are well developed.

UNICEF received unprecedented in-kind assistance during this period for the above-mentioned countries. Of particular interest was the donation of nine free flights from British Airways, which allowed the organization to save over \$1 million.

In addition to supplies, Supply Division played an integral role in logistics operations by deploying seven members of its staff to the Tsunami zone. Some were deployed to UNICEF Country Offices, while others supported the UN Joint Logistics Centre (UNJLC).

Interagency collaboration on supply distribution during the tsunami was very effective, particularly through the coordination of flights to afflicted zones by the UNJLC. Accessing affected populations was a concern from the beginning, especially in the Aceh region (Indonesia). UNICEF actively participated in the UN effort to set up the Subang Humanitarian Air Hub, an air bridge linking the large capacity airport of Subang, Malaysia, with the badly damaged, regional airport in Banda Aceh. Under the auspices of the UNJLC, the hub was coordinated by two staff members on mission from UNICEF, and four World Food Programme staff. The hub, operational from 7<sup>th</sup> January to the end of February, was established to break down bulk cargo from large aircraft that could land at Subang Airport, and transfer it in smaller planes to Banda Aceh. It also acted as a filter so that high priority cargo was rescheduled to enter Aceh first. The hub proved successful at ensuring relief supplies arrived as quickly as possible, and lessened the strain on Aceh's fragile logistics system. In total, 40 UNICEF-dedicated flights, out of a total of 125 assisted by the hub, transferred goods from Subang to Banda Aceh over the 50 day period of operation. These flights were provided free-of-charge, as part of military relief. Estimates suggest that UNICEF saved up to \$1.4 million by using the Subang hub, and sending UNICEF staff to coordinate the operation.

**Darfur** - The emergency in Darfur and Eastern Chad continued to be a priority for Supply Division in 2005. The Division sent over \$18 million worth of supplies to Darfur. The warehouse in Copenhagen packed a total of 42,559 kits and sets for Sudan. This included 1,580 midwifery kits (to help with the delivery of 79,000 babies), school-in-a-box for nearly 300,000 children, and almost 11,000 recreation sets (containing games and toys for children). In addition, Supply Division sent out half a million blankets and 157,000 mosquito nets to Sudan. Another major procurement was the purchase of water and sanitation equipment.



*SUDAN: Two girls collect water at a Mark II handpump in the village of Aguat in Southern Sudan. Supply Division procured water and sanitation equipment for the region in 2005.*

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Between 2004 and 2005, Supply Division provided 3.4 million doses of measles vaccines to immunize the same number of children between the ages of 9 months to 15 years in Darfur. The provision of a safe water supply to internally displaced persons (IDPs) through water tankers, one of the major operations mainly supported by UNICEF, delivered 284 million litres of water to 315,000 IDPs. Last year, nearly 400,000 children had enrolled in school.

**Niger** - From early in 2005 until the crisis peaked in August, UNICEF began stockpiling supplies in chronically malnourished and under-funded Niger, in an effort to reach 800,000 children affected by a food crisis. This humanitarian crisis dominated the emergency agenda of Supply Division during the third quarter of 2005. The supply effort focused on therapeutic food (UNIMIX, therapeutic milk and PlumpyNut®), antimalarials and other essential medicines, mosquito nets, family water kits and measuring boards. UNIMIX and the air bridge were funded by several donors such as ECHO, DfID, OFDA, the French and the Belgian Governments, and the Belgian Committee for UNICEF. More than 12 per cent of Niger's children under five were treated for malnutrition.

#### **Hurricanes in the Americas and Caribbean -**

Extremely active hurricane activity was experienced in the Atlantic and Caribbean during the 2005 hurricane season running from August to November. The new emergency hub in Panama was used for the first time to send emergency supplies to concerned countries.

In September, Hurricane Katrina affected millions of people along large stretches of the US gulf coast. Using its procurement services, UNICEF rushed 1,755 school-in-a-box kits (for over 140,000 children) and 740



*NIGER: A woman spoon-feeds therapeutic milk to her severely malnourished child, at the UNICEF-assisted therapeutic feeding centre. The milk was procured by Supply Division, along with other emergency supplies.*

recreational kits to the airbase in Little Rock, Arkansas. A logistician from Supply Division was among the UN and UNICEF team seconded to the US Government to provide technical support in emergency response and to facilitate the distribution of kits to affected children.

In October, hurricane Stan slammed into impoverished Central America, killing hundreds in Guatemala, Mexico and El Salvador, displacing tens of thousands. A third of the victims were estimated to be children. In the first days of the emergency, with assistance from Supply Division, UNICEF was able to distribute more than 50,000 oral re-hydration salts sachets, some 2,000 family hygiene kits and 2,000 kits with educational and recreational supplies in El Salvador. Another priority for UNICEF in the affected countries was to distribute water-related supplies such as purification tablets to quickly reestablish access to drinking water.

**Earthquake in South Asia.** In early October, an estimated 3.3 million people in Pakistan, nearly half of whom were children, lost their homes, and at least 73,000 people were killed by an epic earthquake. The UNICEF Country Offices in Pakistan and India were first able to use their local stocks, allowing them to immediately bring emergency supplies to affected children and their families. Within three months, Supply Division shipped nearly \$8 million worth of emergency supplies to Pakistan and about \$500,000 to India in 17 charters and in commercial flights. Simultaneously, Country Offices used local and regional procurement quite extensively.

## II. IMMUNIZATION PLUS

**Procurement value (vaccines + auto-disable syringes + cold chain equipment + vitamin A): \$502.4 million**

Immunization is essential to save children's lives. While every year more than two million children die from vaccine-preventable diseases, immunization still protects nearly three-quarters of the world's children against major childhood illnesses. UNICEF uses the opportunity of immunization to deliver other life-saving services – the “plus” in Immunization ‘Plus’. For example, at vaccination sessions UNICEF may provide Vitamin A supplements, which strengthen children's immune systems.

The procurement of vaccines and related supplies remains the bulk of UNICEF's procurement activities. In 2005, the total value of procurement for Immunization ‘Plus’ represented \$502.4 million, with \$439 million spent on vaccines, \$53 million spent on safe injection supplies and cold chain equipment, and \$10.4 million worth of vitamin A.

The procurement of Oral Polio Vaccines (OPV) reached a historical high in 2005 with 2.1 billion doses purchased by Supply Division in support of the Global Polio Eradication Initiative (GPEI). Upon request from the GPEI and with unprecedented cooperation between UNICEF, WHO and the pharmaceutical industry, 2005 was also the year in which monovalent type 1 OPV (mOPV1) and monovalent type 3 OPV (mOPV3) were introduced as a supplement to traditional trivalent OPV to ensure more efficient responses to virus outbreaks. In addition, national immunization days (NIDs) were synchronized across 28 African countries in the course of 2005 in a concerted





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*PAKISTAN: A health worker fills an auto-disable syringe with a combined measles, mumps and rubella vaccine, at Abbas Hospital in Muzaffarabad. UNICEF provided 1.3 million doses of tetanus toxoid vaccine, as well as cold boxes to store vaccines, and syringes.*

effort to help drive polio out of the continent. The efforts to organize synchronized NIDs are substantial, involving extensive planning (including supply planning) at all levels between UNICEF, donors, governments, and partners.

In 2005, procurement on behalf of the Global Alliance for Vaccines and Immunization (GAVI) amounted to \$130 million. As a result of increased availability of combination vaccines, three new countries introduced DTP-HepB and seven new countries introduced DTP-HepB + Hib during the year. In 2005, 11 countries received support for the introduction and/or continuation of the DTP-HepB vaccine, 12 countries received support for the DTP-HepB + Hib vaccine, one country received support for the DTP-Hib vaccine, 25 received support for the Hepatitis B vaccine, 14 received support for the yellow fever vaccine, and 39 countries received injection safety support through UNICEF. As injection safety support ended in 17 countries in 2005, efforts are ongoing to ensure sustainability for the procurement of devices beyond GAVI support.

In 2005, UNICEF supplied 168 million doses of measles vaccines to countries around the world, of which about 60 per cent were used in campaigns pursuing the Measles Mortality Reduction strategy. The largest campaign was in Nigeria, which targeted a total of 30 million children in 20 northern states. More than 24,000 vaccination posts were set up in villages and more than 146,000 people were mobilized to aid in the effort. UNICEF supplied over 33 million doses of measles vaccine as well as 35 million auto-disable (AD) syringes, 3.5 million disposable syringes and 456,000 safety boxes to ensure safe injection of the vaccines. Maintaining adequate cold chain to keep the vaccine at the correct temperature was a crucial concern: 47 solar refrigeration systems and 43 refrigerators were delivered to ensure the safe storage of the vaccines. Additionally, 2,200 large cold boxes and 16,600 large vaccine carriers were provided for the safe transportation of the vaccines to the vaccination posts.

As always, vaccine quality is of the utmost importance, and UNICEF relies on the WHO pre-qualification system to procure vaccines of ensured quality for countries. Since the mid-1990s, WHO has been involved in efforts to strengthen the capacity of national regulatory authorities to assess the quality and safety of vaccines used within a country, whether domestically produced or imported from elsewhere. The aim is to ensure that all countries have access to vaccines of assured quality and that the quality is maintained up to the time the vaccine is administered. UNICEF also advocates the use of vaccine vial monitors, which record if a vaccine has been exposed to extreme temperatures during transit, and uses vaccine arrival reports to monitor the safety and quality of vaccine shipments.

In compliance with the joint WHO/UNFPA/UNICEF policy on injection safety, UNICEF only supplies AD syringes for vaccinations. In 2005, UNICEF procured over 700 million AD syringes. For the collection of sharps and safe waste management practices, safety boxes are also provided - thereby completing the bundling of vaccines with safe injection and waste management materials.

UNICEF and partners recognize that vaccine security and the uninterrupted supply of affordable, quality vaccines rests on accurate forecasting of demand and supply along with sustained future funding for vaccine procurement. UNICEF continues to promote vaccine security by working closely with manufacturers to ensure a reliable supply of vaccines and with governments to assess their vaccine requirements. In 2005, Supply Division received vaccine forecasts from 117 countries (out of 119).





*INDIA: A woman who is HIV-positive, lies next to her newborn child in V.V. Hospital, in Bangalore. The HIV status of her newborn is not known. Globally, less than 10 per cent of pregnant women are offered services to prevent transmission of HIV to their infants.*

### III. COMBAT HIV/AIDS

**Procurement value (ARVs + HIV/AIDS test kits):  
\$41 million**

Existing patterns of mortality, exclusion, discrimination, violence, abuse and exploitation are severely aggravated by the HIV/AIDS pandemic, which deprives children of their rights to survival, development, education and family care. About two million children are infected with HIV, millions more are affected by AIDS due to parental illness or death and some 15 million children have been orphaned by the pandemic.

In 2005, the United Nations took decisive action in the fight against HIV/AIDS. The "Unite For Children, Unite Against AIDS" Campaign was launched to support partnerships to advance actions for children, adolescents and young people affected by the pandemic. "Unite For Children, Unite Against AIDS" aims to put children and their needs at the forefront of the global fight against HIV/AIDS.

The four key result areas of the Unite for Children, Unite Against AIDS Campaign are:

- Prevent mother-to-child transmission of HIV. By 2010, offer appropriate services to 80 per cent of women in need.

- Provide paediatric treatment. By 2010, provide either antiretroviral treatment or cotrimoxazole, or both, to 80 per cent of children in need.
- Prevent infection among adolescents and young people. By 2010, reduce the percentage of young people living with HIV by 25 per cent globally.
- Protect and support children affected by HIV/AIDS. By 2010, reach 80 per cent of children most in need of public support and services.

**Supplies are essential to the protection of children from HIV/AIDS and the treatment of infected children.** It is estimated that less than 10 per cent of pregnant women are offered services to prevent transmission of HIV to their infants, and less than 5 per cent of young HIV-positive children in need of paediatric AIDS treatment are receiving it. UNICEF is strongly committed to make test kits and ARVs more widely accessible to children and pregnant women. The role of Supply Division is essential in this endeavour.

The procurement of antiretrovirals and HIV/AIDS test kits has shown remarkable growth from 2004 to 2005, increasing respectively from \$18.4 million to \$33.5 million and \$2.9 to \$8 million worth of supplies. The value of paediatric ARVs constituted around 9

percent of the total value of the ARV procurement in 2005. Supply Division purchased the vast majority of ARVs and test kits through its Procurement Services, on behalf of governments using funding from the Global Fund to fight AIDS, Tuberculosis and Malaria, PEPFAR, the UN Development Programme (UNDP), universities and NGOs, among others. In 2005, UNICEF delivered HIV/AIDS-related supplies to 42 countries.

In Malawi for example, the Ministry of Health initially requested that UNICEF procure ARVs and other HIV/AIDS supplies to four sites in 2003. Two years later, UNICEF, together with the Ministry, delivered life-saving supplies to 83 sites, which benefited 35,000 patients. Following the success of this procurement, the Government of Malawi recently requested Supply Division to build its capacity at the country level in order to be able to buy and distribute its own ARVs in the next few years. Due to the complexity of the ARV marketplace, the transfer of knowledge and responsibilities will take place in a phased approach with the assistance of UNICEF.

The focus of Supply Division in the area of HIV/AIDS-related supplies in 2005 was the availability of improved paediatric ARVs and products needed for the prevention of mother-to-child transmission (PMTCT). The Division met with ARV manufacturers on a regular basis. Several pharmaceutical manufacturers have committed to develop new and more appropriate ARVs for children. It is expected that those improved treatments will be available in 2006. The product assortment was fully updated and Supply Division now offers 40 different treatments.

The Division has created a stockpile of HIV/AIDS-related products to help countries experiencing shortages. Any time or day of the week, these treatments can be airfreighted to any place in the world to prevent a stock-out of medicines. Forecasting the needs for ARV remains a complex task, and shortages remain a common occurrence.

For instance, the Government of Niger, which faced a shortage of ARV in August 2005, received 2,000 treatments for one month within four days of their request. This gave the Government of Niger enough time to order more treatments for its long-term needs.

Ensuring the security and reliability of supply and distribution systems in the context of HIV prevention, care, support and treatment has been and continues to be a major part of the support provided by the UN system. Its strategies include strengthening organizational and national capacities to meet essential

supply needs by ensuring access and widespread availability of core commodities, leveraging resources through partnerships and maintaining a focused drive to strengthening operations.

Technical assistance in procurement and supply management is part of the focus areas of the Consolidated UN Technical Support Plan for HIV/AIDS. UNICEF was tasked to be the lead agency, and UNDP, UNFPA, WHO and the World Bank were identified as main partners.



*HAITI: A girl takes her ARV medications at mealtime at La Maison Arc-en-Ciel (Rainbow House) in Port-au-Prince. The orphanage for children who are living with or have been orphaned by HIV/AIDS is supported by UNICEF.*

Supply Division participated in several country missions on PMTCT throughout the year. These missions were primarily aimed at facilitating the scaling up of PMTCT efforts, and advocacy for and technical assistance in introducing paediatric HIV care and support in national programmes. These programmes are heavily dependent on a reliable supply of essential commodities, and Supply Division ensured that the supply component of the programme was integrated in the overall planning.





UNICEF/HQ05-1286/Indrias Getachew

*ETHIOPIA: A girl rests under an insecticide-treated mosquito net. UNICEF is the largest buyer of mosquito nets in the world.*

#### IV. EARLY CHILDHOOD

**Procurement value (malaria-related supplies + medical equipment + nutrition + basic pharmaceutical products + water and sanitation): \$223.5 million**

UNICEF promotes an integrated approach to early childhood development, ensuring that children get the best start in life through appropriate child and maternal health, nutrition, water and sanitation, hygiene and recreation opportunities. Supplies are central to these efforts, and constitute a significant portion of what UNICEF procures. Several commodity groups contribute to this MTSP focus-area.

**Roll Back Malaria:** Supply Division has been actively engaged in the global Roll Back Malaria (RBM) partnership since its launch in 1998. The supply of mosquito nets and insecticides to sub-Saharan countries has been one of the Division's priorities in recent years. A significant increase in the number of nets procured, up 175 per cent to 17 million nets in 2005 for a value of \$73 million, reflects this commitment. Of particular note, the procurement of long-lasting insecticidal nets (LLINs) is showing extraordinary growth. They now constitute over 70 per cent of UNICEF's bednet procurement.

This increase in procurement volumes, projected to further in 2006, has been possible because of UNICEF's strong advocacy targeting the industry to build up the production capacity of LLINs. Standards are essential for quality control. To protect and benefit users, UNICEF follows WHO specifications for netting

materials and insecticides while performing routine quality inspections on all shipments of mosquito nets to ensure conformity to the specifications.

The demand for artemisinin-based combination therapies (ACTs), the recommended therapy of choice to treat *P. falciparum* malaria, increased compared to 2004. In 2005, Supply Division procured \$10.5 million worth of antimalarials, including \$8.5 million worth of ACTs. This represented over nine million ACT treatments, procured primarily for countries in Africa. Supply Division has been working with WHO and other partners on accurately forecasting the demand for ACT medicines in coming years, reviewing funding commitments and potential production capacities globally.

One of the challenges is to absorb the extra cost - ACTs are 10-25 times more expensive than previous generation drug options. UNICEF and its partners continue to encourage remaining countries to change their medicine policy in favour of the new, more effective treatments. Countries are still very cautious about introducing ACTs as many do not see the long-term financial sustainability for these products and are worried about the effect on national budgets.

UNICEF has closely followed developments since the US Institute of Medicine recommended a Global Subsidy mechanism for ACTs that would make these medicines affordable to countries. Supply Division



continues to participate in the RBM Financing Group, coordinated by the World Bank, which is actively pursuing modalities for implementing such a Global Subsidy.

**Nutrition:** In 2005 UNICEF procured \$34 million worth nutritional supplies, from therapeutic food for malnourished children to scales and cooking kits. The procurement of micronutrient products significantly increased to reach \$23 million. The main focus was on supplies requested for emergency situations. There was a very large increase in the procurement of therapeutic spread (made of peanut butter with added vitamins and minerals) in comparison to the 2004 procurement. This product was supplied at a value of \$6.4 million.

UNICEF paid significant attention to the development and introduction of new micronutrient formulations like zinc formulations for treatment of diarrhoea and multi-micronutrient products for infants and children with HIV/AIDS. An overall assessment of needs for different micronutrient products will be carried out to establish requirements and potential funding for these. Several of these new products are expected to be available at a larger scale in 2006/7. Production standards for the micronutrient area remain a challenge, as in many countries, micronutrient products are not well regulated. Hence, the Division took the initiative to conduct in-depth discussions with partners on how to ensure quality. This discussion is still on-going and is expected to be completed in 2006.

**Basic pharmaceutical products:** In 2005, UNICEF procured \$28 million worth of basic pharmaceutical products. The products in highest demand, based on value, have been vitamin A, antihelminths such as albendazole and mebendazole, iron and folic acid tablets, and injectable and oral anti-infectives. Although there has been an increase in the procurement of antiretroviral medicines, there has not been a similar increase of sulphamethoxazole with trimethoprim (co-trimoxazole). Requests for other medicines required in the care of people living with HIV/AIDS have also remained level.

**Water and sanitation:** The global procurement of water and sanitation items increased significantly in 2005 reaching \$78 million. This trend can be explained by an increase in emergency procurement. For instance, Supply Division used to procure very little in this area to Indonesia, Sri Lanka and the Maldives. In 2005, these three countries procured \$15 million worth of water and sanitation supplies

(compared to less than \$0.5 million in 2004). The new family water kit, which contains buckets, soap bars, water purification tablets, collapsible water containers and Oral Rehydration Salt for 10 families, proved extremely useful during emergencies. Some 6,000 kits were delivered over the year to 60,000 families as well as 46.5 million water purification tablets.

Further procurement of drilling rigs for Sudan and Ethiopia in 2005 also resulted in the increased procurement of water and sanitation equipment in 2005.

## V. EDUCATION

### **Procurement value: \$87 million**

Access to appropriate education supplies is essential to the fulfilment of children's right to education.

UNICEF's long-term goal is for all children to have access to and complete an education of good quality.

One of the Millennium Development Goals is to ensure that by 2015 children everywhere, boys and girls alike, will be able to complete a full course of primary schooling, and eliminate gender disparity in primary and secondary education at all levels of education. Education is critical during times of emergency. Along with psychological support and sport, education can help children recover from trauma, assist them in piecing their lives back together and restore routine to an otherwise fractured existence.

In 2005, Supply Division sent out educational supplies for around nine million children. The school-in-a-box and the recreation kit have become part of the UNICEF standard response in emergencies. In some countries, these kits were adapted to better respond to local needs and context.

For instance, Supply Division procured and packed student and teacher kits for nearly three million children and for over 45,000 teachers in the Democratic Republic of Congo (DRC). Supply Division played an active role in ensuring that the technical specifications, quality of products and procurement of the supplies were timely and efficient. The strategy was to order from Supply Division, but pack locally. The educational supplies were sent to three locations in DRC - Kinshasa, Goma and Lubumbashi - where they were packed. The objective was to save funds, but also build local capacity. Supply Division sent four staff members for several weeks to set up the packing lines and train local staff. The project was successful, ensuring that teacher and student kits for three million children were ready for dispatch in time for the new school year.



©UNICEF/Iraq 2003/Ban Dhayr

*IRAQ: School children at Al-Farazdaq Primary school in Zayoon district of Baghdad carrying school bags they have received as part of UNICEF's Back-to-School initiative in the country.*

In Iraq, Supply Division procured \$17 million worth of educational supplies for children last year. This represented 1.5 million school bags and 4.5 million education kits for the same number of children. The specifications of the education kit were developed in close collaboration with the Iraq Ministry of Education. All school bags and kits were manufactured and packed in China, and shipped directly to final destinations inside Iraq. In addition, the Division procured 80,000 double desks and 161,000 chairs for classrooms. All the furniture was produced and shipped from Jordan.

### **The Essential Learning Package**

Proper supply planning, procurement and distribution of learning and educational materials are key factors in reaching targets and achieving national education goals and programme objectives. This is the focus of the Essential Learning Package, a UNICEF initiative in the West and Central Africa Region. It includes national capacity building with the development of selection and forecast methodology to target services and supplies that will make the biggest impact on primary school enrollment and retention of children, especially girls. A joint UNICEF/World Bank effort to promote equitable distribution of the Essential Learning Package in countries with low enrolment rates expanded to 10 countries in West and Central Africa in 2005, following a trial in Burkina Faso.

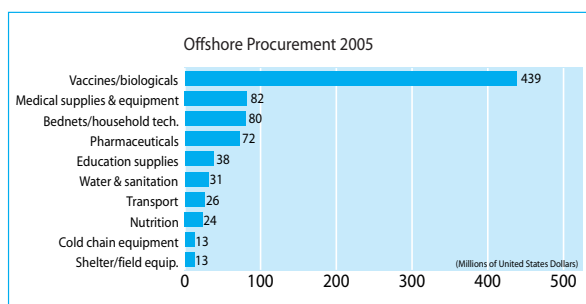
Burkina Faso launched the first Essential Learning Package market survey. Reliable information on market capacities will play a key role in developing sustainable national education strategies and equipping pupils and classrooms with necessary school supplies. Results from the market survey will also have an impact on local procurement options for school supplies in Mali, Benin, Togo and Niger, and will help guide Supply Division's regional education initiatives.

A UNICEF/UNESCO partnership is underway in the West and Central Africa Region to build country forecasting and costing capacity for the package, including sustainability assessment of services and supplies. Benin was the first UNICEF/UNESCO partnership focus country in November 2005. This experience will be used to develop a forecast training module for participating countries in 2006, and to finalize country proposals for a June 2006 donor meeting.

Under this initiative, Nigeria has also developed an innovative national database for classroom inventory which is being used to identify supply inputs for the package at the state level. Local procurement of quality school supplies is an important aspect of the regional initiative.

# PERFORMANCE AND PROGRESS

## WHAT UNICEF BUYS OFFSHORE FOR ITS PROGRAMMES...



### I. PROCURING FASTER AND BETTER

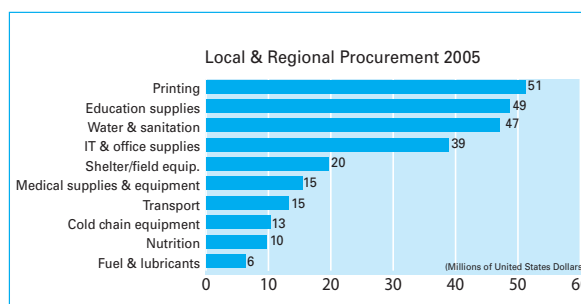
Supply Division keeps 1,327 products on Long Term Arrangement (LTA) (including 94 which country offices can procure from directly), to supply goods at fixed but competitive prices for a longer period of time, while ensuring quality consistency. These LTAs, in essence strategic agreements with suppliers, have resulted in improved supply-chain management and greater quality consistency, with shorter delivery times to customers.

### II. WAREHOUSES OVERSEEN BY SUPPLY DIVISION

Warehouse activities saw another record year in 2005 with throughput up by 8 per cent both in terms of value, weight, volume and number of packs handled. Operational efficiency also improved, as the processing time for purchase orders for warehouse stock fell from 13 days in 2004 to 10 days in 2005.

In 2005, the warehouse throughput reached an unprecedented \$81.5 million (see table for breakdown). Some 62,000 emergency kits worth approximately \$11.6 million were assembled. Supply Division began storing and supplying a new post-exposure prophylaxis (PEP) kit. PEP is a treatment that is used after an individual has been sexually abused or unwittingly exposed to HIV, to reduce the risk of infection. The PEP kit will be part of the future Interagency Emergency Health Kit.

## ...AND WHAT FIELD OFFICES BUY FOR THEMSELVES



Supply Division has been operating three emergency hubs in South Africa, Panama and the United Arab Emirates with success. The Dubai emergency hub proved particularly valuable during some major emergencies in 2005, such as the tsunami and the earthquake in Pakistan and India, both with speeding the delivery of emergency items, and cutting the cost of sending bulky supplies. It is expected that the new hub in Panama, which opened in June 2005, will support UNICEF's response to natural disasters in the region. As part of interagency collaboration efforts, the Division is reviewing proposals for a new hub in South East Asia. The hub in Johannesburg will be reviewed in early 2006.

### Production throughput

(millions of US dollars)	2004	2005
Copenhagen warehouse	59.7	65.1
Vitamin A in-kind donation	8.3	8.3
Emergency Hubs	6.5	6.1
UNHCR stock	1.7	2.0
<b>Total</b>	<b>76.2</b>	<b>81.5</b>

In 2005, approximately 8,000 sea and air shipments were managed by Supply Division, including nearly 100 full charter flights (compared to 32 charters in 2004). Total weight by air was 10,700 metric tons and total weight by sea was 77,000 metric tons.





*DENMARK: UNICEF Goodwill Ambassador David Beckham (right) greets workers who are assembling 'school-in-a-box' kits for children affected by the tsunami disaster, at UNICEF's central supply warehouse in Copenhagen.*

The stock of antiretroviral medicines that was added to the Copenhagen warehouse inventory in 2004 was used on several occasions.

In response to the UN Medical Services Staff Contingency Plan for a possible Influenza Pandemic, Supply Division established a global stock of the anti-viral medicine oseltamivir (Tamiflu®) in the Copenhagen warehouse, primarily reserved for UNICEF staff and dependents to assure contingency stockpiling for staff use at country level in accordance with the Medical Plan. During 2005, the Division shipped oseltamivir stock to countries where the H5N1 virus had been found and to neighbouring countries. In many countries, the Division also covered the requirements for Tamiflu® treatments for staff of UN Country Teams.

The Office of the United Nations High Commissioner for Refugees (UNHCR) and the International Federation of Red Cross and Red Crescent Societies stockpile emergency items in the Copenhagen warehouse. This stock accounts for 30 per cent of the total warehouse space.

The Supply Division warehouse is the only UN warehouse that carries a Good Distribution Practice (GDP) certification for medicines. The Division maintains its GDP certificate (issued by the Danish government) to store and distribute pharmaceutical products.

## Top 20 UNICEF warehouse items shipped in 2005

Item	Quantity
Pencil,black	11.1 million
Book,exercise,A5,ruled	6.2 million
Pen,ball-point,blue	4.2 million
Bag,carrier,A4,interlock seal	3.3 million
Pencil sharpener,plastic	2.8 million
Tetracycline eye ointment	2.7 million
Book,exercise,A4,ruled	2.7 million
Eraser,soft,for pencil	2.4 million
Crayon,wax,assorted	2.3 million
Syringe,A-D,0.5ml	2.2 million
Scissors,safety,school	1.8 million
Slate,student's, plastic	1.7 million
Slate,student's,A4	1.7 million
Amoxicillin	1.4 million
Pen,ball-point,red	1.2 million
Pen,ball-point,blue	1.1 million
Mebendazole 500mg tabs	1.1 million
Water purification tablets	1 million
Pencil,colouring,metal box	1 million
Ferrous sulphate	0.9 million

### III. QUALITY CONTROL

While striving to get the most affordable prices, Supply Division makes quality a priority. It works to ensure that all supplies procured by UNICEF comply with international norms set by regulatory agencies or recognized institutions providing guidance on quality assurance of goods and services, such as WHO (for pharmaceuticals, biological products, medical devices, bed nets, etc.) and members of the Pharmaceutical Inspection Convention, or International Organization for Standardization (ISO).

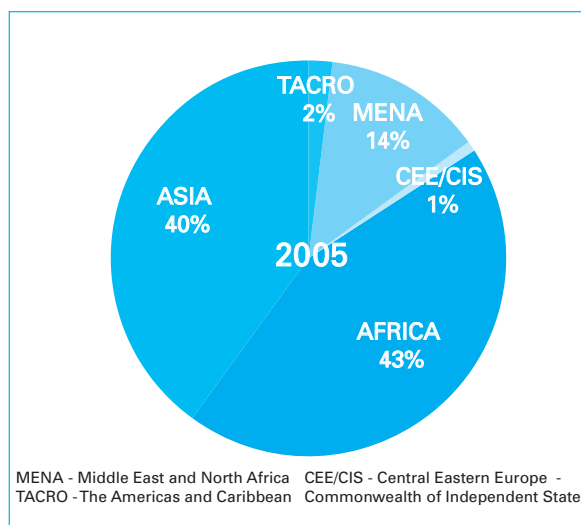
All suppliers for standard pharmaceutical and medical items, ARVs and antimalarials are pre-qualified either by the Division or by the WHO Procurement, Quality and Sourcing Project. Supply Division also monitors quality after delivery on an ongoing basis. In the case of ARVs, the Division has a partnership with WHO for testing of samples and inspecting manufacturing sites.

A total of 19 factory inspections took place in 2005, with a focus on pharmaceutical manufacturers. Supply Division assisted several country offices in carrying out inspections of suppliers, to help them identify quality local manufacturers. Supplier evaluations are running on target with 97 per cent of procurement (in value) done with evaluated suppliers.

In the area of vaccines, Supply Division continued to use Vaccine Arrival Reports (VARs) for UNICEF vaccine shipments to ensure that recipients inspect each shipment upon arrival, confirm that the vaccines arrive in good condition, check they are not exposed to extreme temperatures, and ensure they meet all the procurement specifications. The VAR initiative underlines the importance of monitoring the cold chain. In 2005, the VAR return rate was 80 per cent with an average of 19 days for their receipt.

An additional check on the quality of supplies is the complaints database. Upon receipt of a complaint, Supply Division takes immediate action, involving the supplier and working on finding the most appropriate solution. These complaints are analyzed regularly, and lessons learned and recommendations presented to management. The number of complaints received in 2005 was 41. About 50 per cent of the complaints were related to product quality deficiencies and the remaining were related to other issues such as operation errors, delivery, logistics, packing, logistics and communication.

### PERCENTAGE OF UNICEF SUPPLIES USED IN:



### IV. FIELD SUPPORT TRAINING

Supply Division aims to further develop the internal knowledge and skills of country office staff in order to strengthen UNICEF's supply chain management and support the development of national capacities. Over 250 staff members and external partners were trained throughout 2005. Workshops provided opportunities for learning, knowledge sharing and finding solutions to issues faced in countries to ensure that supplies and equipment that are essential for achieving the MTSP are available where they are needed, on time, and cost effectively.

Supply Division also collaborated with Country and Regional offices to enable staff to identify learning requirements and include training needs in their annual work plans.

# PANEL

## UN REFORM AND PARTNERSHIPS FOR THE PROCUREMENT OF CHILDREN'S SUPPLIES

UNICEF actively supports the implementation of the Millennium Development Goals (MDGs). To that end, Supply Division is making important strides to bring UN Reform into the mainstream of its operations. UN Reform is seen as an opportunity to procure supplies for children and their families faster, better and at a affordable cost.

The Division is an active partner in the United Nations procurement network, specializing in essential commodities for children and their communities. All UN agencies are reviewing their strengths in the area of procurement, both in terms of expertise and volume of transactions.

In the context of increasingly complex procurements, the need for expertise in products and markets and the wide range of supplies required by children and their families, UN Reform is expected to bring about procurement solutions that will ultimately benefit children. By consolidating their procurement, UN agencies are also able to use the additional leverage of very large procurement, allowing them to better negotiate prices collectively.

The procurement taking place within the collaborative UN framework takes several forms. For example, in the area of vaccines, injection supplies, cold chain equipment, antiretrovirals, HIV test kits, antimalarials, and Long Lasting Nets, WHO provides the technical expertise through specification development, product testing and approval process while UNICEF manages the commercial part of the procurement. In the area of freight forwarding arrangements, UNICEF, the Inter Agency Procurement Services Organization (IAPSO), and UNHCR form a joint working group responsible for both technical and commercial issues. These arrangements are periodically reviewed.

Over the past few years, the concept of lead agency - in which the largest and most specialized UN buyer in a commodity area is usually considered the lead agency- has emerged. Under this concept, UN agencies share their respective contracts with suppliers or outsource some of their procurement to sister agencies that have strategic focus on these commodities. The objective is to minimize the duplication of activities within the UN and to improve efficiency and effectiveness through cooperation and utilization of the United Nations Global Marketplace (UNGM) common interface, and implementation of the mechanisms for sharing LTAs.

While UNICEF strives to improve operational efficiency and effectiveness as one of the core objectives of UN Reforms, priority is also given to ensure compliance with UN financial rules and regulations through training (e.g. inter-agency procurement certification), the promotion of an ethical culture, adequate transparency of processes, and ISO certification.

The table below shows some of the UNICEF procurement done with inter-agency collaboration in 2005:

Commodities	Value	% of total procurement
Vaccines & Biologicals	\$439	39%
Medical Supplies & Equipment	\$97	9%
Bednets/Household Tech.	\$84	7%
Pharmaceuticals	\$76	7%
Transport	\$39	3%
Cold Chain Equipment	\$24	2%
<b>Procurement in collaboration with other agencies</b>	<b>\$759</b>	<b>67%</b>
<i>* all figures are in millions of United States Dollars</i>		





© UNICEF/Turkmenistan/Pirozzi

*A child in Turkmenistan Central Hospital is immunized against polio. The vaccine has been procured by UNICEF through its procurement services.*

**Some other examples of collaboration between UN agencies include:**

- Developing a UN agenda for learning events with a focus on ethical procurement training.
- Various joint initiatives, coordinated through the Inter-Agency Procurement Working Group (IAPWG). The 30th UN IAPWG meeting was held in May 2005 in Moscow and Supply Division was represented at the highest level. The top priority is to continue to emphasize collaborative purchasing arrangements based on the lead agency concept.
- Progress in the use of common procurement arrangements through shared LTAs at UN headquarters.
- Procurement of Tamiflu® and other Avian Flu-related supplies for UN Country Teams. In response to the UN Medical Services Staff Contingency Plan for an Influenza Pandemic, Supply Division has been supporting UN Country Teams to plan and procure contingency supplies for a possible Influenza pandemic. In addition to the antiviral medicine (Tamiflu®), contingency supplies include antibiotics and medical items such as surgical masks and other protection equipment.

In addition to and beyond UN Reform, Supply Division has taken on several roles in working in partnership with other UN agencies, governments, NGOs and universities.

## I. PROCURING ON BEHALF OF PARTNERS

Nearly half of Supply Division's procurement is done on behalf of external partners. This is done through the Procurement Services strategy, which served approximately 400 customers, composed of governments, NGOs, UN agencies, academic institutions and philanthropic organizations in 2005.

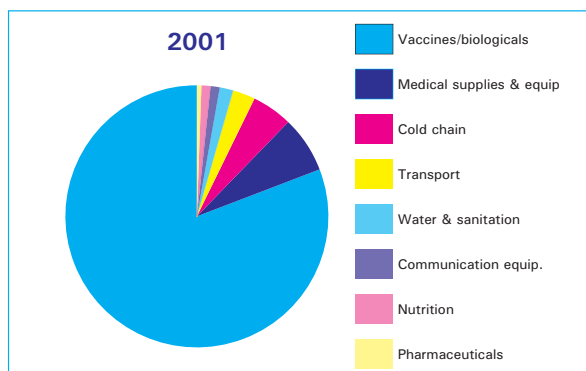
### Procurement Services:

UNICEF Procurement Services (PS) works with governments and other partners to help them in their own efforts to procure supplies for children and their communities. These efforts complement UNICEF-supported programmes and increase their scale and impact. Besides using their own funds, these partners (particularly governments) used funds put at their disposal by donors such as the Global Funds to fight AIDS, Tuberculosis and Malaria (GFATM), the World Bank and bilateral funding institutions.

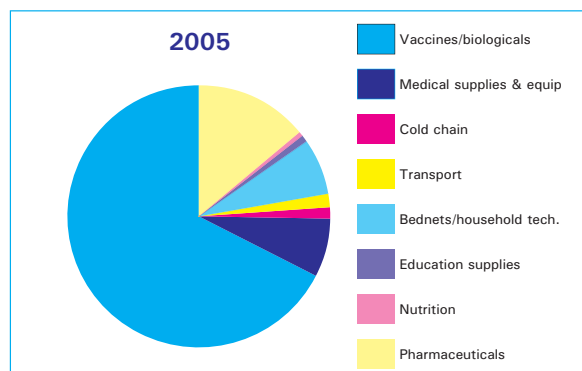
Supply Division coordinates the provision of supplies and related management services, in close collaboration with UNICEF country and regional offices.

While vaccines still account for 67 per cent of the total procurement value, ARVs, bednets, pharmaceuticals and medical supplies show clear signs of growth. The procurement of educational supplies, although currently relatively low, remains an area of further potential growth given the ever-present demand.

## PROCUREMENT SERVICES BY COMMODITY



## PROCUREMENT SERVICES BY COMMODITY



There has been an increased demand for UNICEF's procurement services to orient countries in the area of procurement. The approach taken has been to continue to offer tailored procurement planning meetings, and conducting a general orientation on Procurement Services.

In 2005, such workshops were offered to partners in Ethiopia, Indonesia, Yemen, Ghana, Uzbekistan, Guinea Conakry, Pakistan, Southern Sudan, Bangladesh, Zambia and Zimbabwe, among others.

A major development in 2005 was that the European Commission Humanitarian Aid Office (ECHO) recognized UNICEF as a humanitarian procurement agent. The two parties signed a framework agreement under which procurement services will be provided to ECHO- funded NGOs. In December 2005, Supply Division participated in a seminar in Brussels where the arrangement for Procurement Services was formally introduced to the NGOs. Another major initiative was a joint workshop focusing on effective management of EC/ECHO funds, with emphasis on reporting. During the year, Supply Division received 41 contracts for 27 countries at a value of over \$100 million.

## GAVI

The Global Alliance for Vaccines and Immunization (GAVI), a public-private partnership seeking to re-energize commitment to defeating vaccine-preventable childhood diseases worldwide, was established in 1999. Among GAVI's objectives are expanding the use of existing vaccines, such as hepatitis B, yellow fever and *Haemophilus influenzae* type b (Hib), and accelerating the development and eventual introduction of new vaccines, including rotavirus and pneumococcal vaccines.

Supply Division has been responsible for procuring vaccines and injection safety equipment for GAVI for six years. This procurement amounted to approximately \$130 million in 2005, primarily for new and under-used vaccines, specifically against hepatitis B, Hib, and yellow fever in endemic countries as well as injection safety supplies (also see section on Immunization).

While historically, UNICEF has played a determining role in procuring "traditional" vaccines (against polio, mumps, rubella, measles etc) for children, this partnership has allowed the organization to broaden the range of vaccines available to children in developing countries.

**Procurement Services in Madagascar:** In 2005, the Country office in Madagascar continued to strengthen its partnership with the government and received PS orders for an amount of \$17 million. For the second year in a row, the Ministry of Education requested that UNICEF procure more than one million school kits for new pupils and teachers and one million books in French (this procurement was undertaken by UNOPS under the UNOPS/UNICEF agreement). A large request for printing books in Malagasy and French was implemented locally. Furthermore, the Ministry of Education requested that UNICEF procure 800 motorcycles to be handed out to headmasters throughout the island. The entire project was funded by the Government at over \$12 million and contributed to increasing the enrolment of new pupils and to improving the quality of education in Madagascar. The Government also chose UNICEF Procurement Services to build hundreds of classrooms over a five year period. 246 classrooms are to be completed in 2006. The Ministry of Health in Madagascar used UNICEF procurement services as well to procure 12 tonnes of potassium fluoride and half of its needs in long lasting nets.

## II. COLLABORATING WITH PARTNERS ON PROCUREMENT

### Procurement and distribution during emergencies

During emergencies, both at field and headquarter levels, UNICEF works closely with the World Food Programme, the UN High Commissioner for Refugees and the United Nations Joint Logistics Centre (UNJLC) on shipping, logistics and distribution. The UNJLC is one of the most vibrant and concrete examples of UN coordination and partnerships. This common services structure has proved very valuable during complex and large-scale emergencies such as the tsunami. UNICEF is represented by a full-time staff member at the UNJLC core unit in Rome.

Based on its comparative advantages (such as experience in logistics, strategic emergency hubs, extensive network of country and regional supply operations, expertise in key emergency supplies etc.), UNICEF is looking at its potential leading role in the procurement and distribution of emergency non-food items, to ensure that children's needs are given priority.

### Sharing Long-Term Arrangements (LTAs)

UN agencies have made significant progress in sharing LTAs established by one of the organizations. Supply Division has been very proactive in this area and regularly shares LTAs with other agencies. This initiative should improve UNICEF's response time, and eventually push prices down.

### The UNOPS-UNICEF partnership

The umbrella agreement signed by UNICEF and UNOPS in 2004 was used in 2005 in the tsunami-affected region, mainly for the reconstruction of schools and primary health facilities. Based on the agreement and project proposals, Supply Division authorized local procurement in Indonesia (\$90 million), Sri Lanka (\$48 million) and the Maldives (\$5 million). The Division supports the UNICEF offices in these countries in setting up project monitoring systems and leads discussions with UNOPS on project specifications, fees, staffing and tendering procedures. It is expected that this agreement will be used in other countries such as Pakistan and Sudan (for the Southern region).

In addition, the UNICEF/UNOPS Framework Agreement for Procurement services signed in

January 2005 has been used extensively to provide services to a number of government and development partners (e.g. Madagascar).

## III. WORKING WITH PARTNERS ON PROCUREMENT NORMS AND STRATEGIES

### Health

Supply Division maintains a very close and positive working relationship with UN agencies and selected NGOs, universities and research institutes in the area of child and mother health. WHO and UNFPA in particular are strong partners on immunization, medicines, malaria and HIV/AIDS with regard to programme and quality assurance issues.

The Division follows WHO standards for the quality control of vaccines, pharmaceuticals (ARVs and ACTs) and medical devices, and collaborates closely on supply strategies in several areas such as malaria (through the Roll Back Malaria initiative) and HIV/AIDS (through the WHO Essential Medicines and Policy). UNICEF supports WHO financially in the Vaccine Quality Advice Project, through which WHO provides technical support and product quality assurance services for vaccines procured by UNICEF and other UN organizations. It also works with the World Bank on Procurement Services for vaccines and other commodities, and the Global Fund to fight AIDS, Tuberculosis and Malaria on potential support to countries for procuring essential commodities.

UNICEF is represented by Supply Division at the Inter-Agency Pharmaceutical Coordination Group (IPC). Through the IPC, each agency's pharmaceutical advisers meet twice a year to review common policies and practices. This is an important partnership for UNICEF as the organization leads the UN system in the procurement of essential drugs and micronutrients. Supply Division works with WHO, the World Bank, UNDP and UNFPA on HIV/AIDS-related procurement and supply management. The Division launched a Request for Proposals for ARVs to lead to 2006 contracts with manufacturers. UNICEF was designated lead agency for coordinating technical assistance in procurement and supply management for HIV/AIDS response.





*INDONESIA: Ten-year-old Faruq cries out as he is immunized against measles, in a camp for people displaced by the tsunami.*

UNICEF is a partner in the WHO AIDS Medicines and Diagnostics Service, and collaborates with the Malaria Medicines and Supply Services under the Roll Back Malaria initiative. These services have been established to expand access quality, effective treatment for HIV/AIDS and malaria, by facilitating the increased supply of medicines, diagnostics and preventive supplies in developing countries.

### United Nations Global Marketplace

UNICEF became part of the United Nations Global Marketplace (UNGM) in 2002. The UNGM acts as a single window, through which the business community may register with the UN system. The database facilitates the interchange of supplier information within the UN system as information is made available to all UN organizations. It also acts as an important procurement tool to shortlist suppliers for competitive bidding. The new, upgraded version was launched at the end of 2005 and is accessible at [www.ungm.org](http://www.ungm.org).

### IV. DISSEMINATING INFORMATION ON PROCUREMENT AND SUPPLIES

Supply Division has spearheaded developments to promote accurate information about and access to antiretrovirals and antimalarials. These projects are part of a UN system-wide strategy to increase access to affordable and quality supplies. The financial impact on countries can be considerable as providing governments and NGOs with information and data allows them to make informed decisions in the procurement of quality, affordable ARVs and test kits.

Since 1999, every year, UNICEF, UNAIDS, WHO and Médecins Sans Frontières produce and disseminate the report "Sources and Prices of Selected Medicines and Diagnostics for People Living with HIV/AIDS."

This model was followed in 2004 by the first publication of the report "Sources and Prices of Selected Products for the Prevention, Diagnosis and Treatment of Malaria." This report was developed in collaboration with the RBM initiative, WHO and the Population Services International and Management Sciences for Health.

### V. WORKING WITH SUPPLIERS

UNICEF Supply Division maintains a unique working relationship with suppliers. Many activities are undertaken to improve supplier's understanding of UNICEF procurement, in order to smooth procurement processes, and secure the supply of scarce or potentially uneconomic products. For instance, Supply Division continues to host annual meetings of generic antiretroviral and antimalarial manufacturers to share information and discuss projected HIV/AIDS and malaria product requirements. Other agencies such as the Global Fund, WHO and the Roll Back Malaria Secretariat have attended these meetings.

In 2005, Supply Division continued to be active in Biovision, participating in Biovision Lyon during the year. This initiative brings together world leaders in the bio-technology field looking at new scientific developments and applications, including vaccines and pharmaceuticals. The Division participated in the Annual Sabin Institute Colloquium, which focused on the introduction of new vaccines, with UNICEF leading the procurement and supply debate.

The Division participated in UN Business Days in Germany, the Netherlands, Pakistan, Italy, Syria, Sweden, Belgium, Russia, Nigeria, France, South Korea and Japan, as well as in several seminars held by UN missions in New York. These seminars offered an opportunity for local suppliers to learn about UN procurement and to register through the UN Global Marketplace.

## **ANNEX 1**

### **UNICEF SUPPLIER COUNTRIES AND TERRITORIES**

(OFFSHORE, REGIONAL AND LOCAL PROCUREMENT)

## **ANNEX 2**

### **OFFSHORE PROCUREMENT THROUGH COPENHAGEN/ NEW YORK**

## **ANNEX 3**

### **REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES**

## **ANNEX 4**

### **WHERE SUPPLIES ARE USED**

## **ANNEX 5**

### **INVITATIONS TO BID AND RESPONSES RECEIVED**

(OFFSHORE PROCUREMENT)

## UNICEF SUPPLIER COUNTRIES AND TERRITORIES

(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	4,289,182	Democratic People's Republic of Korea (the)	294,430
Albania	259,859	Democratic Republic of the Congo (the)	2,959,875
Algeria	210,272	Denmark	40,000,511
Angola	1,774,362	Djibouti	253,503
Argentina	733,421	Dominican Republic (the)	160,233
Armenia	126,209	Ecuador	194,751
Australia	860,217	Egypt	349,827
Austria	478,700	El Salvador	1,088,441
Azerbaijan	127,539	Equatorial Guinea	29,733
Bangladesh	7,857,161	Eritrea	340,719
Barbados	148,263	Ethiopia	7,017,553
Belarus	216,916	Fiji	117,453
Belgium	221,552,476	Finland	7,684,208
Belize	84,857	France	82,153,917
Benin	942,614	Gabon	56,154
Bhutan	501,979	Gambia (the)	125,584
Bolivia	1,503,288	Georgia	140,883
Bosnia and Herzegovina	473,298	Germany	31,231,129
Botswana	300,290	Ghana	2,663,205
Brazil	3,829,241	Grenada	17,520
Bulgaria	158,242	Guatemala	758,678
Burkina Faso	1,193,626	Guinea	1,116,203
Burundi	2,051,359	Guinea-Bissau	358,972
Cambodia	2,855,590	Guyana	323,079
Cameroon	853,128	Haiti	1,297,168
Canada	5,099,498	Honduras	303,532
Cape Verde	121,438	Hungary	124,160
Central African Republic (the)	1,215,280	India	205,388,898
Chad	1,802,990	Indonesia	19,858,843
Chile	945,171	Iran (Islamic Republic of)	2,794,860
China	26,297,113	Iraq	836,545
Colombia	406,873	Ireland	3,721,700
Comoros (the)	333,418	Israel	5,016,322
Congo (the)	319,068	Italy	32,610,579
Costa Rica	102,003	Jamaica	486,189
Côte d'Ivoire	1,575,492	Japan	53,980,963
Croatia	124,041	Jordan	7,807,726
Cuba	1,621,124	Kazakhstan	203,373
Cyprus	7,017,131	Kenya	20,945,886
Czech Republic (the)	881,692	Kyrgyzstan	54,945



## UNICEF SUPPLIER COUNTRIES AND TERRITORIES

(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Lao People's Democratic Republic (the)	1,043,999	Saudi Arabia	5,969
Lebanon	1,106,985	Senegal	1,157,580
Lesotho	292,509	Serbia and Montenegro	311,960
Liberia	830,164	Sierra Leone	1,007,227
Luxembourg	6,144,503	Singapore	786,831
Madagascar	3,088,299	Somalia	648,949
Malawi	2,473,488	South Africa	11,374,502
Malaysia	270,573	Spain	1,647,722
Maldives	5,302,988	Sri Lanka	7,642,147
Mali	1,385,210	Sudan	11,450,084
Mauritania	944,081	Suriname	7,301
Mauritius	305,375	Swaziland	751,318
Mexico	839,794	Sweden	9,701,269
Mongolia	377,128	Switzerland	42,905,085
Morocco	695,775	Syrian Arab Republic (the)	316,562
Mozambique	1,243,926	Tajikistan	358,983
Myanmar	1,516,141	Thailand	13,576,892
Namibia	472,407	The former Yugoslav	
Nepal	2,901,618	Republic of Macedonia	137,093
Netherlands (the)	8,572,596	Timor-Leste	395,581
New Zealand	54,832	Togo	342,650
Nicaragua	742,984	Trinidad and Tobago	34,825
Niger (the)	3,323,058	Tunisia	407,221
Nigeria	4,288,417	Turkey	959,145
Norway	3,480,334	Turkmenistan	93,323
Occupied Palestinian Territory	16,112	Uganda	4,022,412
Oman	603,031	Ukraine	477,932
Pakistan	29,220,911	United Arab Emirates (the)	8,674,335
Panama	489,225	United Kingdom (the)	31,148,692
Papua New Guinea	209,180	United Republic of Tanzania (the)	7,904,688
Paraguay	369,759	United States (the)	32,850,840
Peru	638,249	Uruguay	82,514
Philippines (the)	1,957,182	Uzbekistan	296,658
Poland	271,555	Vanuatu	656
Republic of Korea (the)	8,574,220	Venezuela	329,725
Republic of Moldova (the)	388,281	Viet Nam	1,924,926
Romania	197,387	Yemen	7,870,102
Russian Federation (the)	1,619,718	Zambia	1,358,732
Rwanda	564,237	Zimbabwe	2,145,833
Sao Tome and Principe	9,852		

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>Australia</b>		
Codan Pty Ltd.	Communication Equipment	355,990
CSL Limited	Vaccines/Biologicals	201,771
Mono Pumps (Australia) Pty. Ltd.	Water & Sanitation	163,324
<b>Austria</b>		
Brevillier-Urban Schreibwarenfabrik	Education Supplies	251,072
Nova Biomedical	Medical Equipment	227,628
<b>Belgium</b>		
Alpinter SA/NV	Education Supplies, Medical/Hygiene Kits	3,497,805
Becton Dickinson International	Education Supplies, Laboratory Supplies, Medical Renewable	29,804,399
GlaxoSmithKline Biologicals Manufac	Vaccines/Biologicals	179,872,779
Michiels Fabrieken N.V.	Nutrition	3,554,087
Newjag S.A.	Education Supplies	956,900
Purna Pharmaceuticals N.V.	Pharmaceuticals	1,120,185
Terumo Europe NV	Medical Renewable	2,605,707
<b>Brazil</b>		
FIOTEC Fundação para o Desenvolvim	Vaccines/Biologicals	2,269,680
<b>Bulgaria</b>		
Marketing-v Ltd.	Medical/Hygiene Kits	153,412
<b>Canada</b>		
Accucaps Industries Ltd.	Pharmaceuticals	2,870,970
Banner Pharmacaps (Canada) Ltd	Pharmaceuticals	376,000
Geonics Ltd	Water & Sanitation	163,550
Intervax	Vaccines/Biologicals	1,613,217
<b>Chile</b>		
AJAY - SQM Chile S.A.	Nutrition	791,740
<b>China</b>		
Benxi Beitai Ductile Cast Iron Pipe	Water & Sanitation	388,619
CHISON MEDICAL IMAGING CO.,LTD.	Medical Equipment	114,450
FREEPLAY Asia Ltd	Communication Equipment	232,850
Guilin Pharmaceutical Co., Ltd	Pharmaceuticals	140,000
ITI Company (Shanghai) Ltd.	Education Supplies, Medical Equipment, Water & Sanitation	6,958,650
Moneray International Ltd.	Medical Equipment	111,438
Northern International Holding Co.,	Education Supplies	293,815
Qingdao Gyoha Entech Co. Ltd.	Shelter/Field Equipment	2,313,996
Tianjin Flying Pigeon Bicycle Co.,	Transport	434,354
XinJiang International Economic	Identific. & Signage	262,500
<b>Cuba</b>		
Heber Biotec S.A	Vaccines/Biologicals	457,620
<b>Cyprus</b>		
Remedica Ltd.	Nutrition, Pharmaceuticals	7,014,917
<b>Czech Republic (the)</b>		
Krkonosske Papirny a.s.	Education Supplies, Medical Renewable	794,083
<b>Denmark</b>		
A/S Vestfrost	Cold Chain Equipment	514,919
Ambu A/S	Education Supplies, Medical Equipment	530,824
As Crown Emballage AS	Medical Renewable	127,500
Borg & Bigum Danmark A/S	Education Supplies, Clothing & Footwear, Identific. & Signage	4,302,711
Bukkehave A/S	Transport, Water & Sanitation, Medical Equipment	3,050,685
Canon Danmark A/S	IT & Office Supplies	176,275
Chr. Bardram Health-Care Aps	Medical Equipment, Medical Renewable	179,031
Compact A/S	Nutrition	1,085,695
Connectra ApS	Medical Equipment	919,260
Danimex Communication A/S	Communication Equipment, IT & Office Supplies	1,479,951
DSM Nutritional Products A/S	Nutrition	130,936
Eurest A/S	Staff Supplies	108,022
Fairpoint A/S	Communication Equipment, Water & Sanitation	395,100
Fortitech Europe ApS	Nutrition	259,776
Ganket A/S	Identific. & Signage, Printing	116,893

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Grundfos DK A/S	Water & Sanitation	1,108,944
Hach Lange A/S	Laboratory Supplies, Water & Sanitation	143,497
HOH Water Technology A/S	Water & Sanitation	131,780
Johs. Gram-Hanssen A/S	Education Supplies, IT & Office Supplies, Transport	2,000,019
Kivex A/S	Medical Equipment	229,392
Kjaer & Kjaer Worldwide A/S	Transport	394,488
Kronlein Import & Export Agencies	Education Supplies, Water & Sanitation, Medical Renewable	168,772
Leica Microsystems A/S	Education Supplies, Laboratory Supplies	150,703
Llumar A/S	IT & Office Supplies	106,487
Missionpharma A/S	Medical Renewable, Pharmaceuticals	994,806
Monarflex A/S	Water & Sanitation, Shelter/Field Equipment	1,543,849
Peter Justesen Company A/S	Communication Equipment, Education Supplies	141,332
Roche Vitamins A/S	Nutrition	688,968
S P Service v/S Elfort	Medical Renewable	116,934
Scanpharm A/S	Pharmaceuticals	323,207
Select Sport A/S	Education Supplies	802,431
Smith & Nephew A/S	Pharmaceuticals	187,171
Statens Seruminstitut	Vaccines/Biologicals	3,369,266
TopNordic A/S	Communication Equipment, IT & Office Supplies, Printing	663,370
Uni-Safe A/S	Warehousing	159,204
Unomedical	Medical Renewable	158,129
Zarges Aps	Education Supplies	1,166,491
<b>Finland</b>		
AB Crown Products OY	Education Supplies	1,782,887
HUURRE FINLAND OY	Cold Chain Equipment	1,710,210
Naps Systems Oy	Cold Chain Equipment, Water & Sanitation	286,093
Pa-Hu Oy	Medical Renewable	2,160,206
Sademan Oy	Nutrition	305,522
Smead Paperisto Oy	Education Supplies	1,152,524
<b>France</b>		
Agencinox	Medical Equipment	126,598
Apex BP Solar	Cold Chain Equipment, Water & Sanitation	360,272
Arch Chemicals S.A.	Water & Sanitation	218,580
ATLAS COPCO DRILLING SOLUTIONS	Water & Sanitation, Transport	1,854,290
Bio Merieux S.A.	Diagnostic Test Kits	135,998
Bio-Rad Laboratories	Diagnostic Test Kits, Laboratory Supplies, Education Supplies	697,745
Bristol-Myers Squibb Sarl	Pharmaceuticals	794,484
Cofranlait	Nutrition	716,268
Dégrémont	Water & Sanitation	1,227,293
GE OSMONICS SA	Water & Sanitation	110,380
Guerbet	Pharmaceuticals	250,978
Irriconsult	Water & Sanitation	206,326
Laboratoire Renaudin	Pharmaceuticals	164,056
Nutriset	Nutrition, Pharmaceuticals	10,184,900
Omyacolor SA	Education Supplies, IT & Office Supplies	589,553
Panpharma Laboratories	Pharmaceuticals	1,002,206
Renault Trucks	Transport	276,022
Sanofi Pasteur	Vaccines/Biologicals	57,053,988
Sanofi Winthrop Industrie S.A.	Pharmaceuticals	3,042,895
Sovema	Water & Sanitation	773,544
Spengler	Medical Equipment	335,069
Taema	Medical Equipment	165,413
Vergnet Hydro	Water & Sanitation	120,374
Water Technology Concepts	Water & Sanitation	569,274
<b>Germany</b>		
Abbott GmbH & CO KG	Diagnostic Test Kits, Medical Equipment	4,885,582
Boehringer Ingelheim GmbH	Pharmaceuticals	5,537,422
Chempatex Medizinische	Medical Renewable	300,251
Copack GmbH	Diagnostic Test Kits	116,023
Destroject GmbH Medical Devices	Medical Renewable	1,986,713
Dr. Paul Lohmann GmbH KG	Nutrition	327,854
Ernst Klett Sprachen GmbH	Education Supplies	205,032



## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Fleischhacker GmbH & Co.KG	Diagnostic Test Kits, Laboratory Supplies, Medical Equipment	2,126,939
Henke-Sass, Wolf GmbH	Medical Renewable	637,279
Herlitz PBS AG	Education Supplies, IT & Office Supplies	2,326,371
Human GmbH	Laboratory Supplies	679,634
KBI Kunststoffbeutel Prod. GmbH & C	Pharmaceuticals	1,646,003
Kirsch Pharma GmbH	Pharmaceuticals, Water & Sanitation	210,458
Landre GmbH	Education Supplies, IT & Office Supplies, Medical Renewable	620,622
Lomapharm, Rudolf Lohmann GmbH KG	Nutrition, Pharmaceuticals	1,901,148
Medin Medical Innovations GmbH	Medical Equipment	115,426
Motorenfabrik Hatz GmbH & Co KG	Water & Sanitation	352,140
MSI GmbH	Nutrition	470,345
Polimoon GmbH	Water & Sanitation	518,898
Pythago Color GmbH	Education Supplies	893,538
Roche Diagnostics GmbH	Diagnostic Test Kits, Laboratory Supplies	226,764
Rotexmedica GmbH	Pharmaceuticals	567,665
SECA GmbH & Co. KG.	Nutrition	1,505,709
Smurfit Kappa GmbH	Warehousing	714,806
Stoehr Turn- Und Sportgeraete	Education Supplies, Rehab./Disabilities	860,547
STOOF International GmbH	IT & Office Supplies	107,557
<b>Hungary</b>		
Pannonpharma Pharmaceutical Ltd.	Pharmaceuticals	107,310
<b>India</b>		
AOV INTERNATIONAL	Cold Chain Equipment	650,849
Avon Cycles Ltd.	Transport	351,708
Blow Kings	Cold Chain Equipment	277,179
Cipla Ltd.	Pharmaceuticals	17,308,414
FDC Ltd.	Pharmaceuticals	836,631
Geetanjali Woollens Pvt. Ltd.	Shelter/Field Equipment	1,947,032
Intas Pharmaceuticals Ltd.	Pharmaceuticals	193,864
Ipca Laboratories Limited	Pharmaceuticals	1,783,739
Kanam Latex Industries Private Ltd.	Medical Renewable	197,700
Micro Labs Ltd.	Pharmaceuticals	110,700
Orchid Biomedical Systems	Diagnostic Test Kits	1,514,501
Panacea Biotech Ltd.	Vaccines/Biologicals	86,838,558
Parkash Woollen Industries	Shelter/Field Equipment	112,941
PRIYANKA (INDIA) PVT. LTD	Shelter/Field Equipment	274,050
Ranbaxy Laboratories Ltd.	Pharmaceuticals	722,397
Serum Institute Of India Ltd.	Vaccines/Biologicals	47,068,099
Shantha Biotechnics Ltd.	Vaccines/Biologicals	8,451,893
Strides Arcolab Limited	Pharmaceuticals	1,852,020
Tagros Chemicals India Ltd	Bednets/household technology	177,590
Toyop Relief	Medical/Hygiene Kits, Shelter/Field Equipment	350,200
Wipro GE Medical Systems	Medical Equipment	737,317
Zephyr Biomedicals	Diagnostic Test Kits	475,000
<b>Indonesia</b>		
P.T. Bio Farma (Persero)	Vaccines/Biologicals	452,034
<b>Iran (Islamic Republic of)</b>		
NIROU CHLOR CO.	Water & Sanitation	528,625
<b>Ireland</b>		
Medentech Ltd	Pharmaceuticals, Water & Sanitation	799,413
Ovelle Limited	Pharmaceuticals	178,202
Trinity Biotech	Diagnostic Test Kits	2,744,086
<b>Israel</b>		
Nirosoft Industries Ltd.	Water & Sanitation	660,500
ODIS Filtering LTD.	Water & Sanitation	346,323
Omega Ltd - Chalk Factory	Education Supplies	244,502
Organics Ltd.	Diagnostic Test Kits	363,924
<b>Italy</b>		
Adriatech Drilling Tools	Water & Sanitation	135,515
Alfa Intes	Pharmaceuticals	1,170,107
Chiron S.r.L.	Vaccines/Biologicals	24,663,992

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Coelmo s.r.l.	Medical Equipment, Water & Sanitation, Transport	848,621
Fazzini s.r.l.	Medical Equipment	1,524,903
Ferrino & C. S.p.a.	Shelter/Field Equipment	324,660
Gio Style Spa	Cold Chain Equipment	1,141,406
I.M.O.	Water & Sanitation	297,008
Iveco S.p.A.	Transport	460,008
Laboratorio Farmacologico Milanese	Pharmaceuticals	118,492
Saponerie M. Fissi S.P.A.	Medical Renewable	230,008
TASCO S.r.l	Water & Sanitation	144,728
Universal S.p.A.	Education Supplies	604,664
VIC Water Systems Srl	Water & Sanitation	312,000
<b>Japan</b>		
Fujirebio Inc.	Diagnostic Test Kits	648,133
J. Gerber & Company (Japan) Ltd.	Transport, Water & Sanitation	4,733,063
Japan BCG Laboratory	Vaccines/Biologicals	4,121,413
K. Arano & Co., Ltd.	Transport, Education Supplies, Water & Sanitation	242,479
Nissan Trading Co., Ltd	Transport	580,493
Olympus Corporation	Laboratory Supplies, Medical Equipment	1,012,594
Sumitomo Chemical Co. Ltd.	Bednets	31,155,044
TOA Corporation	Communication Equipment	167,177
Toyota Motor Corporation	Transport	10,819,532
<b>Jordan</b>		
Forum Furniture Co.	Education Supplies	3,942,895
National Chlorine Industries	Water & Sanitation	3,211,916
<b>Kenya</b>		
Atlas Copco Eastern Africa Limited	Water & Sanitation	186,878
Kaluworks Limited	Nutrition	217,328
Spinners and Spinners Ltd.	Shelter/Field Equipment	475,200
<b>Lebanon</b>		
Liban Cables S.A.L.	Medical Equipment	855,682
Younes Bross sarl	Water & Sanitation	155,451
<b>Luxembourg</b>		
Dometic Sarl	Cold Chain Equipment	4,270,633
<b>Malaysia</b>		
Hovid SDN BHD	Pharmaceuticals	237,600
<b>Mauritius</b>		
World Water Treatment	Water & Sanitation	233,849
<b>Mexico</b>		
Baxter SA de CV	Pharmaceuticals	191,100
<b>Netherlands (the)</b>		
France Telecom Mobile Satellite	Communication Equipment	169,909
IDA - International Dispensary	Pharmaceuticals	147,833
IMRES BV	Medical Equipment, Medical Renewable	244,119
Jansen Venneboer B.V.	Water & Sanitation	114,023
Merck Sharp & Dohme B.V.	Pharmaceuticals	5,623,201
Simed International B.V.	Medical Equipment	229,515
The Medical Export Group BV	Medical Equipment, Medical Renewable, Laboratory Supplies	1,630,080
<b>Norway</b>		
Fiskars Brands Norge AS	Education Supplies, Communication Equipment	503,992
Laerdal Medical A/S	Education Supplies, Medical Equipment	137,067
Rofi Industrier AS	Shelter/Field Equipment, Transport	820,862
Scandinavian Water Technology AS	Water & Sanitation	276,756
Telenor Satellite Networks AS	Communication Equipment	558,247
W. Giertsen A/S	Warehousing	423,449
Weifa AS	Pharmaceuticals	758,069
<b>Oman</b>		
Saud Bahwan Automotive LLC	Transport, IT & Office Supplies	540,782
<b>Pakistan</b>		
Buraq Surgical Corporation	Medical Equipment	239,545

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
H. Nizam Din & Sons (pvt) Ltd.	Shelter/Field Equipment	1,720,085
H.Sheikh Noor-Ud-Din & Sons PVT Ltd	Shelter/Field Equipment	1,746,856
National Tent House	Shelter/Field Equipment, Clothing & Footwear	1,200,060
<b>Poland</b>		
Polskie Zaklady Optyczne S.A.	Laboratory Supplies	271,555
<b>Senegal</b>		
Institut Pasteur de Dakar	Vaccines/Biologicals	336,000
<b>Singapore</b>		
AQUA-TECH ENGINEERING &	Water & Sanitation	625,400
Tyco Healthcare Pte. Ltd	Medical Equipment	156,926
<b>South Africa</b>		
BASF South Africa PTY Ltd.	Bednets/household technology	185,555
Bayer Pty (Ltd)	Bednets/household technology	5,457,917
Roche Products (Proprietary) Limite	Laboratory Supplies	138,914
Townsend International Pty Ltd.	Education Supplies	1,396,150
<b>Republic of Korea (the)</b>		
Green Cross Corporation	Diagnostic Test Kits	464,229
LG Life Sciences Ltd.	Vaccines/Biologicals	7,396,999
Puyoung Ind. Co., Ltd.	Shelter/Field Equipment	524,334
Standard Diagnostics Inc.	Diagnostic Test Kits	170,253
<b>Spain</b>		
Bieffe Medital S.A.	Pharmaceuticals	476,254
Guido Rayos X.S.A.	Medical Equipment	605,464
Marco Dachs, S.A.	Education Supplies	181,904
<b>Sweden</b>		
KanMed AB	Medical Equipment	195,441
Kemira Kemi AB, Kemwater	Water & Sanitation	1,381,085
Linden International AB	Medical Equipment	496,545
Menox AB	Medical Equipment	255,476
Rantzows Sport AB	Education Supplies	119,482
Sibir International AB	Cold Chain Equipment	1,759,591
Smurfit Lagamill AB.	Medical Renewable	1,883,915
<b>Switzerland</b>		
Baxter AG	Pharmaceuticals	208,685
Berlinger & Co. AG	Cold Chain Equipment	109,966
Berna Biotech Ltd.	Vaccines/Biologicals	5,784,466
Hoffmann-La Roche Ltd.	Vaccines/Biologicals, Pharmaceuticals	2,540,136
Novartis Pharma AG	Pharmaceuticals	2,040,721
Syngenta Crop Protection AG	Bednets/household technology	557,935
Tyco Healthcare Group AG	Medical Renewable	302,524
Vestergaard Frandsen S.A.	Laboratory Supplies, Bednets	30,547,034
<b>Thailand</b>		
Commonwealth Trading Co., Ltd.	Bednets/household technology	4,165,225
Plan Creations Co. Ltd.	Education Supplies	289,680
Promotion of Appropriate Technology	Water & Sanitation	662,537
SiamDutch Mosquito Netting Co. Ltd	Bednets	1,358,936
<b>Turkey</b>		
Erbosan Erciyas Boru Sanayii. Ve Ti	Water & Sanitation	511,194
<b>United Kingdom (the)</b>		
A.J. Cope & Son Ltd	Diagnostic Test Kits, Laboratory Supplies	1,158,549
Aladdin Sales & Marketing Limited	Cold Chain Equipment	152,146
Armoured Project Vehicles	IT & Office Supplies	637,198
Avery Weigh-Tronix	Nutrition	723,769
Bright Light Solar Ltd.	Cold Chain Equipment, Communication Equipment,	454,153
Butyl Products Ltd.	Water & Sanitation	191,245
Codan Ltd.	Communication Equipment	421,295
Conrico International Limited	Transport	571,530
Cromwell International	Education Supplies, Medical Equipment, Shelter/Field Equip.	331,379
Dando Drilling International Ltd.	Water & Sanitation, Transport	1,681,724



## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Dulas Ltd.	Cold Chain Equipment, Shelter/Field Equipment	1,268,863
Durbin PLC	Nutrition, Pharmaceuticals, Medical Equipment	538,013
ELE International	Water & Sanitation	381,994
Evenproducts Limited	Water & Sanitation	3,165,883
F.G. Wilson (Engineering) Ltd.	Water & Sanitation, IT & Office Supplies	344,753
Findel Education Ltd	Medical Equipment, Education Supplies, IT & Office Supplies	140,839
Geometrix Ltd.	Education Supplies	322,355
GlaxoSmithKline Export Limited	Pharmaceuticals	3,880,414
Hockley international Ltd	Bednets/household technology	130,150
LFPV Limited	Transport	564,208
Morningside Pharmaceuticals Ltd.	Nutrition, Pharmaceuticals, Medical Renewable	1,486,402
Osprey Ltd.	Water & Sanitation, Bednets/household technology	992,895
Oxfam	Nutrition	640,627
Paintmaster (2000) Limited	Education Supplies	208,896
Toyota Gibraltar Stockholdings Ltd.	Transport, Shelter/Field Equipment, Water & Sanitation	2,354,166
Tyco Healthcare Group AG	Medical Renewable	3,896,156
Wagtech International Ltd.	Water & Sanitation, Laboratory Supplies	1,370,712
<b>United Republic of Tanzania (the)</b>		
A to Z Textile Mills Limited	Bednets/household technology	6,062,203
<b>United States (the)</b>		
Abbott Laboratories	Pharmaceuticals	931,735
Atlantic Business Systems, Inc.	Communication Equipment, Printing, IT & Office Supplies	647,881
Benhar Office Interiors	IT & Office Supplies	640,403
Brodock Press, Inc.	Printing	434,757
Canon Business Solutions-East, Inc.	IT & Office Supplies	181,844
Cardinal Scale Manufacturing Compan	Nutrition	569,863
Cisco Systems, Inc	Communication Equipment, IT & Office Supplies	779,952
Cognos Corporation	IT & Office Supplies	141,663
Converged Access, Inc.	Communication Equipment, Identific. & Signage	468,865
Enterasys Networks	IT & Office Supplies	243,124
E-Plus Technology, Inc	Communication Equipment, IT & Office Supplies	552,867
Fast Search & Transfer Inc.	IT & Office Supplies	385,125
Future Tech Enterprise, Inc.	Communication Equipment, IT & Office Supplies	158,801
Genware Computer Systems Inc.	IT & Office Supplies	816,464
Hatteras Press Inc.	Printing	120,325
Hewlett Packard	IT & Office Supplies	2,201,773
International Business Machines	IT & Office Supplies	129,500
MD International Inc.	Medical Equipment	143,640
Medica International Ltd.	Medical Equipment	203,299
Merck & Co., Inc.	Vaccines/Biologicals	4,666,329
Microsoft Corporation	IT & Office Supplies	1,695,717
Office Depot Inc.	IT & Office Supplies	216,000
Oracle USA Inc.	IT & Office Supplies	144,181
Pan American Health Organization	Medical Renewable, Vaccines/Biologicals	3,841,005
Procter & Gamble Company	Water & Sanitation	205,618
RedDot Solutions Corporation	IT & Office Supplies	193,197
SAP America Inc.,	IT & Office Supplies	4,073,812
Shorr Production	Laboratory Supplies, Medical/Hygiene Kits, Nutrition	764,480
Software Spectrum	IT & Office Supplies	942,225
SPSS Inc.	IT & Office Supplies	100,052
Sybase, Inc.	IT & Office Supplies	199,127
The Document Company Xerox	IT & Office Supplies	120,893
Total Concept Graphics, Inc.	Printing	175,945
UNOPS	Communication Equipment, Printing	1,171,735
Wisconsin Aluminum Foundry Co. Inc.	Medical Equipment	362,664
<b>United Arab Emirates (the)</b>		
Abu Dhabi Medical Devices Co.	Medical Renewable	3,796,690
Chancel International FZE	Shelter/Field Equipment, Nutrition	1,034,125
Cosmoplast Ind. Co.	Warehousing, Water & Sanitation	883,435
National Plastic & Building	Warehousing, Water & Sanitation	396,032
PCP International	Education Supplies	172,432

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>Afghanistan</b>		
Ahmad Printing Press, Kabul	Printing, IT & Office Supplies	1,518,070
Ali Ashraf Afshari Co.	Education Supplies	108,213
Karim Shah Karimi Co LTD	Clothing & Footwear, Shelter/Field Equipment	254,145
Merwais Hameed LTD, Kabul	Shelter/Field Equipment	338,761
Nengarhar Muafaq Ltd	Education Supplies	296,536
Omerzai Printing Press	Education Supplies, IT & Office Supplies	103,526
PCP International (ME) Limited, Dubai	Communication Equipment, IT & Office Supplies	104,038
<b>Angola</b>		
EAL - EDICOES DE ANGOLA, LDA.	Printing, IT & Office Supplies	112,360
PONTO UM, PUBLICIDADE, LDA	Printing, Education Supplies	874,571
SOPOL -SOCIEDADE POLIGRAFICA, SARL	Printing, Education Supplies	179,985
<b>Argentina</b>		
Ediciones Emede S.A	Printing	174,844
José Freiberg S.A.C.I.	Printing, Education Supplies, IT & Office Supplies	363,905
<b>Bangladesh</b>		
Aventis Limited	Pharmaceuticals	115,744
Aziz Pipes Limited	Water & Sanitation	661,973
Brac Printers	Printing	210,347
Comilla Engineering & Casting Ltd	Water & Sanitation	130,925
Elite Printing & Packages Ltd.	Printing	161,773
Essential Drugs Company Ltd.	Pharmaceuticals	588,735
Flora Ltd.	IT & Office Supplies, Education Supplies	119,650
Gazi Enterprise	Education Supplies	120,859
GEO CONSULT	Printing, Education Supplies	117,560
GLOBE STATIONERY	Printing, Education Supplies, Water & Sanitation	132,758
Goodwill Trade International	Printing, Education Supplies, Nutrition	536,615
Ideal Printing & Packaging Ltd.	Printing, Education Supplies	827,423
Incepta Pharmaceuticals Ltd.	Pharmaceuticals	758,946
MIT Bangladesh Ltd.	Nutrition, Water & Sanitation	304,920
Nipun Enterprise	Printing, Education Supplies	173,590
Orchid Printers	Printing, Education Supplies	194,862
Printers Line Ltd.	Printing, Education Supplies	278,988
S. S. Scientific Corporation	Education Supplies, IT & Office Supplies	337,748
SIDKO LIMITED	Water & Sanitation	112,159
Square Pharmaceuticals Ltd.	Pharmaceuticals	441,370
Western Engineering Co.	IT & Office Supplies, Nutrition	196,482
<b>Benin</b>		
Sté TUNDE S.A.	Printing, Education Supplies	132,828
<b>Bolivia</b>		
ENERSOL S.R.L.	Water & Sanitation	121,164
TOYOSA S.A.	Transport	263,172
<b>Burkina Faso</b>		
ETS BAGAGNAN TAHERE ET FRERES	Water & Sanitation	167,464
TOTAL BURKINA	Fuel & Lubricants	171,685
<b>Burundi</b>		
ALTEBU	Water & Sanitation	127,840
A.P.A.D.	IT & Office Supplies, Water & Sanitation	137,134
COMPLEXE TEXTILE DE BUJUMBURA	Clothing & Footwear	222,370
ENGEN PETROLEUM BURUNDI	Fuel & Lubricants	269,043
EVIMAC	Water & Sanitation	223,058
LAHERIKANT B.METHA	Clothing & Footwear, Water & Sanitation	114,452
<b>Cambodia</b>		
HENG SOK LY BOOKSHOP	Education Supplies, Printing, Medical/Hygiene Kits	132,639
KRY SOK KHENG	Printing, Education Supplies	230,229
TE AIK HONG CO. LTD.	IT & Office Supplies, Printing	250,005
THAKRAL BROTHERS PTE LTD.	IT & Office Supplies, Printing	119,931
MACPAC INTERNATIONAL	Transport, IT & Office Supplies	325,236

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>Central African Republic (the)</b>		
C F A O AGENCE CENTRALE	Water & Sanitation, Fuel & Lubricants, Shelter/Field Equip.	104,543
DAMECA	Education Supplies, Transport, Communication Equipment	117,529
Foberd Centrafrique	Water & Sanitation, Bednets/household Technology	110,465
<b>Chad</b>		
IMPRIMERIE DU TCHAD	Printing, Education Supplies	104,693
MANEM	Clothing & Footwear	420,480
MENUISIERIE ABDALLAH HASSABALLAH	Education Supplies	112,883
Mv AHMED IDRIS	Clothing & Footwear	247,064
YAKOUB OUSMANE-MAISON	Clothing & Footwear	110,822
<b>China</b>		
A.Andrews & Co.	IT & Office Supplies	350,901
Beijing Cheng Xin International Trade	Clothing & Footwear, Education Supplies	519,275
Beijing Xintongjiu Science & Trade Co.	Communication Equipment, IT & Office Supplies	190,046
China Xinjiang Foreign Economic & Trad	Clothing & Footwear, Shelter/Field Equipment	195,099
China-Han Technical Development Co.L	Medical/Hygiene Kits, Clothing & Footwear,	1,714,523
HAMMER MULTI-MEDIA TECHNOLOGY	Printing	101,826
JilinSunKing Technology Devel. Co. Ltd	Clothing & Footwear, Water & Sanitation	822,949
Ministry of Public Health,EPI	Vaccines/Biologicals	199,864
MINSOURCE International Ltd	Shelter/Field Equipment, Medical/Hygiene Kits	2,661,962
Ningbo Binbin Stationery Co.,Ltd.	Education Supplies	4,753,045
ON HING PAPER CO. LTD	Printing	112,713
Qinghua University Printing Factory	Printing	104,563
Tianjin Bene- Kind Tech. Co. Ltd	Shelter/Field Equipment	291,750
TOP SOURCES TRADING LTD	Clothing & Footwear, Education Supplies	651,548
Urumqi Xinweiao Commercial Trade Co	Clothing & Footwear	257,893
Zhengzhou NISSAN Automobile Co. Ltd	Transport	495,074
<b>Côte d'Ivoire</b>		
ACIPAC	Education Supplies	139,094
GEMA S.A	Water & Sanitation	135,219
SAHER	Water & Sanitation	128,965
<b>Cuba</b>		
ACON S.L.	Water & Sanitation	111,975
GRUPO KAPAN INTERNATIONAL	Education Supplies, IT & Office Supplies, Printing	103,422
MOLINOS TRADE S.A.	Printing, IT & Office Supplies	117,769
<b>Democratic Republic of the Congo (the)</b>		
AGB S.P.R.L.	Printing	126,957
COBIL S.A.R.L.	Fuel & Lubricants, Warehousing	106,924
CONGOTEX (ex UTEXAFRICA)	Printing, Identific. & Signage	462,049
INSTAPRINT	Printing	187,623
KINPRESS (IMPRIMERIE TYPO-OFFSET)	Printing	323,107
<b>Denmark</b>		
A/S Vestfrost	Cold Chain Equipment	2,654,490
Canon Danmark A/S	IT & Office Supplies	559,120
Peter Justesen Company A/S	IT & Office Supplies, Communication Equipment	421,996
TopNordic A/S	IT & Office Supplies	6,779,995
<b>Ethiopia</b>		
Abebech Gobena Yehist. Keb.Lim. Dirijit	IT & Office Supplies, Medical Equipment	111,168
Bahiru Birru Metals&Wood Work Enterp	Education Supplies, IT & Office Supplies, Printing	164,058
Bereket PLC	Water & Sanitation, Education Supplies	298,607
CHAMBER PRINTING HOUSE PVT	Printing, Education Supplies	153,629
DAN TECHNOCRAFT	Nutrition, Medical Equipment, Shelter/Field Equipment	302,094
EDM printing Enterprise	Printing, Clothing & Footwear	289,904
EMPDE	Education Supplies	128,130
FINFINNE PRINTING & PUBLISHING S.C.	Education Supplies, Printing	127,693
FITS Private Limited Company	Nutrition, Education Supplies, IT & Office Supplies	147,327
HARON Computer Pvt. Ltd. Co.	Education Supplies, IT & Office Supplies, Printing	407,843
International Stationary&Comp. Access	Education Supplies	104,795
Jupiter Trading	Education Supplies, IT & Office Supplies, Printing	147,893
KK Private Limited Company	Shelter/Field Equipment	242,866



## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Maky TX Trading	Education Supplies, IT & Office Supplies, Printing	131,111
MAMCO Plc	Education Supplies, Bednets/household Technology	123,451
MASTER PRINTING PRESS	Printing, Education Supplies	140,845
Messebo Build. Materials productn. plc	Water & Sanitation	223,114
N & N Trading	Printing, Education Supplies	119,726
NEGUSSIE G/GIORGIS	IT & Office Supplies, Education Supplies	173,075
OMEDAD PVT. LTD. CO.	IT & Office Supplies, Education Supplies	242,891
RIAS Metal Artistic works	IT & Office Supplies, Education Supplies	168,164
Selamawit Abate Importer	Shelter/Field Equipment, Education Supplies	257,815
<b>France</b>		
Sofip Export	IT & Office Supplies	666,610
<b>Germany</b>		
Fleischhacker GmbH & Co.KG	Laboratory Supplies, Diagnostic Test Kits	306,594
<b>Ghana</b>		
COOL KEEP TRADING AGENCY	Water & Sanitation, Education Supplies	104,584
COUNTRY PEACE LTD.	Water & Sanitation, Education Supplies	147,264
MY OWN TRADING STORES	Water & Sanitation	102,742
ROYAL CROWN PRESS LTD.	Printing	191,936
SEDCO PUBLISHING LTD.	Printing	318,998
SHARP IMPRESSIONS	Printing	126,267
TYPE	Printing, Education Supplies	169,224
<b>Guatemala</b>		
FIBRASOL, S.A.	Water & Sanitation	118,597
<b>Guinea</b>		
ETS ALY K.S FAWAZ	Nutrition, Water & Sanitation, Education Supplies	122,330
TOTAL GUINEE	Fuel & Lubricants	441,881
<b>Haiti</b>		
ATOR / LES ATELIERS ORESTE	Education Supplies, IT & Office Supplies	142,917
HAYTIAN TRACTOR	IT & Office Supplies	120,658
JOCA EBENISTERIE	IT & Office Supplies	138,469
<b>India</b>		
A J Stationery Pvt. Ltd.,	Education Supplies	263,784
Ajay Industrial Corporation	Water & Sanitation, Warehousing	1,120,967
Ambika Overseas	Water & Sanitation	235,345
Annapoorna Industrial Corporation	Education Supplies	150,359
AOV International	Water & Sanitation, Cold Chain Equipment	511,158
BALAJI INDUSTRIES & ENGINEERING	Water & Sanitation, Warehousing	292,379
Balsara Home Products Limited	Bednets/household Technology	264,669
Bihar Tubes Limited	Water & Sanitation, Warehousing	270,481
Blow Kings	Cold Chain Equipment	844,783
Calcutta Chromotype Private Limited	Printing	239,275
Caxton Printers	Printing	450,319
Chem-in Corporation	Water & Sanitation	254,214
Digamber Stationers, Delhi	Education Supplies	169,633
DOCTOR BELIRAM & SONS (MFG.)	Water & Sanitation, Nutrition	219,036
Ergomaxx (India) Private Limited	Education Supplies, IT & Office Supplies	1,006,357
Eros Industries	IT & Office Supplies	120,507
Excel Advertising Agency, Patna	Printing	248,799
FDC Limited, Nashik	Pharmaceuticals	371,901
Geetanjali Woollens Pvt. Ltd.	Shelter/Field Equipment	115,315
Godrej & Boyce Mfg. Co. Ltd., Mumbai	Education Supplies, IT & Office Supplies	243,065
Good Luck Steel Tubes Ltd.	Water & Sanitation, Education Supplies	562,139
Gopsons Papers Limited	Printing	758,543
HCL Infosystems Ltd.	IT & Office Supplies	284,503
HERO HONDA MOTORS LIMITED	Transport	143,224
Honda Sael Power Products Ltd.	IT & Office Supplies	164,280
J.M.D.I. Linen Private Limited	Printing, Identific. & Signage	266,989
Kadam Marketing Ltd	IT & Office Supplies, Water & Sanitation	106,515
Kanoria Chemicals & Industries Limited	Water & Sanitation	110,854
KAY & COMPANY	Education Supplies, Medical Renewable	213,927

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Kay Tent Industries	Shelter/Field Equipment	301,687
Kisan Mouldings Limited	Water & Sanitation	190,671
LOVELY OFFSET PRINTERS	Printing	163,657
Mahindra & Mahindra Ltd., Mumbai	Transport	160,482
MBI Kits International	Laboratory Supplies, Diagnostic Test Kits	278,745
Merck Limited	Water & Sanitation, Laboratory Supplies	368,554
NATIONAL BOOK TRUST	Printing	128,293
Navnirmithi, Mumbai	Education Supplies	198,433
New Ratan Priya, Patna	Printing	105,545
Nicholas Piramal India Limited, Thane	Pharmaceuticals	1,122,427
Nikhil Offset	Printing, Identific. & Signage	1,276,405
Nitraa, Sivasakthi Wood Works	Education Supplies	635,056
OK PLAY (INDIA) LTD	Education Supplies	1,646,716
ORI-PLAST LIMITED	Water & Sanitation	314,735
Osho Tools Pvt. Ltd.	Water & Sanitation	201,674
Patna Offset Press	Printing	287,261
Poddar Screen, Patna	Printing	254,794
Praful Metal Works, Daman	Water & Sanitation, Warehousing	107,930
Print House India Pvt. Ltd.	Printing	266,650
R S Industries	Education Supplies, Clothing & Footwear	164,748
Redington Distribution Pte Limited	IT & Office Supplies, Communication Equipment	825,824
S. Narayan & sons	Printing	639,584
Sahnisons Manufacturing Company	Medical Equipment, Medical Renewable, Water & Sanitation	112,969
Salem Steel Plant	Nutrition, Shelter/Field Equipment, Water & Sanitation	277,338
Salter India Private Ltd.	Nutrition, Water & Sanitation	661,919
Sanjay Printing Works, Patna	Printing	125,839
Shashi Bhusan Chatterjee & Sons	Education Supplies, Medical Equipment	143,918
Shree Om Enterprises Pvt. Ltd.,	Printing	166,081
Sintex Industries Ltd., Bangalore	Water & Sanitation	247,897
Sintex Industries Ltd., Kalol	Water & Sanitation, Bednets/household Technology	492,115
Sivasakthi Wood Works	Education Supplies	718,603
Sony India Pvt. Ltd.	Communication Equipment	149,385
SPAN PUMPS PRIVATE LIMITED	Water & Sanitation	511,715
Sports Land	Education Supplies	153,794
Strides Arcolab Limited, Bangalore	Pharmaceuticals	280,577
Surya Print Process Pvt. Ltd.	Education Supplies, Identific. & Signage	499,282
Tamil Nadu Medical Services Corp. Ltd	Medical Equipment	220,357
Tata Motors Limited	Transport	231,915
The Offsetters India Pvt. Ltd.	Printing	198,979
Tulika Publishers	Printing	110,853
Vijayavani Printers, Chittoor	Printing	176,132
Water Health Laboratories, Roorkee	Water & Sanitation	115,125
<b>Indonesia</b>		
CV Aneka Ilmu	Printing	105,597
CV Citra Praya	Printing	364,577
CV Goeno	Shelter/Field Equipment, Bednets/household Technology	440,034
CV Mahkota	IT & Office Supplies, Nutrition, Clothing & Footwear	107,289
CV Regina	Printing	362,964
CV Ricardo Publishing & Printing	Printing	303,812
HARAPAN PRIMA	Printing	608,758
OfficePro	Clothing & Footwear, Education Supplies	1,503,074
P.T. PRIMATECH COMPUTAMA	IT & Office Supplies, Communication Equipment	327,414
P.T. Samafitro	Printing, IT & Office Supplies	101,584
PT Airindo Sakti	Communication Equipment	123,070
PT Alpha Cipta Computindo	IT & Office Supplies	120,631
PT Alpha Graha Computindo	IT & Office Supplies, Communication Equipment	135,635
PT Astra International Tbk - Isuzu	Water & Sanitation	1,153,606
PT Balai Pustaka	Printing	450,739
PT Buana Intisupply Aditama	Education Supplies, Medical/Hygiene Kits	1,026,916
PT Bumi Aksara	Printing	321,244

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
PT Chitose Indonesia Manufacturing	IT & Office Supplies	228,945
PT Citra Grafika Pratama	Printing	433,164
PT Ciwangi Berlian Motors	Water & Sanitation, Transport	406,856
PT Harrisma Informatika Jaya	IT & Office Supplies, Communication Equipment	680,754
PT INDONESIA PRINTERS	Printing, Education Supplies, Identific. & Signage	760,962
PT Intra Wahana Baru	Clothing & Footwear, Medical/Hygiene Kits	1,121,135
PT Kurnia Adimitra	Shelter/Field Equipment, Bednets/household Technology	1,008,800
PT METRO TIGA BERLIAN MOTORS	Transport, Water & Sanitation	621,543
PT Multi Kuarta Kencana	Education Supplies, IT & Office Supplies	735,497
PT Optima Adhika	Printing	105,950
PT Pralon	Water & Sanitation	856,254
PT Tiara Kencana	Medical Renewable, Medical Equipment, Pharmaceuticals	166,057
PT Tisa Diamanta Kusuma	Education Supplies, Nutrition, Medical/Hygiene Kits	1,005,053
PT United Tractors. Tbk	Water & Sanitation	729,446
PT. Balai Pustaka	Printing	287,974
PT. Komtelindo Erabuana	Clothing & Footwear, Medical/Hygiene Kits	136,130
PT. Setiawan Kumalagiri	Education Supplies, Water & Sanitation	528,915
<b>Iran (Islamic Republic of)</b>		
Depo Machine Co.	Warehousing, IT & Office Supplies	113,413
Foroushgah Shahrvand	IT & Office Supplies, Medical/Hygiene Kits	192,379
Gardooneha Co.	Education Supplies, Warehousing	267,788
Setareh Derakhshan Net Co.	IT & Office Supplies, Education Supplies	558,913
TAJHIZAT MADRESSEH CO.	Education Supplies, IT & Office Supplies	134,659
<b>Iraq</b>		
Alfiker Inform. Technolog(Computhink)	IT & Office Supplies, Communication Equipment	132,886
<b>Israel</b>		
Annahda Book Shop	Printing, Education Supplies, Medical/Hygiene Kits	111,825
Atlas Fiber Glass Co.	Education Supplies	276,966
BCI Inc.	IT & Office Supplies, Communication Equipment	160,790
Edisco	IT & Office Supplies	242,375
Intermed-Pal	Medical Equipment	107,217
Natshe Bags Est.	Clothing & Footwear	182,448
Rayan Industrial Commercial Co.	Education Supplies	190,995
S.N.O ASEEL Co. for Printing & Trading	Printing, Communication Equipment	1,060,755
<b>Japan</b>		
Nissan Trading Co., Ltd	Transport	469,074
<b>Jordan</b>		
Dar Al-Shorouk	Printing	137,205
EXPLORA SECURITY LTD	Water & Sanitation, IT & Office Supplies	201,131
<b>Kenya</b>		
Adva Tech Office Supplies	Education Supplies, IT & Office Supplies, Printing	338,339
ALIBHAI SHARIFF & CO LTD.	Education Supplies, Water & Sanitation	131,624
Blackwood Hodge (Kenya) Ltd	Cold Chain Equipment, Water & Sanitation, Warehousing	772,782
CALTEX OIL (KENYA) LIMITED	Fuel & Lubricants	555,245
Colour Creations	Identific. & Signage, Clothing & Footwear, Printing	520,137
DAVIS & SHIRTLIFF LIMITED	Water & Sanitation	147,598
English Press Ltd	Printing, Education Supplies	347,051
LINO STATIONERS (K) LTD.	Education Supplies, Warehousing	100,054
MEGAMART APPLIANCES LIMITED	Communication Equipment, Shelter/Field Equipment	210,907
MFI OFFICE SOLUTIONS	IT & Office Supplies, Education Supplies, Printing	100,139
NAIROBI IRONMONGERS LTD	Water & Sanitation, Agriculture, IT & Office Supplies	332,844
NAVCOM LTD	Communication Equipment	145,897
PETROCITY ENTERPRISES (NS) LTD	Fuel & Lubricants, Water & Sanitation	144,099
PROCTOR & ALLAN	Nutrition	168,725
Proctor & Allan (East Africa) Ltd.	Nutrition	739,290
Reliable Construction & Contractors Ltd	Fuel & Lubricants, Water & Sanitation	190,139
RYMANS LIMITED	Education Supplies, Clothing & Footwear	2,219,250
Sight and Sound Computers Ltd	IT & Office Supplies, Education Supplies, Printing	386,272
TARPO INDUSTRIES LIMITED	Shelter/Field Equipment, Education Supplies, Agriculture	692,059
Techno Relief Services Ltd.	Shelter/Field Equipment, Nutrition, Water & Sanitation	6,982,094
TOYOTA EAST AFRICA LTD	Transport, Fuel & Lubricants	2,110,678

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>Lao People's Democratic Republic (the)</b>		
Provincial Health Dept. of LuangPrabang	Water & Sanitation	140,828
<b>Luxembourg</b>		
Dometic Sarl	Cold Chain Equipment	1,873,870
<b>Madagascar</b>		
BLUEPRINT	Printing, Education Supplies	452,506
CNAPMAD	Printing, Education Supplies	153,212
ECOPRIM S.A.R.L.	Printing, Education Supplies	590,089
IMPRIMERIE NEWPRINT	Education Supplies, Printing	122,653
MADPRINT	Education Supplies, Printing	224,741
SEDICO	Printing, Education Supplies	895,845
<b>Malawi</b>		
ARKAY PLASTICS INDUSTRY LIMITED	Water & Sanitation, Shelter/Field Equipment	208,954
CAPITAL FURNITURE COMPANY LTD	Education Supplies, Transport, IT & Office Supplies	447,178
DESIGN PRINTERS	Printing	237,260
FAR DISTRIBUTION COMPANY LIMITED	Shelter/Field Equipment, Water & Sanitation, Transport	175,861
FATTANI OFFSET PRINTERS	Printing	154,316
KRIS OFFSET & SCREEN PRINTERS LTD	Education Supplies	349,489
MAPANGA FURNITURE LIMITED	IT & Office Supplies, Education Supplies	245,750
<b>Maldives</b>		
ACUTE Holdings Private Limited	Water & Sanitation	424,750
ALIA STORE	Water & Sanitation	222,772
APOLLO Enterprises Pvt. Ltd.	Water & Sanitation, Medical Equipment, Warehousing	811,026
ASHRAFEE BOOKSHOP	Education Supplies	131,561
Asrafee Bookshop	Printing, Education Supplies	288,635
Impress Print	IT & Office Supplies, Printing	338,071
Mega Chip Pte. Ltd.	IT & Office Supplies, Communication Equipment, Printing	382,995
Milan Trading Pvt Ltd	Water & Sanitation	719,029
Red Leaf Pvt. Ltd.	Nutrition	141,780
Simdi Office Automation	IT & Office Supplies, Communication Equipment	175,786
VB Brothers	Water & Sanitation, Medical/Hygiene Kits	566,643
<b>Mali</b>		
TOTAL- MALI	Fuel & Lubricants	689,447
<b>Mauritania</b>		
ETS MOHAMED HAFEDH	Water & Sanitation	136,146
ETS MOHAMED SALEM OULD SABAR	Nutrition	114,289
<b>Mexico</b>		
PROV.DE ARTS. DE PAP.Y COMP	Education Supplies	213,044
<b>Mozambique</b>		
Agrifocus-Agricultura e Comércio Intl	Bednets/household Technology	109,200
DATASERV LDA	IT & Office Supplies, Printing, Communication Equipment	203,670
Tipografia Académica, Lda	Printing, Education Supplies	161,351
<b>Myanmar</b>		
Mahar Kyaw Department Store	Clothing & Footwear, Education Supplies	200,031
Myanmar Pipes & Accessories Co.,Ltd	Water & Sanitation	126,533
Shwe Naing Ngan Printing House	Printing, Education Supplies	264,013
<b>Namibia</b>		
JOHN MEINERT	Printing, Education Supplies	117,968
<b>Nepal</b>		
BALAJU YANTRASHALA PVT. LTD.	Water & Sanitation	170,902
HULAS STEEL INDUSTRIES (P.) LTD.	Water & Sanitation	257,552
INSTANT MEAL PVT. LTD	Nutrition	169,600
National Structure & Engineering P.Ltd.	Water & Sanitation	105,075
Rajesh Metal Crafts Ltd.	Water & Sanitation	132,648
Union Press P. Ltd.	Printing	134,102
<b>Niger (the)</b>		
Elh TSAYABOU Ibrahim	Nutrition	140,997
ELHADJI SABIU MAMANE	Nutrition	684,692
Ets NAYA/// Ousmane Djika	Nutrition	218,177



## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Société des Huiles OLGA	Nutrition	937,954
TOTALFINAELF NIGER	Fuel & Lubricants	165,836
<b>Nigeria</b>		
Chajonny Limited	Education Supplies, Water & Sanitation	175,745
Dunu Industries Limited	Education Supplies, Water & Sanitation	124,474
JIMMY VIRGO PRESS LTD	Education Supplies, Printing	167,704
KOGGI INDUSTRIES LIMITED	Education Supplies	103,828
LETCO FURNISHING INDUSTRY LTD	Education Supplies	721,506
LONGMAN NIGERIA PLC.	Education Supplies	653,874
N. DANCO NIGERIA LIMITED	IT & Office Supplies, Education Supplies	578,690
PRINTSERVE LIMITED	Printing	273,540
<b>Pakistan</b>		
Ajmari International (Pvt) Ltd.,	Clothing & Footwear, Shelter/Field Equipment	336,659
Akbar & Zikria Pipes (Pvt) Ltd.,	Water & Sanitation	189,272
Al-Hamid Traders	Education Supplies, Warehousing, Medical Equipment	282,474
Arsal Enterprises,	Clothing & Footwear, Education Supplies	1,131,432
Bashir Pipe Industries (Pvt) Ltd.,	Water & Sanitation, Transport	111,650
Bilal International Enterprises	Shelter/Field Equipment	614,309
Capital Stationers	Education Supplies	179,861
City Textiles (Pvt) Limited	Shelter/Field Equipment, Clothing & Footwear	2,115,268
DAWOOD YAMAHA LIMITED	Transport	1,571,990
DECORA Furnishers,	Education Supplies	145,964
Delphi Traders	Water & Sanitation	253,604
Emirates Trading Establishment,	IT & Office Supplies	155,970
Faiz Book Depot	Printing	106,174
GENERAL TRADERS (PVT) LIMITED	IT & Office Supplies, Education Supplies	210,687
Global Works	IT & Office Supplies, Water & Sanitation	133,401
Greenstar Social Marketing Pakistan	Laboratory Supplies	387,237
IMGC Global (Pvt) Ltd.	Medical/Hygiene Kits, Education Supplies	361,249
INDUS MOTOR COMPANY LTD.	Transport	455,173
INTERNATIONAL INDUSTRIES LIMITED	Water & Sanitation	755,450
Jubilee Traders	IT & Office Supplies, Education Supplies, Printing	271,476
Kausar Book Depot,	Education Supplies	109,666
Lareb Printing Press	Printing	659,576
M/S INSTANT PRINT SYSTEM	Printing	119,060
M/S QUALITY MEDICAL SERVICES	Medical Equipment, Water & Sanitation	127,003
M/S Rehman & Brothers	Clothing & Footwear, Education Supplies	246,472
M/S VARIETY PALACE	Warehousing, Clothing & Footwear, Cold Chain Equipment	229,726
Maitha General Trading (LLC)	Medical/Hygiene Kits, Clothing & Footwear	1,261,700
Master Glass Fiber	Water & Sanitation, Warehousing	979,805
Mujahid Soap & Chemical Ind.	Medical/Hygiene Kits	206,723
Multi Media	Education Supplies, Clothing & Footwear, Printing	105,421
National Tent House	Shelter/Field Equipment, Education Supplies	2,013,168
Neelum Soap & Chemical Industries	Bednets/household Technology, Medical/Hygiene Kits	135,753
Noorani Printing & Packing Industry	Printing	162,683
O&A Business Machines (Pvt) Ltd	IT & Office Supplies	158,108
PAKISTAN CYCLE INDUSTRIAL	Transport	356,423
PLASTICANS (PRIVATE) LIMITED	Warehousing, Water & Sanitation	163,937
S.M. Jaffer & Co.	Medical Equipment, Water & Sanitation	160,953
Shahid Textile Industries	Shelter/Field Equipment	2,371,383
SHANI ENGINEERS	Water & Sanitation	113,341
UBC CONVERTEC (PVT) LTD.	Printing	138,901
Unilever Pakistan Limited	Medical/Hygiene Kits, Bednets/household Technology	472,668
Worldwide Equipment Services,	Water & Sanitation	179,349
Zahra Industries Private Limited	Shelter/Field Equipment	415,663
Zita International	Laboratory Supplies, Water & Sanitation	197,615
<b>Philippines (the)</b>		
Anssel Enterprises	Nutrition, Education Supplies, Clothing & Footwear	332,210
Central Home Furnishing Inc.	Clothing & Footwear, Education Supplies, Nutrition	138,358
EC-TEC COMMERCIAL	Printing	134,304
Educational Marketing Mentors	Education Supplies	115,117

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>Republic of Moldova (the)</b>		
Synergy Communications	Printing	130,674
<b>Russian Federation (the)</b>		
OOO "Vital-PK"	IT & Office Supplies, Education Supplies	138,816
<b>Senegal</b>		
TOTAL	Fuel & Lubricants, Transport	127,919
<b>Sierra Leone</b>		
Sierra Leone National Petroleum Co. Lt	Fuel & Lubricants	200,654
<b>Somalia</b>		
Kheyr-Doon	Water & Sanitation, IT & Office Supplies	120,706
<b>South Africa</b>		
Bytes Document Solutions	IT & Office Supplies, Printing	112,210
CIP Industries cc	Cold Chain Equipment	480,798
Enterprise Connection	IT & Office Supplies, Printing	111,803
Heystekrand Furniture Factory (HFF)	Education Supplies, IT & Office Supplies	122,528
Maskew Miller Longman (Pty) Ltd.	Printing, Education Supplies, Communication Equipment	533,941
Roundabout Outdoor (Pty) Ltd	Water & Sanitation	126,154
Telfa TF Engineering cc	Education Supplies	767,664
Zero Appliances (Pty)Ltd.	Cold Chain Equipment, IT & Office Supplies	107,868
<b>Sri Lanka</b>		
ABC Computers (Pvt) Ltd	IT & Office Supplies	113,028
ANTHONY FURNISHERS	Education Supplies, Shelter/Field Equipment	118,305
ATLAS INDUSTRIES	IT & Office Supplies	212,239
CLIFTEX INDUSTRIES LIMITED	Clothing & Footwear	109,491
David Pieris Motor Company Ltd.	Transport	260,433
ENEX AGENCIES (PVT) LTD	IT & Office Supplies, Medical Equipment	126,298
GUNARATNE OFFSET LIMITED	Printing	327,649
Hayleys Industrial Solutions Ltd	IT & Office Supplies, Medical Equipment	116,273
Industrial Plastics (Private) Ltd	Water & Sanitation	187,406
ISURU ENTERPRISES	Education Supplies	160,288
John Keells Office Automation (Pvt) Lt	IT & Office Supplies, Communication Equipment	123,106
LANKA ASHOK LEYLAND LIMITED	Transport	285,747
Lazergraphic (Pvt) Ltd.	Printing, Education Supplies	106,348
MASTER BUILDERS	IT & Office Supplies	423,670
NEW ERUBA TEXTILE	Medical Equipment, Shelter/Field Equipment	245,484
Pacific Sports (pvt)ltd	Education Supplies	135,202
PC HOUSE (PVT) LTD	IT & Office Supplies, Printing	127,975
Softwave Printing & Packaging (Pvt) Ltd	Printing, Education Supplies	145,370
SRI LANKA	Water & Sanitation	107,400
THATSHA IRON WORKS	IT & Office Supplies	119,544
VITHARA LANKA	Clothing & Footwear, Shelter/Field Equipment	550,553
Wimal Engineering (Pvt) Ltd	Transport	115,896
<b>Sudan</b>		
A/Aziz El Khair Mohammed Nour	Water & Sanitation	449,595
ABDAA For Publicity And Advertising	Printing, Clothing & Footwear, IT & Office Supplies	123,071
ABDEL SALAM ABDEL GADIR	Water & Sanitation	519,337
Albaraka Plastic Factory	Water & Sanitation	536,384
Alrida Trade & Industrial Co. Ltd.	Bednets/household Technology	1,804,534
Azoom Plastic Factory	Water & Sanitation	536,384
DECO TABI	Education Supplies	117,791
DIESEL GENERATOR CO. LTD.	Water & Sanitation, IT & Office Supplies	1,283,682
Dimitry SH.Fahmy Contracting & Tradin	Water & Sanitation	102,041
El Meimar Stores	Water & Sanitation	103,670
Financial Investment Bank	Bednets/household Technology	117,865
GAPCO (Sudan) Ltd.	Fuel & Lubricants	127,024
GOLDEN ARROW CO. LTD.	Transport	145,309
Hafez El Sayed El Barbary Co. Ltd.	Water & Sanitation, Fuel & Lubricants	165,766
Hemedan International Soap Factory	Bednets/household Technology	328,761
IBM Enterprise Co. Ltd.	Clothing & Footwear, Shelter/Field Equipment	968,751
M/S Bishoy Trading Co. Ltd.	Clothing & Footwear	263,441
Matthew Petroleum	Fuel & Lubricants	101,443

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
New Life Printing Press	Printing	170,665
RED SEA HOUSING SERVICES	IT & Office Supplies	769,796
Sudabu Investment & Trading Ltd	Water & Sanitation	117,217
Tagoug Soap Factory	Bednets/household Technology	328,761
TARBIA PRINTING PRESS	Printing, Education Supplies	568,838
UNITED ENGINEERING SERVICES	Education Supplies, Water & Sanitation	599,870
<b>Swaziland</b>		
Afritool (Pty) Ltd	Transport, Communication Equipment, Medical Equipment	226,378
<b>Sweden</b>		
HemoCue AB	Laboratory Supplies	460,754
Sibir International AB	Cold Chain Equipment	2,847,229
<b>Switzerland</b>		
DPS SA	IT & Office Supplies	114,702
<b>Thailand</b>		
AMARIN BOOK CENTER CO., LTD.	Printing	179,624
AMARIN PRINTING AND PUBLISHING	Printing	300,363
CHULALONGKORN UNIVERSITY	Printing	851,471
Eastern Printing Public Co., Ltd.	Printing	381,423
F.B.T. LTD.	Education Supplies	241,104
First Interbusiness Ltd.	IT & Office Supplies, Communication Equipment, Printing	201,563
FOOTBALL THAI FACTORY SPORTINGS	Education Supplies	289,259
GOOD LUCK STEEL TUBES LTD.	Water & Sanitation	713,155
HUA NAM PRINTING CO., LTD.	Printing	197,254
ITI COMPANY (SHANGHAI) LTD.	Printing, Warehousing	117,540
JINLIN SUNKING TECHNOLOGY DEV.	Medical/Hygiene Kits, Transport	185,071
NAN MEE INDUSTRY CO., LTD.	Education Supplies, Warehousing, IT & Office Supplies	125,055
Nichiworld Co., Ltd.	Education Supplies	260,485
Promotion of Appropriate Technology Co.	Water & Sanitation	244,477
Reangwa Standard Industry Co., Ltd.	Water & Sanitation, Warehousing	104,859
RICOH (THAILAND) LTD.	IT & Office Supplies, Printing	195,836
ROUMSUB INDUSTRY CO., LTD.	Medical/Hygiene Kits	220,975
SE-EDUCATION PUBLIC COMPANY	Printing	253,607
SITTI YONT GROUP CO., LTD.	IT & Office Supplies	106,802
TRI PETCH ISUZU SALES CO., LTD.	Transport	132,065
V.R.C. MARKETING CO., LTD.	Medical/Hygiene Kits	106,052
<b>Togo</b>		
TOTAL - TOGO	Fuel & Lubricants	103,271
<b>Tunisia</b>		
IMPRIMERIE BETA	Education Supplies	290,160
<b>Uganda</b>		
CRESTANKS LIMITED	Medical/Hygiene Kits, Water & Sanitation	200,932
International Business Solutions Ltd	IT & Office Supplies	137,717
NEW VISION PRINTG & PUBLISHG	Printing	119,864
NICE HOUSE OF PLASTICS LTD	Medical Equipment, Shelter/Field Equipment	309,280
POLY FIBRE (U) LTD	Water & Sanitation, IT & Office Supplies	157,341
PRIME GENERAL SUPPLY LTD	Education Supplies, IT & Office Supplies	110,858
SHUMUK PROPERTIES LTD	Nutrition, Medical Equipment	226,560
Techno relief Services (U) Ltd	Shelter/Field Equipment	754,728
<b>United Arab Emirates (the)</b>		
Al Ghurair Printing & Publishing	Printing	1,748,919
Jumbo Electronics Co. Ltd. LLC.	IT & Office Supplies	211,669
National Plastic & Building Material Ind	Water & Sanitation, Transport	211,554
Transglobal International Ltd.	Water & Sanitation	139,810
<b>United Kingdom (the)</b>		
A.J. Cope & Son Ltd	Laboratory Supplies, Diagnostic Test Kits	1,301,419
Dawson Books	Printing	278,582
<b>United Republic of Tanzania (the)</b>		
TANZANIA PRINTERS LIMITED	Printing, Education Supplies	571,729
TANZANIA PRINTING SERVICES LTD.	Printing, Education Supplies	479,577

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
<b>United States (the)</b>		
Atlantic Business Systems, Inc.	IT & Office Supplies	376,272
E-Plus Technology, Inc	IT & Office Supplies	1,692,639
<b>Viet Nam</b>		
Cong ty Co Phan Nhua Da Nang	Water & Sanitation	146,330
CONG TY NHUA THIEU NIEN TIEN PHONG	Water & Sanitation	243,479
CT TNHH PHAT TRIEN HA TANG CNTT	IT & Office Supplies, Communication Equipment	103,562
Cty In & Quang cao Thuong mai Quoc te	Printing, Clothing & Footwear, Identific. & Signage	160,409
<b>Yemen</b>		
A.M.T.C. (TOYOTA AGENT)	Transport	440,638
Ahmad Ali Mahdi	Water & Sanitation	222,035
ALI SALEH ALI SANAD	Water & Sanitation	131,434
AL-ZAHRA STATIONARY-HADDA	Education Supplies	324,790
ARD HEMYER EXHIBITION	Education Supplies, IT & Office Supplies	149,423
HASHEM ABDUL-KARIM AL-MAGREBI	Water & Sanitation	179,966
NASSER SALEH AL-AGBARI	Water & Sanitation	126,241
PRINT ART	Education Supplies, Printing	193,314
Saleh Hussain Al-Ashram	Water & Sanitation	180,227
<b>Zambia</b>		
KAZUMA PLASTICS LTD	Water & Sanitation, Transport	119,607
Kitchenware Industries Ltd	Water & Sanitation, Nutrition	189,266
NAMRON SUPPLIERS	Education Supplies	105,550
Supersonic International Zambia Ltd	Education Supplies	154,376
TATA (Z) LIMITED	Transport	107,518
<b>Zimbabwe</b>		
A.T CHIDEME T/A PITO INVESTMENTS	Shelter/Field Equipment, Water & Sanitation	181,896
CHIUTA t/a CENTREAPER INVESTMENTS	Fuel & Lubricants	132,045
Greatlink Investments	Shelter/Field Equipment, Water & Sanitation	164,715
MAZONGORORO PAPER CONVERTERS	Printing, Education Supplies	187,360
MILD ENGINEERING ENTERPRISES	Water & Sanitation	171,627
MNA International LTD	Water & Sanitation, Shelter/Field Equipment	116,219



## WHERE SUPPLIES ARE USED:

Includes all programme orders (offshore &amp; local) , Procurement Services and GAVI

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	17,139,815	El Salvador	1,148,738
Albania	627,042	Equatorial Guinea	700,814
Algeria	362,356	Eritrea	4,018,593
Angola	25,241,601	Ethiopia	62,184,856
Argentina	757,184	Fiji	973,094
Armenia	578,884	Gabon	258,168
Azerbaijan	2,192,921	Gambia (the)	3,778,113
Bangladesh	43,182,706	Georgia	527,154
Barbados	306,021	Ghana	19,494,741
Belarus	292,484	Grenada	54,054
Belize	147,562	Guatemala	1,241,829
Benin	10,879,576	Guinea	7,584,862
Bhutan	1,497,654	Guinea-Bissau	1,485,147
Bolivia	2,284,259	Guyana	428,010
Bosnia and Herzegovina	692,008	Haiti	3,178,406
Botswana	370,304	Honduras	796,641
Brazil	1,758,025	India	137,247,831
Bulgaria	40,181	Indonesia	58,469,981
Burkina Faso	16,973,387	Iran (Islamic Republic of)	2,573,329
Burundi	15,742,076	Iraq	33,921,043
Cambodia	5,940,565	Jamaica	500,108
Cameroon	8,309,748	Jordan	453,989
Cape Verde	605,043	Kazakhstan	510,596
Central African Republic (the)	5,100,300	Kenya	14,938,043
Chad	8,459,732	Kiribati	34,741
Chile	153,431	Kyrgyzstan	673,178
China	7,116,012	Lao People's Democratic Republic (the)	1,363,415
Colombia	443,923	Lebanon	1,207,959
Comoros (the)	561,972	Lesotho	565,872
Congo (the)	2,720,788	Liberia	5,908,010
Costa Rica	102,003	Madagascar	15,984,707
Côte d'Ivoire	13,652,622	Malawi	29,717,914
Croatia	123,141	Malaysia	28,813
Cuba	1,353,251	Maldives	11,463,634
Democratic People's Republic of Korea (the)	9,220,404	Mali	12,886,876
Democratic Republic of the Congo (the)	28,536,258	Mauritania	2,399,730
Djibouti	1,481,420	Mexico	643,388
Dominican Republic (the)	1,814,124	Mongolia	1,305,616
Ecuador	196,319	Morocco	4,367,995
Egypt	8,862,093	Mozambique	4,990,874

## WHERE SUPPLIES ARE USED:

Includes all programme orders (offshore &amp; local) , Procurement Services and GAVI

Country	Value (US\$)	Country	Value (US\$)
Myanmar	16,060,759	Timor-Leste	1,929,190
Namibia	524,174	Togo	3,407,927
Nepal	7,606,760	Tonga	52,500
Nicaragua	1,066,412	Tunisia	140,070
Niger (the)	14,074,202	Turkey	213,048
Nigeria	46,789,158	Turkmenistan	911,479
Occupied Palestinian Territory	7,087,541	Uganda	16,414,647
Operation Lifeline Sudan	20,362,109	Ukraine	1,226,250
Oman	70,423	United Republic of Tanzania (the)	12,651,527
Pakistan	83,275,928	United States (the)	702,416
Panama	562,605	Uruguay	91,577
Papua New Guinea	241,026	Uzbekistan	1,745,099
Paraguay	472,277	Vanuatu	7,244
Peru	3,191,339	Venezuela	405,307
Philippines (the)	9,028,211	Viet Nam	4,916,084
Republic of Moldova (the)	543,066	Yemen	27,693,285
Romania	204,582	Zambia	16,575,096
Russian Federation (the)	1,628,056	Zimbabwe	5,813,044
Rwanda	6,062,196		
Saint Kitts and Nevis	7,316		
Sao Tome and Principe	109,573		
Saudi Arabia	23,323		
Senegal	9,402,444		
Serbia and Montenegro	587,216		
Seychelles	31,075		
Sierra Leone	6,241,020		
Solomon Islands	119,103		
Somalia	10,036,458		
South Africa	473,706		
Sri Lanka	26,882,026		
Sudan	47,735,392		
Suriname	4,933		
Swaziland	955,287		
Switzerland	732,529		
Syrian Arab Republic (the)	353,073		
Tajikistan	1,558,995		
Thailand	3,860,877		
The former Yugoslav Republic of Macedonia	261,870		

# INVITATIONS TO BID AND RESPONSES RECEIVED (Offshore procurement)

Country	Number of Invitees	Number of Responses
Algeria	2	2
Argentina	3	2
Australia	19	10
Austria	8	3
Bangladesh	8	2
Belgium	112	69
Benin	1	1
Bosnia and Herzegovina	4	2
Brazil	16	7
Bulgaria	5	4
Canada	35	19
China	209	145
Cuba	1	0
Cyprus	29	23
Czech Republic (the)	15	10
Denmark	528	320
Egypt	15	8
Estonia	1	1
Finland	32	25
France	285	177
Germany	252	162
Ghana	1	1
Greece	3	0
Hungary	10	8
India	255	143
Indonesia	6	3
Iran (Islamic Republic of)	8	6
Iraq	6	3
Ireland	7	5
Israel	28	20
Italy	224	123
Japan	83	40
Jordan	12	9
Kenya	13	8
Kuwait	2	2
Lebanon	8	7
Luxembourg	2	0
Madagascar	1	0
Malaysia	18	8
Malta	1	0

## INVITATIONS TO BID AND RESPONSES RECEIVED (Offshore procurement)

Country	Number of Invitees	Number of Responses
Mauritius	3	3
Mexico	2	1
Namibia	1	0
Netherlands (the)	130	82
New Zealand	1	1
Norway	41	25
Oman	8	6
Pakistan	49	38
Poland	12	6
Portugal	2	1
Republic of Korea (the)	6	3
Yemen	2	1
Romania	1	1
Russian Federation	9	2
Saudi Arabia	5	4
Senegal	1	1
Singapore	6	5
Slovakia	2	1
Slovenia	1	0
South Africa	69	37
Spain	68	29
Sri Lanka	1	1
Sudan	1	1
Sweden	108	70
Switzerland	44	24
Syrian Arab Republic (the)	1	0
United Republic of Tanzania (the)	1	1
Thailand	32	22
Tunisia	2	1
Turkey	111	75
United Arab Emirates (the)	102	64
United Kingdom (the)	515	327
United States Of America (the)	154	64
Viet Nam	2	0
Zimbabwe	3	2