

# SUPPLY DIVISION ANNUAL REPORT 2004



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Cover photo: © UNICEF/ HQ04-0290/Christine Nesbitt

June 2004 - Awadia Alnoor, aged 12, is immunized against measles in Nyala, capital of South Darfur, Sudan, as part of a UNICEF-assisted emergency immunization campaign. She commented, 'My little sister died of measles two years ago, so my mother was very anxious that we be vaccinated today.'



# SUMMARY

Supplies are essential to the implementation of the United Nations' Millennium Development Goals, UNICEF's priorities for children and the fulfilment of child rights. UNICEF supplies must meet high standards for quality and value, and be delivered in a timely manner. Supply Division is responsible for overseeing UNICEF's global procurement and logistics operation, and for making sure that procurement by every Country Office follows all organizational regulations and ethical standards.

UNICEF's level of procurement has increased by 12 per cent compared to 2003, reaching a total value of \$797 million in 2004, excluding freight. This included \$633 million of offshore procurement by Supply Division alone (\$561 million in 2003). In addition, the Division processed \$43 million worth of freight services and handled \$10.5 million worth of in-kind assistance.

This notable increase is attributable to higher procurement volumes for a range of commodities, including vaccines (increasing by 8 per cent on 2003), water and sanitation (up by 24 per cent), education supplies (up 27 per cent), pharmaceuticals (up 89 per cent) and bednets (up by 61 per cent).

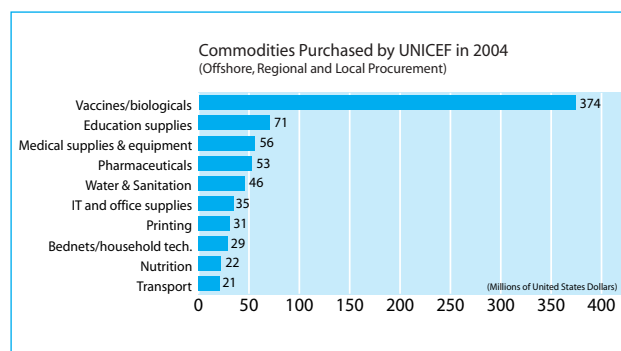
UNICEF continues to procure vaccines for 40 per cent of children in developing countries, antiretroviral medicines for 39 countries, and remains the largest buyer of mosquito nets in the world. In 2004, UNICEF procured educational kits for nearly 10 million children.

## ... AND WHERE WE BUY IT

### TOP 20 SUPPLIER COUNTRIES 2004 (millions of United States Dollars)

Belgium .....	190	Kenya .....	14
India .....	106	China .....	12
France .....	73	South Africa .....	12
Denmark .....	58	Republic of Korea .....	10
Italy .....	38	Sweden .....	8
United Kingdom .....	27	Iran (Islamic Republic of) .....	7
Germany .....	21	Finland .....	7
Japan .....	20	Ethiopia .....	7
United States .....	19	Sudan .....	7
Switzerland .....	15	United Rep.of Tanzania .....	6

## WHAT UNICEF BUYS GLOBALLY...



Procurement Services – a strategy for leveraging additional resources for children - amounted to \$223 million in 2004, of which 76 per cent was for vaccines. The areas pharmaceuticals, educational and nutritional supplies also showed clear signs of growth. Commodities are now shipped to more than 90 countries around the world. In addition, \$102 million worth of supplies were funded by the Global Alliance for Vaccines and Immunization.

2004 was marked by a high level of procurement for emergencies (\$60 million). At the same time, it is important to emphasise that this significant volume of emergency procurement did not impede procurement operations for regular country programmes. On the contrary, Supply Division increased its technical support to UNICEF Country and Regional offices, and Procurement Services customers.

Eight out of UNICEF's top 20 supplier countries were countries where UNICEF supports programmes for children. Indeed, one third of UNICEF's total procurement is from suppliers in developing countries.

The timely delivery of supplies is another area where the Division has achieved remarkable improvements in recent years. At the same time, quality control and compliance with international standards have tightened, ensuring that UNICEF has the necessary competencies to handle all the procurement required. United Nations reforms and collaboration with other UN agencies remained a priority during the year and resulted, among other things, in the launch of the UN Global Marketplace - a single window through which suppliers may register with 15 agencies in the UN system.

# 1

## SUPPLIES FOR UNICEF PRIORITIES

Supply Division has emerged as a global leader in several areas that are key to implementing UNICEF's priorities for children and contributing to fulfilling the UN Millennium Development Goals. Developments in vaccine security, the safe delivery of HIV/AIDS-related products including antiretroviral medicines, back-to-school educational and recreational supplies, and the rapid introduction of long-lasting insecticidal bednets, along with coordinating the transition to the use of artemisinin-based combination therapies for malaria, have all demanded growth in the Division's procurement capacity.

These areas also require expertise in planning and forecasting demand, knowledge acquisition and dissemination on products and sources, regulatory reviews, close monitoring and evaluation of product availability, and detailed attention to quality and logistics. This expanded scope has capacity implications for Supply Division's committed experts. Supply Division has teams of professionals dedicated to a range of activities including the procurement and supply of pharmaceuticals, immunization, and Procurement Services. In addition, in 2004 Supply Division established an Emergency Coordination Unit and an Antiretroviral Unit to improve UNICEF's response further in these highly specialised and increasingly demanding fields.

Supply Division is developing its competences further by adding more product groups, in line with the organization's priorities. These groups of supplies are used to assist UNICEF-supported programmes. UNICEF's organizational priorities are immunization 'plus', fighting HIV/AIDS, early childhood, girls' education and child protection. In addition to programme priority-related supplies, Supply Division also procures supporting supplies, such as vehicles, computers etc., enabling UNICEF offices to run their programmes efficiently.

### I - IMMUNIZATION 'PLUS'

#### Total procurement: \$424 million

Two million children die every year from vaccine preventable diseases, as worldwide a quarter of newborns are not vaccinated. As part of its commitment to improving child survival, UNICEF procures vaccines for some 40 per cent of children in developing countries, representing an increasing number of children every year.

The procurement of vaccines and related supplies remains the largest segment of UNICEF procurement activities by value – accounting for 53 per cent of activities in 2004. The total value of procurement for UNICEF's priority 'Immunization 'Plus' was \$424 million, with \$374 million spent on 2.8 billion doses of vaccines, \$27 million on 500 million auto-disable syringes, and \$15 million on cold-chain equipment. In addition, Supply Division shipped \$8.3 million worth of donated Vitamin A.

UNICEF's vaccine procurement has increased steadily each year since 1996. Increases since 2001 have been primarily a result of immunization campaigns in support of polio eradication, measles control and elimination, as well as the introduction of Hepatitis B and Hib vaccines funded by the Global Alliance for Vaccines and Immunization/Vaccine Fund (GAVI/VF). In 2004, procurement was 8 per cent higher than in 2003.

The procurement of oral polio vaccines (OPV) reached an historic high in 2004, with over 2.1 billion doses purchased by Supply Division in support of the global polio eradication initiative. This included over one billion doses of OPV for India, for a value of \$100 million, funded by the World Bank, the German Development Bank (KfW), Rotary International and the Government of Japan. The World Bank's 'buy-down' mechanism established in 2003 was also used to finance OPV provision in Nigeria and Pakistan. In collaboration with the World Health Organization (WHO) and other partners, UNICEF is working on developing a polio vaccine stockpile to support the post-eradication period.





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*A 10-year-old boy winces as he is vaccinated against measles at # 31 Jeleznodojiniy Vokzal primary school in Dushanbe, Tajikistan, as part of the first-ever national immunization campaign. The national campaign aimed to reach almost three million children, some 50 per cent of the total population of the country.*

## Vaccine Security

In 2001, UNICEF developed an organizational-wide objective of vaccine security – to ensure an uninterrupted, sustainable supply of quality, affordable vaccines. The three strategies that support vaccine security - accurate forecasting, forward funding and appropriate contracting - continued to be implemented by UNICEF and donors in 2004, and have proven effective. In 2004, the availability of vaccine was significantly better than in previous years, and the 2004-2006 vaccine tender will result in a sustained supply for this period.

The vaccine market remains fragile but the supply situation has improved in comparison to the previous five years. The number of manufacturers pursuing WHO pre-qualification and UNICEF procurement has increased significantly. Thus the newly augmented supplier base promises to make a marked contribution to the future of the vaccine market in developing countries. The accuracy of UNICEF's 2004 vaccine forecast exceeded the target of 80 per cent, and all countries procuring vaccine through UNICEF participated in the forecasting exercise. This assisted in ensuring that vaccine production met the organization's needs and provided UNICEF with leverage to negotiate reduced prices from manufacturers.

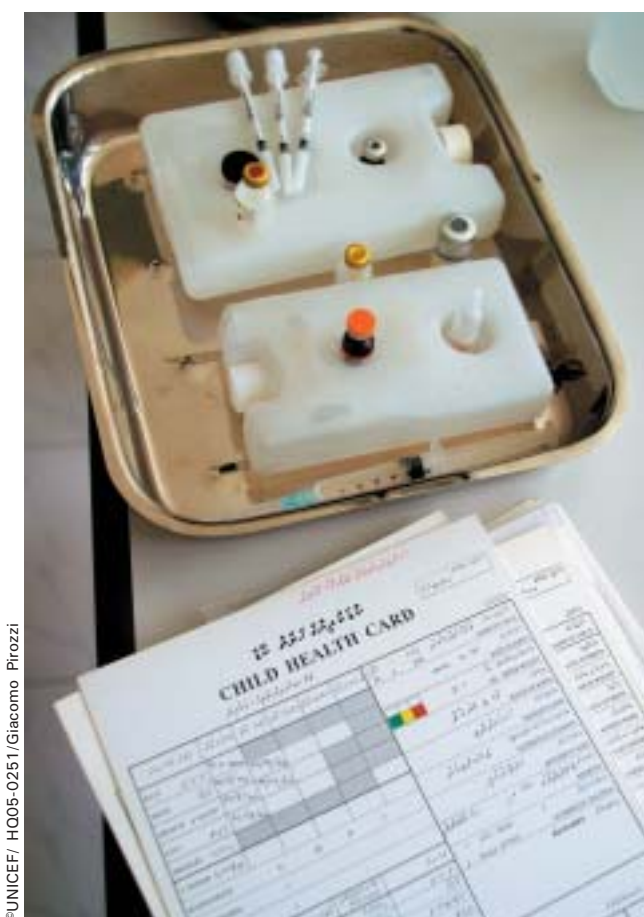
## Fighting measles

Global deaths from measles, which only a decade ago killed millions of children each year, plummeted by 40 per cent to an estimated 530,000 in 2003, with the largest reduction occurring in Africa, thanks to mass vaccination campaigns. To this achievement must be added an unknown number of children who have been spared debilitating illness, including life-long disabilities like blindness and brain damage. As measles wards shut down all over Africa, hard-pressed hospital budgets are being freed up to save children from other diseases.

In the years 1999 to 2003, Supply Division shipped over 637 million doses of measles vaccines. During 2004 alone, 139 million doses were procured for 62 countries around the world.

The WHO/UNICEF strategy for sustainable measles mortality reduction has thus proved highly successful and is the model upon which other child killers such as malaria are being tackled.

Supply Division undertook vaccine security missions to various countries, including Morocco, Tunisia, Nigeria, the Philippines and Fiji. Supply Division and the Regional Office also hosted a Vaccine Management and Forecasting Training workshop in West Africa. The objectives of these missions included providing assistance with in-country planning mechanisms, conducting reviews of and making recommendations for the in-country vaccine procurement system, and addressing various country-specific issues related to vaccine supply. In order to meet these objectives, the Division also conducted training on vaccine forecasting at various other regional Expanded Programme on Immunization managers meetings.



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*Syringes, vaccines and child health cards supplied by UNICEF sit on a table at an immunization site on Kudahuvadhoo Island in Dhaalu Atoll, some 150 kilometres from Male, the Maldives.*

## Vaccine safety

In 2004, almost all manufacturers shipped vaccines using vaccine vial monitors (VVMs). The VVM is a strip on each vial which changes colour to record the extremes of temperature it has been subjected to in

transit. This allows recipients to check that the quality of the vaccine has not suffered due to exposure to extreme temperatures, and helps ensure that children are immunized with potent vaccines.

The average cost of a VVM is 7 cents per vial, with a range of between 4 cents and 20 cents. The total cost of VVMs for the quantities of vaccine forecasted by UNICEF over the period 2004-2006 is \$7.5 million.

Another important measure to ensure the safety and quality of vaccines is the use of vaccine arrival reports (VARs). Each vaccine shipment is inspected upon arrival to ensure that the vaccines arrived in good condition, that they were not exposed to extreme temperatures and that they meet all the procurement specifications. This initiative is fundamental to monitoring the cold chain. The VAR return rate increased from 75 per cent in 2003 to over 85 per cent in 2004. Because of the increased monitoring and inspection resulting from the VARs, there has been an improvement in the quality of vaccines delivered to countries. As a result, insurance claims for damaged vaccines decreased in 2004.

## Simple vaccines for a few cents

In recent years, UNICEF has experienced some price increases for traditional Expanded Programme on Immunization vaccines, which historically and to this day have only cost a few cents per dose. These price increases have been the result of several factors, including absorbing the costs involved in increasing capacity, maintaining compliance with Good Manufacturing Practice (GMP) requirements, and re-initiating the production of traditional vaccines, as well as the devaluation of the US dollar and market factors. UNICEF monitors prices carefully and its strategy is to reject any price increase unless it has been sufficiently substantiated by the manufacturer. Prices for 2004-2006 have now been established - based on forecasted supply needs. In order to maintain vaccine security, and remain in compliance with UNICEF's vaccine procurement principles, Supply Division has attempted to contract a minimum of four suppliers for each vaccine type.

UNICEF continues to support manufacturers in providing tiered pricing, meaning that these manufacturers offer their lowest market price to the poorest countries that UNICEF procures for. Industry has responded well to this principle, and UNICEF continues to obtain the best prices on the market for the vaccines it procures.

## Who funds vaccines for developing countries?

Each year UNICEF receives funding via over 400 funding mechanisms to support vaccine procurement. Sometimes some vaccines are funded by only one or two major donors. For example, from 2001 to 2003, OPV was largely funded by the Center for Disease Control & Prevention (CDC) and the Government of Japan, and in 2004 the World Bank's 'buy-down' mechanism became the major funding source. From 2001 to 2004, the Hepatitis B and Hib vaccines were almost exclusively funded by GAVI/VF.

However, the majority of vaccines are financed by many agencies, including governments themselves. UNICEF Country Offices work at the local level with governments and bilateral agencies to ensure there is sufficient funding available for routine needs. This effort is complemented by global programmes and fundraising efforts to ensure that the countries' overall financial requirements for vaccines, devices, cold chain and operational activities are covered.

## Emergencies

In 2004, Supply Division ensured that stockpiles of yellow fever, meningitis and measles vaccines were available to respond to outbreaks and emergency situations. For instance, nearly four million doses of measles vaccine and corresponding devices were

shipped to Darfur in Sudan, and over 400,000 doses of measles vaccine and syringes to Bangladesh for emergency immunization campaigns.

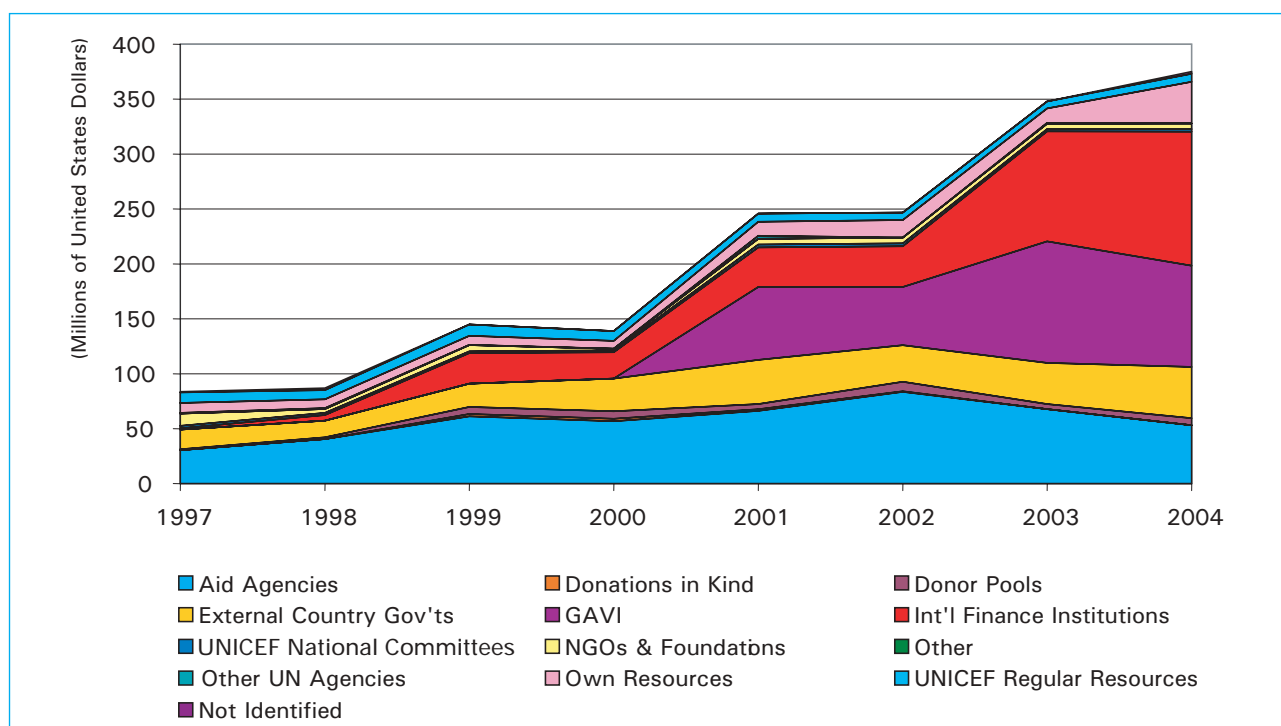
## Procurement on behalf of countries receiving support from GAVI/VF

Ten countries received support from GAVI/VF for the introduction and/or continuation of DTP-HepB vaccine, 11 countries received support for DTP-HepB + Hib vaccine, three countries received support for DTP-Hib vaccine, 28 received support for Hepatitis B vaccine, and 17 received support for yellow fever vaccine. The availability of combination vaccines was limited during the first half of 2004, but improved in the second half of the year. Based on ongoing discussions with manufacturers, UNICEF foresees that the supply situation will continue to improve, and that additional countries that would like to introduce these vaccines will be able to do so in 2005-2006.

## Safe Injection

In 2004, the introduction of a new auto-disable (AD) syringe increased the supplier base for this product, lessened reliance on a single supplier, and enabled UNICEF to continue supplying AD syringes for a weighted average price of below 6 cents a piece.

## VALUE AND SOURCES OF FUNDING FOR VACCINES PROCURED BY UNICEF





In line with the WHO /UNICEF bundling policy, UNICEF procured 500 million auto-disable syringes in 2004, plus the corresponding numbers of mixing syringes and safety boxes. The bundling policy works towards ensuring vaccines are only provided with appropriate devices, administered safely, and waste is managed safely, as one comprehensive policy.

## Vitamin A

UNICEF has been the recipient of a substantial contribution-in-kind of vitamin A capsules from the Canadian Government through the Micronutrient Initiative, since 1997. The purpose of the contribution is to support and enhance national programmes that aim to improve the vitamin A status of children and mothers in countries or country regions where vitamin A deficiency is a significant public health problem. UNICEF is responsible for distributing the supplements to countries where vitamin A deficiency programmes are underway. In 2004, UNICEF shipped \$9.3 million worth of Vitamin A, including a donation of \$8.3 million, representing some 500 million capsules, to 75 countries. The top five recipient countries were Pakistan, Nigeria, Ethiopia, the Democratic Republic of the Congo and Afghanistan.



*Liliana, a health worker, examines 14-month-old Sasha at the UNICEF-assisted regional centre for AIDS prevention and protection, in the western port city of Kaliningrad, Russian Federation. Sasha's mother is 27 years old and HIV-positive.*

## II - HIV/AIDS

### Total procurement: \$21.3 million<sup>1</sup>

Millions of children are affected by the HIV/AIDS pandemic, and most of them are from developing countries. Some 6 per cent of those living with the disease are children, and 15 million children have been orphaned as a result of it. Despite some progress and international commitment, most children living with HIV/AIDS still do not have access to treatment. Fighting HIV/AIDS is a UNICEF priority.

UNICEF actively supports the "3 by 5" Initiative, launched by WHO on World AIDS Day in 2003. This initiative is dedicated to providing universal access to antiretroviral therapy (ART), the combination of antiretroviral (ARV) medicines used to treat the disease. The interim target of the Initiative is to provide effective ART to three million people who need it by the end of 2005. UNICEF is committed to making treatment more available and accessible to children in need, in turn contributing to the Millennium Development Goal of combating HIV/AIDS.

Treating parents, especially mothers, benefits children in many different ways. First, it reduces the likelihood of children being infected with HIV through mother-to-child transmission. Second, improving the length and quality of life of the mother is critical to the survival and development of the child.

In consultation with partners, the role of UNICEF in the procurement of HIV/AIDS-related supplies focuses on two issues: procuring and delivering ARV medicines, diagnostic equipment and test kits, and strengthening the capacity of health services.

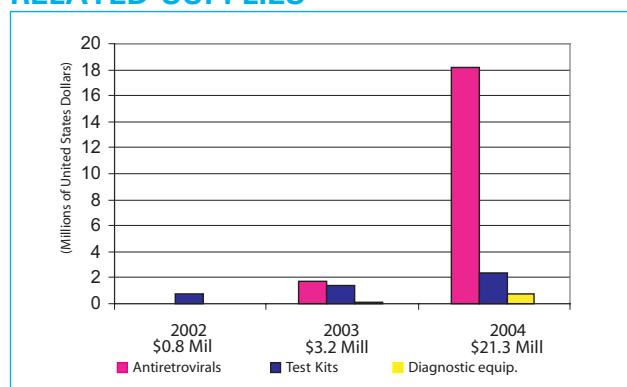
In 2004, UNICEF procured \$21.3 million worth of HIV/AIDS-related supplies, primarily on behalf of partners including governments, non-governmental organizations (NGOs) and other UN agencies. Of this amount, \$18.4 million was for ARV medicines in 39 countries, and \$2.9 million for HIV/AIDS-related test kits and diagnostic equipment. During 2004, UNICEF reached around 1.5 million people with test kits. The increase in ARVs procured in 2004 was dramatic, rising from \$1.7 million in 2003.

In response to the challenges and complexity of ARV supply-chain management, Supply Division set up a dedicated ARV Unit in 2004, to focus its efforts on ensuring continuous access to life saving medicines. Supply Division also created a stockpile of HIV/AIDS-related products at its Copenhagen warehouse, providing the potential for uninterrupted delivery to those countries experiencing medicine shortages.

<sup>1</sup> - This figure does not include the procurement of medicines for the treatment of opportunistic diseases or laboratory equipment.

The increase in the procurement of ARV medicines is likely to continue in coming years, and some consequences of the scaling up are now apparent. More individuals on ART will result in fewer children dying from the disease, and fewer being orphaned. Increased voluntary testing has been observed in countries where the availability of ARVs and test kits has risen. Also, an improvement in general health services, from the procurement of medicines through to the distribution to children and their families, can be seen in countries that commit to and undertake large-scale HIV/AIDS treatment programmes.

## UNICEF PROCUREMENT OF HIV/AIDS-RELATED SUPPLIES



Africa received 83 per cent of the ARV medicines and 76 per cent of the test kits procured by UNICEF in 2004. Of these, over \$8 million worth of ARV medicines were shipped to Zambia, \$2 million to Togo and \$1 million to Malawi.

## The cost of ARVs

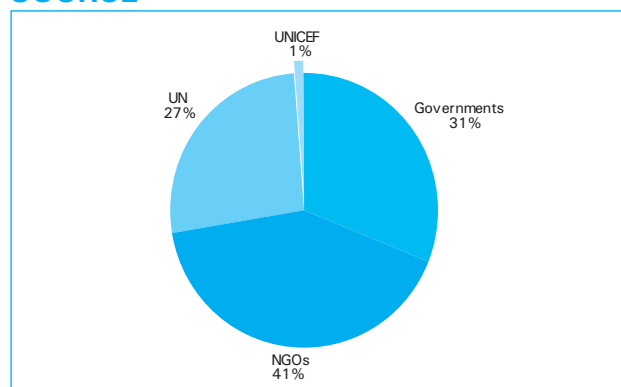
Prices are falling as a result of competition from generic manufacturers, international advocacy, strong political will, and corporate responsiveness. UNICEF currently procures 40 different ARV formulations from generic as well as originator pharmaceutical manufacturers. Triple therapy (the combination of three different ARVs) can cost as little as \$156 per patient, per year. Nevertheless, the ARV market is a complex one, and difficult challenges remain: the cost in some countries can be more than ten times higher. Because of this, UNICEF keeps abreast of market developments and fosters close relationships and discussions with suppliers.

As part of the United Nations, UNICEF is concerned about the intellectual property aspects of buying ARVs. Supply Division reviews the patent and regulatory status of individual products, a difficult but vital task, in order to find the best supply solutions for each country.

## Funding sources

Most of the ARV procurement in 2004 was undertaken through UNICEF Procurement Services (only one per cent of ARVs were bought with UNICEF funds). The largest customers were the Elizabeth Glaser Paediatric AIDS Foundation (\$5.2 million), followed by the UN Development Programme (\$4.2 million), acting in several countries as the principal recipient of a Global Fund to fight AIDS, Tuberculosis and Malaria (GFATM) grant, and Columbia University (\$0.9 million). More opportunities are available from funding mechanisms such as GFATM.

## ARV PROCUREMENT BY FUNDING SOURCE



## Quality of ARVs

The safety, efficacy and quality of ARVs purchased by UNICEF is assessed via the Procurement, Quality and Sourcing Project (or Pre-qualification Project), initiated by WHO. UNICEF purchases those ARVs that have been approved by the project. As of December 2004, 87 products from 27 manufacturing sites were fully reviewed and pre-qualified. Where no WHO-pre-qualified ARV options exist, UNICEF has a policy of supplying ARVs certified by either the US Food and Drug Administration or the European Agency for the Evaluation of Medicinal Products, or through performing independent quality evaluations in addition to verifying national registration in the recipient country.

UNICEF is also encouraging the development of a wider range of paediatric formulations, especially as fixed dose combinations, and participated in a UN Technical Consultation on paediatric ARV formulations held in November 2004. Greater choice in formulations at reduced prices would allow UNICEF to strengthen its engagement in treating infants and young children.

## Partnerships, capacity-building and information

UNICEF is a partner in the AIDS Medicines and Diagnostics Service (AMDS), as part of the “3 by 5” Initiative, to support capacity building in procurement and supply management. AMDS seeks to expand access to high quality, effective treatment for HIV/AIDS, by facilitating the increased supply of medicines, diagnostics and preventive supplies in developing countries. It provides forecasting information to manufacturers, and makes available to buyers information on sources, prices, the patent and regulatory status of quality medicines, as well as offering technical support to countries, and assistance in obtaining the best prices. Under the auspices of AMDS, in 2004 Supply Division participated in two country reviews, in Myanmar and Thailand, to assess the readiness of the supply systems to introduce and increase access to ARVs.

Every year, together with UNAIDS, WHO and Médecins Sans Frontières, UNICEF produces and disseminates the report ‘Sources and Prices of Selected Medicines and Diagnostics for People Living with HIV/AIDS’, giving governments and NGOs informed choices in the procurement of quality, affordable ARVs and test kits. In 2004, the fifth edition of the survey reviewed more than 100 products, from 84 manufacturers in 29 countries. Over 7,500 copies of the final report were printed and distributed, 1,000 of which were circulated at the XV AIDS Conference. A UNICEF proposal to provide the information online and as a CD, so as to make it interactive and searchable, has been approved and work will be undertaken in 2005.



*UNICEF procures a range of antiretroviral medicines and HIV test kits that are prequalified by the World Health Organization.*

## III - EARLY CHILDHOOD

**Total procurement: \$158 million (water and sanitation equipment: \$46 million; medical supplies: \$26 million; pharmaceuticals \$35 million; nutritional supplies: \$22 million; mosquito nets and insecticide: \$29 million)**

In 2004, around 11 million children worldwide died before they were five – the equivalent of all the under-fives in France, Germany, Greece and Italy. That is over 30,000 under-five deaths a day – almost all of them preventable. Child survival is therefore an essential priority within UNICEF’s integrated approach to early childhood development, which, besides immunization, includes programmes addressing maternal and child health, nutrition, water and sanitation, and hygiene. All of these programmes rely heavily on quality supplies such as water, environment and sanitation items, medical equipment, mosquito nets, essential medicines and micronutrients.

### Water, Environment and Sanitation

Worldwide, 400 million children live without access to safe water. Around 1.4 million children die every year because they have no access to safe water or adequate sanitation.

The value of water, environment and sanitation equipment procured in 2004 increased by almost 25 per cent over 2003, reaching \$46 million. A large part of this was the \$9 million spent on the rehabilitation of fresh drinking water systems in Iraq. But the increase was also due to a number of new special projects (in countries including Ethiopia, Sudan, Eritrea, Iran and the Democratic People’s Republic of Korea) and emergencies (especially in Darfur). UNICEF remains a leader in bringing potable water and sanitation facilities to children, their families and schools in 91 countries.

### Nutrition

During 2004, Supply Division procured over \$5.3 million worth of therapeutic food, \$1.2 million of iron and folic acid supplements for pregnant women, over \$1 million of potassium iodate to fortify salt and over \$4.6 million worth of UNIMIX (a supplementary food for children with added vitamins and minerals). This is in addition to receiving and distributing donated vitamin A (see page 8).

**Replacing the UNISCALE:** In November, Supply Division hosted a global consultation on weighing scales (including the UNISCALE, an electronic scale for mothers and children), the first of its kind since





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*These sanitary facilities have been built in a UNICEF-supported school in Goma, in the Democratic Republic of the Congo. Providing separate latrines for girls and boys encourages children, particularly girls, to enrol and stay in school, as well as learn the importance of good hygiene.*

1986. Staff from throughout UNICEF, along with representatives from WHO and the World Food Programme (WFP), aid agencies, and scientists from academic institutions, met together in Copenhagen to review the UNISCALE experience and begin to map out the steps necessary to identify the next generation of mother and baby scales.

The UNISCALE, a ubiquitous UNICEF supply item since the early 1990s, is now being phased out. Discussions focused on current programming needs and the modern products currently available. Next steps include drafting generic specifications, undertaking a market survey and issuing a request for expressions of interest to manufacturers, so that new scales, using the latest technology at an affordable price, can soon be identified, tested, procured and made available to UNICEF and its partners.

### Oral Rehydration Salts

In 2004, UNICEF procured over \$2.1 million worth of oral rehydration salts (ORS) and introduced a new low osmolarity formula. This represents 40 million sachets.

Two decades ago, diarrhoea was responsible for around five million deaths annually. Through major public health efforts to prevent and treat dehydration, this has

decreased to around two million. The combination of increased home fluids and the use of oral rehydration salts have proven very effective in the prevention of childhood deaths from diarrhoea.

For more than 25 years, UNICEF and WHO have recommended a single formulation of glucose-based ORS to prevent or treat dehydration from diarrhoea. UNICEF, along with WHO and others, undertook extensive consultations and research to improve the formulation further. As a result, in 2004 Supply Division launched the new Low Osmolarity Oral Rehydration Salts, which have now replaced the previous ORS formulation. This new formulation now combats diarrhoea directly, as well as treating the dehydration resulting from it.

### Anti-malaria supplies

**Prevention:** Supply Division has played a pivotal role in the global Roll Back Malaria (RBM) partnership since its launch in 1998. One of the most effective strategies in malaria prevention is the provision of insecticide-treated nets (ITNs) to all pregnant women and children under the age of five. The supply of treated nets to sub-Saharan African countries has been one of the Division's priorities in recent years.



A significant increase in the number of nets procured, up 41 per cent on 2003 to 7.3 million nets in 2004, reflects this commitment. Of particular note is the extraordinary growth in the procurement of long-lasting insecticidal nets (LLINs), increasing threefold in 2004. For the first time, in 2004 UNICEF purchased more LLINs (59 per cent of the total) than untreated nets. Standards are essential for quality control, to protect and benefit users, and UNICEF follows WHO specifications strictly for netting materials and insecticides. UNICEF procured a total of \$29 million worth of bednets and insecticide in 2004.

This increase in procurement volumes, set to increase further in 2005, has been possible because of UNICEF's involvement in building up the market's production capacity for LLINs. This included ensuring that quality parameters were maintained when a Japanese company transferred technology to an African one.

UNICEF estimates that 30 to 40 million LLINs will be required annually for the next five years. Only 13 million are currently being produced every year. However, plans to scale up production, and new technologies in the pipeline such as a home treatment kit that can transform an ordinary net into a LLIN, could help improve these figures.

**Treatment:** The year 2004 was a landmark in the procurement of new anti-malaria medicines. Supply Division has emerged as a leader in coordinating the transition to the use of artemisinin-based combination therapies (ACTs) for malaria, and in procuring these medicines.

The predicted increase in demand for ACTs, now the recommended therapy to treat *P. falciparum* malaria, was realised in 2004, and this demand is likely to rise even further in coming years. In 2004, Supply Division procured \$6.7 million worth of ACTs (in 2003 the figure was \$1 million), \$70,000 worth of other artemisinin-based medicines, and \$1.6 million worth of monotherapies. This represents over 11.6 million ACT treatments, procured primarily for Burundi (over 7 million treatments), Ethiopia (2.9 million) and Sudan (1.5 million), as well as Côte d'Ivoire, Indonesia, Sierra Leone and Liberia. It is predicted that the global demand for ACTs will rise to over 130 million treatments in 2005.

This creates significant challenges in terms of supplying the demand, absorbing the extra cost (ACTs are at least ten times more expensive than previous



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*As global demand grows for new artemisinin-based combination therapies to treat malaria, one of the challenges for Supply Division is to ensure that production levels meet future requirements.*

generation drug options), and encouraging remaining countries to change their medicine policies. Supply Division has also taken a leading role in communicating with the pharmaceutical industry regarding the transition to ACTs. The Division continues to work with WHO and other partners on accurately forecasting the demand for ACT medicines in coming years, and reviewing funding commitments and potential production capacities globally.

In February 2004, Supply Division hosted the Malaria Medicines and Supply Services (MMSS) stakeholders meeting. The objective was to chart the way forward for operationalizing MMSS as a partnership mechanism to help malaria endemic countries access quality and affordable essential medicines and other supplies. The recommendations of this meeting were later approved by the RBM board.

A first for malaria products, the report, 'Sources and Prices of Selected Products for the Prevention, Diagnosis and Treatment of Malaria' was put together with RBM, WHO, Population Services International and Management Sciences for Health, and published by WHO in 2004.



©UNICEF/ H004-0212/Asad Zaidi

*A woman teacher engages a class of schoolchildren in the remote coal mining village of Sheer Baz, in the predominantly rural province of Balochistan. Pakistan is one of 25 priority countries identified by UNICEF in an initiative to accelerate girls' enrolment and to achieve gender parity in primary and secondary education by the year 2005.*

## IV - GIRLS' EDUCATION

### Total procurement for education: \$71 million

In 2004, for the third year in a row, educational supplies represented UNICEF's second-highest procurement expenditure. This continuing growth is mainly due to emergency responses and special 'Back-to-School' projects in post-emergency countries.

UNICEF is committed to assisting in re-opening schools and establishing teaching and recreational facilities in the first six to eight weeks after an emergency – whether a natural disaster or conflict. In the longer term, educational rehabilitation programmes can span several years and include intense supply procurement and distribution activity.

The School-in-a-Box and the recreation kit have become part of UNICEF's standard response in an emergency. In some countries, the kits are adapted to respond better to local needs and context. The increase in education supplies also reflects UNICEF's special focus on girls' education in 25 countries. In 2004, Supply Division procured enough standard School-in-a-Box kits (including replenishment kits) to send 1.5 million children back to school. In addition, six million primary-aged children in Iraq and 2.3 million children in the Democratic Republic of Congo received educational supplies and kits purchased and packed by Supply Division.

Moreover, since much educational procurement is local, Supply Division plays a significant role in ensuring that the technical specifications, quality of products and procurement procedures are appropriate.

The absence of safe water and separate toilets can be a major reason why girls never attend school – or drop out, especially at puberty. A large amount of the water and sanitation supplies procured by UNICEF are allocated to primary schools, to increase girls' enrolment. Water and sanitation programmes at school are a means to advocate for effective water and sanitation measures at the family and community levels. Parents and local authorities can see the impact of safe water and latrines on children's health, and consequently often build their own facilities.

### Accelerating girls' education in the Democratic Republic of the Congo

In the Democratic Republic of the Congo (DRC), after years of conflict and economic decline, the education picture was quite bleak at the beginning of 2004. The enrolment rate was 48 per cent for girls and 55 per cent for boys, with approximately 4.6 million children out of school (2.5 million of whom were girls).

UNICEF had identified the DRC as one of its 25 priority countries for girls' education. In 2004, one of the objectives was to enrol an additional two million children – at least half of them girls - at the beginning of the new school year in September. A major obstacle to enrolment was the cost of educational supplies –hence it became a focus for the Country Office's efforts.

For many years, the DRC has been the main non-emergency recipient of educational supplies for Supply Division, because it is not possible to find quality educational supplies in sufficient quantities in the country. In 2004, Supply Division, in close consultation with the Country Office, procured over \$2.5 million worth of educational kits for DRC.

At the beginning of the year, Supply Division's education expert visited DRC to help both the Country Office and Government in designing education kits according to their own design, and assist with their supply planning and distribution – a challenge in a country where roads were in bad condition, the railways were unreliable, and fighting was still going on in some regions. It was decided that the kits would be shipped from Copenhagen to three entry points (Goma in the Northeast, Matadi on the West coast and Lubumbashi in the Southeast). From there, the kits would be sent by plane, truck, boat and bicycle to distribution points. Head teachers, teachers and children came to pick up the supplies. Children were there to witness that schools had received their educational equipment.

Based on the specifications developed by the Country Office and the Government, nearly 46,000 student kits and 7,000 teachers kits were packed at the UNICEF warehouse in Copenhagen over a 16 week period. Staff volunteered to pack some of these kits as the order was urgent, and to allow regular warehouse staff to respond to orders from other countries without delay.

At the beginning of September, as planned, 2.3 million children (half of them girls) went back to school with UNICEF supplies. In addition, UNICEF had provided over 54,000 teachers with teaching equipment.

In view of its success, the operation will be repeated in 2005, with a difference: while Supply Division will procure the educational supplies, most of them will be packed in DRC. This approach will allow UNICEF to save funds on freight and increase its collaboration with local entities.

## Sending children back to school in Iraq

The biggest educational procurement project ever in UNICEF's history for one single year was the School Project for Iraq in 2004, surpassing even the record-breaking activities of the previous year. Educational materials were supplied for a value of over \$31 million. The time frame from initial discussions on the type of supplies required, to the final distribution of the student kits in Iraq, was a mere nine months. Because of the challenge of returning millions of Iraqi children to school as soon as possible, Supply Division used a comprehensive supply management approach that emphasises the importance of accurate forecasting and timely information provision to all involved – suppliers, forwarders, government departments, and schools. This ensures that no time or resources are wasted and as much preparation as possible is done in advance.

In close cooperation with the new, temporary Ministry of Education in Iraq, UNICEF designed new school kits for six million Iraqi elementary school children – compared to five million children in 2003. The project also included providing teacher kits, recreational kits, blackboards and chalk. Most of the items were sourced in China, where the suppliers also packed the kits. Delivery deadlines for all education kits arriving in 21 directorates in Iraq were set in July. The total volume of supplies shipped for the project was almost 1,000 40 foot-containers.

All deadlines were met. Suppliers kept their promises on delivery times, and on inspection the quality of goods always met the required standards. The freight forwarders and shipping lines gave UNICEF commercial top priority for receiving containers, and providing space on very congested vessels out of China. This was only possible because of the accurate forecasting, and very early and precise pre-advice information on sailing dates and container numbers at each of the receiving ports that UNICEF's freight forwarders had provided.

As the security situation in Iraq was very volatile, the supplies were routed in through two corridors, Turkey and Jordan. On arrival in port, the school kits were immediately loaded onto trucks and transported directly to 21 governorates all over Iraq, where the supplies were received by UNICEF monitors and staff from the Ministry of Education.

In the case of Iraq, a comprehensive supply management approach - ensuring effective cooperation between suppliers, transport companies, UNICEF and the Government - meant that some six million Iraqi children (44 per cent girls) had school supplies and could return to school on schedule.





©UNICEF/Iraq/Ban Dhayr

*Schoolchildren at the Al-Farazdaq Primary School in Baghdad receive their new school bags and equipment, provided as part of UNICEF's Back-to-School initiative in Iraq.*

## V - CHILD PROTECTION IN EMERGENCIES

### Procurement for emergencies: \$60 million<sup>1</sup>

As part of UNICEF's emergency preparedness and response activities, Supply Division has committed itself to ensuring an immediate turnaround for emergency orders. To strengthen its response capacity, the Division established a new Emergency Coordination Unit in 2004, to streamline cooperation within UNICEF and provide 24 hour emergency coverage every day of the year. The Unit also addresses emergency logistics and develops inter-agency relations. Strengthening UNICEF's global capacity within supply and logistics is essential to meeting the organization's goals and core commitments for children in emergencies.

The emergency logistics function provides expertise and guidance on the clearance, warehousing and end-user distribution of supplies. In addition, it builds capacity within the organization and consolidates inter-agency collaboration, especially with the UN Joint Logistics Centre (UNJLC), the World Food Programme (WFP) and the International Federation of the Red Cross and Red Crescent Societies (IFRC). In 2004, the Unit deployed its own logistics officers to Chad and South-East Asia, for example, and supervised the deployment of external logistics staff to Sudan, the Democratic People's Republic of Korea and Uganda.

Supply Division also hosted a workshop organized by the UNJLC in September, to build inter-agency human resource logistics capacity in response to large-scale emergencies. The Emergency Coordination Unit manages the roster of logistics staff that can be rapidly deployed, and will develop European Commission Humanitarian Office (ECHO)-funded emergency preparedness tools in 2005.

Another outcome of UNICEF's commitment to strengthening its emergency preparedness and response capacity is the establishment of a network of strategic regional emergency hubs to complement the main warehouse operation in Copenhagen. These hubs contain emergency supplies that are ready for dispatch within 48 hours. The first emergency hub opened in 2003 in Johannesburg, South Africa. In June 2004, the second warehouse began operations in Dubai. These facilities are already proving their value. In 2004, the Dubai and the Johannesburg Hubs shipped \$6.5 million worth of emergency supplies, enabling UNICEF to respond faster and for less. Another hub will be established in Panama in the course of 2005, providing UNICEF with global reach in emergency response, and with sufficient supplies to cover the needs of 320,000 children and their families for three weeks.

<sup>1</sup> - This figure includes offshore and warehouse procurement. It is part of the total value of supplies provided for each organizational priority.





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*A malnourished girl is fed therapeutic milk in a UNICEF-assisted feeding centre run by the international NGO Action Contre La Faim (Action Against Hunger), in the Karare camp in Nyala, capital of South Darfur, Sudan. About 1,500 displaced people live in the camp, where UNICEF supports growth-monitoring and the provision of fortified foods for malnourished children.*

**Emergencies:** Supply Division played a vital role in supporting UNICEF's efforts to respond to several major emergencies in 2004. In addition to the Darfur/Eastern Chad and Tsunami emergencies (see below), Supply Division delivered emergency supplies to Iran, Morocco, Haiti, Madagascar, Sudan, the Democratic People's Republic of Korea, Djibouti, Jamaica, Côte d'Ivoire, India, the Dominican Republic, the Occupied Palestinian Territory, Malawi, Kenya, Bangladesh, Grenada, Papua New Guinea, Burundi, Uganda, Ethiopia, Barbados, Sri Lanka, Eritrea, Rwanda, Nepal and Yemen, among others. UNICEF's commitment to helping children and their families in emergencies covers both situations of natural disaster and conflict, and ranges from foreseeable disasters such as droughts, to unforeseeable ones like a tsunami. While no longer classified as an emergency, Iraq continued to receive a large amount of supplies in 2004.

### Darfur/Eastern Chad

To address the needs of over 2 million conflict-affected children and their families in Darfur, and those who became refugees in Chad, Supply Division sent supplies regularly throughout the year. These items, with a total value of \$29 million, included vaccine and cold-chain equipment (such as 3.9 million doses of measles vaccine for an immunization campaign in June), shelter

materials, long-lasting insecticidal nets, first-aid kits, water and sanitation items, pharmaceuticals, nutrition items and School-in-a-Box kits. Although most supplies were shipped by sea and then truck, 12 air charters were also sent to the region. The emergency hub in Dubai was used extensively in meeting urgent supply needs.

### Earthquake/Tsunami in the Indian Ocean Region

Supply Division's emergency response activities after the tsunami disaster started on 27<sup>th</sup> December, and from that time the warehouse began a protracted period of working seven days a week to pack and send supplies. Between 26<sup>th</sup> and 31<sup>st</sup> December, the Division sent three cargo flights to Sri Lanka and Indonesia from its warehouse in Copenhagen and supply hub in Dubai. One of these flights was provided free-of-charge by the Belgian Air Force. These shipments, worth \$210,000, contained 19 emergency health kits (to cover 190,000 people), tarpaulins, tents, 150,000 sachets of oral rehydration salts, 100 School-in-a-Box kits (for 8,000 children), 90 recreation kits, and some medicines. The response to the tsunami is expected to dominate Supply Division's emergency agenda during the first months of 2005.

# 2

## PERFORMANCE AND PROGRESS

### I - WORKING FASTER AND BETTER

In 2004, Supply Division continued to increase the number of on-time deliveries and to reduce internal processing schedules, while the volume of work undertaken by the Division grew by 13 per cent. The number of products for which the Division has established Long Term Arrangements (LTAs) with suppliers, has increased to 1,217, ensuring quality, price and delivery over sustained periods, and allowing the Division to respond more rapidly to replenishment needs caused by emergencies, for instance.

**Emergency responses:** Supply Division repeatedly met its targets in dealing with rapid response emergencies, with a number of large and complex shipments leaving the Division within 48 hours of the request being received. It should also be emphasised that although the volume of emergency responses and procurement was high in 2004 (\$60 million), this did not impede procurement operations and the provision of technical support to normal country programmes, Regional Offices, and Procurement Services customers.

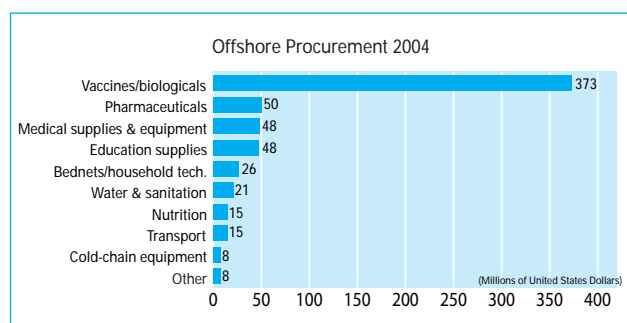
**Supply planning:** The appropriateness and timeliness of supply inputs improved greatly in 2004 due to better planning, better coordination between programme and supply staff in defining annual supply requirements, closer follow-up on offshore orders by Country

Offices, and faster response time from Supply Division. Despite funding limitations in some countries, there were increased efforts by Country Offices to raise requisitions earlier and consolidate orders, enabling bulk-buy savings and lower freight charges. Enhanced Country Office supply planning also resulted in a more evenly-dispersed workload throughout the year – a benefit both for Country Offices and Supply Division, and contributing to the ultimate goal of ensuring that more children and women receive the right supplies at the right time.

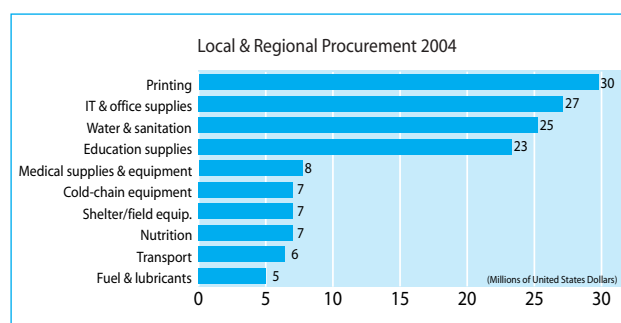
**Field support training:** In 2004, Supply Division conducted several global workshops on supply management, the supply chain, printing and supplier selection and evaluation – with the aim of strengthening the supply function by following good procurement practices and complying with audit recommendations. Over a hundred field staff from all regions took part in these workshops. The printing training was particularly important as printing activities (mostly local procurement) accounted for expenditure of \$31 million in 2004.

The results of these workshops have been encouraging, with offices reporting better management of print procurement, good knowledge of how to identify, select and evaluate potential suppliers, and an

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



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



improvement in the understanding of basic supply management by Assistant Project Officers, which has boosted commitment to supply planning and meant that better-quality orders are issued.

**Paying suppliers:** There have also been substantial improvements in Supply Division's commitment to paying suppliers on time. Almost 100 per cent of supplier invoices were paid within 30 days, as agreed. Moreover the Division has also been increasingly successful in meeting the more stringent supplier payment targets that qualify for cash discounts, resulting in savings for the organization of over \$250,000 over the year.

**Global consultation:** Since 2001, the annual 'Ting' (Norse word for consultation) meeting organised by Supply Division has strengthened cooperation with Regional and Country Offices, and other Divisions. Building on the results of the VisionTing (2001), the PlanTing (2002) and the ConsulTing (2003), the Evalu@Ting in 2004 focused on the future of the UNICEF supply function. For the first time, sessions were reported live on the UNICEF Intranet, offering other UNICEF staff the opportunity to take part and send their comments to the 78 participants from all parts of UNICEF. The consultation followed the 'Future Search' methodology, and resulted in 11 project areas and corresponding action plans being identified:

- Building alliances and partnerships
- Capacity building
- Decentralization
- Development and promotion of innovative products for a child-friendly environment (home/school)
- E-business (e-procurement)
- Effective dissemination of information (external/internal)
- Fair trade/ Procurement ethics
- In-country logistics and end-user monitoring
- Procurement Services/ responding to emerging opportunities
- UNICEF supply function within the new development assistance environment
- UNICEF supply policy.

Work in these 11 areas progressed throughout the year and will feed into plans for the future.

## II - WAREHOUSES

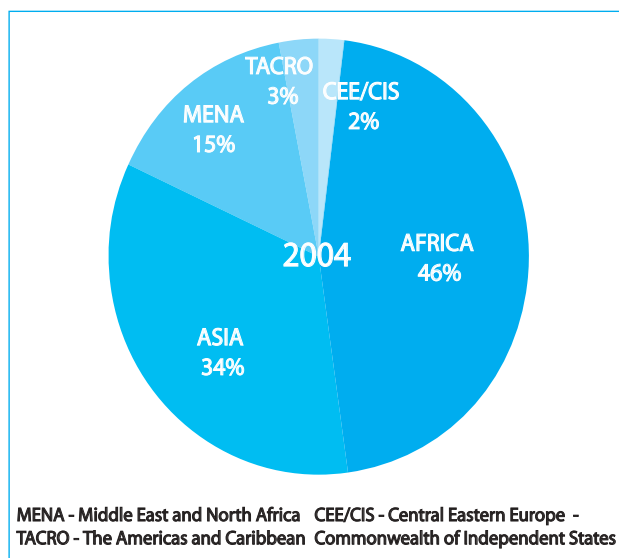
2004 was a record year for warehouse activities, with throughput up by 21 per cent in terms of value, weight, volume and the number of orders handled. Total throughput reached \$76 million for the year (see table below for breakdown), a significant increase on the *status quo* that had been maintained for several years. Some 125,000 kits (from School-in-a-Box and recreation kits to emergency health kits and family water kits) were also produced in 2004.

The processing time for purchase orders for warehouse stock fell from 21 days in 2003 to 13 days in 2004. In addition, the establishment of LTAs for many warehouse items has been instrumental in speeding up stock replenishment.

Production throughput (millions of US dollars)	2003	2004
Copenhagen warehouse goods issued	53	59.7
Vitamin A in-kind donation	8.1	8.3
Johannesburg & Dubai Hubs	N/A	6.5
UNHCR stock	2	1.7
<b>Total</b>	<b>63.1</b>	<b>76.2</b>

In 2004, nearly 8,000 sea and air shipments were managed by Supply Division, including 32 full charters.

## PERCENTAGE OF UNICEF SUPPLIES USED IN:



## Top 20 UNICEF warehouse items shipped in 2004

Item	Quantity
Pencil,black	28.5 million
Book,exercise, A5, ruled	17.6 million
Eraser,soft,for pencil	11.9 million
Pen,ball-point,blue	9.2 million
Pencil sharpener,plastic	7.6 million
Book,exercise, A5, squared	6.9 million
Pen,ball-point,black	6.1 million
Pen,ball-point,red	5.9 million
Bag,carrier, A4,interlock seal	4 million
Crayon,wax,assorted colours	3.8 million
Pencil for slates	3.6 million
Tetracycline eye ointment	3 million
Book,exercise, A4	2.2 million
Slate,student, A4	1.9 million
Syringe,A-D,0.5ml,Soloshot	1.6 million
Chalk,white	1.4 million
Amoxicillin powder/ oral suspension (penicillin)	1.1 million
Book,exercise,A4,ruled	1 million
Sulfamethoxazole with trimethoprim (antibacterial) 100 + 20mg tabs	0.9 million
Bandage,gauze	0.8 million

Several developments over the year have expanded the scope of warehouse activities. A small stock of antiretroviral medicines was added to the Copenhagen warehouse inventory, to deal with urgent requests and for expediting very small orders. The Dubai emergency hub that opened in June quickly became an invaluable resource, both speeding the delivery of emergency items and cutting the cost of sending bulky supplies. Since it opened, mosquito nets have been added to its inventory, and a stock worth \$3 million is expected to be stored in Dubai in the future.



©UNICEF/Denmark/Kilford

*Expanding supply capacity for emergencies has been a priority in 2004. Here, items are packed in the Copenhagen warehouse in response to the emergency in Darfur, Sudan.*

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 volume.

The warehouse maintains its Good Distribution Practice license to store and distribute pharmaceutical products.

## III - QUALITY CONTROL

While striving to get the most affordable prices, Supply Division also makes quality a priority, and works to ensure that all supplies procured by UNICEF comply with international norms such as WHO or International Organization for Standardization (ISO) standards.

All suppliers for standard pharmaceutical and medical items, antiretrovirals and antimalarials are pre-qualified either by the Division or by the WHO Pilot Procurement, Quality and Sourcing Project.

The year 2004 saw an increase in the efficiency and efficacy of bid sample evaluations in the Division, helping shorten internal processing time and further ensuring the quality of the products procured. A total of 55 factory inspections were undertaken during the year. Besides Supply Division's usual focus on inspecting pharmaceutical manufacturers, special attention was also paid to bednet and school supply manufacturers. Supplier evaluations continued to run on target, with 95 per cent of business done with evaluated suppliers.

An additional check on the quality of supplies is the Complaints Database. Upon receipt of a complaint, Supply Division takes immediate action, involving where relevant the supplier and working on finding the most appropriate solution. Complaints are analysed regularly, with lessons learned and recommendations presented to management. Most complaints are related to product quality deficiencies and delivery delays.

In 2004, Supply Division undertook a new tendering round for inspection companies and identified four companies to provide inspection services at agreed rates in specified countries. These companies will be used by Supply Division to inspect incoming shipments. Country Offices can also contract them at the rates agreed, or can use the rates for comparison purposes when investigating the prices of other local inspection companies.



## IV - PUBLIC PARTNERSHIPS

### Supply Division and UN reform

As part of UNICEF, Supply Division is committed to implementing UN reform, specifically in the area of procurement, and to strengthen its collaboration with other UN agencies. In addition, the Division maintains very close working relations with selected NGOs, universities and research institutes.

The Division consults frequently with WHO on the quality control of vaccines and pharmaceuticals, and supply strategies for RBM, as well as with the World Bank on Procurement Services for vaccines and other commodities, and the Global Fund on potential support to countries for procuring essential commodities. Indeed, UNICEF provides financial support to WHO for the Vaccine Quality Advice Project, through which WHO ensures the quality of vaccines procured by UNICEF and other UN organizations.

**United Nations Global Marketplace:** UNICEF is a founding member of the United Nations Global Marketplace (UNGM), and was heavily involved in addressing teething problems and improving the efficiency of the database in 2004. UNGM acts as a single window through which suppliers may register with 15 agencies in the UN system. The database allows for the interchange of supplier information within the UN. It also acts as an important sourcing tool from which to shortlist suppliers for competitive bidding.

**United Nations Office for Project Services:** UNICEF and the United Nations Office for Project Services (UNOPS) signed an inter-agency cooperation agreement on procurement and management services in April 2004. The agreement allows each agency to call upon the expertise and capacity of the other. So far, under the agreement UNICEF has procured laboratory equipment for Bolivia and mobile video units for Madagascar through UNOPS.

**Inter-Agency Pharmaceutical Coordination Group:** UNICEF is a member of the Inter-Agency Pharmaceutical Coordination Group (IPC), which was established in 1996 by UNICEF, WHO and the World Bank, and later joined by UNFPA and UNAIDS. Through the IPC, each agency's pharmaceutical advisers meet regularly 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 medicines and micronutrients.

**Other UN Partnerships:** Further work has taken place in combining contracting activities with other UN organizations, eliminating the duplication of efforts in many commodity areas, including:

- Audio-visual equipment, in collaboration with UNFPA, UNHCR, and the UN Procurement Division;
- HIV test kits, together with WHO;
- Tyres and batteries, with UNHCR and the World Food Programme (WFP);
- Generating sets, with WFP and UN Procurement Division;
- Field motor vehicles, with IAPSO under the UN sub-working group on vehicle standardisation;
- VHF communication equipment, with WFP; and
- Vaccines, using WHO as a technical counterpart.

### Other external partnerships

**Global Alliance for Vaccines and Immunization:** Supply Division is responsible for procuring all vaccines for GAVI. This procurement amounted to approximately \$102 million in 2004, primarily for new and under-used vaccines, specifically against hepatitis B, *haemophilus influenzae* (Hib), and yellow fever in endemic countries. The Division also continued to cooperate with the Measles Partnership, and the Polio Eradication Initiative, and met with the Pan-American Health Organization (PAHO) to benchmark best practices for vaccine procurement.

**European Commission Humanitarian Office:** Following some years of increasingly-effective partnership, in 2004 UNICEF staff joined representatives from ECHO in Supply Division to identify ways to improve collaboration further. This set the stage for greater policy dialogue and a strengthening of relations with Europe Aid for longer-term development objectives. In 2004, UNICEF procured \$18 million worth of supplies on behalf of ECHO, with water and sanitation supplies, education supplies and pharmaceuticals the top three commodity groups.

**HIV/AIDS and Malaria:** UNICEF is a partner in the AIDS Medicines and Diagnostics Service (AMDS), as part of the "3 by 5" Initiative, and collaborates with the Malaria Medicines and Supply Services (see page 12).



© UNICEF/DRC-04/32/Katya Marino

*In the Goma region, Democratic Republic of Congo, teachers pick up educational kits for their classes from a distribution point and take them to their schools on their bicycles.*

Supply Division has spearheaded developments to promote accurate information about and access to antiretroviral (ARV) medicines to combat HIV/AIDS. The Division works with WHO, Médecins Sans Frontières (MSF), and the UNAIDS Secretariat to produce the annual survey 'Sources and Prices of Selected Medicines and Diagnostics for People Living with HIV/AIDS'. A similar report, 'Sources and Prices of Selected Products for the Prevention, Diagnosis and Treatment of Malaria', the first of its kind for malaria products, was compiled in collaboration with the RBM Partnership Secretariat, Population Services International and Management Sciences for Health, and was published on partner websites in December 2004. The Division also works with IFRC on general pharmaceutical access issues.

**Logistics:** Supply Division maintains very close ties to the United Nations Joint Logistics Centre (UNJLC), especially during emergencies. In September 2004, participants from UNICEF, other UN agencies, universities and NGOs took part in a UNJLC workshop, hosted by Supply Division.

Other partnerships in logistics include UNICEF's participation in the logistics certification project organized by the Fritz Institute, to create a universal

standard in humanitarian logistics management; participation in the logistics support system software being developed to track incoming shipments during an emergency so that each agency uses a single database; and being an integral part of the Humanitarian Response Network through the emergency supply hubs, with the ultimate aim of creating a universal network of hubs with open access for all agencies.

**SolarChill:** UNICEF is one of six partners working with industry to develop a low cost, solar-powered vaccine storage unit to replace kerosene-powered refrigerators, which are costly to operate, difficult to maintain and environmentally unfriendly. Supply Division and WHO have worked with Greenpeace, the United Nations Environment Programme (UNEP), GTZ Proklima (the German Ozone Depleting Substances Phase Out Programme), the Danish Technological Institute (DTI), the Program for Appropriate Technologies for Health (PATH) and the refrigeration industry, to define an affordable product design. SolarChill will cost about half the amount of an existing solar-powered fridge, and require much less maintenance due to the elimination of large battery storage banks. In 2004, field tests of prototypes were carried out in Africa, South Asia and Latin America with encouraging initial results. UNICEF assisted the

project with engineering assistance to the DTI in the design of the test, shipment and delivery of the test units, evaluation of the testing, and revision of the specifications. The technology will be made available to all interested manufacturers free of charge.

### Internal partnerships

**National Committees for UNICEF:** Supply Division collaborates with National Committees and the Geneva Regional Office on fundraising and advocacy, by providing them with information on supply-related issues (especially during emergencies) and with supply samples. In 2004, the Committees' understanding of the importance of supplies for advocacy increased, and the value of orders received and processed for them grew dramatically.

Another new feature is that National Committees are increasingly using Supply Division for visits by goodwill ambassadors, major donors, staff, volunteers and the media. A useful tool for fundraising, advocacy and awareness-raising activities has been the introduction of the 'Supply Bag', containing common supply items covering all five UNICEF priorities, and an explanatory sheet.

## V - WORKING WITH SUPPLIERS

Within UNICEF, Supply Division maintains a unique working relationship with suppliers. Many activities are undertaken to improve suppliers' 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 with generic antiretroviral and antimalarial manufacturers to share information and discuss projected HIV/AIDS

and malaria product requirements. Other agencies such as the Global Fund to fight AIDS, Tuberculosis and Malaria, WHO and the Roll Back Malaria Secretariat attend these meetings.

In October 2004, a high-level delegation from Supply Division visited manufacturers and met with government officials in China. The focus of the visit was to identify potential future sources for vaccines, artemisinin producers (for antimalarial medicines), and education and recreation suppliers, as well as to look at the possibility of outsourcing the packing of School-in-a-Box kits.

During the year, Supply Division staff also met with representatives from Thai industries, and in February 2004 the Division organized a meeting with potential suppliers of medical items. A total of 11 medical suppliers from West and Eastern Europe, and India met to familiarise themselves with UNICEF procurement procedures and the procurement cycle, following a similar successful arrangement in 2003.

## VI - IN-KIND ASSISTANCE

Donations of goods and services to UNICEF, known as 'in-kind assistance', rose in 2004. The Micronutrients Initiative, as in previous years, provided the largest donation, \$8 million worth of Vitamin A capsules. Significant donations of oral polio vaccine and TT vaccine to prevent tetanus/neo-natal tetanus, for a value of over \$2 million raised the overall value of donations. Other items received included footballs, netball equipment, high energy biscuits, water tanks, tents, blankets and exercise books from a range of donors. The Belgian Air Force also donated a free flight to transport supplies to the Darfur region in Sudan.



*A UNICEF worker loads relief items onto a cargo plane bound for Sri Lanka at the international airport in Copenhagen, the capital. The materials are part of UNICEF's first airlift of humanitarian supplies for survivors of the tsunami that devastated South Asian coastal communities in more than eight countries.*

# PANEL

## PROCUREMENT SERVICES

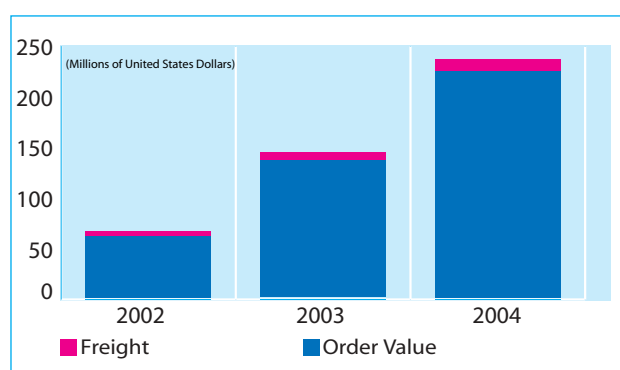
UNICEF Procurement Services works with governments and other partners to help them in their efforts to procure supplies for children and their communities, efforts which complement UNICEF-supported programmes and increase their scale and impact.

As part of Supply Division, Procurement Services staff coordinate the provision of supplies and related management services, in close collaboration with UNICEF Country and Regional Offices. Supply Division has developed a full supply management package in areas in which UNICEF has recognised leadership, such as vaccines, mosquito nets and pharmaceuticals. This package extends the reach of Procurement Services beyond the provision of supplies to include in-country logistics, capacity building, and project management, amongst other activities.

In 2004, the value of all Procurement Services procurement totalled \$235 million (including freight). Since 2003, orders have thus increased by 64 per cent, proving that there is a strong demand for UNICEF's values of integrity, transparency, reliability and operational ethics. Commodities are now shipped to more than 90 countries around the world. The impressive growth in recent years also underlines that UNICEF's procurement expertise, combined with its capacity to meet requests, is increasingly recognised by partners.

While vaccines still account for 76 per cent of the total Procurement Services value, ARV procurement grew to over \$18 million in 2004. Significant growth was also observed in Procurement Services for other commodity groups, namely pharmaceuticals, education supplies, bednets/household technologies, and medical and laboratory equipment. Supply Division plans to continue to step up efforts in these areas as well as in water and sanitation.

### PROCUREMENT SERVICES ORDERS



Complementing project activities, Procurement Services has been active in orienting field office staff, government officials and UN colleagues on the benefits of working with UNICEF in procurement activities. Over 60 such visitors, from 17 countries, were introduced to Supply Division in 2004. Many came to participate in two orientation workshops, in May for an English-speaking audience, and in December for French-speaking participants. These workshops focused on UNICEF's ability to offer its partners a full supply package customized to individual project requirements through the Procurement Services mechanism. Participants left with a clear understanding of the strengths, added value and comparative advantages of UNICEF Procurement Services. The workshops directly resulted in new cost estimates and orders. Similar events are planned for 2005. In addition, a detailed brochure on the commodities and services available to partners was produced and distributed during the year.





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*In a school near Antananarivo, the capital of Madagascar, Esperance and Sambata (centre) and their friends smile as they show the school bags they received for free at the beginning of the school year in 2004. These bags, which contain a kit with pencils, pens and other educational supplies, were procured and distributed by UNICEF Procurement Services on behalf of the Ministry of Education. These free bags have contributed to increasing the enrolment rate of first grade students by 18 per cent compared to 2003.*

As well as governments and international financial institutions, new partners such as global funds and alliances, NGOs and UN agencies are increasingly using Procurement Services. Some of the most notable achievements in 2004 included:

**Ministry of Health, Malawi – Procurement of HIV/AIDS-related products:** During 2004, UNICEF delivered supplies for the HIV/AIDS programme in Malawi worth \$4 million, following a very tight delivery schedule. UNICEF will procure items for an estimated \$14 million in 2005. Thanks to this project, the first large-scale HIV/AIDS project for Procurement Services, UNICEF has been instrumental in raising the number of people receiving ARV treatment in Malawi to 10,000 at the end of 2004. The target for 2005 is 80,000.

**HAPP Project, Bangladesh – Assisting the Government of Bangladesh in HIV/AIDS prevention measures:** The unique element of this ongoing \$12 million project funded by the World Bank and the United Kingdom's Department for International Development, is that UNICEF is procuring \$5 million worth of services from NGOs to work with vulnerable groups on HIV/AIDS prevention. UNICEF also assists the NGOs with their own procurement activities, in terms of screening grant requests, concluding grant agreements, disbursing funds, overseeing contracts, monitoring and reporting.

**Government of Madagascar – Providing a range of health and education commodities, in cooperation with Government partners:** Primarily funded by the World Bank, with additional inputs from the Ministries of Health and Education, the most notable success was the delivery of one million school bags, part of school kits delivered to the whole island.

**JICA-sponsored malaria bednet campaign in 13 African countries:** Supply Division procured more than 350,000 bednets for \$2.2 million, for Cameroon, Mozambique, Eritrea, Burkina Faso, Swaziland, Uganda, Namibia, Niger, Madagascar, the Democratic Republic of the Congo, Guinea, Benin and Djibouti.

**The Global Fund to fight AIDS, Tuberculosis and Malaria/World Bank-assisted activities for the Ministry of Health, Guinea Conakry:** UNICEF expedited \$1.3 million worth of orders for bednets, vaccines, ARVs, medical health kits and vehicles, including in-country transportation from the port of entry to the Central Medical Stores and Main Referral Hospital in Conakry.

**OPV for India, funded by the World Bank and KfW:** UNICEF purchase orders totalled \$100 million in 2004, the equivalent of over one billion doses of oral polio vaccine.

## **ANNEX 1**

### **UNICEF SUPPLIER COUNTRIES**

(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**  
(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	2,742,830	Denmark	57,561,711
Albania	249,035	Djibouti	158,819
Algeria	385,426	Dominican Republic	458,419
Angola	767,921	Ecuador	282,182
Argentina	652,732	Egypt	1,085,946
Armenia	59,902	El Salvador	156,063
Australia	1,867,898	Equatorial Guinea	10,368
Austria	359,397	Eritrea	340,739
Azerbaijan	190,287	Ethiopia	6,670,336
Bangladesh	3,580,378	Fiji	133,151
Barbados	129,651	Finland	6,932,098
Belarus	93,766	France	73,014,628
Belgium	189,785,289	Gabon	116,553
Belize	62,097	Gambia	356,942
Benin	709,774	Georgia	202,098
Bhutan	870,074	Germany	20,837,975
Bolivia	707,410	Ghana	1,607,596
Bosnia and Herzegovina	574,379	Grenada	17,520
Botswana	199,406	Guatemala	349,156
Brazil	5,284,169	Guinea	877,583
Bulgaria	29,326	Guinea-Bissau	297,190
Burkina Faso	939,919	Guyana	173,086
Burundi	1,742,612	Haiti	823,914
Cambodia	2,589,332	Honduras	462,598
Cameroon	582,818	Hungary	152,949
Canada	4,088,524	India	106,258,432
Cape Verde	197,234	Indonesia	3,973,107
Central African Republic	672,049	Iran (Islamic Republic of)	7,427,050
Chad	1,061,773	Iraq	145,309
Chile	1,127,802	Ireland	1,206,001
China	11,969,282	Israel	1,976,059
Colombia	283,746	Italy	38,259,561
Comoros	135,822	Jamaica	369,978
Congo	116,349	Japan	20,204,643
Costa Rica	89,548	Jordan	1,322,276
Cote d'Ivoire	1,168,279	Kazakhstan	118,471
Croatia	50,982	Kenya	13,517,754
Cuba	1,345,023	Kyrgyzstan	84,745
Cyprus	4,478,592	Lao People's Democratic Republic	978,606
Czech Republic	415,214	Lebanon	195,448
Democratic People's Republic of Korea	328,841	Lesotho	281,979
Democratic Republic of the Congo	1,734,299	Liberia	1,040,219

**UNICEF SUPPLIER COUNTRIES**  
(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Luxembourg	3,875,253	Somalia	442,545
Madagascar	1,797,306	South Africa	11,778,639
Malawi	1,770,363	Spain	4,259,445
Malaysia	350,556	Sri Lanka	2,469,721
Maldives	87,477	Sudan	6,562,718
Mali	1,529,093	Suriname	7,459
Malta	109,950	Swaziland	960,551
Mauritania	357,787	Sweden	8,306,800
Mauritius	55,788	Switzerland	14,540,687
Mexico	715,100	Syrian Arab Republic	242,358
Mongolia	466,265	Tajikistan	586,255
Morocco	565,664	Thailand	5,110,481
Mozambique	1,437,694	The former Yugoslav	
Myanmar	1,035,439	Republic of Macedonia	381,048
Namibia	496,942	Timor-Leste	389,506
Nepal	2,583,155	Togo	233,134
Netherlands	4,756,922	Tunisia	610,845
New Zealand	26,431	Turkey	4,503,017
Nicaragua	721,809	Turkmenistan	81,633
Niger	1,167,930	Uganda	3,573,757
Nigeria	1,813,143	Ukraine	463,092
Norway	2,620,004	United Arab Emirates	3,613,231
Oman	662,575	United Kingdom	26,521,446
Pakistan	5,569,134	United Republic of Tanzania	6,485,128
Panama	253,831	United States	19,175,960
Papua New Guinea	212,807	Uruguay	158,986
Paraguay	266,400	Uzbekistan	376,679
Peru	416,326	Vanuatu	685
Philippines	870,834	Venezuela	127,770
Poland	183,483	Viet Nam	1,360,119
Republic of Korea	9,771,413	Yemen	2,064,773
Republic of Moldova	167,289	Zambia	1,686,230
Romania	529,284	Zimbabwe	918,020
Russian Federation	1,343,218		
Rwanda	363,963		
Sao Tome and Principe	14,476		
Saudi Arabia	83,000		
Senegal	3,256,741		
Serbia and Montenegro	387,605		
Sierra Leone	1,134,592		
Singapore	30,750		
Solomon Islands	284		



## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
<b>Australia</b>		
Biomass Energy Services and	Medical Equipment	157,010
CSL Limited	Vaccines/Biologicals	1,588,138
<b>Austria</b>		
Brevillier-Urban Schreibwarenfabrik	Education Supplies	359,397
<b>Belgium</b>		
Becton Dickinson International	Diagnostic Test Kits, Laboratory Supplies	16,970,694
DUBA S.A./A. De Backer	Water & Sanitation	101,106
GlaxoSmithKline Biologicals Manufac	Vaccines/Biologicals	162,869,585
Innogenetics NV	Diagnostic Test Kits	412,540
Laboratoria Wolfs N.V.	Pharmaceuticals	124,062
Michiels Fabrieken N.V.	Nutrition	3,666,572
Purna Pharmaceuticals N.V.	Pharmaceuticals	771,225
Terumo Europe NV	Medical Renewable	4,710,849
<b>Brazil</b>		
Bio-Manguinhos	Vaccines/Biologicals	1,522,210
FIOTEC Fundação para o Desenvolvim	Vaccines/Biologicals	2,604,020
<b>Canada</b>		
Accucaps Industries Ltd.	Pharmaceuticals	710,424
Aventis Pasteur Canada	Vaccines/Biologicals	2,009,062
Gravenhurst Plastics Limited	Water & Sanitation	117,400
Intervax	Vaccines/Biologicals	1,165,640
<b>Chile</b>		
AJAY - SQM Chile S.A.	Nutrition	1,000,976
<b>China</b>		
Itl Company (Shanghai) Ltd.	Education Supplies, Identific. & Signage, Medical Equipment	4,336,618
Northern International Holding Co.,	Education Supplies, Identific. & Signage	1,688,508
Qingdao Gyoha Entech Co. Ltd.	Shelter/Field Equip.	473,152
Tianjin Flying Pigeon Bicycle Co.,	Transport	311,223
XinJiang International Economic	Identific. & Signage	105,350
<b>Cuba</b>		
Heber Biotec S.A	Vaccines/Biologicals	339,696
<b>Cyprus</b>		
Remedica Ltd.	Pharmaceuticals	4,423,379
<b>Czech Republic</b>		
Krkonosske Papirny a.s.	Education Supplies	376,526
<b>Denmark</b>		
A/S Vestfrost	Cold-Chain Equipment, Vaccines/Biologicals	506,914
Ambu A/S	Medical Equipment	490,935
Atlas Copco Kompressorteknik A/S	IT & Office Supplies, Medical Equipment, Water & Sanitation	156,203
Borg & Bigum Danmark A/S	Clothing & Footwear, Education Supplies, Identific. & Signage	2,791,415
Bukkehave A/S	Communication Equip., Transport, Warehousing	700,265
Canon Danmark A/S	Communication Equip., Education Supplies, Medical Renewable	134,137
Chr. Bardram Health-Care Aps	Medical Equipment	131,437
CICCI ApS	Communication Equip., Education Supplies	12,034,060
Compact A/S	Nutrition	158,510
Danimex Communication Ltd.	Communication Equip., IT & Office Supplies, Transport	2,485,389
DanOffice Ltd	Communication Equip., Education Supplies, Warehousing	145,832
Ementor Denmark A/S	Communication Equip., IT & Office Supplies	256,790
Grundfos DK A/S	Medical Equipment, Water & Sanitation	2,130,778
H. Jessen Jürgensen A/S	Cold-Chain Equipment, Medical Equipment	296,173
Icopal Plastic Membranes A/S	Shelter/Field Equip., Water & Sanitation	1,115,541
Kivex A/S	Medical Equipment	108,000

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Kjaer & Kjaer Worldwide A/S	Transport	225,335
Leica Microsystems A/S	Laboratory Supplies	118,642
Missionpharma A/S	Medical Equipment, Medical Renewable, Pharmaceuticals	796,281
Peter Justesen Company A/S	Cold-Chain Equip., Communication Equip., Transport	266,209
Roche Vitamins A/S	Nutrition	984,283
Scanfiber Composites A/S	Medical Renewable, Pharmaceuticals,	100,744
Scanpharm A/S	Pharmaceuticals	247,681
Select Sport A/S	Education Supplies	434,347
Smith & Nephew A/S	Pharmaceuticals	383,875
Statens Seruminstitut	Vaccines/Biologicals	6,981,601
TopNordic A/S	Communication Equip., IT & Office Supplies, Printing	308,812
Unomedical	Medical Equipment, Medical Renewable	119,907
Vestergaard Frandsen AS	Bednets/household technology	11,287,549
Zarges Aps	Education Supplies	804,005
<b>Finland</b>		
AB Crown Products OY	Education Supplies	2,786,876
Ballistic Protection Burgmann OY	Clothing & Footwear, Shelter/Field Equip., Staff Supplies	193,584
Huurre Finland OY	Cold-Chain Equipment	413,802
Naps Systems OY	Cold-Chain Equipment, Communication Equip.	856,781
Pa-Hu OY	Medical Renewable	1,463,487
Sademan OY	Nutrition	339,618
Smead Paperisto OY	Education Supplies	658,984
<b>France</b>		
Agencinox	Medical Equipment	180,620
Atlas Copco Drilling Solutions SAS	Water & Sanitation	237,334
Bristol-Myers Squibb Sarl	Pharmaceuticals	574,751
Cofranlait	Nutrition	453,597
Degrémont	Education Supplies, Water & Sanitation	1,858,640
Guerbet	Pharmaceuticals	153,723
Hachette Livre International	Education Supplies	339,210
Irriconsult	Water & Sanitation	118,508
Laboratoire Renaudin	Pharmaceuticals	406,601
Nutriset	Nutrition	4,888,421
Omyacolor SA	Education Supplies, IT & Office Supplies	2,414,362
Panpharma Laboratories	Pharmaceuticals	358,767
Sanofi Pasteur	Vaccines/Biologicals	58,856,838
Sanofi Winthrop Industrie S.A.	Pharmaceuticals	508,526
Sofip Export	Communication Equip., IT & Office Supplies	21,143
Sovema	Water & Sanitation	404,401
Spengler	Medical Equipment	170,058
<b>Germany</b>		
Abbott GmbH & CO KG	Diagnostic Test Kits	524,221
Boehringer Ingelheim GmbH	Pharmaceuticals	4,281,448
Boss Pro-Tec GmbH	Education Supplies, Water & Sanitation	118,694
Cerestar Deutschland GmbH	Pharmaceuticals	119,232
Chempatex Medizinische	Medical Renewable	222,287
DaimlerChrysler AG	Transport	192,406
Destroject GmbH Medical Devices	Medical Renewable	2,133,951
Fleischhacker GmbH & Co.KG	Diagnostic Test Kits, Laboratory Supplies, Medical Equipment	1,204,881
Henke-Sass, Wolf GmbH	Medical Renewable	428,746
Herlitz PBS AG	Education Supplies	2,610,627
KBI Kunststoffbeutel Prod. GmbH	Pharmaceuticals	1,833,787
Landre GmbH	Education Supplies, Medical Renewable	297,802
Lomapharm, Rudolf Lohmann GmbH	Pharmaceuticals	1,044,541
Lutz-Jesco GmbH	Water & Sanitation	403,029

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Polimoon GmbH	Water & Sanitation	275,441
Pythago Color GmbH	Education Supplies	399,736
Rotexmedica GmbH	Pharmaceuticals	301,276
Rudolf Riester & Co. KG	Medical Equipment	164,263
SANAVITA Aktiengesellschaft & Co.	Pharmaceuticals	123,200
SECA Vogel & Halke GmbH & Co.	Nutrition	578,560
Smurfit Europa Carton GmbH	Warehousing	524,905
Software Spectrum GmbH	IT & Office Supplies	100,171
Stoehr Turn- Und Sportgeraet GmbH	Education Supplies	355,162
STOOF International GmbH	IT & Office Supplies, Transport	1,575,441
<b>India</b>		
AOV International	Cold-Chain Equipment	311,941
Avon Cycles Ltd.	Transport	139,421
Blow Kings	Cold-Chain Equipment	327,799
Cipla Ltd.	Pharmaceuticals	3,345,672
FDC Ltd.	Pharmaceuticals	826,941
Geetanjali Woollens Pvt. Ltd.	Shelter/Field Equip.	205,840
Hetero Drugs Ltd.	Pharmaceuticals	622,053
Intas Pharmaceuticals Ltd.	Pharmaceuticals	469,833
Ipca Laboratories Limited	Pharmaceuticals	3,405,579
Kanam Latex Industries Private Ltd.	Medical Renewable	194,400
Karnataka Antibiotics	Pharmaceuticals	593,762
Murliwala Agrotech Limited	Nutrition	188,676
Orchid Biomedical Systems	Diagnostic Test Kits	350,640
Panacea Biotec Ltd.	Vaccines/Biologicals	43,754,388
Ranbaxy Laboratories Ltd.	Pharmaceuticals	884,040
Serum Institute Of India Ltd.	Vaccines/Biologicals	29,936,006
Shantha Biotechnics Ltd.	Vaccines/Biologicals	4,501,598
Strides Arcolab Limited	Nutrition, Pharmaceuticals	1,737,790
<b>Indonesia</b>		
P.T. Bio Farma (Persero)	Vaccines/Biologicals	2,502,810
<b>Ireland</b>		
Medentech Ltd	Pharmaceuticals, Water & Sanitation	482,099
<b>Ireland</b>		
Trinity Biotech	Diagnostic Test Kits	636,327
<b>Israel</b>		
Savion Industries Ltd.	Medical Equipment	210,000
<b>Italy</b>		
Alfa Intes	Pharmaceuticals	866,522
Beltapharm SpA	Pharmaceuticals	417,397
Chiron S.r.L.	Vaccines/Biologicals	29,632,521
Coelmo s.r.l.	Transport, Warehousing, Water & Sanitation	1,111,066
Copertificio Melani Giovanni	Shelter/Field Equip.	473,300
Fazzini s.r.l.	Medical Equipment	609,361
Galeno A.M.S. S.r.l.	Medical Equipment	118,484
Gio Style Spa	Cold-Chain Equipment	347,167
Iveco S.p.A.	Transport	146,124
Pharmatex italia SRL	Pharmaceuticals	514,981
Saponerie M. Fissi S.P.A.	Medical Renewable	127,117
TASCO S.r.l	Water & Sanitation	2,292,134
Universal S.p.A.	Education Supplies	937,176
<b>Japan</b>		
Fujirebio Inc.	Diagnostic Test Kits	279,660
J. Gerber & Company (Japan) Ltd.	Staff Supplies, Transport, Water & Sanitation	2,199,755
Japan BCG Laboratory	Vaccines/Biologicals	3,402,148

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Olympus Corporation	Laboratory Supplies	498,563
Sumitomo Chemical Co. Ltd.	Bednets/household technology	5,713,324
Toyota Motor Corporation	Transport	7,627,599
<b>Jordan</b>		
National Chlorine Industries	Water & Sanitation	529,000
<b>Lebanon</b>		
Younes Bross sarl	Water & Sanitation	162,936
Dometic Sarl	Cold-Chain Equipment, Medical Equipment	2,356,949
<b>Malaysia</b>		
SM Pharmaceuticals	Pharmaceuticals	317,580
<b>Malta</b>		
Actavis Ltd.	Pharmaceuticals	109,950
<b>Mexico</b>		
Baxter SA de CV	Pharmaceuticals	286,868
<b>Netherlands</b>		
AVK Rewag BV	Water & Sanitation	317,639
France Telecom Mobile Satellite	Communication Equip.	159,247
IDA - International Dispensary	Medical Renewable, Pharmaceuticals	115,452
IMRES BV	Medical Renewable	149,959
Melspring International B.V.	Bednets/household technology, Water & Sanitation	105,661
Merck Sharp & Dohme B.V.	Pharmaceuticals	2,423,642
Simed International B.V.	Medical Equipment	727,125
The Medical Export Group BV	Laboratory Supplies, Medical Equipment, Medical Renewable	286,771
<b>Nigeria</b>		
Sunflag (Nigeria) Ltd	Bednets/household technology	120,000
<b>Norway</b>		
Fiskars Brands Norge AS	Medical Equipment, Medical Renewable, Communication Equip.	144,252
Rofi Industrier AS	Education Supplies, IT & Office Supplies, Shelter/Field Equip.	104,364
Telenor Satellite Networks AS	Transport, Communication Equip., IT & Office Supplies	1,449,137
Weifa AS	Pharmaceuticals	740,622
<b>Oman</b>		
Saud Bahwan Automotive LLC	Medical Equipment, Transport	598,634
<b>Pakistan</b>		
Buraq Surgical Corporation	Medical Equipment	107,803
H. Nizam Din & Sons (pvt) Ltd.	Shelter/Field Equip.	345,095
Mensunco Sports (Pvt) Ltd.	Education Supplies	186,426
National Tent House	Shelter/Field Equip.	272,433
Shahsons (PVT) Limited	Education Supplies	140,544
<b>Poland</b>		
Polskie Zakłady Optyczne S.A.	Laboratory Supplies	157,408
<b>Republic of Korea</b>		
LG Life Sciences Ltd.	Vaccines/Biologicals	9,122,181
Puyoung Ind. Co., Ltd.	Shelter/Field Equip.	583,048
<b>Senegal</b>		
Institut Pasteur de Dakar	Vaccines/Biologicals	2,404,100
<b>South Africa</b>		
BASF South Africa PTY Ltd.	Bednets/household technology	193,471
Bayer Pty (Ltd)	Bednets/household technology	2,128,360
Edeni Chemical Trading CC	Water & Sanitation	105,333
Eli Lilly (SA) (Pty) Limited	Pharmaceuticals	245,000
Lucra Trading	Diagnostic Test Kits	319,203
Pinetown Printers (Pty) Ltd	Printing	761,838
Roche Products (Proprietary) Limite	Laboratory Supplies	159,627
Townsend International Pty Ltd.	Education Supplies	5,184,035



## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
<b>Spain</b>		
Bieffe Medital S.A.	Pharmaceuticals	1,213,025
Bombas Ideal SA	Water & Sanitation	2,238,289
Isofoton S.A.	Communication Equip.	231,128
Toyland S.A.	Education Supplies	122,399
Vitafarma S.L.	Pharmaceuticals	150,246
<b>Sweden</b>		
Atlas Copco Craelius AB	Water & Sanitation	883,385
Dometic AB	Cold-Chain Equipment, Medical Equipment	117,408
HemoCue AB	Laboratory Supplies, Transport	76,013
JOSAB International AB	Water & Sanitation	115,640
KanMed AB	Medical Equipment	195,323
Kemira Kemi AB, Kemwater	Water & Sanitation	718,195
Linden International AB	Medical Equipment	271,099
Menox AB	Medical Equipment	269,008
Sibir International AB	Cold-Chain Equipment	623,760
Smurfit Munksjo Lagamill	Medical Renewable	2,430,383
<b>Switzerland</b>		
Baxter AG	Pharmaceuticals	117,930
Berlinger & Co. AG	Cold-Chain Equipment	119,485
Berna Biotech Ltd.	Vaccines/Biologicals	7,047,935
F. Hoffmann-La Roche Ltd.	Pharmaceuticals	1,332,551
Ingersoll Rand International Sales	Transport, Water & Sanitation	1,080,330
Novartis Pharma AG	Pharmaceuticals	4,044,287
Syngenta Crop Protection AG	Bednets/household technology	221,966
<b>Thailand</b>		
Akrungaroon Industry Co. Ltd	Bednets/household technology	428,050
Bayer Thai Co., Ltd.	Bednets/household technology	372,210
Commonwealth Trading Co., Ltd.	Bednets/household technology	1,342,844
Medicap Limited	Pharmaceuticals	524,044
<b>Turkey</b>		
Erbosan Erciyas Boru Sanayii. Ve Ti	Water & Sanitation	428,308
Kaynak Dis Ticaret	Education Supplies	194,834
Meteksan Printing & Industrial	Education Supplies	3,034,800
Pensan Kalem Ve Kagit San.Tic. A.S.	Education Supplies	135,924
Saran Tekstil	Shelter/Field Equip.	165,000
<b>United Arab Emirates</b>		
Abu Dhabi Medical Devices Co.	Medical Renewable	2,192,613
Cosmoplast Ind. Co.	Warehousing, Water & Sanitation	238,995
National Plastic & Building	Warehousing, Water & Sanitation	438,981
<b>United Kingdom</b>		
A.J. Cope & Son Ltd	Cold-Chain Equipment, Laboratory Supplies, Medical Equipment	427,600
Acrison International (UK) Ltd.	Nutrition	1,049,312
Aladdin Sales & Marketing Limited	Cold-Chain Equipment	422,534
Alvan Blanch Development Co. Ltd.	Nutrition	199,476
Avery Weigh-Tronix	Nutrition	429,660
Braithwaite Engineers Limited	Water & Sanitation	141,500
Bright Light Solar Ltd.	Cold-Chain Equipment, Communication Equip.	628,432
Chemfeed Ltd.	Water & Sanitation	577,895
Codan Ltd.	Communication Equip.	1,507,934
Cromwell International	Education Supplies, Staff Supplies	3,566,752
Dulas Ltd.	Cold-Chain Equipment	1,148,700
Durbin PLC	Pharmaceuticals	157,317
Evenproducts Ltd.	Water & Sanitation	483,854
Fairey Industrial Ceramics Ltd.	Water & Sanitation	107,660

## OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Geometrix Ltd.	Education Supplies	264,175
GlaxoSmithKline Export Limited	Pharmaceuticals	5,341,588
LFPV Limited	Transport	355,049
Morningside Pharmaceuticals Ltd.	Medical Renewable, Pharmaceuticals	782,051
Neomedic Limited	Medical Renewable	126,256
NRG Group World Accounts	Education Supplies, IT & Office Supplies, Printing	46,851
Omega Diagnostics Ltd.	Diagnostic Test Kits, Medical Equipment	135,440
Osprey Ltd.	Bednets/household technology, Water & Sanitation	612,372
Oxfam	Nutrition	474,594
Sollatek UK Ltd	Cold-Chain Equipment	116,048
Toyota Gibraltar Stockholdings Ltd.	Transport	1,428,469
Tyco Healthcare Group AG	Medical Renewable	2,430,764
Wagtech International Ltd.	Education Supplies, Laboratory Supplies, Water & Sanitation	1,282,878
<b>United Republic of Tanzania</b>		
A to Z Textile Mills Limited	Bednets/household technology	4,520,855
<b>United States</b>		
Abbott Laboratories	Pharmaceuticals	535,486
Atlantic Business Systems, Inc.	Water & Sanitation, Communication Equip., IT & Office Supplies	139,565
Canon Business Solutions-East, Inc.	IT & Office Supplies	182,402
CipherTrust, Inc.	IT & Office Supplies	233,535
Cisco Systems, Inc.	Communication Equip., IT & Office Supplies	410,155
Cognos Corporation	IT & Office Supplies	746,551
Converged Access, Inc.	Communication Equip., IT & Office Supplies	395,069
DLT Solutions Inc.	IT & Office Supplies	137,850
Enterasys Networks	IT & Office Supplies	243,106
Environmental Systems Research	IT & Office Supplies	103,785
Hewlett Packard	IT & Office Supplies	768,469
Hewlett-Packard Company	IT & Office Supplies	619,060
Hewlett-Packard Professional Services	IT & Office Supplies	175,472
International Business Machines	IT & Office Supplies	125,000
Merck & Co., Inc.	Vaccines/Biologicals	2,741,254
Microsoft Corporation	IT & Office Supplies	1,332,575
Office Depot	IT & Office Supplies	180,000
Oracle Corporation	IT & Office Supplies	122,864
Practical Trauma	Medical/Hygiene Kits	347,177
Remlitho, Inc.	Printing	358,228
SAP America Inc.,	IT & Office Supplies	2,759,859
Shorr Production	Nutrition	584,800
Software Spectrum	IT & Office Supplies	708,250
Sybase, Inc.	IT & Office Supplies	181,663
The Document Company Xerox	IT & Office Supplies	142,223
United Nations Population Fund	Pharmaceuticals	119,394
UNOPS	Communication Equip., Laboratory Supplies	340,924
Wisconsin Aluminum Foundry Co. Inc.	Medical Equipment	586,104

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
<b>Afghanistan</b>		
Baheer Computer & Printing Co-Ltd.	IT & Office Supplies, Printing	327,273
Kabul Carton	Warehousing	272,251
Mohd Yaqub Siddiqi Carpet Seller	Education Supplies	118,270
Noor Bag Makers	Education Supplies	108,000
Warasta Stationary, Kabul	Education Supplies, IT & Office Supplies	130,095
<b>Angola</b>		
Ponto Um, Publicidade, Lda	Printing	506,129
<b>Argentina</b>		
Ediciones Emede S.A	Printing	100,965
José Freiberg S.A.C.I.	Education Supplies	242,893
<b>Bangladesh</b>		
Aziz Pipes Limited	Water & Sanitation	319,198
Beximco Infusions Ltd.	Pharmaceuticals	295,117
Binimoy Printers Ltd.	Printing	433,819
Comilla Engineering & Casting Ltd	Water & Sanitation	116,727
Eskayef Bangladesh Limited	Pharmaceuticals	303,609
Essential Drugs Company Ltd.	Pharmaceuticals	148,780
Mit Bangladesh Ltd.	Water & Sanitation	170,165
Orchid Printers	Printing	150,638
Printers Line Ltd.	Printing	142,004
Sidko Limited	Water & Sanitation	260,032
<b>Bhutan</b>		
Gaki Enterprise	Education Supplies, Shelter/Field Equip., Water & Sanitation	233,328
Lhazeen Printers & Allied Services	Printing	163,369
<b>Brazil</b>		
Balancas Cauduro Ltda	Nutrition	184,194
Industria Grafica Brasileira Ltda	Printing	104,833
<b>Burkina Faso</b>		
CFAO - Sifa	Transport	173,866
Total Burkina	Fuel & Lubricants	196,923
<b>Burundi</b>		
Complexe Textile De Bujumbura (Cotebu)	Clothing & Footwear, Education Supplies, IT & Office Supplies	152,652
Great Lake International Company	Fuel & Lubricants	200,477
<b>Cambodia</b>		
Hong Ly	Water & Sanitation	149,902
Te Aik Hong Co. Ltd.	Communication Equip., IT & Office Supplies, Printing	129,721
<b>Cameroon</b>		
Macpac International	Fuel & Lubricants, IT & Office Supplies, Transport, Warehousing	117,570
<b>Central African Republic</b>		
Dameca	Education Supplies, Nutrition, Transport, Water & Sanitation	164,379
<b>Chad</b>		
Ets Chema - Cherif Malik	Communication Equip., Education Supplies, Water & Sanitation	218,396
<b>China</b>		
A.Andrews & Co. Ltd.	IT & Office Supplies	300,478
Beijing Cheng Xin International Trade	Cold-chain Equipment, Medical Equipment, Nutrition,	593,007
Beijing Dragon Yinhua Business	Communication Equip., IT & Office Supplies, Printing	109,866
Beijing Sanjiangjinke Auto Sales Co.	Transport,	150,456
Beijing Xintongjiu Science & Trade Co.	Communication Equip., IT & Office Supplies, Printing	178,873
China-Han Technical Development Co.L	Education Supplies, Medical Equipment, Water & Sanitation	671,620

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Kunming Experience Exchange Centre	Clothing & Footwear, Education Supplies, Medical/Hygiene Kits	115,009
M/S Hainan Sheng-Chang Wuye Dev.	Education Supplies, Shelter/Field Equip., Water & Sanitation	244,674
Ministry Of Public Health, Epi	Medical Renewable, Vaccines/Biologicals, Warehousing	1,246,714
Zhengzhou Nissan Automobile Co. Ltd	Transport	377,764
<b>Cote d'Ivoire</b>		
Acipac	Education Supplies	129,234
Cacomiaf	Staff Supplies, Transport	121,562
Shell Cote d'Ivoire	Fuel & Lubricants	136,603
<b>Democratic People's Republic of Korea</b>		
EFCO Corporation	Printing	231,313
Graphic Systems	Printing	218,386
Kinpress (Imprimerie Typo-Offset)	Education Supplies, Printing	201,258
Societe Utexafrica	Clothing & Footwear, Medical/Hygiene Kits, Printing	179,236
<b>Denmark</b>		
A/S Vestfrost	Cold-chain Equipment	1,360,760
Canon Danmark A/S	IT & Office Supplies	534,883
Danoffice Ltd	IT & Office Supplies	248,945
Ementor Denmark A/S	IT & Office Supplies	3,423,504
Peter Justesen Company A/S	IT & Office Supplies	474,123
Topnordic A/S	IT & Office Supplies	3,260,197
<b>Dominican Republic</b>		
Hiper Mercados Olé	Education Supplies, Medical/Hygiene Kits, Nutrition	148,441
<b>Egypt</b>		
Misr El-Hegaz For Upvc Pipes & Plast.P	Water & Sanitation	605,366
<b>Ethiopia</b>		
Art Metal Work Production	Education Supplies, IT & Office Supplies, Water & Sanitation	343,752
Bahiru Birru Metals & Wood Work Enterp	Education Supplies, IT & Office Supplies, Nutrition	301,091
Bereket Plc	Education Supplies, Warehousing, Water & Sanitation	203,417
Beza Family Pvt. Ltd. Company	Clothing & Footwear, Education Supplies, Transport	100,714
Central Printing Press P.L.C	Education Supplies, Printing	135,869
Chamber Printing House Pvt Ltd Co	Education Supplies, Office Supplies	452,274
Dan Technocraft	IT & Office Supplies, Nutrition	119,713
Dire Industries Plc	Communication Equip., Education Supplies, Water & Sanitation	105,138
Edm Printing Enterprise	Clothing & Footwear, Education Supplies, Printing	193,134
Emnete Endeshaw House & Off. Furn. Ent	Education Supplies	238,380
Eth - Cana Printing Enterprise	Education Supplies, Printing	179,036
Haron Computer Pvt. Ltd. Co.	Education Supplies, Medical Equipment, Printing	789,157
Kombolchasteel Products Industry Plc	Water & Sanitation	238,302
Maky Tx Trading	Clothing & Footwear, Education Supplies, Printing	150,896
Mehari Mesele H. Hold & Office Furnitur	Education Supplies	154,778
Messebo Build. Materials Productn. Plc	Warehousing, Water & Sanitation	213,690
Mono 2000 Advertising Services P. L. C	Printing	163,355
Omedad Pvt. Ltd. Co.	Education Supplies, Medical Equipment, Shelter/Field Equip.	183,417
Sekor Ethiopia	Education Supplies, Medical Equipment, Shelter/Field Equip.	111,615
Selamawit Abate Importer	Clothing & Footwear, Shelter/Field Equip.	104,830
Snap Trading And Industry P.L.C	Communication Equip., Education Supplies, Printing	110,485
<b>France</b>		
Sofip Export	IT & Office Supplies	271,313
<b>Germany</b>		
Fleischhacker Gmbh & Co. Kg	Diagnostic Test Kits, Laboratory Supplies	121,480



## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
<b>Ghana</b>		
Royal Crown Press Ltd.	Printing	271,059
<b>Guinea</b>		
Total Guinee	Fuel & Lubricants	299,596
<b>India</b>		
Advance Steel Tubes Ltd	Water & Sanitation	121,410
Ajay Industrial Corporation	Warehousing, Water & Sanitation	877,925
Antarctica Limited, Kolkata	Identific. & Signage, Printing	154,178
Aov International	Cold-chain Equipment, Warehousing, Water & Sanitation	232,796
Apex Continental Limited	Cold-chain Equipment	116,204
Blow Kings	Cold-chain Equipment	387,695
Excel Advertising Agency, Patna	Printing	226,470
FDC Limited, Nashik	Pharmaceuticals	306,900
Good Luck Steel Tubes Ltd.	Warehousing, Water & Sanitation	107,520
HCL Infosystems Ltd.	IT & Office Supplies, Water & Sanitation	178,113
Instant Offset Printers, New Delhi	Printing	387,028
IPCA Laboratories Limited International	Pharmaceuticals	171,636
Jmd House, New Delhi	Identific. & Signage, Printing	513,785
Kay & Company	Education Supplies, Medical Equipment, Medical/Hygiene Kits	188,490
Mbi Kits International	Diagnostic Test Kits, Laboratory Supplies, Medical Equipment	122,324
Mbi Kits International Park View	Nutrition	104,568
Merck Limited	Laboratory Supplies, Water & Sanitation	239,403
New Model Impex Pvt. Ltd., New Delhi	Printing	323,843
Nicholas Piramal India Limited, Thane	Pharmaceuticals	1,107,223
Nikhil Offset	Printing	1,172,196
Ori-Plast Limited	Water & Sanitation	228,549
Poddar Screen, Patna	Printing	227,478
Priyanka (India) Pvt. Ltd	Nutrition	124,282
R.K. Ads & Laminates, New Delhi	Printing	122,439
Redington Pte Limited	Communication Equip., IT & Office Supplies, Printing	460,720
Salter India Private Ltd.	Medical Equipment, Nutrition, Water & Sanitation	412,083
Span Pumps Private Limited	Water & Sanitation	187,781
Strides Arcolab Limited, Bangalore	Pharmaceuticals	293,378
Total Presentation Devices Pvt. Ltd.	Communication Equip.	225,750
Yorco Sales Pvt. Ltd.	Medical Equipment, Nutrition	518,041
<b>Indonesia</b>		
Pt Citra Grafika Pratama	Printing, Warehousing	114,998
Pt Indonesia Printers	IT & Office Supplies, Printing, Warehousing	318,546
Pt Penerbit Erlangga Surabaya	Printing	191,140
<b>Iran (Islamic Republic of)</b>		
Ab Hayat Kerman	Water & Sanitation	1,309,676
Depo Machine Co.	Warehousing	101,639
Gardooneha Co.	Education Supplies	204,226
Hashtgerd Co.	Nutrition, Pharmaceuticals	169,093
Kavir Karavan Sazeh Co.	Warehousing	414,487
Looleh Va Machinsazi Iran	Medical Renewable, Water & Sanitation	2,431,747
Mirab Co.	Water & Sanitation	304,032
Otaghsazi Caravan	IT & Office Supplies, Warehousing	276,247
Porta Caravan Khavarmianeh	Warehousing	111,297
Sadaf Co.	Water & Sanitation	176,587
Tajhizat Madresseh Co.	Education Supplies, IT & Office Supplies	290,030

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
<b>Israel</b>		
S.N.O Aseel Co. For Printing & Trading	Printing	990,123
<b>Japan</b>		
Nissan Trading Co., Ltd Nissan	Transport	194,997
<b>Kenya</b>		
Adva Tech Office Supplies	Communication Equip., Education Supplies, Printing	286,576
Afro Suez Energy	Fuel & Lubricants	126,122
Caltex Oil (Kenya) Limited	Fuel & Lubricants	348,345
Circuit Business Systems Ltd	Education Supplies, IT & Office Supplies, Printing	158,052
Colour Creations	Clothing & Footwear, Education Supplies, Medical/Hygiene Kits	193,547
English Press Ltd	Printing, Warehousing	328,341
Gallagher Power Fencing (Ea) Ltd.	Water & Sanitation	254,756
Nairobi Ironmongers Ltd	Cold-chain Equipment, Medical Equipment, Water & Sanitation	380,482
Proctor & Allan	Nutrition	611,033
Ramco Printing Works Ltd	Identific. & Signage, Printing, Warehousing	101,385
Reliable Construction & Contractors Ltd	Fuel & Lubricants	133,417
Rymans Limited	Clothing & Footwear, Education Supplies, IT & Office Supplies	2,122,580
Tarpo Industries Limited	Clothing & Footwear, Education Supplies, Transport	301,089
Techno Relief Services Ltd.	Education Supplies, Medical Equipment, Shelter/Field Equip.	4,924,501
Toyota East Africa Ltd	Fuel & Lubricants, IT & Office Supplies, Transport	974,421
<b>Lao People's Democratic Republic</b>		
Pakpassack Printing Press	Communication Equip., Education Supplies, Warehousing	129,142
Provincial Health Dept. Sk.Province	Water & Sanitation	102,495
<b>Liberia</b>		
National Printers	IT & Office Supplies, Printing	139,850
Petrol 1 Inc.	Fuel & Lubricants, Water & Sanitation	171,328
<b>Luxembourg</b>		
Dometic Sarl	Cold-chain Equipment	1,518,304
<b>Madagascar</b>		
Societe Chandarana & Cie.	Education Supplies, Medical Equipment, Water & Sanitation	100,976
Societe D'entreprise, D'edition Et	Education Supplies, IT & Office Supplies, Printing	103,299
Societe Malgache De Couvertures	Education Supplies, Shelter/Field Equip.	334,751
Tiko Sa	Nutrition	159,490
<b>Malawi</b>		
Capital Furniture Company Ltd	Education Supplies, Warehousing	271,077
Capital Printing Press	Education Supplies, Printing	151,183
Far Distribution Company Limited	Education Supplies, Medical/Hygiene Kits, Nutrition	190,221
Metro Hardware And G/Dealers	Shelter/Field Equip., Transport, Water & Sanitation	138,700
Shire Limited	Communication Equip., Medical/Hygiene Kits, Transport	109,949
Sunder Furniture Ltd	Education Supplies	175,068
Toyota Malawi Limited	Transport	105,327
<b>Mali</b>		
Ste N'diaye Et Freres (Snf)	Education Supplies	148,061
Total- Mali	Fuel & Lubricants	635,931
<b>Mongolia</b>		
Medimpex International Co., Ltd	Laboratory Supplies, Medical Equipment	220,770
<b>Mozambique</b>		
Agrifocus-Agricultura E Comércio Intl	Water & Sanitation	190,560
Brithol Michcoma (Moc) Lda.	Education Supplies, IT & Office Supplies, Printing	116,537
Dataserv Lda	Communication Equip., Education Supplies, IT & Office Supplies	108,682

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Officemart Ltd	Education Supplies	194,685
<b>Myanmar</b>		
Man International Co., Ltd.	Printing	169,554
Myanmar Pipes & Accessories Co.,Ltd	Water & Sanitation	225,018
Shwe Naing Ngan Printing House	Education Supplies, Printing	180,642
<b>Nepal</b>		
Instant Meal Pvt. Ltd	Nutrition	1,356,270
<b>Netherlands</b>		
France Telecom Mobile Satellite Communications B.V.	Communication Equip.	313,889
<b>Nicaragua</b>		
Sunline International, S.A	Laboratory Supplies, Medical Equipment, Medical Renewable	135,945
<b>Niger</b>		
Hamdallaye Meubles	Education Supplies, Shelter/Field Equip., Water & Sanitation	479,875
<b>Pakistan</b>		
Arsal Enterprises,	Communication Equip., Education Supplies, Medical Equipment	104,503
Dawood Yamaha Limited	Transport	103,501
Jubilee Traders	Communication Equip., IT & Office Supplies	203,182
Kanwal Playland Steel Works,	Education Supplies, IT & Office Supplies	133,414
Lareb Printing Press	Education Supplies, Printing	192,244
M/S Engineering Concern	Water & Sanitation	126,998
National Tent House	Shelter/Field Equip.	265,815
Noorani Printing & Packing Industry	Printing	329,354
Suzuki Motorcycles Pakistan Ltd.	Transport	159,173
Ubc Convertec (Pvt) Ltd.	Printing	110,305
Zahra Industries Private Limited	Education Supplies	230,079
<b>Russian Federation</b>		
OOO Deacom	Cold-chain Equipment, IT & Office Supplies	129,399
OOO Vital-Pk	Education Supplies	161,279
Zao Kil-M	Cold-chain Equipment, IT & Office Supplies, Medical Equipment	121,291
<b>Sierra Leone</b>		
Kanz Furniture Dev. Association	Education Supplies, Nutrition, Water & Sanitation	153,766
<b>Somalia</b>		
Somalia	Education Supplies, Fuel & Lubricants, Water & Sanitation	116,100
<b>South Africa</b>		
CIP Industries Cc	Cold-chain Equipment	182,124
Colorpress (Pty) Ltd	Printing	162,175
Freedom Stationery ( Pty) Ltd	Education Supplies, Shelter/Field Equip.	387,038
Griffin Exports Cc	Education Supplies, Shelter/Field Equip.	199,694
Maskew Miller Longman (Pty) Ltd.	Printing	348,250
Pacific Paper Technologies (Pty) Ltd	Education Supplies	136,005
Salister Diesels (Pty) Ltd	Water & Sanitation	104,750
Toyota Sa Motors (Pty) Ltd.	Transport	200,015
United Litho	Education Supplies, Printing	125,562
<b>Sri Lanka</b>		
Lanka Ashok Leyland Limited	Water & Sanitation	128,474
Vithara Lanka	Clothing & Footwear, Shelter/Field Equip.	216,935
<b>Sudan</b>		
Abdel Salam Abdel Gadir	Water & Sanitation	121,817
Abu Hagam Company Ltd.	Clothing & Footwear	416,392
Adison Plastic Factory	Warehousing, Water & Sanitation	363,558
Albaraka Plastic Factory	Warehousing, Water & Sanitation	905,845

## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Azoom Plastic Factory	Water & Sanitation	206,455
Dimitry Sh.Fahmy Contracting & Tradin	Water & Sanitation	329,864
El Hilalein Soap Factory	Bednets/household technology	316,607
Golden Arrow Co. Ltd.	Transport	119,733
Hafez El Sayed El Barbary Co. Ltd.	Fuel & Lubricants, IT & Office Supplies, Water & Sanitation	230,778
M/S Bishoy Trading Co. Ltd.	Clothing & Footwear	589,120
Mahalaat Mohammed Zein Ramhatulah	Shelter/Field Equip.	120,760
Rahd Alsilik For Trading & Invest. Co.	Shelter/Field Equip.	487,789
Tagoug Soap Factory	Bednets/household technology	150,075
Tarbia Printing Press Public Corporation	Printing	219,488
Tawfig Soap Factory	Bednets/household technology	771,714
United Engineering Services	Identific. & Signage, Warehousing, Water & Sanitation	321,128
<b>Swaziland</b>		
Afritool (Pty) Ltd.	Clothing & Footwear, Nutrition, Water & Sanitation	353,931
Leites Motors Ltd.	Transport	142,480
Proton Investments	Clothing & Footwear	100,736
<b>Sweden</b>		
Hemocue Ab	Laboratory Supplies	100,645
Sibir International Ab	Cold-chain Equipment	2,250,586
<b>Tajikistan</b>		
Printing House Llc "Polygraphgroup"	Printing	103,086
<b>Thailand</b>		
Amarin Printing And Publishing Plc.	Printing	110,087
C.A.S Paper Co.,Ltd.	Education Supplies, Printing	162,987
Chevalier Itech Thai Limited	IT & Office Supplies	106,254
Daiei Papers (S) Pte., Ltd.	Education Supplies, Printing	281,700
First Interbusiness Ltd.	Communication Equip., Education Supplies, Medical Equipment	150,883
Good Luck Steel Tubes Ltd.	Water & Sanitation	167,627
Ricoh (Thailand) Limited	IT & Office Supplies	234,359
<b>Tunisia</b>		
Imprimerie Beta	Education Supplies	430,560
<b>Uganda</b>		
Bros & Company (U) Ltd-Transporters	Shelter/Field Equip., Transport, Water & Sanitation	164,242
Crestanks Limited	Medical/Hygiene Kits, Shelter/Field Equip., Water & Sanitation	656,733
Graphic Systems (U) Ltd	Printing, Transport	159,794
Industrial Graphic Systems Ltd	Printing	235,716
Nice House Of Plastics Ltd	Medical Equipment, Shelter/Field Equip., Staff Supplies	200,797
Shumuk Properties Ltd	Medical Equipment	134,370
Techno Relief Services (U) Ltd	Shelter/Field Equip.	583,300
<b>United Arab Emirates</b>		
Jumbo Electronics Co. Ltd. Llc.	Communication Equip., IT & Office Supplies	260,374
National Plastic & Building Material Ind	Warehousing, Water & Sanitation	128,289
Transglobal International Ltd.	IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	330,843
<b>United Kingdom</b>		
A.J. Cope & Son Ltd	Diagnostic Test Kits, Laboratory Supplies	1,026,655
Nrg Group World Accounts	IT & Office Supplies	195,576
<b>United Republic of Tanzania</b>		
Tanzania Printers Limited	Education Supplies, Printing	952,733
Tanzania Printing Services Ltd.	Education Supplies, Printing, Warehousing	142,771
<b>United States</b>		
Atlantic Business Systems, Inc.	IT & Office Supplies	143,121
E-Plus Technologies, Inc	IT & Office Supplies	961,881



## REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Manchester Technologies, Inc.	IT & Office Supplies	700,258
<b>Uzbekistan</b>		
Multigraf	Printing	119,969
<b>Viet Nam</b>		
Cong Ty Nhua Thieu Nien Tien Phong	Water & Sanitation	143,391
Cty In & Quang Cao Thuong Mai Quoc Te	Clothing & Footwear, Identific. & Signage,Transport	156,870
<b>Yemen</b>		
Al-Athwari Contracting Center	IT & Office Supplies, Water & Sanitation	171,659
Ali Saleh Ali Sanad	Water & Sanitation	155,263
Al-Naim Establishment	Water & Sanitation	126,736
<b>Zambia</b>		
Grandad	Identific. & Signage, Printing	225,956
New Horizon Printing Press	Education Supplies, IT & Office Supplies, Printing	323,506
Saro Agri Equipment Limited	Agriculture, Water & Sanitation	149,175
Supersonic International Zambia Ltd	Education Supplies, IT & Office Supplies	234,620
<b>Zimbabwe</b>		
Mild Engineering Enterprises	Water & Sanitation	116,551

## WHERE SUPPLIES ARE USED:

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

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	13,778,265	El Salvador	178,540
Albania	547,419	Equatorial Guinea	254,402
Algeria	604,777	Eritrea	4,637,276
Angola	4,983,790	Ethiopia	30,059,879
Argentina	714,759	Fiji	539,424
Armenia	282,860	Gabon	592,031
Azerbaijan	620,762	Gambia	2,047,595
Bangladesh	20,178,459	Georgia	512,490
Barbados	241,579	Ghana	17,067,584
Belarus	140,871	Grenada	64,768
Belize	66,133	Guatemala	411,877
Benin	6,676,788	Guinea	5,561,304
Bhutan	1,183,005	Guinea-Bissau	812,232
Bolivia	1,598,879	Guyana	213,387
Bosnia and Herzegovina	717,318	Haiti	3,584,363
Botswana	580,290	Honduras	1,594,266
Brazil	1,346,412	India	125,531,732
Burkina Faso	7,771,226	Indonesia	6,268,291
Burundi	11,362,040	Iran	8,106,043
Cambodia	6,089,914	Iraq	52,243,379
Cameroon	5,814,076	Israel	3,557,541
Cape Verde	854,578	Jamaica	397,978
Central African Republic	3,064,008	Jordan	408,992
Chad	6,698,649	Kazakhstan	417,204
Chile	127,750	Kenya	21,864,785
China	3,169,797	Kyrgyzstan	495,473
Colombia	683,786	Lao People's Democratic Republic	2,965,158
Comoros	405,507	Lebanon	2,049,663
Congo	1,462,916	Lesotho	732,879
Cook Islands	26,489	Liberia	4,796,292
Costa Rica	78,860	Madagascar	14,274,055
Cote d'Ivoire	14,523,278	Malawi	15,196,589
Croatia	56,977	Malaysia	36,520
Cuba	1,453,573	Maldives	147,320
Czech Republic	580	Mali	7,365,508
Democratic People's Republic of Korea	13,686,449	Marshall Islands	322
Democratic Republic of the Congo	27,168,247	Mauritania	1,952,799
Djibouti	1,371,002	Mexico	429,302
Dominica	8,986	Micronesia (Federated States of)	23,072
Dominican Republic	459,473	Mongolia	1,101,708
Ecuador	331,164	Morocco	3,785,327
Egypt	9,152,881	Mozambique	6,975,894

## WHERE SUPPLIES ARE USED:

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

Country	Value (US\$)	Country	Value (US\$)
Myanmar	12,505,624	Timor-Leste	1,562,872
Namibia	962,261	Togo	5,036,173
Nepal	2,562,450	Tonga	5,993
Nicaragua	5,614,129	Tunisia	791,701
Niger	7,167,827	Turkey	289,719
Nigeria	37,203,923	Turkmenistan	694,864
Occupied Palestinian Territory	7,506	Uganda	19,501,370
Oman	73,085	Ukraine	926,000
Operation Lifeline Sudan	5,691,768	United Arab Emirates	69,338
Pakistan	39,746,379	United Republic of Tanzania	11,139,253
Panama	275,231	Uruguay	161,511
Papua New Guinea	853,783	Uzbekistan	2,166,873
Paraguay	306,315	Vanuatu	118,783
Peru	587,046	Venezuela	132,749
Philippines	5,436,148	Viet Nam	3,626,441
Republic of Moldova	751,787	Yemen	6527839
Romania	649,283	Zambia	24,368,759
Russian Federation	1,490,546	Zimbabwe	3,768,585
Rwanda	4,568,415		
Samoa	5,229		
Sao Tome and Principe	186,466		
Saudi Arabia	8,147		
Senegal	3,824,520		
Serbia and Montenegro	828,762		
Sierra Leone	3,810,344		
Solomon Islands	307,670		
Somalia	5,498,619		
South Africa	445,814		
Sri Lanka	4,980,605		
Sudan	28,497,339		
Suriname	59,062		
Swaziland	1,459,015		
Switzerland	580,734		
Syrian Arab Republic	287,834		
Tajikistan	3,561,688		
Thailand	1,062,657		
The former Yugoslav Republic of Macedonia	415,712		

# INVITATIONS TO BID AND RESPONSES RECEIVED (Offshore procurement)

Country	Number of Invitees	Number of Responses
Argentina	2	2
Australia	23	8
Austria	11	5
Bangladesh	7	0
Belgium	77	44
Bosnia and Herzegovina	2	1
Botswana	1	0
Brazil	4	2
Bulgaria	3	2
Cambodia	1	0
Cameroon	1	0
Canada	18	5
Chile	1	1
China	83	62
Croatia	2	0
Cyprus	39	27
Czech Republic	14	11
Denmark	321	197
Egypt	9	3
Finland	31	18
France	174	106
Germany	238	136
Gibraltar	2	1
Greece	3	0
Hungary	2	2
India	230	146
Indonesia	13	7
Iran (Islamic Republic of)	9	4
Iraq	2	2
Ireland	9	4
Israel	11	7
Italy	174	109
Japan	45	28
Jordan	21	10
Kenya	7	2
Kuwait	1	1
Lebanon	8	7
Luxembourg	2	1
Madagascar	1	0
Malaysia	34	15
Malta	10	4
Mauritius	1	1
Namibia	1	0



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

Country	Number of Invitees	Number of Responses
Netherlands	178	111
New Zealand	1	1
Nigeria	2	1
Norway	33	24
Oman	11	8
Pakistan	51	45
Poland	25	10
Portugal	1	0
Republic of Korea	6	3
Romania	1	0
Russian Federation	1	0
Saudi Arabia	1	1
Serbia & Montenegro	1	0
Singapore	7	5
South Africa	63	34
Spain	74	32
Sri Lanka	1	1
Sweden	60	37
Switzerland	55	31
Thailand	14	5
Turkey	117	61
United Arab Emirates	92	56
United Kingdom	311	180
United Republic of Tanzania	2	2
United States	46	24
Viet Nam	1	0
Yemen	5	3
Zimbabwe	1	0

