The Procurement Strategy beyond 2022 is anchored by the changing demand & supply scenarios.

Joint UNICEF/PAHO 2020 tender resulting in 10 LTAs with 10 vaccine manufacturers, mirroring GAVI APAs. LTA’s extended through 2022.

No supply arrangements are currently in place for procurement beyond 2022; negotiations around the COVAX APAs is ongoing.

UNICEF is therefore considering the COVID-19 vaccine procurement strategy beyond 2022; a decision must be taken whether UNICEF will tender for 2023 demand at this time.

While demand previously exceeded supply up until Q1 2022, demand has seen a sharp decline.

UNICEF expect countries and organizations with demand for COVID-19 vaccines to come through UNICEF also beyond 2022, although regional procurement initiatives have emerged.
While demand beyond 2022 remains uncertain, it will likely be influenced by four important drivers:

- **WHO Policy on Vaccinations**: For example on booster doses, age extensions/pediatrics, high risk groups or wider hard to reach populations, dose schedule etc.

- **Product Availability & Changes**: Timing and availability of variant specific formulations (bivalents), product preferences

- **GAVI Support and Policies**: Gavi financial support and policies; Effects of cost sharing as well as donations

- **Epidemiological developments**: Emergence of new variants, outbreaks and seasonal fluctuations
Achieving vaccine security to immunize every child

VACCINE SECURITY

The sustained, uninterrupted supply of affordable vaccines of assured quality through available funding, accurate forecasting & appropriate contracting.

UNICEF implements a Vaccine Security approach:
• To achieve value for money & access to vaccines for children in need
  • To secure healthy markets
  • To ensure quality of vaccines
While the approach during COVID-19 was the result of the unprecedented situation and was appropriate for the pandemic, post-pandemic approach will look to transition into a routine exercise.

**Vaccine Security Approach and Forecasting (Pre COVID-19 Pandemic)**

- Country data collection via local data systems
- National level data & quantification process, including UNICEF & partner input
- Government approved country forecast
- Submission by CO to UNICEF SD
- Global intelligence layered on country data
- UNICEF Global Forecast: (i) shared with industry, (ii) used to manage & disaggregate demand for planning
2022 has seen significant shifts in the landscape for the Procurement Strategy

<table>
<thead>
<tr>
<th>Previous Strategy (2020)</th>
<th>Strategy 2022+</th>
</tr>
</thead>
<tbody>
<tr>
<td>High focus on early access to vaccine, less so on price, market health etc</td>
<td>Focus on diversification in vaccine platforms, diverse supplier base, regional manufacture, price, and terms and conditions (particularly concerning liability and regulatory requirements)</td>
</tr>
<tr>
<td>No vaccines had received WHO EUL at the time</td>
<td>Multiple (11) manufacturers with WHO EUL and 2 with full licensure with US FDA</td>
</tr>
<tr>
<td>Heavy reliance on APA and advance payments and FOCs</td>
<td>Likely some form of commitment still required due to the rapid changes in the market</td>
</tr>
<tr>
<td>High uncertainty on vaccine platforms, supply chains, scale up capabilities.</td>
<td>Some scientific evidence on the various platforms now available, more information about scale up capabilities, little visibility on product developments and tech transfers. Not known how industry will respond to changes in programmatic recommendations</td>
</tr>
<tr>
<td>Demand exceeded supply capacity</td>
<td>For 2022 significant excess supply capacity, although timing of availability, shelf-life and country product preference may challenge actual supply capability</td>
</tr>
</tbody>
</table>
With **four key objectives** of a tender in for 2022 and beyond, UNICEF is considering **whether tendering at this stage will contribute to the achievement of these objectives**

- **Optimize predictability and materialization of steady state demand** to minimize impacts on market health
- A **diverse and sustainable supplier base** that meets expected demand, existing and emerging product preferences, and public health needs (e.g. new variants)
- **Overall buffer capacity** to be able to respond to potential COVID-19 outbreaks
- **Allow targeted innovations and preferred product characteristics** to enter the market and be scaled up to meet country needs
When considering future tenders, the following terms are important to address:

1. Contracting modality in the future
2. Timing of availability and lead-times
3. Indemnification and liability
4. Pricing and price transparency
5. Local production
6. Regulatory pathway and prequalification
With uncertainty still facing the ongoing COVID-19 Pandemic, UNICEF is considering how to best achieve the key objectives through a tender and looks forward to collaboration with industry.

We have considered a number of factors speaking in favor of issuing a tender as soon as possible...

...However, there are also indications that it will not serve the objective to issue a tender at this stage.

- UNICEF LTA’S will be put in place to cover funded demand
- Input from industry will be taken into consideration in determining the right timing of a tender