

Safe Injection Equipment Industry Consultation

Immunization Technology Centre,
UNICEF Supply Division
25th October 2023

UNICEF SIE
Industry Consultation
RFP-DAN-2023-503628
Webinar
25th Oct 2023

Welcome and Introduction

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Welcome and Introduction

- Webinar Modality
- Questions and Answers
 - We will disable the voice from other participants not to disrupt the presentation
 - Opportunity for writing questions in the chat during the presentation
 - 2 Q & A sessions
- The presentation and recording from this webinar will be available at UNICEF website
 - Link to be shared following posting
- Participant list will be posted at the same location

Webinar Overview

1. UNICEF's Role in Safe Injection Equipment (SIE) Procurement
2. UNICEF's SIE Market Shaping
3. COVID-19 Response Impact on the Market
4. Assessing where we are today: Strategy & Risk Assessments, Opportunities, organizational priorities
- ■ *10-minute break*
5. Looking Forward – the Q2 2024-2025 UNICEF SIE Procurement Strategy
6. Proposed changes from prior rounds
- *A chance for questions*
7. RFP-DAN-2023-503628 Tender Product Scope
8. RFP-DAN-2023-503628 Tender Forecast Quantities
9. RFP-DAN-2023-503628 Tender Document Overview
10. RFP-DAN-2023-503628 Submission Response Templates and Forms
11. RFP-DAN-2023-503628 Tender Evaluation Criteria and Approach
12. RFP-DAN-2023-503628 Planned Tender Timeline
13. Additional reference materials
14. Communication
15. Questions and Answers Session

UNICEF's Role in Safe Injection Equipment (SIE) Procurement

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UNICEF has a key role in Immunization procurement, including Vaccines, Safe Injection Equipment and Cold Chain Equipment; traditionally procuring immunization supplies on behalf of around 90-100 countries annually



2019

Safe Injection Supplies: US\$ 29.3 million

835
Million Pieces

Source UNICEF Supply Division (2019 procurement data)

Immunization Supplies

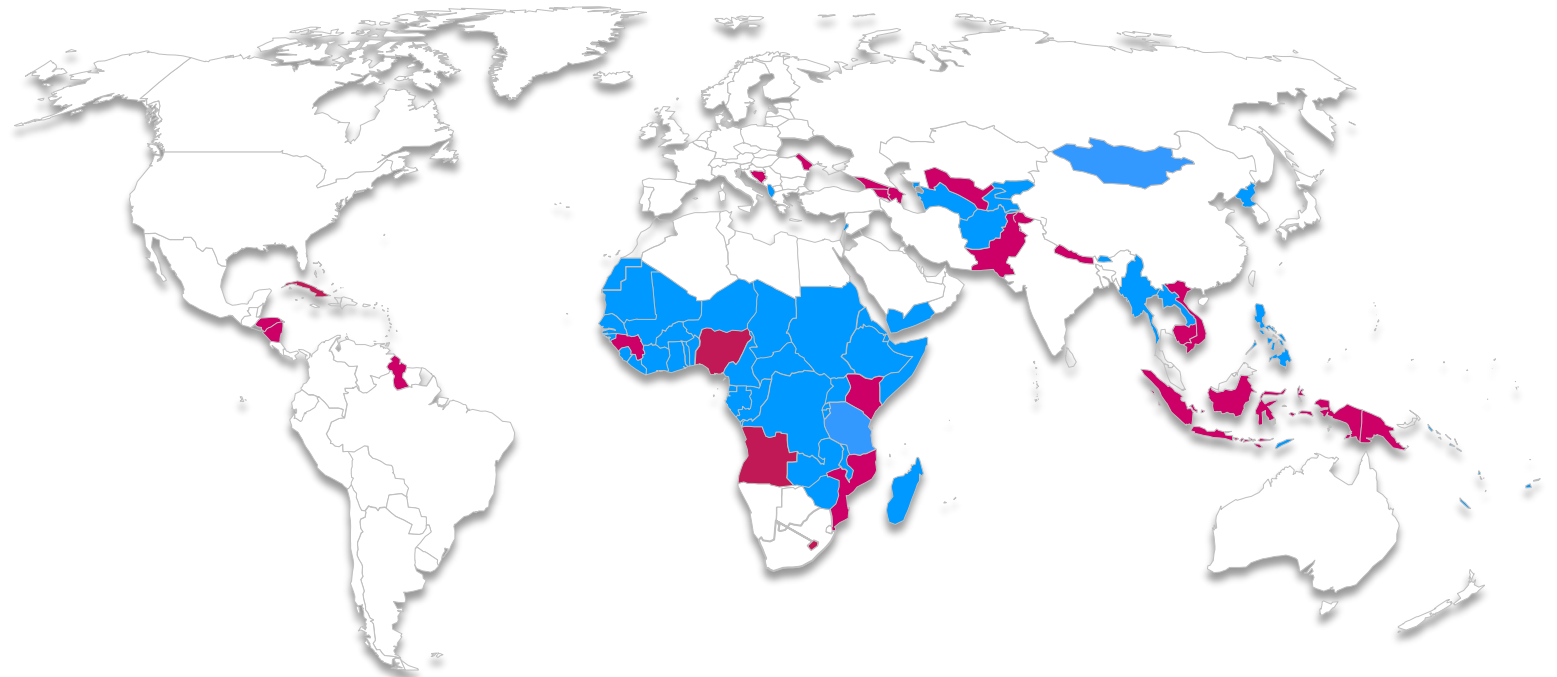
Vaccines

Safe Injection Equipment

Cold Chain Equipment

Countries UNICEF procures
Injection devices on behalf
of:

- Full schedule
- Partial schedule



Source: UNICEF Supply Division, 2019

Product Diversity within the Immunization context

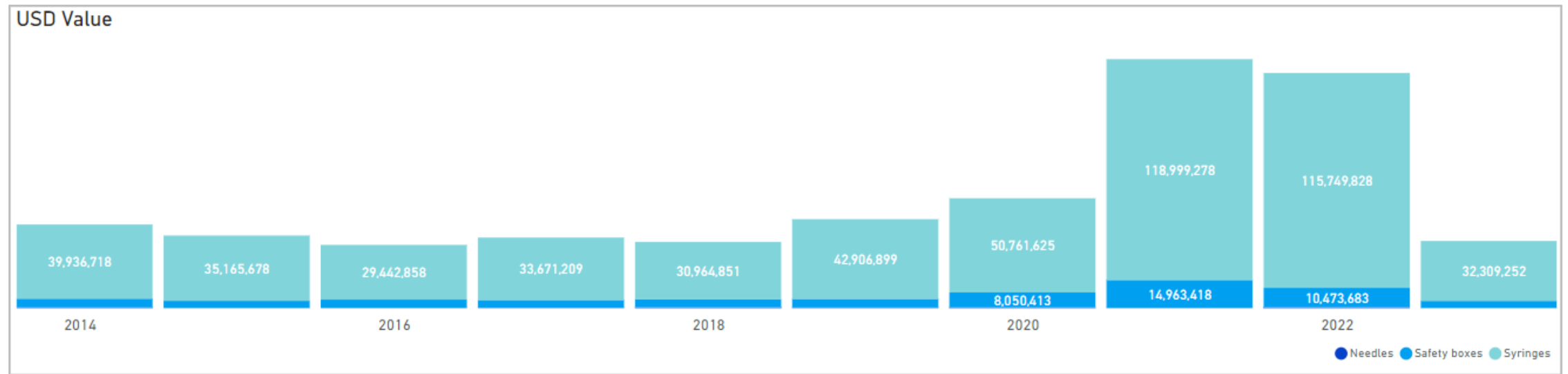
Product Characteristic	Vaccine	Risk Status	Devices	Risk Status
Product Profile	Biological, Complex	●	Plastic & Steel, Simple	●
Product Cost (budget/dose)	\$7.00	●	\$0.08	●
Shelf life	6-24 months	●	60 months	●
Storage requirements	Cold Chain	●	Dry Store	●

- Focus is on vaccines within immunization supply planning due to the cost, product complexity and cold chain requirements, often overlooking the associated devices, without which - *one cannot vaccinate*.

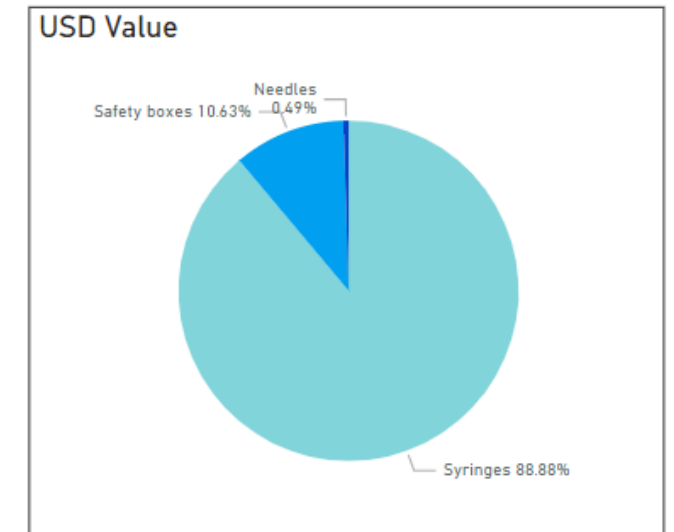
UNICEF's SIE Market Shaping

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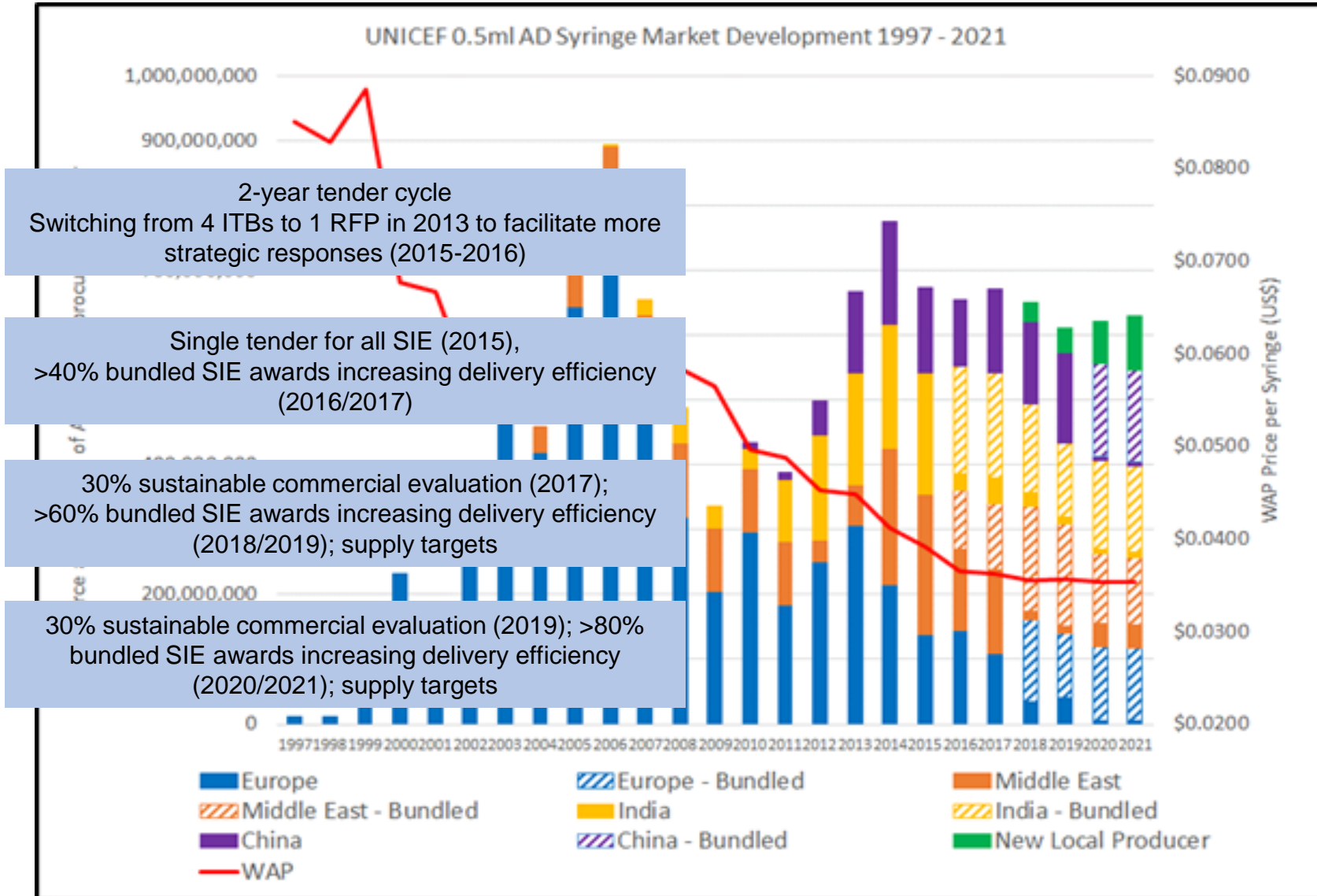
AD Syringe demand drives the SIE volumes and therefore the most important market to focus on



Group Description (groups)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Total
Needles	374,286	133,076	183,447	248,593	453,137	314,416	397,324	208,948	475,769	105,406	2,894,401
Safety boxes	4,744,756	3,827,125	4,443,133	4,127,358	4,276,428	4,685,758	8,050,413	14,963,418	10,473,683	3,800,866	63,392,939
Syringes	39,936,718	35,165,678	29,442,858	33,671,209	30,964,851	42,906,899	50,761,625	118,999,278	115,749,828	32,309,252	529,908,197
Total	45,055,760	39,125,879	34,069,437	38,047,160	35,694,416	47,907,073	59,209,362	134,171,645	126,699,279	36,215,524	596,195,536



UNICEF 0.5ml AD Syringe Market Development pre COVID-19



2020-2021 award included:

- Landed cost evaluation
- Quality assured, health supply status, geographically disbursed
- 81% bundled awards
- Increasing awards to New Local Producers quantities (14% - *full award to new local technically acceptable producers*)
- 0,6% Weighted Average Price increase, though increased bundled awards
- Increased Non – European/ US supplier base

Going into 2020 the market was in a healthy position with good levels of competition at a global level

COVID-19 Response Impact on the Market

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The COVID-19 Pandemic has been the most challenging demand the AD syringe market has ever faced

Demand variability in a compressed timeline

- UNICEF Routine immunization demand pre-COVID was 600-800 million units per year
- In 2022, the UNICEF forecast rose above 3 billion units
- Just as quickly, demand plummeted at the end of Q1 2022

Diversification of product types

- 0.5mL was the primary dose volume
- Diversification in the dose volumes to 0.3mL, 0.2mL & 0.25mL segmented the market and increased both supply & program complexity
- Switching the response from proactive to reactive

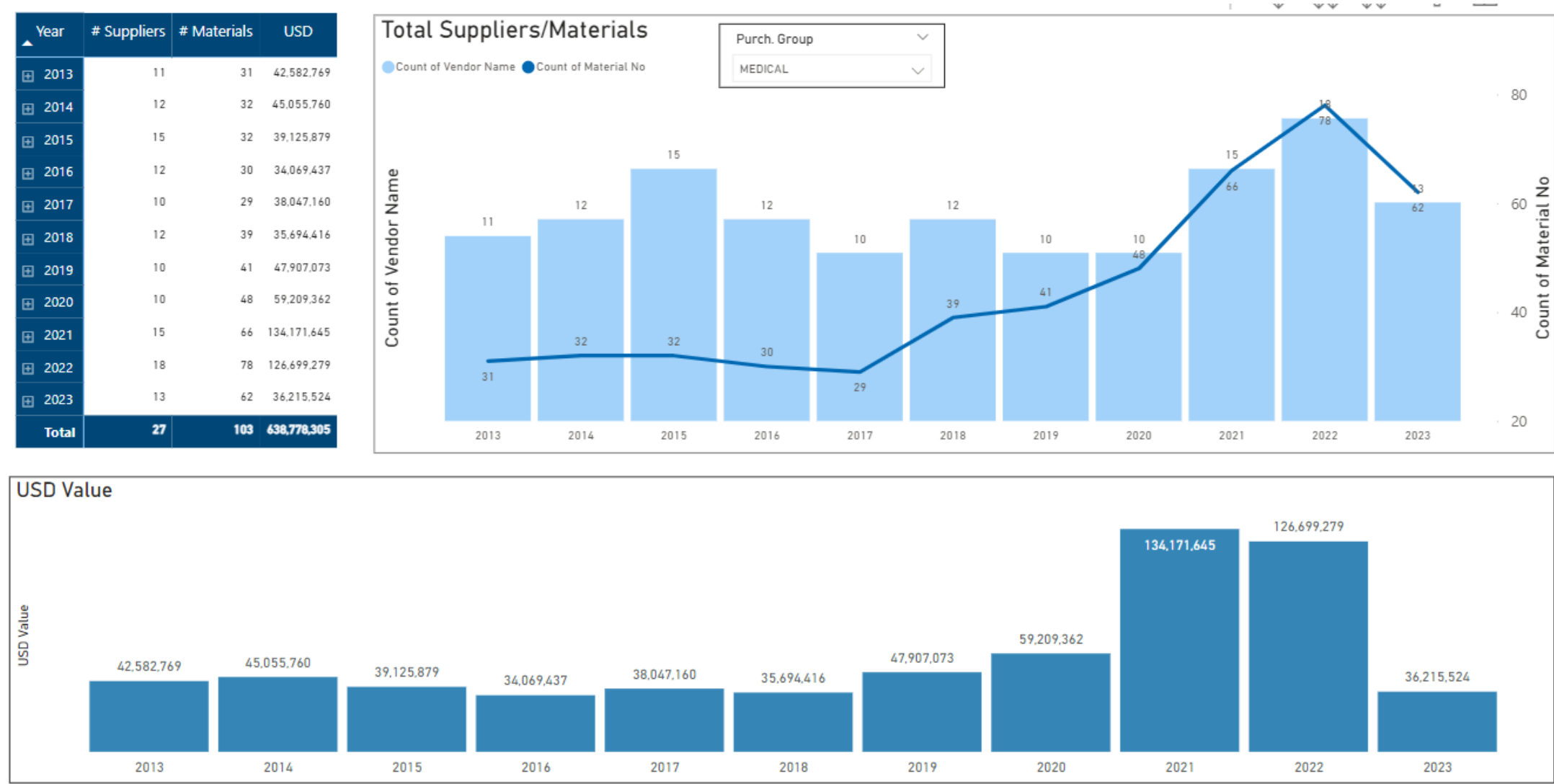
Expansion of contracted supplier base

- Pre-COVID, UNICEF contracted 10 suppliers for 41 SIE products
- COVID demand required UNICEF expansion to 18 suppliers for 78 SIE products

Re-stabilization of market to reflect future demand while maintaining gains

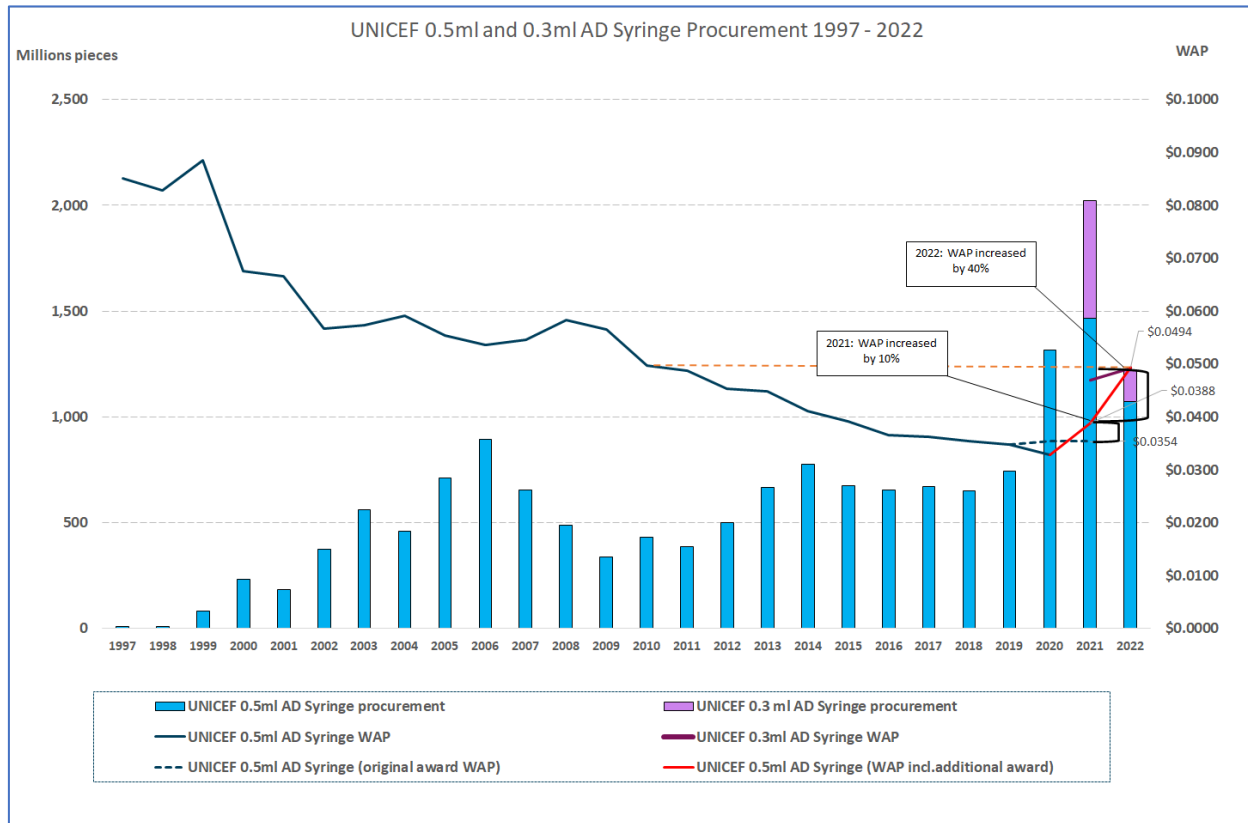
- Contracts were renegotiated to extend out to Q1 2024 end, based on the revised demand forecast, to stabilize the market
- Tender seeking to regain pre-COVID market status, as well as considerations for market resilience

With a surge in overall volumes procured and increased supply complexity under COVID-19 pandemic response



Source: ZEXPD UNICEF Supply Division (2023 Sep YTD)

While meeting the changing programmatic demand needs, the COVID-19 Pandemic response had significant impact on prior market gains



- Price premiums of 40% - setting us 12 Years back from prior price gains
- Decline in bundled awards from 80% to 52% - setting us 4 years back from prior bundled awards
- Reduction in awards to New Local Producers (NLPs) from 16% to 6 % - setting us 4 years back in prior gains made
- Contracting for late activation AD syringes – 12 years since the last late activation syringes were contracted (2009)

Impacting Sustainability and the Cost to Programs in the World's poorest countries; requiring correction in future tender rounds

Non-standard dose volumes in COVID-19 significantly impacted the supply response

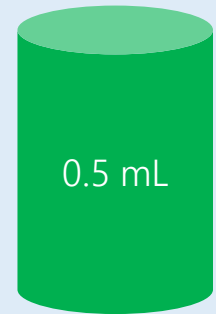
Almost all childhood routine immunizations are delivered as 0.5mL doses

- Atypical dose volumes emerging during the pandemic resulted in:
 - Higher costs
 - Less available supply for standard AD syringe volumes
 - Longer outbreak response lead times
 - Complex supply & implementation challenges in countries
- New vaccines should therefore be developed with consideration for AD syringes specifications, per WHO guidance



Standard AD syringe dose volumes

Prior to COVID-19, **95%** of AD syringes supplied by UNICEF were 0.5-mL



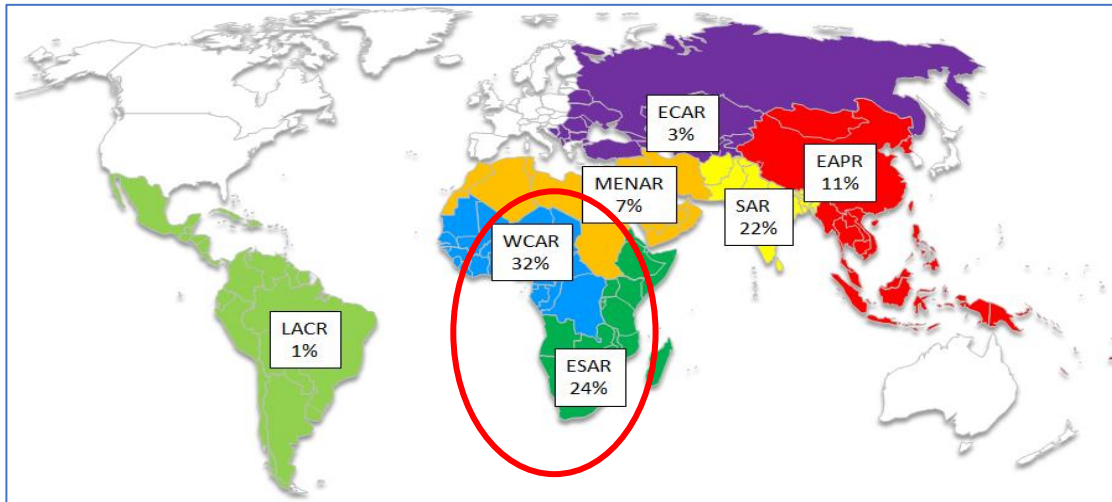
New vaccine dose volumes introduced during pandemic for C-19 vaccine delivery



The COVID-19 Pandemic also showed vulnerabilities in prior procurement strategies

- Geographic diversity of the WHO pre-qualified supplier base existed, but not aligned with the demand profile nor close enough to the demand to counter global logistics challenges, government export bans and lockdowns

Demand Mapping of AD Syringes by UNICEF Region



Source: UNICEF SD – Shipped Quantities by Consignee Region 2018 - 2022

No. of WHO Pre-qualified suppliers under E008 per UNICEF Region

No. of WHO E008 PQ Suppliers per Region	UNICEF Region (Production Site)						Grand Total
	EAPR	ECAR	ESAR	MENAR	Natcom/Donor	SAR	
0.05ml AD Syringe	8	1		1			10
0.1ml AD Syringe	6	1		1		2	10
0.25ml AD Syringe	2					1	3
0.2ml AD Syringe	1					1	2
0.3ml AD Syringe	6	1		1		2	10
0.5ml AD Syringe	13	1	1	3		8	26
0.65ml AD Syringe	1						1
Jet Injector					2		2
Grand Total	37	4	1	6	2	14	64

Source: WHO website, list of pre-qualified products under E008, March 2023

More than 50% of the demand was in Sub-Saharan Africa, with 50% of the WHO prequalified 0.5ml AD Suppliers in East Asia, 87% of production volumes in Asia

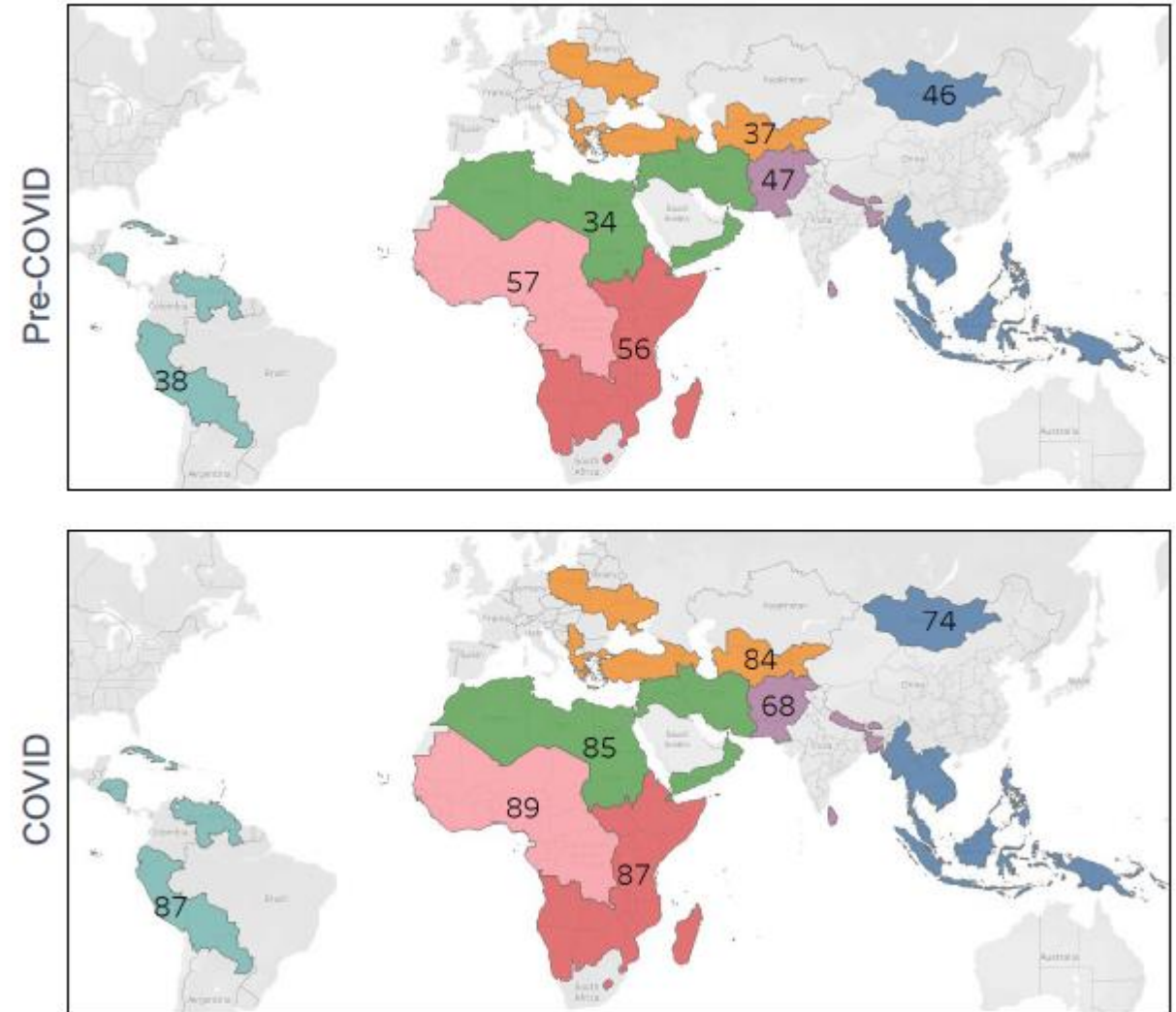
Note: Regional demand is different for routine demand with a higher concentration in sub-Sahara Africa (2/3 's of total demand)

The COVID-19 Pandemic also showed vulnerabilities in prior procurement strategies

- The Geographic imbalance of supply against demand has historically required long shipment lead times for devices
- Further aggravated during the COVID-19 Pandemic response due to Global logistics challenges – at a time when rapid response was a priority

Challenging the effective programmatic response when the associated vaccines are shipped by Air.

Average sea shipping and booking times (days)



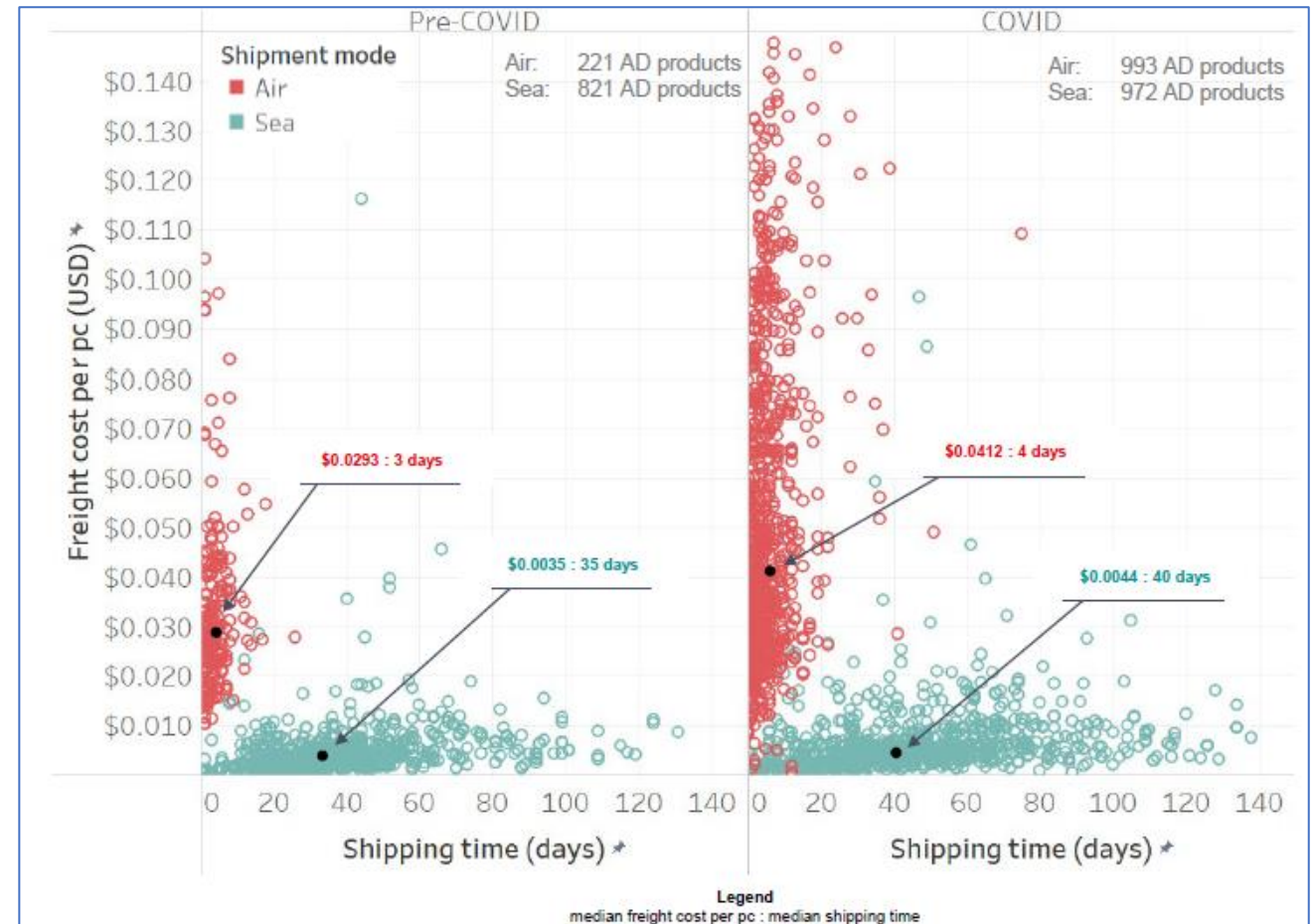
Source: PATH Analysis of UNICEF Procurement Data, Jan 2023

The COVID-19 Pandemic also showed vulnerabilities in prior procurement strategies

- Extended device shipment lead times
- Vaccine centric planning
- Divergent dose volumes

Resulting in increased cost to programs through the need for air freight

Freight costs and Shipment times per piece



Source: PATH Analysis of UNICEF Procurement Data, Jan 2023

The COVID-19 Pandemic also showed vulnerabilities in prior procurement strategies

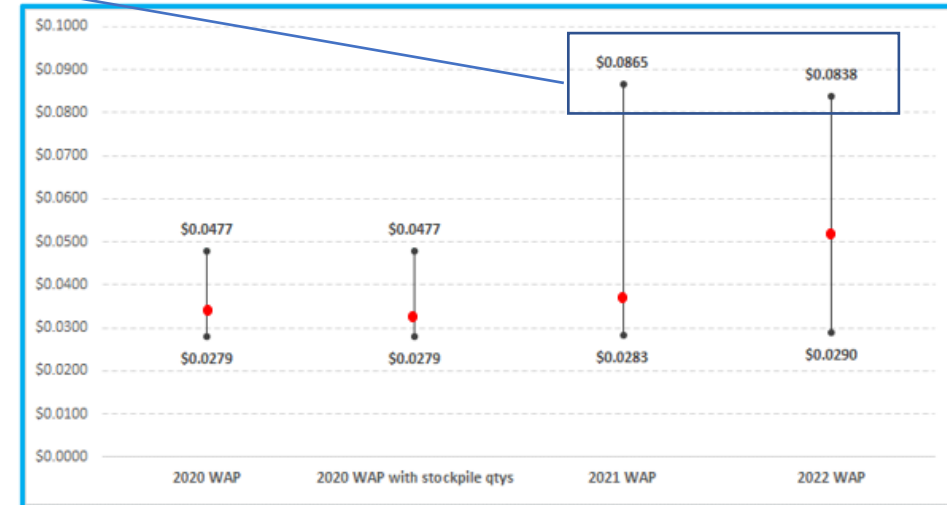
- Changing dose volumes from the standard 0,5ml dose midway through the COVID response
- Increased Forecast Demand Projections

Requiring the contracting of additional volumes from a wider supplier base at premium price levels in the midst of a pandemic response

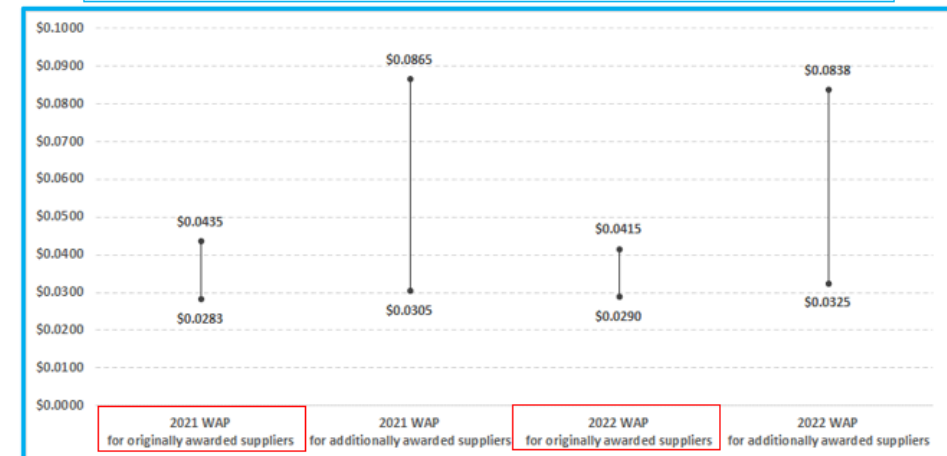
Now rephased over an extended time period (Q1 2024)

Trader

Contracted supplier price range over time



Contracted supplier price variance by supplier group



Source: UNICEF Procurement Data, Jan 2023

Assessing where we are today

Strategy & Risk Assessments, Opportunities, organizational priorities

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RFP DAN 2019 502979 Strategy Assessment

Objective	Assessment Metrics	Frequency/ Time Period	Evaluation of Award at CRC Submission	Assessment post Pandemic response Q2 2023
To ensure an uninterrupted, sustainable supply of affordable products that are in compliance with the required quality and technical requirements . This is the overarching objective.	No supply interruptions, All awarded products met the required technical standards	Quarterly for the full tender period	All recommended awards are compliant with required quality and technical requirements. Recommended award to one supplier only for most of items 110 – 340 may appear risky but prior performance proves otherwise with recommended suppliers.	Supply security maintained for RI demand prior to COVID-19 outbreak. All products meeting Quality and technical requirements. Supply post outbreak challenged due to distances between supply and demand and logistics bottlenecks and changing program needs due to diverging demand (0.5ml to 0.3ml, 0.2ml 0.25ml dose volumes). Need to shift supply closer to points of demand to ensure timely availability and avoid the need for airfreight. Evaluation strategy and Award criteria should consider geographic location of supply in comparison to points of demand (on a regional basis). Need to have appropriate supply contracts established for all AD syringe dose volumes
To strengthen injection safety by (i) reducing the risk of re-use, through a tender strategy that supports a preference for devices that have an activation of the auto-disabling feature commencing prior to delivery of the fixed full dose ;	All awards made for devices having an activation of the disabling feature prior to delivery of the full dose where there is available supply of these products.	Reviewed following awards made, include in CRC submission	All awards of AD syringes made with disabling mechanism at onset of injection. Close monitoring of product design improvement during 2020 will inform the need for additional awards.	COVID -19 Pandemic response demand levels required access to late activation disabling featured products. Contracting for late activation AD syringes – 12 years since the last late activation syringes were contracted (2009) Situation further aggravated due to over-forecasting under firm contracting conditions requiring contract durations to be extended for a further 18 months to have volumes consumed. Implement the early activation preference. Need for country-based bottom-up forecasting
Maintain a healthy market with multiple suppliers in the markets where this has been achieved and further improve the healthy market status where this is required, seeking further reductions in the weighted average price (WAP) .	Multiple suppliers awarded, reduced WAP Awards made using a landed cost price evaluation	Reviewed following awards made, include in CRC submission	Market health is considered good. WAP increased by 0,6% but sustainability and bundling gains achieved.	Price increased with Price premiums of 40% - setting us 12 Years back from prior price gains as a result of the firm contracted volumes. Need to focus on recovering lost gains in WAP, noting the impact of air freight (200% of product cost) where shipment distances are too long.
Engage Industry to address programmatic and supply challenges , including reducing lead times and increased bundling of SIE offered products and resultant shipments.	Improved outcomes over prior tender rounds Number of alternative offers received	Reviewed following awards made, include in CRC submission	Total of 81% bundled awards for AD's and Safety Boxes.	Encourage Industry to shift supply points closer to points of demand, preference for local production, else stockpiling Contract with broader set of suppliers to allow for pandemic preparedness response from within contracted supplier base to allow for access to additional production capacity.
Reduce the overall cost to programs through the continued application of a landed cost evaluation criteria to better assess the full cost to programs.	Awards made using a landed cost evaluation criteria. Decline in the volume of waste based on awards made	Reviewed following awards made, include in CRC submission	Increased WAP of 0,6% however anticipate a reduction in number of shipments and associated delivery and handling costs.	The longer lead times experienced under COVID-19 response push delivery periods from 57 to 89 days (WCA Region) requiring an increased number of shipments to be done by air to meet the program demand. There is a need for a changed evaluation approach to incentivize industry to provide supply closer to points of demand, local and closer sourcing No freight levy in cost assessment to be assigned to a suppliers bid to service demand from within the same region. Freight levy's should only be assigned to
Move towards a more sustainable procurement approach encouraging product innovations that reduce the overall carbon footprint and waste disposal requirement.	Awards made factoring in sustainability criteria in Evaluations. Reduction in the unit weight and volume of awards made from prior rounds.	Reviewed following awards made, include in CRC submission	14% of AD syringe quantity to new local producer in 2021, 9% of overall awards; Electronic tendering process, limited paper.	Increased Target to be set for new local producers with a preference for Africa on continent production from 20% to 40%. Comparative weight and volume increase from 30% to 40% of commercial scoring criteria.
Support Bundling of vaccines and injection devices. The Bundling Principle denotes that for each vaccine dose delivered, there are a sufficient number of AD syringes, reconstitution syringes (where applicable) and safety boxes and that the delivery of such is done in an efficient manner .	Range of product award by supplier Improve Delivery performance	Reviewed following awards made, include in CRC submission Reviewed Quarterly for the full tender period	A total of 81% of AD syringe awards bundled meeting the 2021 target. Anticipate further reductions in shipments. Will monitor during LTA implementation period.	COVID-19 pandemic response reduced the bundling gains from 81% to 52% - setting us 4 years back from prior bundled awards. Need to recover lost gains in Bundling in future tender rounds.
Improve the efficiency of the tendering, procurement and delivery processes.	TAD performance, Proportionate Reduction in overall Freight costs Proportionate number of shipments and transactions vs SO requests in comparison to 2015 baseline.	Reviewed Quarterly for the full tender period	81% bundled awards and award approach positions UNICEF for a more efficient procurement and delivery process. Electronic bid process and automated data extraction reduced the overall evaluation by approximately 50%.	TAD performance dropped during COVID Pandemic response. Primary reason due to global logistics failures. As a result, a clear benefit for delivery efficiency would be to get supplier closer to demand.

Key findings and recommendations were identified following a review of the SIE C-19 Pandemic response

Area	Findings	Recommendations
Program Planning	<i>A lack of consideration of dose volume at the vaccine development stage resulted in the device supply response switching from proactive to reactive, increasing costs and risk to programs</i>	<i>Vaccine development should consider standard dose volumes (0.5ml) for vaccine delivery to reduce supply complexity.</i>
Program Planning	<i>Allocation timelines based on vaccines alone, not considering devices resulted in the need for air freight, increasing cost to programs</i>	<i>For effective program implementation, devices and associated lead times must be considered in program planning, not only vaccines – switching program focus from a vaccine to vaccination focus.</i>
Procurement & Supply Management	<i>Firm contracted volumes, obtained at price premiums, ended out not being required, resulting in other programs paying a price penalty to absorb the additional COVID-19 volumes over an extended period of time.</i>	<i>Need to retender to reset the market to align with current market dynamics</i> <i>Vigilant forecasting must be undertaken to assess the real programmatic need considering country absorption capacity (bottom up rather than top down forecasting).</i>
Procurement & Supply Management	<i>The geographic disparity between WHO pre-qualified supply and demand is a key supply risk that needs to be addressed.</i>	<i>UNICEF should seek to shift the supply base to align with the demand profile and incentivize development of regional and local suppliers.</i>
Procurement & Supply Management	<i>It was the global logistics challenges, not manufacturer production capacity that limited supply availability because of the large dependence on Chinese producers.</i>	<i>UNICEF should be considering shipment lead times and geographic distance between suppliers and the UNICEF demand profile in the evaluation criteria to improve supply security by reducing the lead times and risk of global logistics impact and to incentivize industry to provide local sourcing solutions to address this issue.</i>
Procurement & Supply Management	<i>National Policy on export bans and lockdowns impacted supply availability.</i>	<i>National government policy at times of pandemic response should be considered for future pandemic preparedness response capacity.</i>
Procurement & Supply Management	<i>Needing to tender at the peak of a pandemic response results in price premiums</i>	<i>Contractual language should be included in future tenders requiring priority access to additional production capacity be given to UNICEF from the supplier in times of a pandemic. UNICEF will seek to award multiple suppliers and not contract for the full production capacity of suppliers to enable access to additional production capacity from within the awarded supply base should the need arise – rather than needing to go out to tender in the middle of a pandemic response. UNICEF should include a clause in the Tender documentation and resultant contracts, prohibiting manufacturers contracting with UNICEF to sell product to Traders for on-selling to UNICEF.</i>

Opportunities as a result of the COVID-19 Pandemic response

While the COVID-19 pandemic response posed multiple challenges, there are also gains to be reaped that UNICEF should leverage in the next tender round.

As a result of the pandemic, UNICEF has:

1. expanded our supplier engagement, allowing increased influence over a broader market;
2. increased the geographical diversity in the supplier base, having sourced additionally from Indonesia, Bangladesh, Kenya, allowing UNICEF to reduce reliance on the China market;
3. initiated work with currently contracted and new late-activation manufacturers to influence switch to early-activation devices;
4. leveraged gains in partnership engagement in device market for advocacy & an ongoing coordinated approach, and
5. through the BMGF engagement and associated grant - have increased investment in African manufacturing in Kenya and Rwanda, providing the possibility to sustainably procure and grow local markets.

Organizational Priorities

- Under the current UNICEF Supply Strategic Plan, **Sustainability and Local Production** are two of the UNICEF Supply priorities within the current UNICEF Supply Division strategic plan.
- Considering the above-mentioned priorities and supply and the large volume of contaminated plastic waste generated, **sustainability and local production are prioritized** in this tender round and **complementary to reducing the overall lead times**
 - In 2022, UNICEF shipped 63,000 m3 product resulting in contaminated plastic waste
- Local production and local procurement are in reference to the geographic proximity of supply to the point of demand. This has relevance for all geographic regions globally but has **specific focus on sub-Saharan Africa** where supply historically has been fed from outside the region, making these regions most vulnerable in times of supply shortfalls and global logistics crises.
- **Local production has preference over local availability**, with local availability within the region having preference over availability outside of the region, even if the product is produced outside the region.

10-minute break

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Looking Forward – the Q2 2024-2025 UNICEF SIE Procurement Strategy

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Development Approach for the Procurement Strategy and Proposed Changes

The planned procurement strategy is building on the prior procurement strategies, including refinements and additional elements to:

1. Recover lost market gains post COVID-19 (C-19) Pandemic Response
2. Incorporate Pandemic Preparedness Response (PPR) capacity
3. Improve overall supply security
4. Improve sustainability, including local production, reducing waste
5. Incorporate new initiatives to improve injection safety and traceability
6. Inclusion of Organisational priorities, and
7. Leverage the procurement function to get better Program results.

SIE Market Focus Areas

- The **second round of negotiations** with contracted suppliers now completed, achieving agreement to establish new supply agreements from Q2 2024 – **allowing us to retender** and through that, reset the market.
- Need to **reset the market, recover lost gains** occurred as part of the pandemic response, getting the **market in balance** after the C19 Pandemic.
- Alongside **resetting the market**, need to **incorporate PPR elements** based on lessons learnt and **improve overall supply security** and **improve sustainability**, including local production as **the key goals**.
- Key element that supports all four goals will be to **shift supply closer to demand**, reducing shipment lead times, reducing emissions, supporting local industry, decreasing dependency on key global markets (China, India).
- Sourcing **from the Region for the Region, factoring in Region demand** and seeking to source within the region, **allocating from the region** when awards have been made.
- LAC (3%), WCA (40%) and ESA (27%)* are the regions where there is a supply deficit, with **WCA and ESA having the most significant impact, hence Regions of focus**.
- **Leverage off the gains** from the C19 Pandemic response.
- **Issuance of the tender ASAP (end Sept, early Oct)** to allow for awards and subsequent time for suppliers to put their plans in place.

**Based on UNICEF 2016-2020 shipment data to countries for all Immunization SIE products*

The Objectives of the SIE Procurement Strategy

1. To ensure an **efficient, timely**, uninterrupted and sustainable supply of affordable products that are in compliance with the required quality and technical requirements.
2. To strengthen injection safety by (1) reducing the risk of re-use, through a tender strategy that supports a preference for devices that have an activation of the auto-disabling feature commencing prior to delivery of the fixed full dose; and (2) request industry to submit alternative offers for AD and RUP syringes with **SIP features**.
3. Maintain a healthy market with multiple suppliers in the individual markets, with a preference for **regional sourcing** and engaging directly with manufacturers. Improving the healthy market status where this is required and seeking reductions in the weighted average price (WAP) where the above has been achieved.
4. Engage Industry to address programmatic and supply challenges, including **reducing lead times, offering locally** and increased bundling of SIE offered products and resultant shipments.
5. Reduce the overall cost to programs through the continued application of a landed cost evaluation criteria, assigning a landed cost freight cost factor for offered quantities above the supplier's regional demand to **favor local sourcing**.
6. Increased focus on sustainable procurement, encouraging product innovations that reduce the overall carbon footprint and waste disposal requirement and favor local and regional sourcing.
 - Minimum of **40% of supply from local production or local sourcing on Africa**
 - If not sourced from the region have preference that shipment lead times from supplier to regions should be less than 30 days shipment
 - **40% of commercial evaluation based on comparative weight and volume of products**
7. Support bundling of SIE deliveries, favoring suppliers that can offer all immunization or therapeutic **range of commodities** to enable delivery efficiency.
8. Improve the efficiency of the tendering, procurement and delivery processes, and improving traceability through **GS1 barcoding** implementation on packaging.

Transition from prior strategic objectives

Prior Strategic Objectives	New Elements	New Strategic Objectives
<u>Objective 1:</u> To ensure an uninterrupted, sustainable supply of affordable products that are in compliance with the required quality and technical requirements.	<p>The ability to Timely respond to emergencies alongside routine demand will be considered in the evaluation.</p> <p>Preference for regional based sourcing, else preferences for shipping durations less than 30 days to key ports in the Region</p> <p>Need for multiple suppliers with additional production capacity available to UNICEF with preferential access to scale up under pandemics</p>	<u>Objective 1:</u> To ensure an efficient, timely , uninterrupted, and sustainable supply of affordable products that are in compliance with the required quality and technical requirements.
<u>Objective 2:</u> To strengthen injection safety by reducing the risk of re-use, through a tender strategy that supports a preference for devices that have an activation of the auto-disabling feature commencing prior to delivery of the fixed full dose.	<p>Recover lost gains - all awards planned to be for early activation products</p> <p>Encourage suppliers to offer AD Syringes with SIP features</p>	<u>Objective 2:</u> To strengthen injection safety by (1) reducing the risk of re-use, through a tender strategy that supports a preference for devices that have an activation of the auto-disabling feature commencing prior to delivery of the fixed full dose; and (2) Request industry to submit alternative offers for AD and RUP syringes with SIP features

Transition from prior strategic objectives

Prior Strategic Objectives	New Elements	New Strategic Objectives
Objective 3: Maintain a healthy market with multiple suppliers in the markets where this has been achieved and further improve the healthy market status where this is required, seeking further reductions in the weighted average price (WAP).	<p>Multiple suppliers contracted, geographically disbursed, seeking to align supply and demand from within regions where possible to boost supply security and reduce lead times.</p> <p>No Traders. Restrictions placed on contracted suppliers to sell to third party contractors for onward selling to UNICEF</p>	<p>Objective 3: Maintain a healthy market with multiple suppliers in the individual markets, with a preference for regional sourcing and engaging directly with manufacturers.</p> <p>Improving the healthy market status where this is required and seeking reductions in the weighted average price (WAP) where the above has been achieved.</p>
Objective 4: Engage Industry to address programmatic and supply challenges, including new immunization strategies, reducing lead times and increased bundling of SIE offered products and resultant shipments.	<p>Industry alternative offers encouraged, SIP featured offers</p> <p>Encourage sources offered closer to points of demand</p>	<p>Objective 4: Engage Industry to address programmatic and supply challenges, including reducing lead times, offering locally, and increased bundling of SIE offered products and resultant shipments.</p>

Transition from prior strategic objectives

Prior Strategic Objectives	New Elements	New Strategic Objectives
Objective 5: Reduce the overall cost to programs through the continued application of a landed cost evaluation criteria to better assess the full cost to programs.	Shift in evaluation, only factoring in the freight charges for potential awards covering demand outside of supplier's region	Objective 5: Reduce the overall cost to programs through the continued application of a landed cost evaluation criteria, assigning a landed cost freight cost factor for offered quantities above the supplier's regional demand to favour local sourcing.
Objective 6: Implementing a more sustainable procurement approach encouraging product innovations that reduce the overall carbon footprint and waste disposal requirement.	<p>Local production target increased to 40% with a priority focus on Africa</p> <p>Increased reporting on Social and Economic criteria</p> <p>Comparative weight and volume scoring to make up 40% of commercial evaluation criteria</p> <p>Preference for regional based sourcing</p>	<p>Objective 6: increased focus on sustainable procurement approach encouraging product innovations that reduce the overall carbon footprint and waste disposal requirement and favour local and regional sourcing.</p> <p>Minimum of 40% of supply from local production or local sourcing on Africa</p> <p>If not sourced from the region have preference that shipment lead times from supplier to regions should be less than 30 days shipment</p> <p>40% of commercial evaluation based on comparative weight and volume of products</p>

Transition from prior strategic objectives

Prior Strategic Objectives	New Elements	New Strategic Objectives
Objective 7: Support bundling of vaccines and injection devices.	Recover lost gains, targeting bundled awards of 80%	Objective 7: Support bundling of SIE deliveries, favouring suppliers that can offer all immunization or therapeutic range of commodities to enable delivery efficiency.
Objective 8: Improve the efficiency of the tendering, procurement and delivery processes.	Focus on reducing lead times, increased bundling , demand allocations aligned with regional suppliers Implementation of Traceability on secondary packaging	Objective 8: Improve the efficiency of the tendering, procurement and delivery processes, and improving traceability through GS1 barcoding implementation on secondary packaging

Proposed changes from prior rounds

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The following proposed changes are planned for the upcoming tender

1. Increase local procurement targets from 20% to 40%
2. Increase the sustainability component of the commercial evaluation – from 30% to 40%
3. Seeking to source 'For the Region, From the Region', 30-day shipment time preference for out-of-region sourcing
 - The intent is to source supply from the individual UNICEF regional for that region – supporting local procurement, supply security and sustainability. Should there not be adequate regional supply produced to meet demand the supply will be sourced from outside the region, with a preference for a shipment time of less than 30 days.
4. Change the landed cost evaluation criteria to favor in-region sourcing
 - In prior SIE tenders the freight cost was taken into the commercial evaluation to make an assessment based on the landed cost. This would consider the supplier location, the number of the suppliers' syringes per 40' container and the freight costs to 7 identified ports around the world reflective of the UNICEF demand. In line with point 3 above for this tender evaluation, it will only be the additional volumes offered by the supplier - above the suppliers' regional demand – that would have this additional freight levy assigned for the evaluation.
5. Inclusion of GS1 bar coding in packaging and labelling requirements
 - Described in detail on following slide
6. Encouragement for SIP featured syringe offerings
 - Expanded upon in following slide
7. Inclusion of priority access for additional production volumes in contractual terms, limiting suppliers to sell product to traders for on-selling to UNICEF.
 - Learning from the COVID-19 Response, clauses will be included in the Tender and resultant LTAs providing UNICEF preferential access to additional production capacity should there be additional demand, including for pandemic response, and limiting manufacturers to sell to traders for on-selling to UNICEF.

Updated UNICEF Packing, Packaging and Labelling Specifications

Available on UNICEF Website:
http://www.unicef.org/supply/index_41950.html

Replace the previous specifications for: [shipments to Copenhagen](#) and [shipments outside Copenhagen](#)

Apply to all Purchase Orders placed from **2 October 2023** onwards

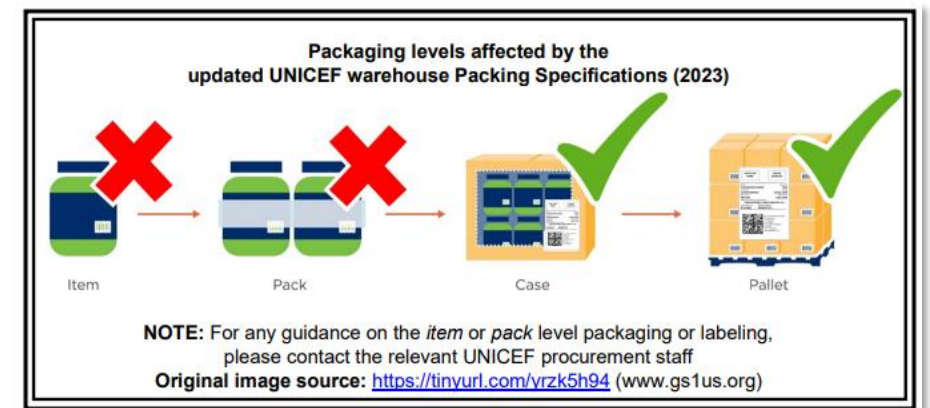
Address the need to modernize and enhance UNICEF's supply chain traceability, digitalization, and sustainability initiatives.

Key changes:

- New GS1 compliant logistic labels and 2D DataMatrix barcode requirements (for all Pallets and Cases).
- New guidelines for sustainable packaging.
- Clearer requirements for material handling.
- Streamlining of formatting and consolidation into one document

Scope only applies to the tertiary (export) case and pallet level of packaging and **not** on the individual Sales Unit (item, each or pack) item.

Additional product and packaging marking apply as per tender requirements.



Sharps Injury Protection (SIP) feature

- SIP features further improve injection safety, protecting the health care workers in addition to the AD feature protecting the recipient
- UNICEF is encouraging Industry to submit offers for SIP featured products, noting these may not be WHO pre-qualified currently.
- UNICEF may consider making conditional awards (pending WHO pq, successful lab test, field trial results etc.) for SIP featured syringes if the supplier is being considered for award for that product
- Where target awards are planned, any award for a SIP featured syringes would off-set volumes under the target bound award
- UNICEF SD is working with Partners to seek support for implementation of SIP featured syringes

A chance for Questions

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RFP-DAN-2023-503628 SIE Tender Product Scope

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Scope of Products included under this Tender

The range of products to be included under this procurement strategy are

1. Auto-Disable (AD) Syringes [including the option to offer with SIP feature](#)
2. Sharps Safety Boxes (SB)
3. Re-Use Prevention (RUP) Syringes [including the option to offer with SIP feature](#)
4. Disposable Syringes
5. [Insulin Syringes](#)
6. Needles
7. Cannulas
8. Spinal Needles
9. Scalp-vein sets, and
10. 3-way (luer) valves.

The consolidation of these commodity groups under one tender is based upon

- their interdependent usage in both immunization and curative settings (as part of emergency response health kits) to support safe injection and waste management;
- providing the opportunity to make bundled awards across the product range enabling delivery and transactional efficiencies;
- offered product range from industry; and
- providing efficiency gains through reducing the number of individual tenders undertaken.

List of Products included under this Tender

*Blue color for new items not included in the prior tender round

Item No.	Material No.	Product Description
AD Syringes		
10	S0002016	AD-Syringe, 0.5 ml 23Gx1"
11	S0782362	AD-Syringe, 0.5 ml 23Gx1" SIP
20	S0002013	AD-Syringe, 0.05 ml 27G x 3/8"
21	S0782363	AD-Syringe, 0.05 ml 27G x 3/8" SIP
30	S0002012	AD-Syringe, 0.1 ml 27G x 3/8"
31	S0782360	AD-Syringe, 0.1 ml 27G x 3/8" SIP
50	S0002011	AD-syringe, 0.3 ml 23Gx1"
51	S0782361	AD-syringe, 0.3 ml 23Gx1" SIP
60	S0782333	AD-syringe, 1ml 23Gx1"
61	S0782364	AD-syringe, 1ml 23Gx1" SIP
70	S0782141	AD-syringe, 0.25 ml 23Gx1"
71	S0782366	AD-syringe, 0.25 ml 23Gx1" SIP
80	S0782142	AD-syringe, 0.2 ml 23Gx1"
81	S0782365	AD-syringe, 0.2 ml 23Gx1" SIP
Sharps Safety Boxes		
40	S0782208	Safety Box, 5 Litre
RUP Syringes		
90	S0782316 or	Syringe,RUP, 2ml,w/ bi-packed ndl 21G x 1.5"
91	S0782321	Syringe,RUP, 2ml,w/ fixed ndl 21G x 1.5"
100	S0782317 or	Syringe,RUP, 5ml,w/ bi-packed ndl 21G x 1.5"
101	S0782322	Syringe,RUP, 5ml,w/ fixed ndl 21G x 1.5"
110	S0782318 or	Syringe,RUP, 10ml,w/ bi-packed ndl 21G x 1.5"
111	S0782323	Syringe,RUP, 10ml,w/ fixed ndl 21G x 1.5"
120	S0782171	Syringe,RUP,1ml,w/ndl,bi-pack 23Gx1"
160	S0782311	Syringe,RUP 2ml w/o ndl
170	S0782312	Syringe,RUP 5ml w/o ndl
180	S0782313	Syringe,RUP 10ml w/o ndl
130	S0782110	Syringe,disp,2ml,w/ndl,21G
140	S0782111	Syringe,disp,5ml,w/ndl,21G
150	S0782112	Syringe,disp,10ml,w/ndl,21G

Item No.	Material No.	Product Description
Disposable hypodermic needles		
250	S0747420	Needle,disp,19G,ster
260	S0747432	Needle,disp,21G,ster
270	S0747440	Needle,disp,22G,ster
280	S0747452	Needle,disp,23G,ster
290	S0747445	Needle,disp,25G,ster
Disposable hypodermic syringes		
190	S0782203	Syringe,disp,1ml,ster
200	S0782205	Syringe,disp,2ml,ster
210	S0782405	Syringe,disp,5ml,ster
220	S0782413	Syringe,disp,10ml,ster
230	S0782425	Syringe,disp,20ml,ster
Insulin syringes		
240	S0782440	Syringe,insulin,1ml,U-100,30-31G
Cannulas, Needles and Three-way (luer) valves		
300	S0709235	Cannula,IV short,16G,ster,disp
301	S0709200	Cannula,IV short,18G,ster,disp
310	S0709231	Cannula,IV short,18G,ster,disp
320	S0709232	Cannula,IV short,20G,ster,disp
330	S0709233	Cannula,IV short,22G,ster,disp
340	S0709234	Cannula,IV short,24G,ster,disp
341	S0709230	Cannula,IV short,24G,ster,disp
350	S0709236	Needle,scalp vein,21G,ster,disp
360	S0709237	Needle,scalp vein,25G,ster,disp
370	S0747996	Needle,spinal,22G(0.7x40mm),ster,disp
380	S0709238	Needle,spinal,22G(0.7x90mm),ster,disp
390	S0709239	Needle,spinal,20G(0.9x90mm),ster,disp
400	S0709240	Three-way valve, Luer, w/caps
Alternative Offers (including RUP syringes with SIP feature and bundled offers)		
410	U481800	Syringes and safe injection equipment

RFP-DAN-2023-503628 Tender Forecast Quantities

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Tender Products and Quantities

Blue color for new items not included in the prior tender round

Anticipated Program Use	Product Group	Item No.	Material No.	Product description	Q2-Q4 2024 Tender Quantities	2025 Tender Quantities	Total Tender Quantities	Proposed Award Modality
For Immunization	Auto Disable Syringe	10	S0002016	AD-Syringe, 0.5 ml 23Gx1"	465,000,000	630,000,000	1,095,000,000	21-month Value Bound LTA with Annual Quantities
For Immunization	Auto Disable Syringe	20	S0002013	AD-Syringe, 0.05 ml 27G x 3/8"	30,000,000	40,500,000	70,500,000	
For Immunization	Auto Disable Syringe	30	S0002012	AD-Syringe, 0.1 ml 27G x 3/8"	7,500,000	14,000,000	21,500,000	
For Immunization	Sharps Safety Box	40	S0782208	Safety Box, 5 Litre	5,625,000	7,500,000	13,125,000	
For Immunization	Auto Disable Syringe with SIP	11	S0782362	AD-Syringe, 0.5 ml 23Gx1" SIP	-		-	21 Month time bound LTA with suppliers contracted for standard AD Syringes as these volumes will reduce standard AD syringe demand
For Immunization	Auto Disable Syringe with SIP	21	S0782363	AD-Syringe, 0.05 ml 27G x 3/8" SIP	-		-	
For Immunization	Auto Disable Syringe with SIP	31	S0782360	AD-Syringe, 0.1 ml 27G x 3/8" SIP	-		-	
For Immunization	Auto Disable Syringe	50	S0002011	AD-syringe, 0.3 ml 23Gx1"	40,000,000	52,000,000	92,000,000	21-month Time bound LTA as forecasts are unreliable
For Immunization	Auto Disable Syringe	60	S0782333	AD-syringe, 1ml 23Gx1"	750,000	1,000,000	1,750,000	
For Immunization	Auto Disable Syringe	70	S0782141	AD-syringe, 0.25 ml 23Gx1"	7,500	10,000	17,500	
For Immunization	Auto Disable Syringe	80	S0782142	AD-syringe, 0.2 ml 23Gx1"	150,000	200,000	350,000	
For Immunization	Auto Disable Syringe with SIP	51	S0782361	AD-syringe, 0.3 ml 23Gx1" SIP	-		-	
For Immunization	Auto Disable Syringe with SIP	61	S0782364	AD-syringe, 1ml 23Gx1" SIP	-		-	
For Immunization	Auto Disable Syringe with SIP	71	S0782366	AD-syringe, 0.25 ml 23Gx1" SIP	-		-	
For Immunization	Auto Disable Syringe with SIP	81	S0782365	AD-syringe, 0.2 ml 23Gx1" SIP	-		-	
For Immunization	Reuse prevention syringe	90 91	S0782316 or S0782321	Syringe,RUP, 2ml,w/ bi-packed ndl 21G x 1.5" Syringe,RUP, 2ml,w/ fixed ndl 21G x 1.5"	3,375,000	4,500,000	7,875,000	21-month Time bound LTA with preference for contracting with AD and SB suppliers, though not exclusive.
For Immunization	Reuse prevention syringe	100 101	S0782317 or S0782322	Syringe,RUP, 5ml,w/ bi-packed ndl 21G x 1.5" Syringe,RUP, 5ml,w/ fixed ndl 21G x 1.5"	30,000,000	40,000,000	70,000,000	
For Immunization	Reuse prevention syringe	110 111	S0782318 or S0782323	Syringe,RUP, 10ml,w/ bi-packed ndl 21G x 1.5" Syringe,RUP, 10ml,w/ fixed ndl 21G x 1.5"	15,000	20,000	35,000	
For Immunization	Reuse prevention syringe	120	S0782171	Syringe,RUP,1ml,w/ndl,bi-pack 23Gx1"	1,500,000	2,000,000	3,500,000	
Curative/ Kits	Disposable Hypodermic Syringe	130	S0782110	Syringe,disp,2ml,w/ndl,21G	150,000	200,000	350,000	21-month Time bound LTAs
Curative/ Kits	Disposable Hypodermic Syringe	140	S0782111	Syringe,disp,5ml,w/ndl,21G	750,000	1,000,000	1,750,000	
Curative/ Kits	Disposable Hypodermic Syringe	150	S0782112	Syringe,disp,10ml,w/ndl,21G	750,000	1,000,000	1,750,000	
Curative/ Kits	Reuse prevention syringe	160	S0782311	Syringe,RUP 2ml w/o ndl	7,500	10,000	17,500	
Curative/ Kits	Reuse prevention syringe	170	S0782312	Syringe,RUP 5ml w/o ndl	7,500	10,000	17,500	
Curative/ Kits	Reuse prevention syringe	180	S0782313	Syringe,RUP 10ml w/o ndl	7,500	10,000	17,500	
Curative/ Kits	Disposable Hypodermic Syringe	190	S0782203	Syringe,disp,1ml,ster	262,500	350,000	612,500	
Curative/ Kits	Disposable Hypodermic Syringe	200	S0782205	Syringe,disp,2ml,ster	2,250,000	3,000,000	5,250,000	
Curative/ Kits	Disposable Hypodermic Syringe	210	S0782405	Syringe,disp,5ml,ster	7,500,000	10,000,000	17,500,000	
Curative/ Kits	Disposable Hypodermic Syringe	220	S0782413	Syringe,disp,10ml,ster	2,625,000	3,500,000	6,125,000	
Curative/ Kits	Disposable Hypodermic Syringe	230	S0782425	Syringe,disp,20ml,ster	300,000	400,000	700,000	
Curative/ Kits	Insulin syringe	240	S0782440	Syringe,insulin,1ml,U-100,30-31G	375,000	500,000	875,000	
Curative/ Kits	Hypodermic Needles	250	S0747420	Needle,disp,19G,ster	2,250,000	3,000,000	5,250,000	
Curative/ Kits	Hypodermic Needles	260	S0747432	Needle,disp,21G,ster	7,500,000	10,000,000	17,500,000	
Curative/ Kits	Hypodermic Needles	270	S0747440	Needle,disp,22G,ster	750,000	1,000,000	1,750,000	
Curative/ Kits	Hypodermic Needles	280	S0747452	Needle,disp,23G,ster	1,500,000	2,000,000	3,500,000	
Curative/ Kits	Hypodermic Needles	290	S0747445	Needle,disp,25G,ster	37,500	50,000	87,500	
Curative/ Kits	Cannula	300 301	S0709235 S0709200	Cannula,IV short,16G,ster,disp	350,000	460,000	810,000	21-month Time bound LTAs
Curative/ Kits	Cannula	310	S0709231	Cannula,IV short,18G,ster,disp	1,900,000	2,530,000	4,430,000	
Curative/ Kits	Cannula	320	S0709232	Cannula,IV short,20G,ster,disp	1,780,000	2,370,000	4,150,000	
Curative/ Kits	Cannula	330	S0709233	Cannula,IV short,22G,ster,disp	2,670,000	3,550,000	6,220,000	
Curative/ Kits	Cannula	340 341	S0709234 S0709230	Cannula,IV short,24G,ster,disp	3,320,000	4,430,000	7,750,000	
Curative/ Kits	Hypodermic Needles	350	S0709236	Needle,scalp vein,21G,ster,disp	420,000	560,000	980,000	
Curative/ Kits	Hypodermic Needles	360	S0709237	Needle,scalp vein,25G,ster,disp	550,000	730,000	1,280,000	
Curative/ Kits	Hypodermic Needles	370	S0747996	Needle,spinal,22G(0.7x40mm),ster,disp	11,000	15,000	26,000	
Curative/ Kits	Hypodermic Needles	380	S0709238	Needle,spinal,22G(0.7x90mm),ster,disp	150,000	190,000	340,000	
Curative/ Kits	Hypodermic Needles	390	S0709239	Needle,spinal,20G(0.9x90mm),ster,disp	70,000	90,000	160,000	
Curative/ Kits	Three-way valve	400	S0709240	Three-way valve, Luer, w/caps	160,000	210,000	370,000	

Resultant planned awards

LTA modality

1. **Target bound Long Term Arrangements (LTAs)** for routine immunization dose volumes AD syringes (AD 0.5ml, 0.05ml and 0.1ml) and Safety boxes
2. **Time bound LTAs** for routine immunization dose volumes AD syringes (AD 0.5ml, 0.05ml and 0.1ml) syringes **with SIP feature**
 - a. given there is no programmatic guidance in the use of this syringe type
 - b. any quantity of the AD syringes with SIP feature procured under the Time bound LTAs will be considered against the target quantity under the Target bound LTAs with the same supplier for the equivalent AD syringe type without a SIP feature
3. **Time bound LTAs** for **C19 related** dose volumes of AD syringes: AD 0.3ml, 0.2ml, 0.25ml syringes
 - a. given the unpredictability in demand
4. **Time bound LTAs** for AD 1ml syringes
5. **Time bound LTAs** covering the immunization demand for the associated RUP syringes used for the reconstitution of vaccines
6. **Time bound LTAs** for the RUPs, Disposable syringes, Needles, Insulin syringes, Cannulas, Spinal needles, Scalp vein sets and 3- way valves for kit packing, and emergency response
 - a. based on the low volumes and value and highly variable demand levels (driven by Health kit demand)

LTA validity

1. 21-months, covering Q2 2024 to end of 2025
2. Should there be a programmatic need UNICEF, in agreement with awarded suppliers, may bring the start date forward for deliveries prior to Q2 2024

RFP-DAN-2023-503628 Tender Document Overview

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Document Structure

4 Sections

1. Instruction to Proposers
2. Specific Terms and Conditions
3. Technical Provisions
4. Evaluation of Proposals and Basis for Awards

7 Annexes

- A. Tender Products and Quantities (and proposed award modality)
- B. Technical Specifications
- C. UNICEF Technical Requirements for Medical Devices (MD)
- D. Technical Proposal Response Template
- E. Commercial Proposal Response Template
- F. Background Information
- G. UNICEF General Terms and Conditions (Goods)

1. Instructions to Proposers

Outlines requirements proposers must meet when submitting their proposals.

Highlights:

- Use the Response Templates provided for the standard requested information fields under the relevant section of the Response Templates
- Annex D: Technical Proposal Response Template (includes 16 Sections)
- Annex E: Commercial Proposal Response Template (includes 16 Sections)
- Additional information to be submitted under in Section 16 of Annex D for technical information or Section 16 of Annex E for commercial information
- All requested information must be provided by the proposer
- UNGM registration is a mandatory requirement (as per prior tender rounds)
- Declaration form is a mandatory requirement ([new requirement](#))
- Proposals must be submitted by email to supplybid@unicef.org
 - Maximum file size 25 MB
 - Must reference RFP Number, Company name and total number of emails in the subject line on all communication
 - Technical proposal and commercial proposal must be sent as [separate files](#) and clearly marked
 - You will receive “acknowledge receipt” only for the first e-mail message

2. Specific Terms and Conditions

Provides information on:

- The purpose and requirements of the Request for Proposal
- The Proposal submission schedule

- Acknowledgement of receipt of the Solicitation document – When: as soon as possible
- Questions from Proposers – When: *by 23:59 hours CET time zone 15 November 2023 (planned date)*
- Contact email for communication – sietender@unicef.org

Important – Proposals are not to be sent to the above email address. Any proposals sent to the above email will be disqualified.

- Submission deadline – When: *by 23:59 hours CET time zone 22 November 2023 (planned date)*
- Submission email – supplybid@unicef.org

Important - Any proposals received after the submission deadline will be rejected. To avoid last minute internet congestion bidders are recommended to send their bid as early as possible before the deadline.

- Proposal validity requirements
- Preparation of Offers

3. Technical Provisions

- All Technical Provisions are detailed in Section 3 of the tender document.
- Product Technical Specifications are detailed in Annex B.
- Technical Requirements are split into Medical Devices and Non-Medical devices and detailed in Section 3 of the tender document.
- UNICEF Technical requirements for Medical Devices are listed in Annex C.
- For AD and RUP syringes not previously supplied to UNICEF, UNICEF requires demonstration of a **successful ‘user-friendliness’ field trial** of production-run syringes for AD and RUP products.
 - Proposers are encouraged to submit field trials already undertaken with all supporting documentation for evaluation by UNICEF. If the field trial is deemed sufficient by UNICEF, no further field trial would be required.
- Sample products may be requested.

RFP-DAN-2023-503628 Submission Response Templates and Forms

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Technical Response Structure

- All technical documentation and information submitted for the products requested under this RFP is to be included and submitted as per the structure in Annex D.
- A check list for the documents required per product group is provided under section 3.6 of the tender document.

Section	Information requested	Required document to be attached	Applicable to product group
1	Supplier details	Formal letter from the supplier on its letterhead (signed, stamped and dated) declaring interest in applying for the interested schedules stating company name, country of origin, website, UNGM number	ALL
2	Supplier company QMS	Copy of the supplier valid QMS certificate	ALL
3	Manufacturer company details	Formal letter from the supplier on its letterhead (signed, stamped and dated) declaring manufacturing company, plant address, product manufacturing site, address, manufacturer website, online product catalogue and relation of manufacturer and supplier	ALL
4	Manufacturer company QMS	Copy of the manufacturer valid QMS certificate	ALL
5	Product information and details	Formal letter from supplier company on its letterhead (signed, stamped and dated) explaining product brand name, product description, product intended use, supplier / manufacturer product reference number, product country of origin, product name as submitted to regulatory authorities, name of regulatory authority, product shelf life, product marketing licence number, product standards, product sterilization method, PQS number, AD feature function, RUP feature function (template provided)	ALL
6	Declaration of conformity	Formal letter of conformity from manufacturer company on its letterhead (signed, stamped and dated) stating conformity to EU Regulation 2017/745 and standards where applicable	Medical Devices
7	Marketing licence certificate	Readable copy of valid CE certificate or equivalent	Medical Devices
8	Certificate of shelf life	Formal shelf-life certificate from manufacturer company on its letterhead (signed, stamped and dated) stating product total shelf life in months as well as commitment to supply in case of award products with max 2/3 of shelf life. (Please be informed that there is no guideline on shelf life for safety boxes within the applicable standards.)	ALL
9	Packaging photos	Photos of primary, secondary and case packaging with readable label information	ALL
10	Sterilization certificate	Formal sterilization certificate from manufacturer company on its letterhead (signed, stamped and dated) stating product is sterile and the sterilization method	Sterile Medical Devices
11	Field trial	Results of field trial for AD and RUP syringes	AD and RUP syringes not supplied to UNICEF before
12	WHO certificate	Readable copy of the valid WHO letter for AD, RUP syringes and safety boxes	AD, RUP & SB
13	Independent laboratory testing	Results report for product quoted tested in an independent certified lab against the mentioned ISO standards in the letter of conformity. These results should be in English, readable copy and not older than 4 years from the date of tender closing	AD, RUP & SB
14	Product leaflet(s)	Brochure or leaflet with photos and technical specifications for products quoted	ALL
15	Product instructions for use	Brochure or leaflet with photos explaining instruction of use for training purposes in English/ French	ALL
16	Additional information	Please provide any additional information not covered under sections 1 - 15 you would like to submit as part of your technical proposal under section 16	ALL

Commercial Response Structure

- The Commercial Proposal should be prepared in accordance with the quantities, terms and conditions and specifications outlined in the Solicitation Document
- The table (on the right side of the slide) provides an overview of the required response structure for the commercial submission including references and guidance on the completion of Annex E requirements.
- **Scanned signed pdf copies in addition to the electronic (excel) versions of the templates provided under sections 1, 2, 3, 4, 5, 6, 10 and 15 of Annex E are required to be submitted.**
- Where variances between the scanned and electronic versions occur, the scanned signed version will prevail

Section	Information Requested	Required documentation or information to be submitted
1	Proposal Form	Completed and Signed Proposal Form and acceptance of all the terms and conditions as outlined within the Solicitation document RFP-DAN-2023-503628 (Template Provided).
2	Financial Mandatory Requirements Sheet	Provision of UNGM Registration Number and agreement to provide documentation to UNICEF (Template Provided)
3	Commercial Terms Sheet	Completed and signed Commercial Terms sheet, including stating any exceptions to the terms and conditions of the RFP (Template Provided)
4	Proposal Sheets	<p>Proposers shall complete and submit a copy of the Proposal Sheets for each product offered. (Templates Provided)</p> <p>There are 9 (nine) templates in the file on separate Tabs. Select the appropriate template based on the product type you intend to offer.</p> <p>After selecting the appropriate template, Proposers are to insert the item reference, material number and product description in the green fields using the item and product referencing included in Annex A.</p> <p>Submissions for different items (products) require separate Proposal sheets. Submissions for different FCA locations also require separate Proposal sheets. Please copy and paste the templates provided based upon the specific scope of your submission.</p> <p>Please complete the forms providing all the requested information (highlighted in Yellow cells).</p> <p>If there are multiple offers being proposed based on time or quantity parameters, one line must be provided per offer. The validity reference makes reference to the validity of the price under the offer and not the validity of the Bid.</p> <p>Please select the currency of your offer from the drop-down menu in cell H12.</p> <p>DO NOT delete or insert any cells, columns or rows.</p> <p>DO NOT include information outside of the yellow cells.</p> <p>Please include any additional conditionality in row 42 of the response template. If you require to submit further additional data, please include such under Section 16 of your commercial response, clearly referencing the applicable product and offer the additional commentary refers to.</p>
5	Offered Quantity	Complete and submit this form covering Monthly offered quantities (in pieces), Total Production capacity (in pieces), Production Dependencies and Years of production for each product offered. Please fill in the item reference number (from Annex A) in header row 7 (for year 2024) and header row 31 (for year 2025) and use a different column (column B to column G) for each product offered; if there are more than 6 products offered, please submit a second sheet (Template Provided). Include additional information in response to clauses 2.8.4.1 and 2.8.4.2 under this section of your response if required.
6	Packing Details Sheet	Please complete and submit a copy of this form for each product offered (Template Provided)
7	Account Management	Proposers are to include an overview of the planned account management should the proposer be awarded under this RFP in response to clause 2.8.12
8	Organizational Charts	Proposers are to provide an overview of the organizational structure, identifying key staff involved in the management of the SIE production and UNICEF Account management.
9	Experience in SIE Product Delivery	Proposers are to provide an overview of their experience SIE product delivery in response to clause 2.8.13
10	Sustainable Procurement	Complete and submit this form related to sustainable procurement under clause 2.8.11 and include any further information or documentation considered valuable in addressing sustainability.
11	Proposer Manufacturer relationship	Where applicable, proposers are to provide copies of the agreement between themselves and the producers of the offered products
12	Joint Venture Proposals	Please provide your response under this section to Clause 2.6.4.2 and clause 2.8.2.2 if relevant
13	Proposals from Government Organizations	Please provide your response under this section to Clause 2.6.4.3 if relevant
14	Declaration Form	Completed and Signed Declaration Form. All proposers interested in doing business with UNICEF must respond to all the points requested in the declaration form. By signing it, the proposer agrees that their company and its management have not been the subject of a final judgment or of a final administrative decision for any of the exclusion criteria outlined in the form (Template Provided).
15	Proposed Products Sheet	Completed and Signed Proposed Products Sheet to determine the number and type of products the Proposer is submitting a Proposal for (Template Provided).
16	Additional Information	Please provide any additional information not covered under sections 1 – 15 you would like to submit as part of your commercial proposal under section 16

















Annex E Commercial Templates

- 16 Sections
- Sections 4, 5 and 6 to be completed for individual products
- Section 10 (sustainable procurement) has a **new form** (template), as compared to prior tender rounds
- Sections 14 (declaration form) and 15 (proposed products sheet) are **new sections**, as compared to prior tender rounds
- Table under section 2.6.5.10 of the tender document provides an overview of the required documentation or information to be submitted





Section 01 Proposal Form
Section 02 Financial Mandatory Requirements Sheet
Section 03 Commercial Terms Sheet
Section 04 Proposal Sheets
Section 05 Offered Quantity
Section 06 Packing Details Sheet
Section 07 Account Management
Section 08 Organizational Charts
Section 09 Experience in SIE Product Delivery
Section 10 Sustainable Procurement
Section 11 Proposer Manufacturer relationship
Section 12 Joint Venture Proposals
Section 13 Proposals from Government Organizations
Section 14 Declaration Form
Section 15 Products Proposed Sheet
Section 16 Additional Information

Section	Information Requested	Required documentation or information to be submitted
1	Proposal Form	Completed and Signed Proposal Form and acceptance of all the terms and conditions as outlined within the Solicitation document RFP-DAN-2023-503628 (Template Provided).
2	Financial Mandatory Requirements Sheet	Provision of UNGM Registration Number and agreement to provide documentation to UNICEF (Template Provided)
3	Commercial Terms Sheet	Completed and signed Commercial Terms sheet, including stating any exceptions to the terms and conditions of the RFP (Template Provided)
4	Proposal Sheets	<p>Proposers shall complete and submit a copy of the Proposal Sheets for each product offered. (Templates Provided)</p> <p>There are 9 (nine) templates in the file on separate Tabs. Select the appropriate template based on the product type you intend to offer.</p> <p>After selecting the appropriate template, Proposers are to insert the item reference, material number and product description in the green fields using the item and product referencing included in Annex A.</p> <p>Submissions for different items (products) require separate Proposal sheets. Submissions for different FCA locations also require separate Proposal sheets. Please copy and paste the templates provided based upon the specific scope of your submission.</p> <p>Please complete the forms providing all the requested information (highlighted in Yellow cells).</p> <p>If there are multiple offers being proposed based on time or quantity parameters, one line must be provided per offer. The validity reference makes reference to the validity of the price under the offer and not the validity of the Bid.</p> <p>Please select the currency of your offer from the drop-down menu in cell H12.</p> <p>DO NOT delete or insert any cells, columns or rows.</p> <p>DO NOT include information outside of the yellow cells.</p> <p>Please include any additional conditionality in row 42 of the response template. If you require to submit further additional data, please include such under Section 16 of your commercial response, clearly referencing the applicable product and offer the additional commentary refers to.</p>
5	Offered Quantity	Complete and submit this form covering Monthly offered quantities (in pieces), Total Production capacity (in pieces), Production Dependencies and Years of production for each product offered. Please fill in the item reference number (from Annex A) in header row 7 (for year 2024) and header row 31 (for year 2025) and use a different column (column B to column G) for each product offered; If there are more than 6 products offered, please submit a second sheet (Template Provided). Include additional information in response to clauses 2.8.4.1 and 2.8.4.2 under this section of your response if required.
6	Packing Details Sheet	Please complete and submit a copy of this form for each product offered (Template Provided)
7	Account Management	Proposers are to include an overview of the planned account management should the proposer be awarded under this RFP in response to clause 2.8.12
8	Organizational Charts	Proposers are to provide an overview of the organizational structure, identifying key staff involved in the management of the SIE production and UNICEF Account management.
9	Experience in SIE Product Delivery	Proposers are to provide an overview of their experience SIE product delivery in response to clause 2.8.13
10	Sustainable Procurement	Complete and submit this form related to sustainable procurement under clause 2.8.11 and include any further information or documentation considered valuable in addressing sustainability.
11	Proposer Manufacturer relationship	Where applicable, proposers are to provide copies of the agreement between themselves and the producers of the offered products
12	Joint Venture Proposals	Please provide your response under this section to Clause 2.6.4.2 and clause 2.8.2.2 if relevant
13	Proposals from Government Organizations	Please provide your response under this section to Clause 2.6.4.3 if relevant
14	Declaration Form	Completed and Signed Declaration Form. All proposers interested in doing business with UNICEF must respond to all the points requested in the declaration form. By signing it, the proposer agrees that their company and its management have not been the subject of a final judgment or of a final administrative decision for any of the exclusion criteria outlined in the form (Template Provided).
15	Proposed Products Sheet	Completed and Signed Proposed Products Sheet to determine the number and type of products the Proposer is submitting a Proposal for (Template Provided).
16	Additional Information	Please provide any additional information not covered under sections 1 – 15 you would like to submit as part of your commercial proposal under section 16

Annex E Commercial Templates

	Section 01 Proposal Form
	Section 02 Financial Mandatory Requirements Sheet
	Section 03 Commercial Terms Sheet
	Section 04 Proposal Sheets
	Section 05 Offered Quantity
	Section 06 Packing Details Sheet
	Section 07 Account Management
	Section 08 Organizational Charts
	Section 09 Experience in SIE Product Delivery
	Section 10 Sustainable Procurement
	Section 11 Proposer Manufacturer relationship
	Section 12 Joint Venture Proposals
	Section 13 Proposals from Government Organizations
	Section 14 Declaration Form
	Section 15 Products Proposed Sheet
	Section 16 Additional Information

- Shared as winzip files
- Guidance as well as the response sheets (where required) are provided in each Section
- Example below,
contents in Section 04 Proposal Sheets:

	Name ▾
	 Proposal sheets.xlsx
	 Section 4 - required information and documents.docx

Annex E Commercial Templates – Proposal Sheets

Guidance is provided and Forms are provided in the folders where required.

RFP-DAN-2023-503628 Annex E
Section 4

Proposal Sheet AD Syringes Items 10, 20, 30, 50, 60, 70, 80 and 11, 21, 31, 51, 61, 71, 81

In compliance with terms and conditions of this Request For Proposal and all Sections hereto, the undersigned offers the supply of the **Auto Disable Syringes** listed below in quantities and at prices as indicated below.
Separate Sheets should be provided for each product offered.

Enter the relevant data from Annex A in the green fields below

Item No:		Material No:		Item Description:	
----------	--	--------------	--	-------------------	--

Estimated UNCECF requirement, in BOX of 100 pieces

	2024		2025	
--	------	--	------	--

Pricing is required to be based on the following Incoterms

FCA Containerized nearest International Seaport/ Airport, Incoterm 2020	
DAP UNICEF Warehouse, Copenhagen, Denmark Incoterm 2020	

Offer Reference Number	Offer Validity start date	Offer validity end date	Lower limit of offer (Quantity box of 100)	Upper limit of offer (Quantity box of 100)	Offered Quantity (box of 100) (within range of offer)	Currency of Offer	Price FCA per 100 pcs	Price DAP per 100 pcs
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

Lead-time required (in calendar days) for preparation of delivery (Administration of order, packing, markings, etc.) up until goods are available for dispatch from the offered FCA location for any order within above-mentioned schedule:

					Calendar Days
--	--	--	--	--	---------------

Confirmation that product is WHO prequalified under PQS:

Yes		Code		No	
-----	--	------	--	----	--

Referencing ISO 7886-3; please advise at what level the disabling feature of the offered product activates. Please fill in the relevant box.

Auto-disable feature is automatically activated and remains effective from the time that the injection is commenced;	
Auto-disable feature is automatically activated and remains effective from the point when 50% of the intended fixed dose has been delivered;	
Auto-disable feature is automatically activated on completion of the delivery of the intended fixed dose.	

Please specify name and location of Airport and Seaport

Airport Name:		Location:	
Seaport Name:		Location:	

Specify any further conditionality of the offer(s)

Name: Company:

Title: Signature:

Date:

Annex E - Section 4: Proposal Sheets

Proposers shall complete and submit a copy of the Proposal Sheets for each product offered. (Templates Provided)

There are 9 (nine) templates in the file on separate Tabs. Select the appropriate template based on the product type you intend to offer. After selecting the appropriate template, Proposers are to insert the item reference, material number and product description in the green fields using the item and product referencing included in Annex A.

Submissions for different items (products) require separate Proposal sheets. Submissions for different FCA locations also require separate Proposal sheets. Please copy and paste the templates provided based upon the specific scope of your submission.

Please complete the forms providing all the requested information (highlighted in Yellow cells).

If there are multiple offers being proposed based on time or quantity parameters, one line must be provided per offer. The validity reference makes reference to the validity of the price under the offer and not the validity of the Bid.

Please select the currency of your offer from the drop-down menu in cell H12. Any alternative proposal(s) should be offered under 'Alternative proposal' using U material number U481800 reference.

DO NOT delete or insert any cells, columns or rows.

DO NOT include information outside of the yellow cells.

Please include any additional conditionality in row 42 of the response template. If you require to submit further additional data, please include such under Section 16 of your commercial response, clearly referencing the applicable product and offer the additional commentary refers to.

Proposals are required to be submitted using scanned signed pdf copies as well as soft copies (electronic copies of the files in excel).

Section 4 Proposal sheets

RFP-DAN-2023-503628

Annex E Section 4

Proposal Sheet AD Syringes Items 10, 20, 30, 50, 60, 70, 80 and 11, 21, 31, 51, 61, 71, 81

In compliance with terms and conditions of this Request For Proposal and all Sections hereto, the undersigned offers the supply of the **Auto Disable Syringes** listed below in quantities and at prices as indicated below.

Separate Sheets should be provided for each product offered.

Enter the relevant data from Annex A in the green fields below

Item No: Material No: Item Description:

Estimated UNICEF requirement, in BOX of **100 pieces**

2024

2025

Pricing is required to be based on the following Incoterms

FCA Containerized nearest international Seaport/ Airport, Incoterm 2020
DAP UNICEF Warehouse, Copenhagen, Denmark Incoterm 2020

Offer Reference Number	Offer Validity start date	Offer validity end date	Lower limit of offer (Quantity box of 100)	Upper limit of offer (Quantity box of 100)	Offered Quantity (box of 100) (within range of offer)	Currency of Offer	
						Price FCA per 100 pcs	Price DAP per 100 pcs
1							
2							
3							

Section 4 AD Syringes Section 4 Safety Boxes Section 4 RUP Section 4 Needles Section 4 Disp syringes Section 4 Insul syringes Section 4 Cann,S needle,3way V Section 4 Cann (piece)



Select the relevant tab for the product category to offer, copy this tab for each product offered under this product category.

The individual tabs are different by product category so ensure you select the right tab for the products offered.

Section 4 AD Syringes

Section 4 Safety Boxes

RFP-DAN-2023-503628 Tender Evaluation Criteria and Approach

UNICEF SIE
Industry Consultation
RFP-DAN-2023-503628
Webinar
25th Oct 2023

Evaluation of Proposals and Basis of Award

- The evaluation consists of two main reviews: a **Review of Mandatory Requirements** and an **Evaluation of Quantitative and Qualitative Data** of the proposal.
- Following the Mandatory requirements evaluation, using the qualitative and quantitative information provided in the proposals, the proposals will be evaluated on their responsiveness and ability to meet the objectives of the tender and achieve the targets set, and considered against the other proposals received.
- The evaluation will be informed by the historic volumes and profile of demand per product.

Mandatory requirements

Commercial Evaluation:

- Compliance with Instructions to Proposers
- UNICEF General Terms and Conditions
- Completion of Declaration Form
- Compliance with UNGM registration and Financial Requirements
- Currency of offer (USD or Euro only)
- Fixed and firm pricing (outside of alternative proposals)
- Declaration of Country of Origin
- Technical proposals and commercial proposals submitted in separate files/emails

Technical Evaluation:

- Compliance with Technical specifications
- WHO prequalification status (for AD, RUP, SB)
- Independent laboratory test results within valid 4 years (for AD, RUP, SB)
- Conformity to the required Product Quality System Standards
- Conformity to required QMS standards
- Compliance with shelf life and sterility requirements
- Compliance with packing and shipping marking requirements
- Compliance with inspection requirements
- Submission of samples to UNICEF Supply Division Quality Inspection Unit (QIU)
- Successful sample review and approval by QIU
- Validated user acceptability studies
- Valid marketing license certificate for all Medical devices

Evaluation of Proposals in Support of the Objectives

- Objective 1: To ensure an **efficient, timely**, uninterrupted, sustainable supply of affordable products that are in compliance with the required quality and technical requirements.
- Objective 2: To strengthen strengthen injection safety by (1) reducing the risk of re-use, through a tender strategy that supports a preference for devices that have an activation of the auto-disabling feature commencing prior to delivery of the fixed full dose; and (2) **requesting industry to submit alternative offers for AD and RUP syringes with SIP features.**
- Objective 3: Maintain a healthy market with multiple suppliers in the individual markets, with a **preference for regional sourcing and engaging directly with manufacturers.** Improving the healthy market status where this is required and seeking reductions in the weighted average price (WAP) where the above has been achieved.
- Objective 4: Engage Industry to address programmatic and supply challenges, including **reducing lead times, offering locally**, and increased bundling of SIE offered products and resultant shipments.
- Objective 5: Reduce the overall cost to programs through the continued application of a landed cost evaluation criteria, assigning a landed cost freight cost factor for offered quantities above the supplier's regional demand to **favor local sourcing.**
- Objective 6: Increased focus on sustainable procurement approach encouraging product innovations that reduce the overall carbon footprint and waste disposal requirement and favor local and regional sourcing.

Minimum of 40% of supply from local production or local sourcing on Africa. If not sourced from the region have preference that shipment lead times from supplier to regions should be less than 30 days shipment.

40% of commercial evaluation based on comparative weight and volume of products.

- Objective 7: Support bundling of SIE deliveries, favoring suppliers that can offer all immunization or therapeutic range of commodities to enable delivery efficiency.
- Objective 8: Improve the efficiency of the tendering, procurement and delivery processes, and **improving traceability** through GS1 barcoding implementation on secondary packaging.

The assessment of Regional Demand will be based on the Regional split for the 2016-2020 period to be more reflective of routine demand profiling

Regional Split of Procurement Quantities								
Percentage of Demand (Qty) by Region	PO Del year					5 Year Grand Total	No of ports for landed cost evaluation	
Region	2016	2017	2018	2019	2020		Quantity	Percentage
EAPR	3%	7%	5%	7%	4%	5%	0	0%
ECAR	2%	2%	1%	2%	2%	2%	0	0%
ESAR	36%	24%	25%	25%	27%	27%	2	29%
LACR	1%	4%	2%	5%	4%	3%	0	0%
MENAR	6%	7%	14%	5%	3%	7%	1*	14%
SAR	11%	16%	21%	10%	19%	15%	1	14%
WCAR	41%	39%	30%	47%	42%	40%	3	43%
Grand Total	100%	100%	100%	100%	100%	100%	6	100%
* - the MENAR port reference also feeds Central European Countries (ECAR)								

EAPR = East Asia and Pacific Region
ECAR = Europe and Central Asia Region
ESAR = East and Southern Africa Region
LACR = Latin America and Caribbean Region
MENAR = Middle East and North Africa Region
SAR = South Asia Region
WCAR – West and Central Africa Region

Based on UNICEF shipment data to countries for all Immunization SIE products

2/3 of the routine UNICEF demand is in sub-Saharan Africa

WCAR has the highest demand and currently no WHO pre-qualified early activation AD syringes

Evaluation in support of achieving the Target

Target 1: Minimum 40% of supply from local production or local sourcing on Africa

- If not sourced from the region have preference that shipment lead times from supplier to regions should be less than 30 days shipment

The achievements of this target will be taken into consideration in the evaluation process subject to meeting tender objectives.

Evaluation of Proposals across the tender objectives and targets

Considering the objectives and the supply target the following approach will be taken in terms of the prioritization of the evaluation of proposals meeting the mandatory requirements:

- Ensuring supply security and a sustainable uninterrupted supply of affordable products compliant to the required technical and quality requirements (objective 1) is the priority objective.
- Objective 3 further builds on this focus on ensuring a healthy market - with multiple suppliers (actual number dependent on the overall demand volumes) and prioritizing such over awarding to the lowest priced offer, and only after having healthy competition within a market, focusing on price.
- For the AD syringe demand the aspect of early activation of the disabling mechanism (objective 2) will be implemented as soon as the market has the capacity to provide such and would take priority over cost savings in the evaluation.
- Achieving Target 1 (40% of awards made to new local producers) will be prioritized over other objectives for products meeting (i) the mandatory, quality and technical requirements and (ii) preference for early activation of the disabling device provided the bids are considered reasonable. It is considered complementary to the development of healthy markets, supports objective 6 and is seen as complementary to objective 1 and 3.
- Sustainability criteria (objective 6) now form 40% of the commercial evaluation criteria and will be incorporated within that scoring alongside the landed cost evaluation methodology (objective 5).
- Offers providing for consolidation opportunities and bundled deliveries supporting the achievement of objective 7, 4 and 8 will be considered following the fulfilment of objective 1, 2 and target 1 and will be reviewed considering the final commercial scoring after the inclusion of the sustainability and landed cost criteria.

Proposals for AD Syringes not meeting the UNICEF preference for the early activation of the disabling mechanism

- If the proposer is WHO pre-qualified for the product offered but does not meet the preference for the location of the disabling mechanism and meets all mandatory requirements, the Proposal must include a detailed plan on the timeline outlining all steps to be taken to make the required changes and obtain WHO pre-qualification for the new product for the proposal to be considered.
- If the Proposal is deemed of interest to UNICEF, UNICEF will advise the Proposer of such and will request that UNICEF be kept informed about the progress of the submitted timeline.
- If the proposed AD Syringe meets the preference for the disabling mechanism and obtains WHO pre-qualification during the award period and upon confirmation that the mandatory requirements of the RFP are met, UNICEF would consider awarding a quantity to the manufacturer under one or more of the following conditions:
 - UNICEF is facing a monopoly situation or a near monopoly situation;
 - Lack of performance of current supplier(s);
 - Insufficient supply from current supplier(s); or
 - If it meets the specific objectives of the tender.
- The quantities considered for award would be those not met under established contracts or quantities that could be reallocated from existing arrangements after negotiation with the corresponding suppliers.

Quantitative Data considered for evaluation

Objective	Evaluation to be undertaken based on the following factors
Affordable Product	<ul style="list-style-type: none"> • Price FCA containerized nearest named international seaport/airport • Price DAP UNICEF Copenhagen warehouse • Payment terms • Gross Weight and volume • Product offered • Shelf life
Quality Product Uninterrupted, sustainable supply	<ul style="list-style-type: none"> • Technical review • Quantity offered; conditions of quantity offered, demonstration of capacity to provide quantities offered; possible effects of quantities offered on capacity for other products offered. • Order Lead-time • Total production capacity • Validity of Proposal • 10% emergency buffer stock
Healthy Market	<ul style="list-style-type: none"> • Number of valid offers • Reduction of weighted average price
Industry engagement in programmatic and supply challenges	<ul style="list-style-type: none"> • Alternative offers provided leveraging industry comparative advantage to get better results for children
Reduce the overall cost to programs	<ul style="list-style-type: none"> • Landed cost as an evaluation criteria
Sustainable Procurement	<ul style="list-style-type: none"> • Product Volumes, Product Weight, Local Production, Regional Sourcing
Bundling	<ul style="list-style-type: none"> • Alternative proposals for bundled Safe Injection Equipment • Range of products offered

Qualitative Data considered for evaluation

Objective	Evaluation to be undertaken based on the following factors
Uninterrupted, sustainable supply	<p>Account management resources (organizational charts with names) and customer service capabilities including Experience in supply and delivery:</p> <ul style="list-style-type: none"> • Numbers of years of production and delivery (quantity) • Customer reference list • Realistic lead-time offered <p>Past performance record:</p> <ul style="list-style-type: none"> • Proven capacity to supply offered and forecasted quantities • On time deliveries • Reliable and firm forecasted supply • Realistic quantity offered <p>Ability to maintain a buffer stock of SIE</p>
Quality product	<p>Maintenance of reliable product quality, including:</p> <ul style="list-style-type: none"> • Maintained quality level per WHO requirements • Approval of samples by UNICEF Quality Assurance Centre • Successful User-friendliness field trial • Successful plant inspection • Adherence to current packing and shipping requirements • Country feedback/Customer acceptance • Initiative to resolve problems in a satisfactory and fast manner
Healthy Market	<ul style="list-style-type: none"> • Multiple suppliers contracted. Healthy Balance of awards across the suppliers
Industry engagement in programmatic and supply challenges	<ul style="list-style-type: none"> • Alternative proposals provided leveraging industry comparative advantage to get better results for children •
Sustainable procurement	<ul style="list-style-type: none"> • Proposers' policies, practices and other information related to sustainability considerations •
Bundling	<ul style="list-style-type: none"> • Proposals for bundled Safe Injection Equipment • Different bundling combinations across SIE

Commercial Scoring – landed cost evaluation (LCE)

- The LCE will be determined by the FCA offered location of the product by the supplier and the percentage of the forecast demand from that region. In support of regional sourcing, offered quantities with an FCA uplift point from within the respective region will not incur a freight levy if the offered quantities are below the regional demand quantities.
- The landed cost of the product will make up sixty (60) percent of the commercial score and factors in the geographic profile of demand
 - Proposers are required to submit their prices based on (i) FCA containerized nearest named port, and (ii) DAP Copenhagen Warehouse Incoterms.
 - The price evaluation will be based on an apportionment of 90% of the tender quantities under FCA incoterms, 10% of the tender quantities under DAP incoterms for Immunization related demand (Items 10 – 120) and 90% of the tender quantities under DAP incoterms, 10% on FCA Incoterms for the Health Kit/Curative demand (Items 130 – 400).
- The sea shipment cost for a 40' container for the seven identified ports from the named FCA ports submitted in the proposals will be provided by UNICEF contracted freight forwarders at the time of tender closure. The number of syringes per 40ft container will be factored in to get an average per unit cost for freight that will be added to the unit FCA price.
- In support of in region sourcing, offered volumes from within the region of supply will not incur a freight levy for the volume of regional demand, but will incur a levy for offered volumes above the regional demand.
 - E.g. If a region's demand for AD's is 12,000,000 and a supplier from that region offers 20,000,000. The first 12,000,000 of the supplier's offer will not incur a freight levy, however the additional 8,000,000 will incur a freight levy.
- The maximum number of points (i.e. 60 points) will be assigned to the lowest landed cost proposal. All other landed cost proposals will receive points in inverse proportion to the lowest landed cost.

Commercial Scoring – sustainability score

- The sustainability score will make up forty (40) percent of the overall commercial score.
- The specific measurables to assess the sustainability elements relate to the weight and volumes of the products, based on the shipping carton and apportioned per product.
 - These two components both impact on the volume of product to be shipped around the world and the weight of the product (and packaging) that needs to be disposed of and are under the control of the producer in terms of design.
- The total amount of points allocated for the sustainability component is 40. The maximum number of points (i.e. 20 points) will be assigned to the lowest weight and to the lowest volume proposal to factor the transportation of the product and the disposal of the product. All other weight and volume proposals will receive points in inverse proportion to the lowest weight/volume.

Commercial Scoring Example

(1) Example data

Example Data			
Supplier	Volume (cbm) ship	Gross Weight (kg) ship	Landed cost
Supplier 1	0.10400	10.30	\$ 0.0356
Supplier 2	0.08900	13.00	\$ 0.0379
Supplier 3	0.09500	15.00	\$ 0.0334
Supplier 4	0.05800	7.10	\$ 0.0429
Supplier 5	0.04800	8.50	\$ 0.0444

(2) Commercial scoring formula

$$\text{Score for landed cost Proposal X} = \frac{\text{Max. score for landed cost proposal (60) * Price of lowest landed cost proposal}}{\text{Price of landed cost proposal X}}$$

$$\text{Score for Transport factor Proposal X} = \frac{\text{Max. score for Transport factor proposal (20) * volume of the smallest product proposal}}{\text{Volume of product in proposal X}}$$

$$\text{Score for Disposal factor Proposal X} = \frac{\text{Max. score for Disposal factor proposal (20) * weight of the lightest product proposal}}{\text{Weight of product in proposal X}}$$

(3) Commercial scoring outcome

Supplier	Factors			Commercial Scoring	
	Landed Cost	Transport	Disposal	Total Score	Rank
Supplier 1	56.29	9.23	13.79	79.31	4
Supplier 2	52.88	10.79	10.92	74.59	5
Supplier 3	60.00	10.11	9.47	79.57	3
Supplier 4	46.71	16.55	20.00	83.27	1
Supplier 5	45.14	20.00	16.71	81.84	2

(4) Commercial scoring explanation

In support of regional sourcing, offered quantities with an FCA uplift point from within the respective region will not incur a freight levy if the offered quantities are below the regional demand quantities. E.g. If a region's demand for AD's is 12,000,000 and a supplier from that region offers 20,000,000. The first 12,000,000 of the supplier's offer will not incur a freight levy, however the additional 8,000,000 will incur a freight levy.

RFP-DAN-2023-503628 Planned Tender Timeline

UNICEF SIE
Industry Consultation
RFP-DAN-2023-503628
Webinar
25th Oct 2023

Planned SIE Tender Timeline

ACTIVITY	TIMELINE
Draft procurement strategy	September 2023
Bidders' Conference (Webinar) – pre-tender	25 th October 2023
<i>Issuance of Tender</i>	<i>31st October 2023</i>
<i>Period for Tender Clarifications</i>	<i>31st October to 15th November 2023</i>
<i>Closing of tender</i>	<i>22nd November 2023</i>
<i>Evaluation</i>	<i>End-November 2023 to mid-January 2024</i>
<i>CRC approval</i>	<i>End-January 2024</i>
<i>Announcement of awards</i>	<i>End-January 2024</i>
<i>Establishment of LTAs</i>	<i>February 2024</i>

Additional reference materials

UNICEF SIE
Industry Consultation
RFP-DAN-2023-503628
Webinar
25th Oct 2023

Additional Reference Materials

- On the UNICEF Website, find everything you need to work with UNICEF as a supplier:
 - [For suppliers and service providers | UNICEF Supply Division](#)
 - [Pricing data | UNICEF Supply Division](#)

Communication

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Communication

- Once the Tender has been issued all related queries and communication needs to occur in writing
- Please review the Tender document thoroughly before sending queries
- All clarification requests related to the tender via email address:
sietender@unicef.org
- Note: All invitees will be copied on responses to clarifications

Questions and Answers Session

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Thank You!

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