

INTRODUCTION TO UNICEF FOR NEW MANUFACTURERS

VACCINE
INDUSTRY
CONSULTATION
2022

CONTEXT, PRINCIPLES AND
STRATEGIC ORIENTATIONS

- Advance children's rights to survival, protection, health, development and participation
- Ensure equal treatment of suppliers, fairness, integrity and transparency leveraging:
 - Clear processes
 - Appropriate regulations
 - Competition
- Commit to meet end user needs, assuring quantity, quality, affordability, timeliness requirements are fulfilled



UNICEF Vaccine Procurement Principles

A **healthy industry** is vital to ensure uninterrupted and sustainable supply of vaccines.

Procurement from multiple suppliers in developing and industrialized countries for each vaccine presentation.

Products must meet **safety and quality requirements** of a WHO-recognized NRA and be WHO prequalified.

Paying a price that is **affordable** to Governments and Donors and a price that reasonably covers manufacturers minimum requirements.

The option to quote **tiered pricing** should be given to manufacturers.

UNICEF should provide manufacturers with **accurate and long-term forecasts**; Manufacturers should provide UNICEF with accurate and long-term production plans.

VACCINE SECURITY

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



Vaccine Tender and Contracting Approach

Strategy development

- Product-specific procurement strategies, based on market analysis and experience
- Informed by industry and partner consultations and alignment of objectives
- For Gavi supported vaccines, Gavi Roadmaps are critical for procurement strategies

Tender process

- RFPs for strategic products – flexibility for manufacturers to shape the offer to highlight how they can bring best value
- Multi-year tender & award period – provides planning horizon and more certainty to manufacturers
- Wide invitee-list; all manufacturers are invited to participate (including pipeline)

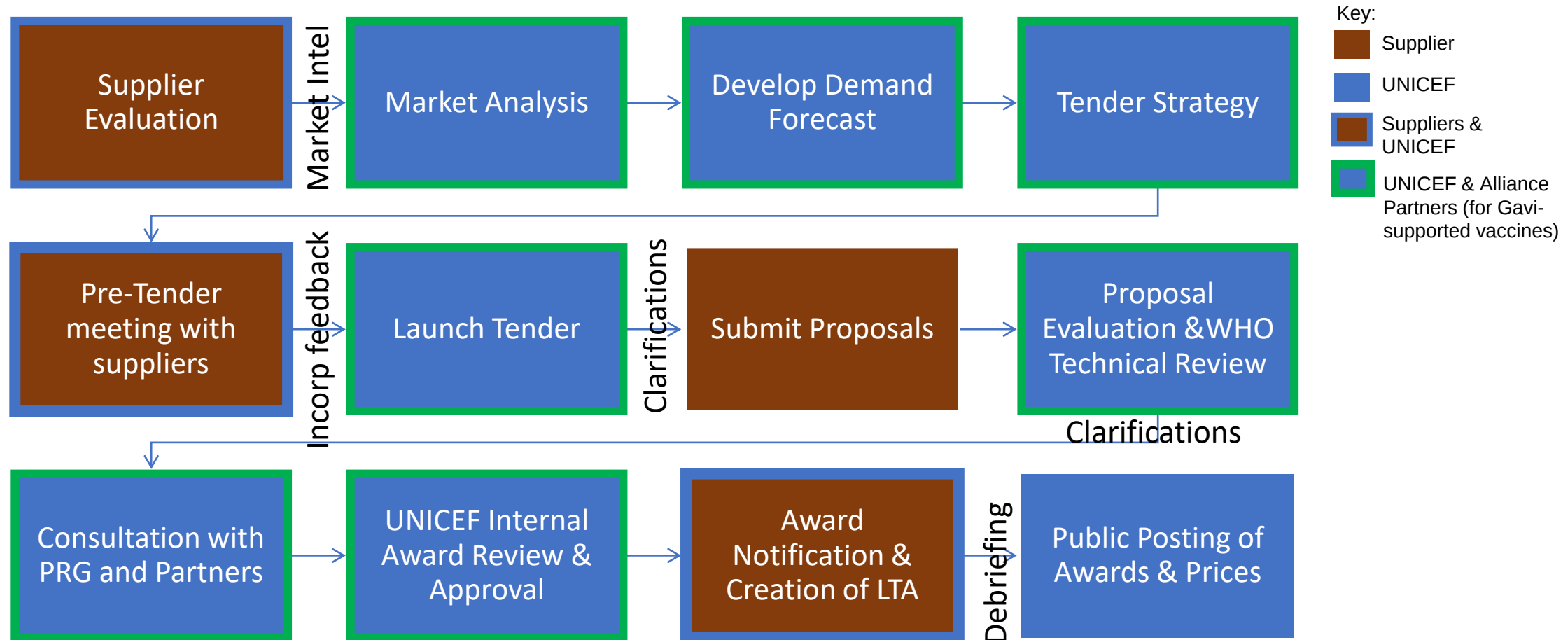
Awards

- LTA – ‘good faith’ framework agreements:
 - Based on good will from accurate forecasts, but ‘treated’ as contracts
 - To achieve exceptional results, exceptional contracts have been awarded (e.g. firm or pre-paid contracts)
- Review with a Procurement Reference Group (Gavi-supported vaccines) or other confidential partner consultation (e.g. GPEI)
- Multiple suppliers awarded per product
- Pipeline assessed in award recommendation, and informs award strategy to incentivize continued market development

TENDER AND CONTRACTING
PROCESS

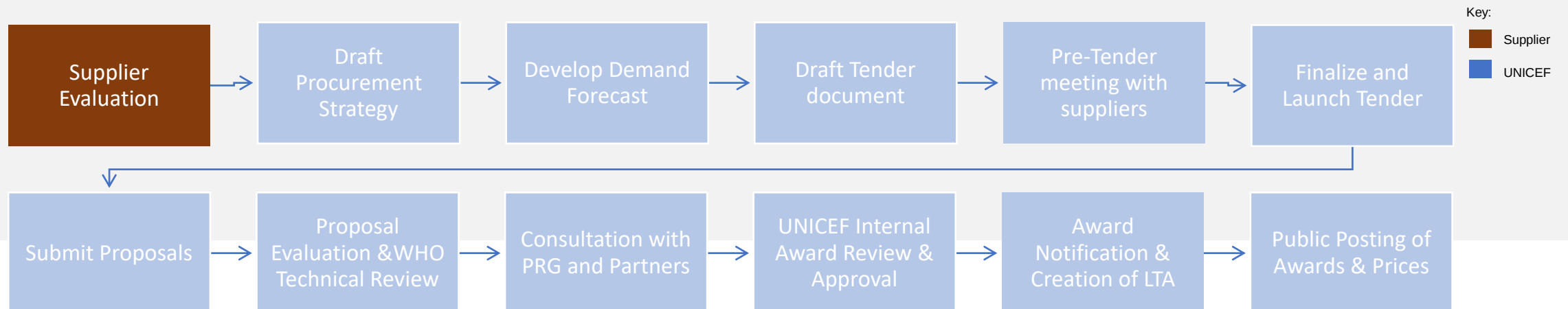
Tender Process Overview

The UNICEF tender process strives for transparency and engagement with suppliers throughout



Tender Submission Requirements

- Register on UNGM and meet UNICEF requirements (legal, ethical, financial)
- Meet the technical requirements outlined in the tender, including target product profile, NRA approval and WHO prequalification
 - If a vaccine is expected to be prequalified during the tender period, a manufacturer should submit a proposal including timelines for expected approval
 - UNICEF may decide to leave quantities unawarded or make an award conditional to prequalification



Supplier Registration

Potential UNICEF suppliers must register on the [United Nations Global Marketplace \(UNGM\)](https://ungm.org/)



WELCOME TO THE UNITED NATIONS GLOBAL MARKETPLACE (UNGM)

SUSTAINABLE PROCUREMENT AND SUPPLY CATEGORY
CHECK THE SHORTLISTED PROJECTS HERE!

Procurement Opportunities

Search for procurement opportunities published by UN organizations. These are accessible publicly and free of charge on UNGM.

UN Staff Members

This area is dedicated to UN staff members and provides access to functionalities supporting the UN procurement function.

Contract Awards

Search for contract awards published by UN organizations. These are accessible publicly and free of charge on UNGM.

Knowledge Center

Find information and resources on UN procurement in this area dedicated to potential suppliers, UN staff members and other entities interested in advancing their knowledge.

UNGM Help Center

The Help Center provides users with support as they learn about and use the UNGM portal. Search the library of support articles to find answers and resolve issues.

Procurement Statistics

The Annual Statistical Report (ASR) provides an overview of procurement carried out by the UN organizations in support of their operations, projects, and programmes.

Doing Business with the UN Organizations

Find information on how to do business with the United Nations, in particular on the UN system, UN market and International Procurement Seminars.

Legal registration

- Legal registration - Certification of Incorporation
- Legal structure - parent companies, subsidiaries

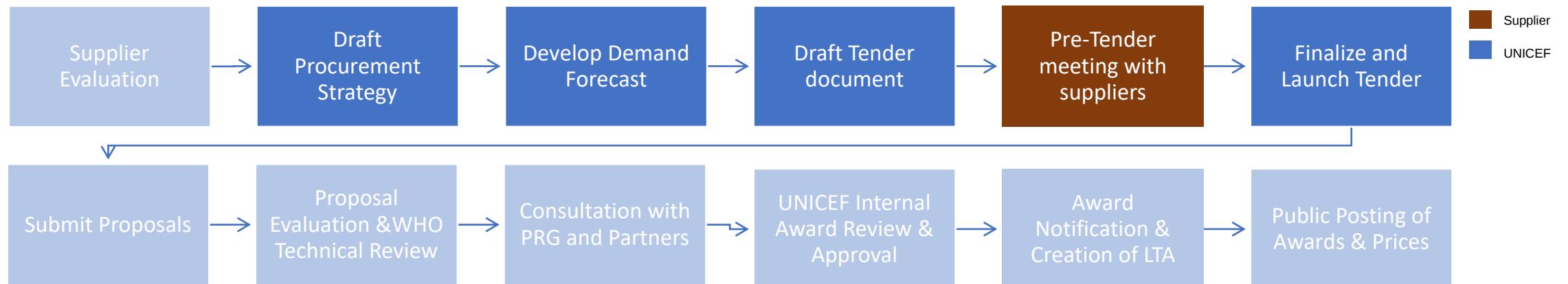
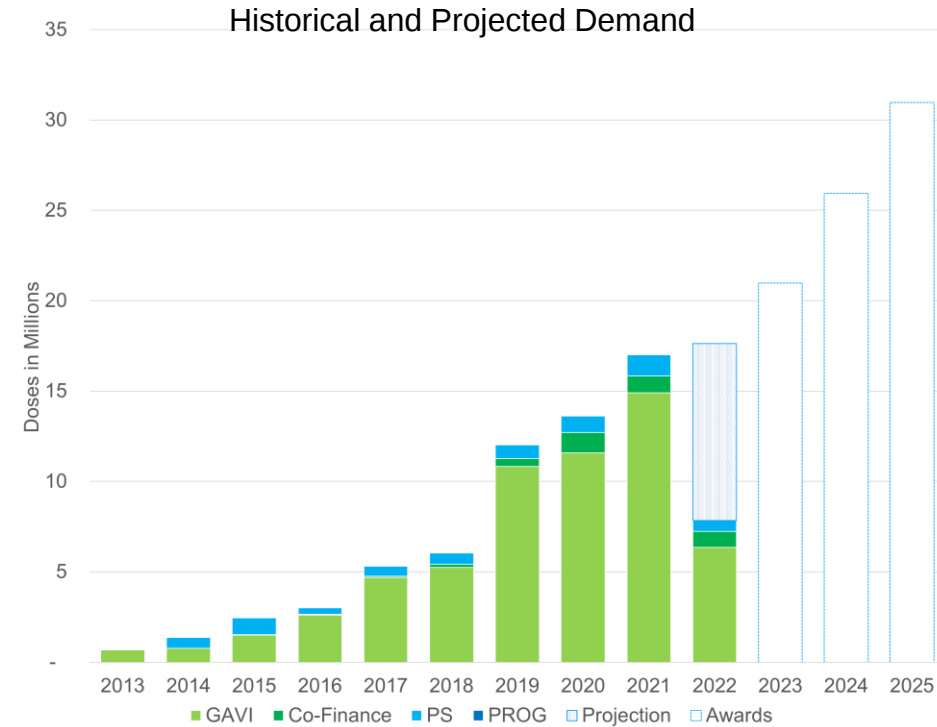
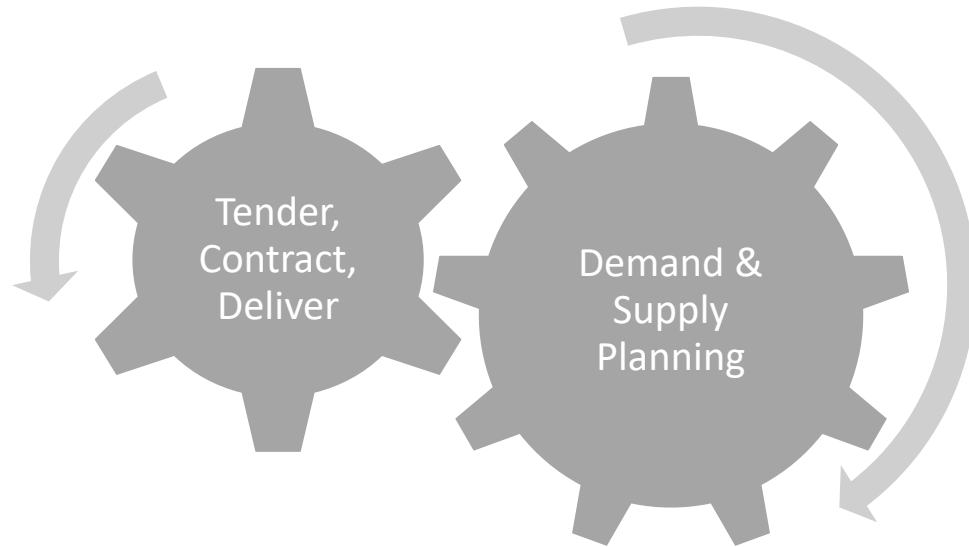
Ethical principles

- No unethical, unprofessional or fraudulent activities
- Not suspended, debarred, or otherwise identified as ineligible by any UN Organisation or the World Bank Group for reasons related to unethical behaviour
- Completed UNGM application, signed Supplier Profile Form (SPF) and submitted required documentation

Financial stability

- Financially stable and able to deliver on time
- Submitted requested financial statements including Auditor Report, Income statement, Balance sheet, Cash flow, Notes

Tender Submission Requirements



The type of tender, or approach toward spurring competition, is determined by value, product requirements, procurement scope, situation, market, risk etc.

The following tender options may be considered:

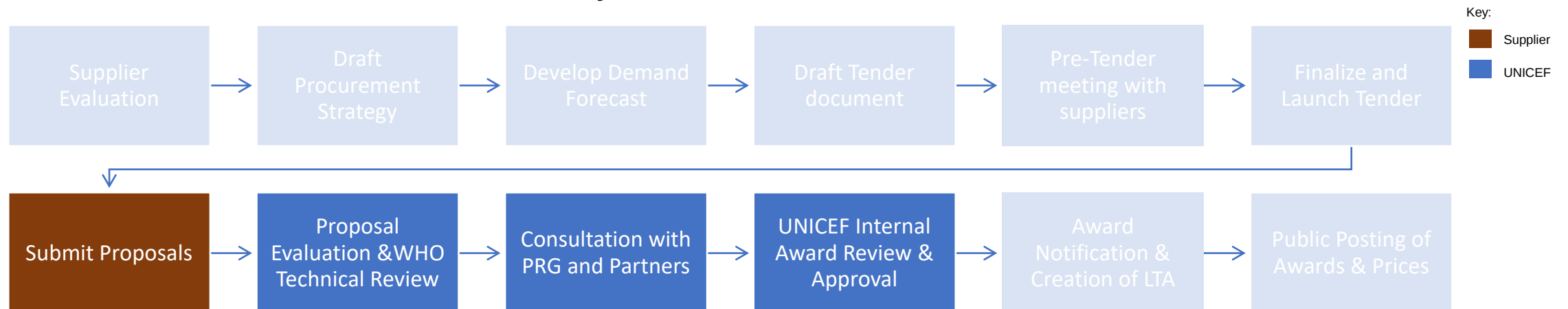
- Open
 - Open competition / Maximized access
 - Public advertising of a tender
 - All qualified can participate
- Limited
 - Predetermined qualifications for participation in the tender
 - Short listing
- Direct procurement
 - Waiver of competition / Single source / Sole source

Tender Advertisement:

- UN Global Marketplace (www.ungm.org)
- Journals, Chambers of Commerce, business seminars
- UNICEF Requests for Expression of Interest (REOI)

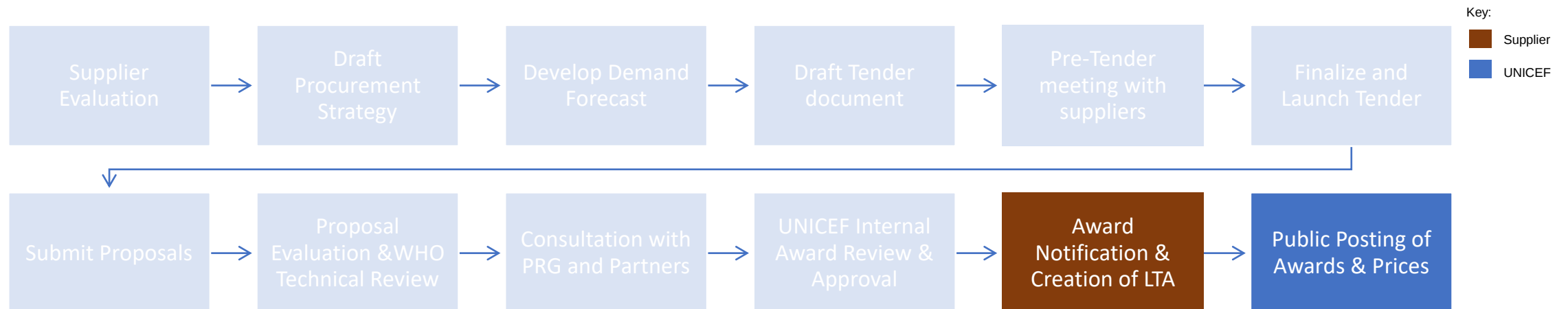
Tender Submission Requirements

- A Contracts Review Committee (CRC) is an Authorized UNICEF body that provides a competent, independent and unbiased review of the process leading to proposed contract
- Principles of the review:
 - A clear and transparent process followed to identify bidders (i.e. eligible bidders are given equal access and a fair opportunity to compete for the contracts),
 - the solicitation process was compliant with UNICEF procurement policies & procedures and relevant Financial Rules and Regulations,
 - offers were assessed based on clear and transparent commercial, technical and quality criteria as well as value for money



Tender Awards and Creation of LTAs

- UNICEF establishes “framework” supply agreements called Long Term Arrangements (LTA)
 - good faith based on accurate forecasting, but treated as ‘contracts’
- Purpose: To establish forecasts on quantities to be produced and quantities to be bought over a specified duration
- Defines Technical, Quality and Commercial requirements for the Purchase Orders that are placed against the LTA
- LTAs are single or multi-year depending on the vaccine and tender strategy objectives
- Tender is planned so awards can be issued latest 6 months prior to supply requirements



Public Posting of Awards

All awarded suppliers will receive a letter including the following information:

- Total contract value awarded to a supplier, with listing of included vaccines
- Total vaccine quantity awarded per year per presentation at an aggregate level
- Number of suppliers awarded per year per vaccine presentation
- Yearly awarded weighted average price (WAP) per vaccine presentation

Contract awards | UNICEF Supply Division

Contract Awards for May 2022					
N.B. Only new awards at a value of USD500,000 or above and time-bound LTAs are included.					
TENDER No.	OPENING DATE	COMMODITY	VALUE IN USD	AWARDED COMPANY	PURPOSE
RFP-DAN-2020-503183	01/12/2021	Medicines for Covid-19 management and treatment	\$ 332,000,000.00	Pfizer Overseas LLC	12 + 12 months
RFP-DAN-2022-503443	23/03/2022	0.2ml AD syringes and 1ml RUP syringes	Time Bound LTA	Retractable Technologies, Inc.	till 31-12-2023 + 12 Month optional extension
RFP-DAN-2022-503443	23/03/2022	0.2ml AD syringes and 1ml RUP syringes	Time Bound LTA	Sanavita Pharmaceuticals GmbH	till 31-12-2023 + 12 Month optional extension
RFP-DAN-2022-503443	23/03/2022	0.2ml AD syringes and 1ml RUP syringes	Time Bound LTA	Hindustan Syringes & Medical Devices Ltd.	till 31-12-2023 + 12 Month optional extension
RFP-DAN-2022-503443	23/03/2022	0.2ml AD syringes and 1ml RUP syringes	Time Bound LTA	Guangdong Haiou Medical Apparatus Co. Ltd	till 31-12-2023 + 12 Month optional extension
RFP-DAN-2019-503100	09/12/2019	Biscuit, high energy/protein, CAR/ 400g - price increase	Time Bound LTA	Nuova Industria Biscotti Crich Spa	20+12 months
RFP-DAN-2019-503100	09/12/2019	Biscuit, high energy/protein, CAR/ 400g - price increase	Time Bound LTA	PT Tiga Pilar Sejahtera	36+12 months
RFPS-DAN-2021-503404	14/12/2021	Long-Term Arrangements (LTAs) for Effective Vaccine Management Scale-up	Time Bound LTA	The Balanzan Institute (TBI)	36 months
RFPS-DAN-2021-503404	14/12/2021	Long-Term Arrangements (LTAs) for Effective Vaccine Management Scale-up	Time Bound LTA	GANESHAI CONSULTANCY COMPANY LIMIT	36 months
RFPS-DAN-2021-503404	14/12/2021	Long-Term Arrangements (LTAs) for Effective Vaccine Management Scale-up	Time Bound LTA	East Africa Community Regional Center of Excellence	36 months
RFPS-DAN-2021-503404	14/12/2021	Long-Term Arrangements (LTAs) for Effective Vaccine Management Scale-up	Time Bound LTA	1 See Information Technology	36 months
RFPS-DAN-2021-503404	14/12/2021	Long-Term Arrangements (LTAs) for Effective Vaccine Management Scale-up	Time Bound LTA	The National Institute of Health and Family Welfare (NIHFW)	36 months
Email dated 15 March 2022	01/04/2022	Kits for collective and health care centers for Ukraine	\$ 567,665.00	Ekinyolu Petrol Urunleri Ins Gida Basin Yayin Muh San ve Tic Ltd	
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	CE Mobility Wheelchairs (Pty) Ltd	36 + 12 months
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	Motivation Direct Ltd	
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	Diversability Development Organization Inc.	36 + 12 months
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	Invacare Poirier	36 + 12 months
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	Vicair BV	36 + 12 months
RFP-DAN-2021-503342	11/08/2021	Manual wheelchairs, wheelchair seat cushions and wheelchair accessories for UNICEF and WHO programmes and partners	Time Bound LTA	Rehasense Sp. z o.o.	36 + 12 months

Public Posting of Award Prices

As a public procurement agency, UNICEF recognizes the need for increased transparency to support countries to make informed decisions

Historically, UNICEF has posted weighted average prices for current year and projected quantities

Since January 2011, all historic pricing contracted under LTA from 2001, and future prices through to LTA expiry are publicly available

Next step is to publish MIC prices by country by product presentation and supplier

Vaccines pricing data | UNICEF Supply Division

unicef  for every child

First published 4 March 2022

Presentation	Supplier Name	2021	2022
Single dose vial, liquid formulation	Beijing Institute of Biological Products Co Ltd**	\$5.50	\$5.50
	Sinovac Life Sciences Co., Ltd	*	*
Five dose vial, liquid formulation	Janssen Pharmaceutica NV**	\$7.50	\$7.50
Six dose vial, concentrate for dilution	Pfizer Overseas LLC	*	*
Ten dose vial, liquid formulation	AstraZeneca AB**	\$4.00	\$4.00
	Moderna Switzerland GmbH**	\$10.00	\$7.00
	Serum Life Sciences Ltd., multiple products**	\$3.00	\$3.00

Data shows the awarded price per dose (in US\$) per product per supplier per year. Prices may change later in 2022 with new agreements. Delivery terms are FCA incoterms nearest international airport.

Prices apply to 91 participants funded by the COVAX Advance Market Commitment.

* Supplier has not agreed to the publication of prices.

** Special terms and conditions apply to the price, including firm order commitments.

Supplier Performance Monitoring

- UNICEF SD contracts with a wide range of suppliers, who play an integral role in SD's ability to provide products of the appropriate standards to our customers.
- UNICEF requires that its vendors support UNICEF core values by conducting business with integrity, treating others with respect, striving for performance excellence and accepting accountability for their conduct.
- To ensure a consistent level of excellence, UNICEF performs periodic supplier performance evaluations.

Sample evaluation criteria:

PO Number	
Contract Value (USD)	
Timely delivery of goods and services based on client requirements.	★ ★ ★ ★ ★ ☐
Level of quality, technical competence, and addressing post-delivery issues (if applicable).	★ ★ ★ ★ ★ ☐
Effective and timely communication and documents handling.	★ ★ ★ ★ ★ ☐
Adherence to contractual agreement (purchase order, contract, LTA terms and conditions).	★ ★ ★ ★ ★ ☐
Expected output achieved.	★ ★ ★ ★ ★ ☐
Demonstrated commitment to sustainability (social, environmental and economic) and/or innovation	★ ★ ★ ★ ★ ☐
Do you recommend this vendor for future PO's or contracts?	☐ Yes ☐ No

- Strategic and operational meetings:
- Public solicitations (Tenders) to vaccine manufacturers
- Participation in Industry Associations Meetings (DCVMN / IPFMA)
- Regular visits to manufacturers
- Participation in vaccine congresses to monitor pipeline and new vaccine development
- Regular contact with awarded suppliers (regular TCs) to ensure production meets forecasted demand and shipment plans of countries
- Annual Vaccine Industry Consultation at UNICEF Supply Division in Copenhagen
- Ad hoc industry consultations in UNICEF Supply Division in Copenhagen

Knowledge Management and Exchange

UNICEF Price data overview

Background: UNICEF procures key essential and strategic products for children. In order to provide greater transparency, UNICEF publishes historic, current, and future awarded prices for some essential and strategic products. The data overview has been prepared in consultation with UNICEF suppliers to make pricing information transparent. The prices UNICEF lists are based on UNICEF's mandate, aggregate quantities, commercial terms, forecast reliability, payment terms, and their long-standing relationship with industry. All prices listed are in US Dollar. Euro prices have been converted at the UN-official rate of exchange published by treasury.un.org. Where manufacturers list price ranges, a high and low spot price is listed.

Information disclosure policy: UNICEF Executive Board document E/ICEF/2009/15 (the 'Accountability Report'). UNICEF will make available reliable and timely information about existing conditions, decisions and actions relating to the activities of the organization, in an accessible, visible and understandable manner, unless the information is deemed confidential. UNICEF makes public its major international procurement solicitation notices and its international awarded contracts. These are made public at UNICEF Supply Division's website and the UN Global Marketplace. UNICEF Supply Division's website also provides annual procurement data by vendor, country, amount, type of services/goods. UNICEF's policies and procedures are progressively being made available on the UNICEF global website.

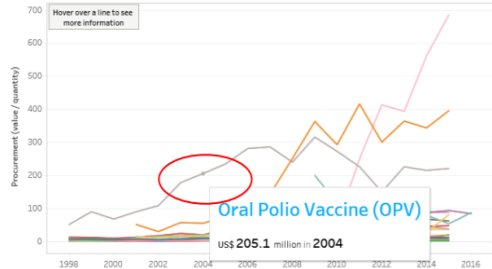
For further questions or additional information, please contact: supply@unicef.org stating subject matter "Price Transparency"

SELECT CATEGORY



Historical procurement

INTRODUCTION: The figure below an overview of the historical procurement prices and volumes contracted with suppliers by UNICEF. To see more information about the data hover over the lines to see information about product name, value or volume.



SELECT FILTERS

Change the historical procurement perspective.
Select volume or value
☐ Historical Procurement (Quantity)
☒ Historical Procurement (Value)
 Filter historical procurement for individual products.
 Select one or more products in the dropdown menu.
 Product Name
 (All)
 Filter historical procurement for selected timeperiods
 1998 — 2020
 Source: supply.unicef.org
 Remember: refresh the page to reset filters

Useful resources

Annual Vaccine Industry Consultation

Contracts Awards

Emergency stockpile availability (OCV/
Meningococcal/YFV)

Strategic Tender Calendar

Supply Chain Dashboard

UNICEF Market Notes

UNICEF Product Menu

Vaccine Pricing data

UNICEF.org

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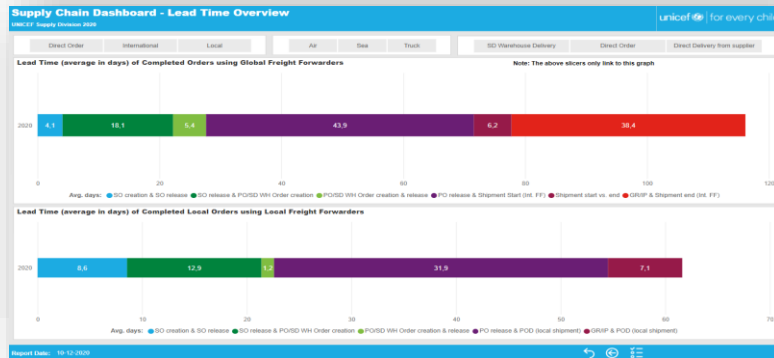
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Questions and Discussion

THANK YOU

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