1. The Database

This short note is to serve a user guide to help and assist readers navigate the database. The database was designed to help you explore UNICEF’s historical pricing data on a list of products UNICEF makes available for programmes impacting the needs of children related to bed nets, cold chain equipment, nutrition, pharmaceuticals (antiretrovirals and antimalarials), safe injection equipment, and vaccines. The data on pricing is based on either the long-term arrangement (LTA) prices it has agreed with suppliers, or the weighted average price it has paid for product during the course of the year.

The prices listed are based on our mandate, aggregated quantities, commercial terms, reliability of forecasts, payment terms and long-standing relationship with industry. The database consists of several parts. There’s the introduction; the product categories; the historical data overview in both volumes and value; price details per product; and then product details per supplier.

1.1. Product Category Selection

The first section provides background information and the basis for UNICEF information disclosure policy, justifying its publication of data and its approach to information transparency. The section offers users five product categories to choose from under “SELECT CATEGORY” which are Bed nets, Cold Chain Equipment (CCE), Nutrition, Pharmaceuticals, Safe Injection Equipment (SIE), and Vaccines (as below).

Note: The database functions as a pivot table. Its default position is to show all. By selecting a product category, you are essentially ‘deselecting’ all other products. Whereas “show all” might be useful on some occasions, there is too much data on display for users to use all the features optimally.

Note: The default setting will always show BCG vaccines open at the start due to its alphabetical listing.

1.2. Historical Procurement Overview

The first section provides you with the historical overview of UNICEF’s procurement by product. It represents the aggregate quantities UNICEF has procured in units, and value in USD. The data that is displayed is listed in USD. Product prices in Euro or any other currency will have been exchanged to USD at the data of LTA issuance. You can change and filter the data by using the toggles on the right-hand side to display the quantities or values of particular product, over a timeline spanning from 2003 to year and beyond (see next page).

Note: As you place your cursor on one of the data points, the data’s value will be displayed above the table (as per next page).
1.3. Product Pricing Details

This section shows product pricing details.

Note: Upon selecting a product category you will be asked to select a product prior visualizing any data (as below). The default setting is set alphabetically, and so it will always start with BCG vaccines, regardless of the product category selected. Select a product and presentation, and data will be displayed. Product pricing details has two little sub-sections. The first section shows a chart with dots. It provides LTA or WAP spot pricing details per product and presentation per manufacturer per year, according to the product category selected under section under the dropdown menu on the left-hand side. The second chart displays the same pricing data but, in a ‘box and whisker’ format to show its trend per quartiles.
Note: As mentioned, any EURO denominated prices are converted to USD using the UN Foreign exchange rate: https://treasury.un.org

You can change and filter the data on display can be changed and filtered, using the toggles on the right-hand side, according to:

- 1. Product Name
- 2. Presentation
- 3. Price eligibility detailing whether they are:
  - UNICEF LTA prices applicable to all countries procuring through UNICEF
  - UNICEF LTA prices applicable to Gavi countries
  - UNICEF LTA prices applicable to MICs (middle-income countries)
  - UNICEF Weighted Average Price
- 4. Supplier Name: One can also specifically select to visualize the prices of specific supplier, singling out one, or comparing a select few.

Note: As you move your cursor over the data on display (see below), a pop-up comment box will appear over each data point to highlight the product, presentation, supplier, price, year, and if any specific terms and conditions apply to that price, without detailing what they are (as below).

At the top of the first chart, in a bar, is a legend that describes the colour code and related manufacturer for each data point.

At the bottom of the second chart (see below), the legend displays the general terms and conditions for the data. It essentially defines the data is UNICEF LTA or WAP pricing terms and what incoterms, for example Free Carrier (FCA) terms. FCA is an incoterm that signifies a price paid to a supplier that includes product delivery, hand over, and cleared for export, into the charge of a freight forwarder, named by UNICEF, at a named place or point.

Conditions

<table>
<thead>
<tr>
<th>Condition</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price listed indicates suppliers’ base price established on LTA in accordance with the terms and conditions included in the offers received.</td>
<td></td>
</tr>
<tr>
<td>Price for 2003 based on CPT incoterms.</td>
<td></td>
</tr>
<tr>
<td>Price data from 2004 onwards based on FCA named port/airport/supplier premises of departure.</td>
<td></td>
</tr>
<tr>
<td>Where price ranges include discounts and scaled pricing offered to UNICEF, highest and lowest spot price is shown.</td>
<td></td>
</tr>
<tr>
<td>Prices shown in USD. Any prices in Euro are recalculated using the UN official exchange rate at the time of offer.</td>
<td></td>
</tr>
<tr>
<td>Last updated December 2018.</td>
<td></td>
</tr>
</tbody>
</table>

1.4. Price Trend Presentation

The second chart displays the same data as the previous chart but presented in a box and whisker chart (as per below).
A box and whisker chart shows data distributed per quartile, and highlights the mean, average and the outliers. The box spans the interquartile range showing where most of the prices are gathered, with the median marked by a vertical line across the inside of the box separating a darker bottom shade and lighter top shade. The boxes have lines extending vertically up and down called “whiskers”. They indicate variables outside the upper and lower quartiles to show outliers. The minimum price is the tip of lowest whisker, and the maximum price the tip of the top whisker. Looked at overall, the chart shows you the evolutionary trend of a product’s price range over time. It was chosen specifically to influence thinking by users on pricing. If the user clicks on the box with the cursor, a box appears to display the price range’s maximum, upper hinge, median, lower hinge, and minimum price (see above).

1.5. Manufacturers

The third chart provides you with information on manufacturers and their products. It is not filtered based on any category selection. All manufacturers listed on the database are presented. The selection of a manufacturer will display all the different products that manufacturer has supplied through UNICEF LTAs in colour codes on the right-hand side.

Note: As per other charts, as you move your cursor over the data displayed and click on it, a display above the chart will indicate the product, price, and year.

Note: Should the user experience difficulty with the database’s interface, please just refresh the page.

For any questions, comments, suggestion, or additional information, please contact:
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