Procurement and Supply Management

Pan American Health Organization (PAHO/WHO)

DVCMN – 15th Annual Meeting
October 2014
Our Topics

- PAHO PROCUREMENT MECHANISMS
- Procurement Process/ Eligibility Criteria
- Doing business with PAHO
PROCUREMENT PERFORMED ON BEHALF OF PAHO’S MEMBER STATES:

• **REVOLVING FUND FOR VACCINE PROCUREMENT**

• **STRATEGIC FUND**: Procurement of essential medicines and basic public health products.
Revolving Fund – PAHO 2013

- 100 Products/Presentations
- 41 Countries and Territories
- 1,300 Shipments
- 180 Million Doses
- Purchases value: US$ 492 M
- Capitalization Fund: US$ 130 M
# COUNTRIES AND TERRITORIES PURCHASING THROUGH PAHO REVOLVING FUND

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<th>Country</th>
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<td>Anguilla</td>
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<td>British Virgin Islands (UK)</td>
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<td>Peru</td>
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<td>Saint Kitts and Nevis</td>
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<td>Saint Vincent and the Grenadines</td>
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<td>Trinidad and Tobago</td>
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MAIN PROCUREMENT PHASES

- Forecasting & Demand Planning
- Vendor Registration Process
- Bid Solicitation
- Award Process
- Contract Management
PROCUREMENT PROCESS

- Forecasting / Planning (FGL/IM)
  - Request to the MOH their yearly demand
  - Demand Consolidation/ additional requirements

- Vendor Registration Process
  - UNGM Registration

- BID Solicitation
  - Prepare solicitation strategy and bid documents
  - International Bidding Process
  - BID Evaluation

- Award Process
  - Award recommendation and approvals
  - Supplier Contracts

- Contract Mgmt
  - Issue Purchase Orders/ Monitor shipping/support claims
  - Performance Evaluation
Products Procured Through the RF

- Vaccines
- Other Biological products
- Cold Chain Equipment
- Syringes
- Cold Boxes/Ice packs
- Safety boxes
- Vaccine carriers
Vaccines Procured through the Revolving Fund

**PQ VACCINES**
- BCG
- Cholera
- DPT
- DPT - HIB
- DT
- DTaP
- DPT-Hep B-Hib (Pentavalent)
- Hepatitis B
- HIB
- HPV
- Seasonal Influenza NH
- IPV
- MR
- MMR
- OPV
- Pneumococcal Conjugated 10 & 13 Valent
- Rabies (Human)
- Rotavirus
- Typhoid
- Yellow Fever

**NOT PQ VACCINES/BIOLOGICALS**
- HUMAN VACCINES
  - DT-IPV
  - DTaP-Hib
  - DTaP – IPV
  - DTaP-IPV-Hib
  - DTaP-IPV-Hep B - Hib
  - Hepatitis A
  - Pneumococcal 23 Valent Unconjugated
  - Seasonal Influenza SH *
  - Varicella

- CANINE RABIES VACCINE

- IMMUNOGLOBULINS
  - Human origin
  - Equine Origin

- TUBERCULIN PPD
PROCUREMENT FROM DCVMN MANUFACTURERS

VOLUME (MILLIONS)

DCVMN growth: **254%**
PROCUREMENT FROM DCVMN MANUFACTURERS
VALUE (US$ MILLION)

DCVMN growth: 418%

2009: $24,926
2013: $104,256

2009: $282,052
2013: $387,893

DCVMN: $24,926 - $282,052
Others: $0 - $387,893
Procurement Strategy 2015-2017

Key Considerations

**Improve forecast /demand planning**

**Review technical eligibility of vaccines**
From 5 to 8 NRAs (Mexico, Cuba and Brazil included)

**3 Tender categories: 1 Yr / 2 Yrs / 3 Yrs**

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<th>1 Year:</th>
<th>2 years:</th>
<th>3 years:</th>
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<tr>
<td>Vaccines not widely used in the Region. New vaccines</td>
<td>Robust supply and competition</td>
<td>vulnerable markets</td>
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**Earlier release of ITBs and awards**

**Moving tender process months earlier**

**Longer-term contracts yield savings on costs, and improves supply security and relationship with vendors.**
## The PAHO Revolving Fund

### Added Value for Stakeholders

#### For Manufacturers
- A “single window” for all transactions
- Prompt payments
- Reliable forecasts and transparent relations.
- Long Term Agreements
- Post-marketing surveillance
- A mechanism to promote a robust and orderly vaccine market

#### For Countries
- Permanent mechanism of cooperation
- Timely and continuous supply
- Safe, high-quality, WHO-prequalified vaccines
- Facilitates financial self-sustainability
- “Catalyst” for a sustainable uptake of new vaccines
- Access to a credit line (60 days)
Doing Business with PAHO

PAHO Purchasing Units refer to The United Nations Global Market Place (UNGM) which is the procurement portal of the UN System and a website where suppliers can register online with up to 26 UN Agencies that use the UNGM as their supplier roster. From here UN procurement staff has access to vendors’ information when sourcing for a wide range of products and services. The UNGM also provides an overview of procurement notices, informing suppliers of the upcoming tenders of all participating UN entities. There is no cost to register at the UNGM and view the procurement notices on the website.

UNGM facilitates the communication between PAHO and your company because it is based around secure e-mail and electronic document management. The tendering process is conducted electronically via a web portal called (In-Tend), which will provide you with up-to-date status of your bids and email notifications. Once you are registered with UNGM, you will be able to use the system to manage your account information, submit offers, and deliver documents to PAHO. Registered suppliers are classified by products and services based on the United Nations Standard Products and Services Code® (UNSPSC®).

You will find that UNGM will do the following:

- Reduce tender cycle-time;
- Provide Fast and accurate pre-qualification and evaluation processes;
- Allow faster response to questions and points of clarification during the tender period;
- Reduce paper documents required for tendering, thereby reducing costs;
- Increase integrity and transparency of the tendering process;
- Manage information effectively;
- Increase business opportunities with over 25 UN agencies.
For more information on the UNGM vendor registration process, please click here.
It should take approximately 5 to 10 minutes to complete the Basic level of registration.
If you need any assistance or require more information, please do not hesitate to use the Help? button in the right-hand corner of the page.

Registering with the relevant UN organizations
During the online registration process, vendors are automatically matched with the UN organizations which buy the products and services the vendor offers. You are able to deselect any of these UN organizations, should you wish to do so. If your company is unable to register with a particular UN organization, it is because that organization does not buy the goods or services you provide.

After completion of your registration
Once the required information has been provided, you will be able to submit your registration for review. Some UN organizations automatically accept submissions, while others review and evaluate each submission based on specific criteria. This process can take up to 10 working days. Once a vendor has been accepted by at least one (1) UN organization, the vendor’s profile is visible to all UN staff.

Help?
Please click the Help? button. From here you are able to get in touch with our HelpDesk who will assist you with your query. We try to answer all queries within 48 hours. For the most efficient service, please ensure that you are logged in. Provide a detailed comment and screenshot where possible.
Product coding is used to classify goods and services. UN Procurement Officers select one or more UNSPSC code to indicate the product or service their agency needs to procure or search for potential suppliers registered and accepted by one or more UN agency from the UNGM database. It is, therefore, vitally important that you select the most accurate UNSPSC codes to describe your goods/services.

Search: vaccines

- 51100000 - Drugs and Pharmaceutical Products
  - 51200000 - Immunomodulating drugs
  - 51201400 - Vaccines and antigens and toxoids
obrigado