

A close-up photograph of two young children, likely of Southeast Asian descent, smiling broadly and making peace signs with their hands. The child on the left is wearing a blue and grey striped sweater over a red shirt. The child on the right is wearing a blue and white striped hoodie and has white powder or paint on their face. They are positioned in front of a wooden fence.

UNICEF's procurement process How to engage with UNICEF

UNICEF Supply Division
Dan ILIE, Contracts Officer

unicef  | for every child

Agenda

- Who are we
- Supply & service delivery
- Japan and UNICEF
- Procurement principles and processes
- How to become a supplier to UNICEF
- Influencing markets and innovating
- Questions and Answers





WHO ARE WE

UNICEF – how we work

- Works across **190** countries and territories
- Works with **governments** based on country specific agreements to address country specific needs and contexts
- Supports global efforts and works in **partnerships** with governments, other UN organizations
- Is entirely **funded by voluntary contributions** from the public and the private sector; it does not receive funding from the UN
- Has an annual budget of approximately **USD 5 billion** to achieve results for children
- Works in **Programmes, Advocacy, Innovation, Technical Assistance,**
- **Supplies** are an important component of this budget and are a direct expression of children's rights



Supply Division's critical functions

- Support results for children with an **effective, efficient supply operation**
- Help meet UNICEF's Core Commitments for Children in emergencies by providing rapid **response to emergency supply and logistics** needs
- Contribute to **influencing markets** to ensure sustainable access to essentials supplies for children
- Serve as a **centre of expertise** and knowledge on essential supplies for children and supply chains and build capacities of national governments
- Provide **procurement services** to governments and development partners on strategic-essential supplies
- Establish **policies for supply chain** activities
- Use product **innovation** to increase results and decrease costs

UNICEF Supply Division is UNICEF's **supply & logistics** headquarters located in Copenhagen, Denmark

It is also home to the **largest humanitarian warehouse**

Other UNICEF warehouse hubs are located in **Dubai, Shanghai, Panama, and Djibouti**

UNICEF's Supply Community of **1,036 supply** and logistics staff serve children in 94 countries

Supply Community

Total staff **1036**

♀ **432**

♂ **604**

Nationalities **136**

Background

32% private sector 26% UN

14% NGO 8% government

5% academia

Objectives of the Supply Community strategy:

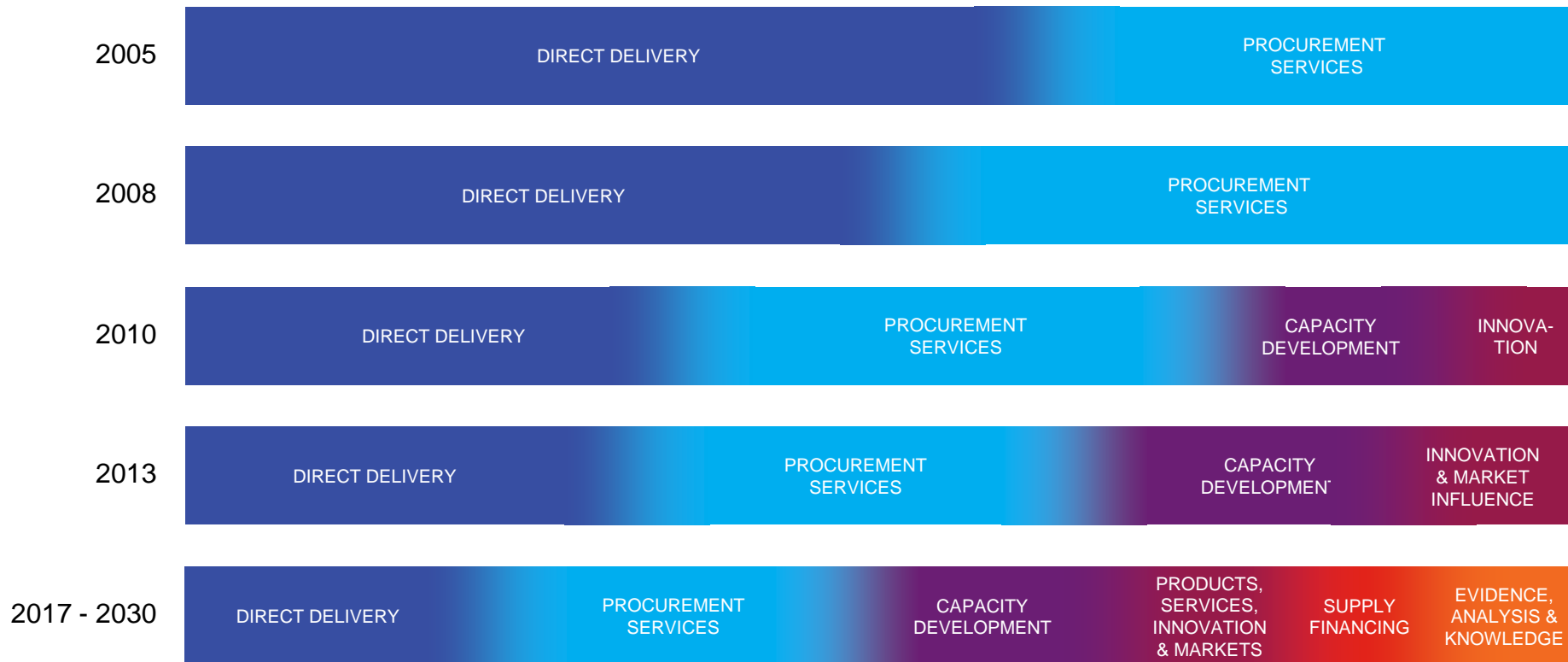
- Professional belonging & support
- Global team and togetherness – a supportive environment
- Professional development
- Career and mobility
- Knowledge sharing

- Logisticians
- Buyers
- Warehouse managers
- Shipping experts
- Market experts
- Monitoring specialists
- Product experts
- Pharmacists
- Nutritionists
- Planners/Forecasters
- Architects
- Engineers
- Inspectors
- Quality Assurance
- Financing experts



- Support from Supply Division
- Country to country deployment
- Supply Division

UNICEF Supply Function – high level vision



Global Supply Strategies 2018 – 2021

UNICEF SP Goals

- Goal 1: Every Child Survives and Thrives
- Goal 2: Every Child Learns
- Goal 3: Every Child is Protected from Violence and Exploitation
- Goal 4: Every Child lives in a Safe and Clean Environment
- Goal 5: Every Child has an Equitable Chance in Life

Cross Cutting Priorities

- Humanitarian action
- Gender equality

UNICEF SP Change Strategies

1. Programming for at-scale results for children
2. Gender responsive programming
3. Winning support for the cause of children from decision makers and the wider public
4. Developing and leveraging resources and partnerships for children
5. Harnessing the power of business and **markets** for children
6. UN working together
7. Fostering innovation for children
8. Harnessing the power of evidence as a driver of change for children

UNICEF Global Supply Strategies

Products & Markets

Science of Delivery
Services
Humanitarian Development Continuum
National Systems Strengthening
Financing & Domestic Resource Mobilization
Supply Community
Monitoring
Optimizing UNICEF Supply
Strengthening Organizational Excellence



SUPPLY & SERVICE DELIVERY

UNICEF Procurement Value – 2017



TOTAL GOODS AND SERVICES PROCURED
FOR 150 COUNTRIES AND AREAS

\$3.46 billion

\$2.342 billion

Goods

\$1.118 billion

Services

UNICEF procurement value by major commodity groups (2017)



Vaccines
\$1.317 billion



Pharmaceuticals
\$164.2 million



Water & Sanitation
\$109.2 million



Nutrition
\$219.9 million



Medical supplies
\$108.7 million



Bed nets
\$39.7 million



Education
\$72.4 million



Cold Chain Equipment
\$80.1 million

\$2.342 billion
supplies

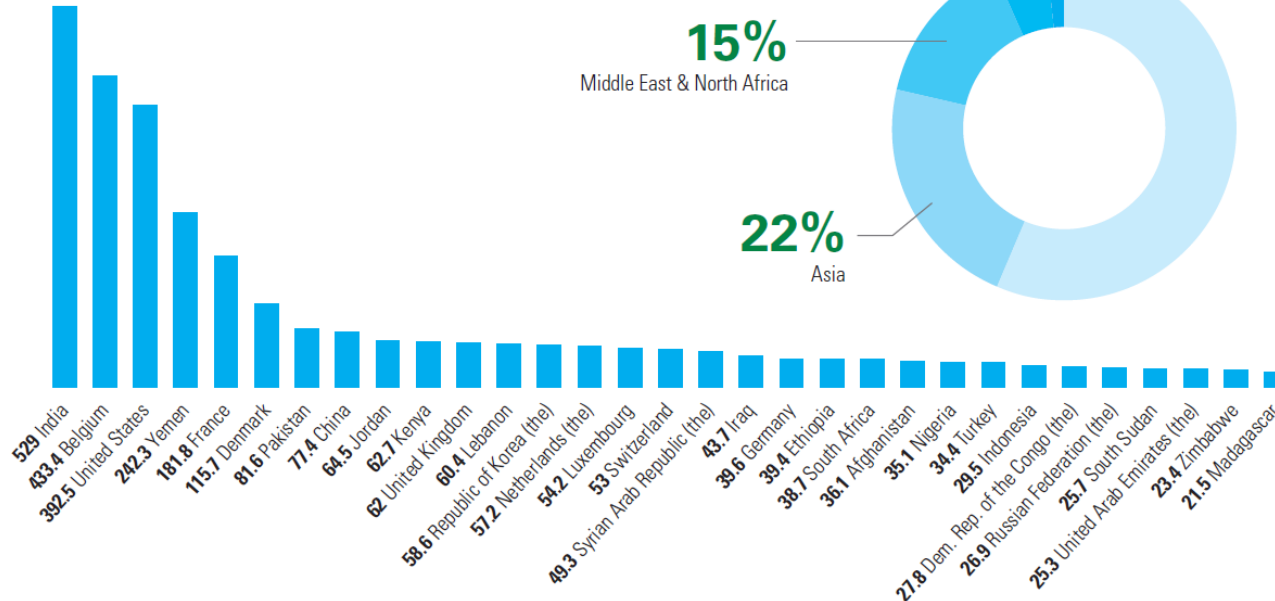
\$1.438 billion
in procurement on behalf of
self-financing governments and
partners

78%
of UNICEF goods procurement is in
collaboration with other UN
agencies and partners

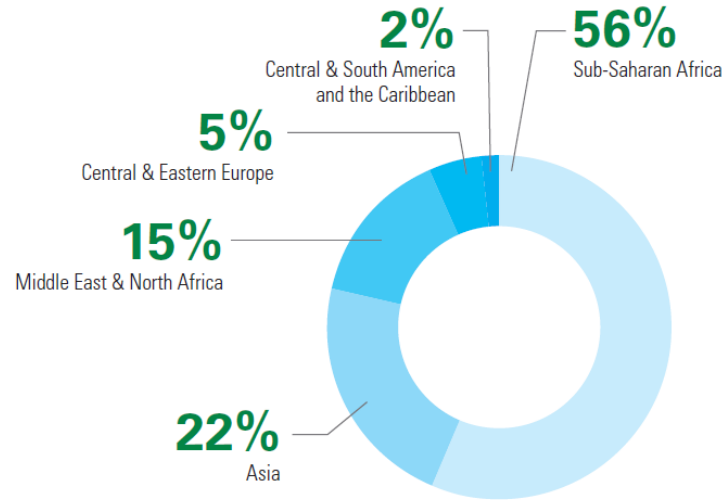
Country of Supplier / Region of Use

COUNTRIES FROM WHICH PROCUREMENT EXCEEDED \$20 MILLION (BASED ON COUNTRY OF INVOICE)

(in \$ millions)



WHERE UNICEF SUPPLIES WERE USED



UNICEF has development programmes in two thirds of the countries where procurement exceeded \$10 million

UNICEF Global warehousing & transport

2017 Data

Kit packing operation since 1963



Technical Support

- Emergencies
- Local kit packing
- Warehouse assesment
- Warehouse inventory management
- Training

39% of outgoing orders were for emergency response

Average inventory in SD controlled warehouse/hubs, in 2017, was \$48.4 million.

\$107.7 million value of throughput:

\$ 98.7m from Copenhagen
\$ 6.2m from Shanghai
\$ 2.8m from Dubai
\$ 78,000 from Panama

209,000 kits shipped:

140,000 shipped from Copenhagen
60,500 shipped from Shanghai
8,500 shipped from Dubai
125 shipped from Panama

Emergencies: Critical supply responses in 2017

THIS MAP PROVIDES AN OVERVIEW OF THE HIGHEST-LEVEL EMERGENCIES THAT CALLED FOR UNICEF-WIDE MOBILISATION.

SYRIA & SURROUNDING REGION

Seven years of conflict in the Syrian Arab Republic have driven more than 5 million people, half of whom are children, into neighbouring countries Turkey, Lebanon, Jordan, Iraq and Egypt. An additional 6 million people are internally displaced. UNICEF continued to send vaccines, education supplies, and clothing and footwear, among other supplies.



IRAQ

Armed violence in Iraq contributed to ongoing demand for humanitarian assistance, including access to safe water and sanitation facilities, and protection and schooling for displaced children, as well as psychosocial support and vaccinations for those returning to formerly besieged areas. Nearly 335,000 internally displaced school-aged children were out of school. UNICEF responded with water & sanitation, clothing and education supplies.



BANGLADESH

The large-scale displacement of Undocumented Myanmar Nationals fleeing violence in Myanmar left 720,000 children in need of humanitarian assistance in 2017. As the Rohingya refugee crisis escalated in August, UNICEF responded with essential commodities arriving by air charter, alongside other UN agencies and partners setting up camps in Cox's Bazar, Bangladesh. Vaccines, water & sanitation, nutrition and education supplies comprised the bulk of UNICEF's supply response.



CENTRAL AFRICAN REPUBLIC

Since 2012, the humanitarian crisis in the Central African Republic has continued to displace children and their families amid violence and instability. Nearly one in four Central Africans is displaced, with 600,000 displaced internally and 538,000 living as refugees in neighbouring countries. In this protracted crisis, some of the most important supplies sent by UNICEF in 2017 included vaccines, shelter and field equipment and nutrition supplies.



ETHIOPIA, KENYA, SOMALIA

Droughts in the Horn of Africa, in addition to conflict in Somalia, left 9.7 million people in need of humanitarian assistance. This heightened the risk of disease outbreaks, and some 700,000 children were severely malnourished. An increasingly local approach to sourcing nutrition supplies improved UNICEF's efficient and sustainable response in the region. (See full story on page 30.)



YEMEN

Three years into the protracted conflict and humanitarian crisis, nearly the entire population of Yemen – 22 million people – was affected by famine and a crumbling health system. More than 11 million children required urgent assistance. In response to large-scale outbreaks of Acute Watery Diarrhoea or cholera, UNICEF sent WASH supplies including water purification tablets to improve access to safe water. (See full story on page 32.)



CARIBBEAN REGION

In September, Hurricanes Irma, Jose and Maria battered Caribbean islands including Anguilla, Antigua & Barbuda, Barbados, British Virgin Islands, Cuba, Dominica, Haiti, Turks and Caicos, and the US Virgin Islands. The scattered geography of the islands presented logistical challenges for efficient coordination of supply shipments, customs clearance, temporary warehousing and distribution to those in need. More than 1.4 million people needed emergency assistance, and over a quarter of them were children. UNICEF responded with water & sanitation supplies, education and shelter supplies.



NIGERIA & THE LAKE CHAD BASIN

Ongoing conflict in the Lake Chad basin affected more than 17 million people in Cameroon, Chad, the Niger and Nigeria, exacerbating the situation of displaced children and families. In northern Nigeria, where violence and conflict-related displacement also continued, an estimated 400,000 children were suffering from severe acute malnutrition in 2017. UNICEF responded with vaccines, nutrition supplies and medical kits.



THE DEMOCRATIC REPUBLIC OF THE CONGO

A surge of violent conflict in 2017 displaced more than 1.7 million people from their homes, disrupting access to basic sanitation, health and education. A cholera outbreak further complicated the crisis and over 2 million children suffered from severe acute malnutrition. UNICEF responded with water & sanitation, nutrition and transport supplies.



SOUTH SUDAN

Four years into the conflict, more than 4 million children were affected by famine, disease, forced recruitment by armed groups and lack of access to schooling. Vaccines were the biggest supply component to protect children from disease, in addition to nutrition and water & sanitation supplies.



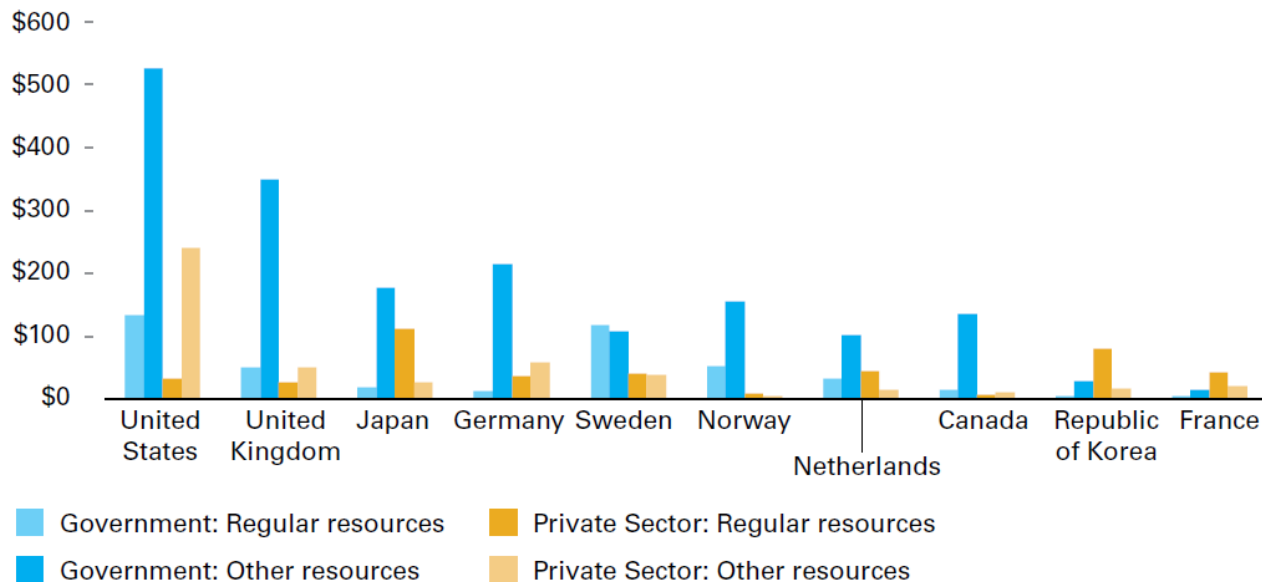
Tareem, aged 3, receives a vitamin A supplement from a health worker in Halwanah neighbourhood in the eastern part of Aleppo, Syrian Arab Republic.



JAPAN AND UNICEF

How is UNICEF funded

Top 10 countries by donor and funding type, 2016*
(in millions of US dollars)

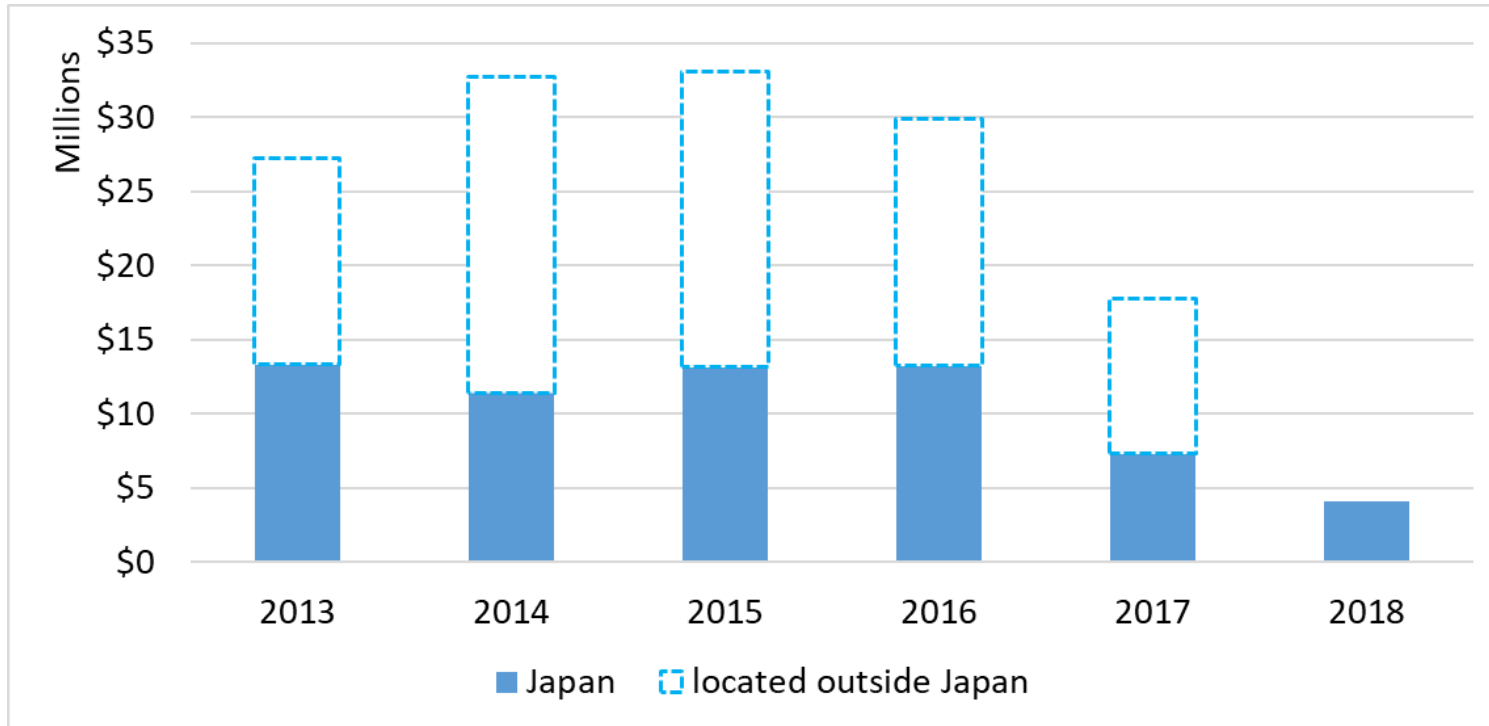


- Japan plays a prominent role in global policies with interest in: human security, global health, polio eradication; and humanitarian assistance to fragile states
- In 2016 Japan ranked 6th among government donors to UNICEF with a total contribution of \$194 million

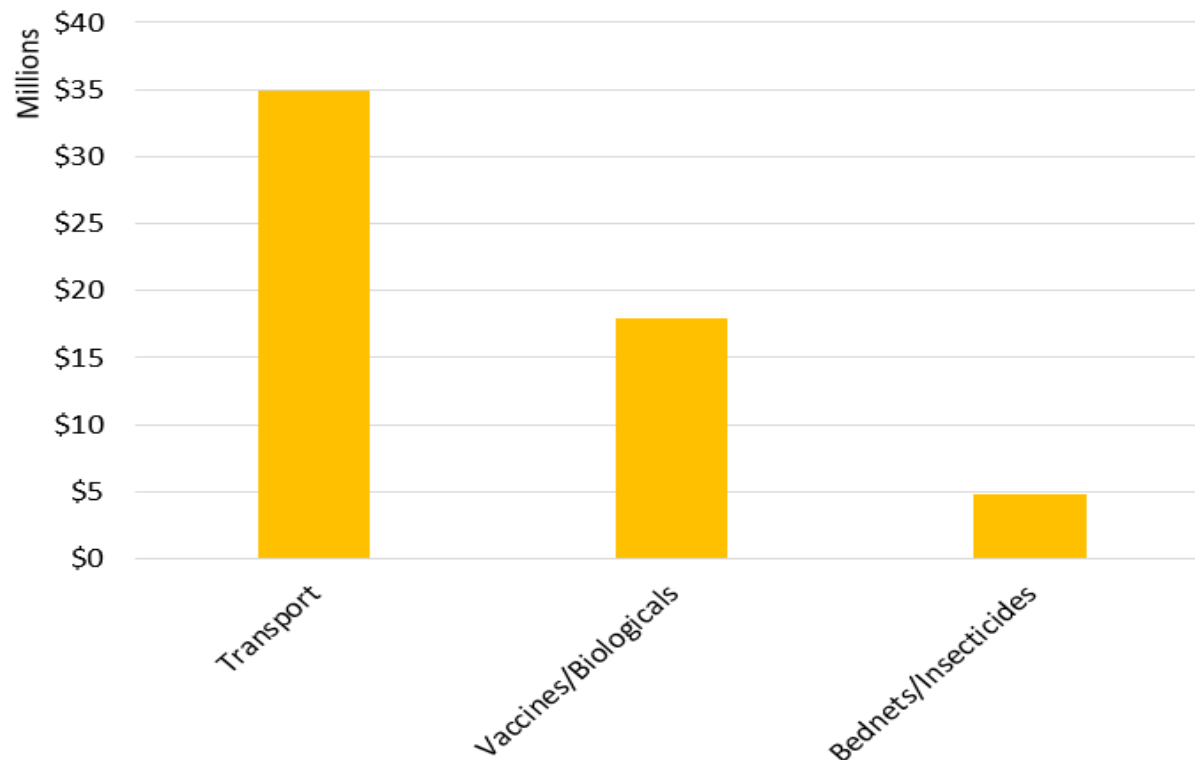
* Includes contributions from governments and UNICEF National Committees; excludes intergovernmental, non-governmental, inter-organizational and pooled funds contributions.

Note: Numbers may not add up because of rounding.

UNICEF's global procurement from Japanese suppliers (2013-2018)



UNICEF's global procurement from Japanese suppliers by sector (2014-2017)



- 61% transport (Toyota, Nissan, J Gerber)
- 31% immunization (Japan BCG Laboratory)
- 8% mosquito nets (Sumitomo Chemical in 2016)
- UNICEF has 7 valid LTAs with Japanese suppliers

PROCUREMENT PRINCIPLES & PROCESSES



UNICEF guiding procurement principles (1)

Each UN organization
has a
different mandate

but

all UN organizations
share the
**same procurement
principles**

- Fairness, integrity and transparency through competition
(clear & appropriate regulations/rules applied to all suppliers, fair process, equal treatment of suppliers, transparent system)
- Economy and effectiveness
(meet requirement in terms of quantity, quality, timeliness at the right place. Economy=minimize cost, Effectiveness=meet end-user interest)
- Best value for money
(Consider the optimum combination of factors in meeting the end user needs; BVM does not mean lowest cost but best ROI)
- Promotion of objectives of UNICEF
(fulfilling the mandate, goals and objectives)

UNICEF guiding procurement principles (2)

- only purchases goods and equipment to implement its **mandate**
- purchases primarily from **manufacturers** and **authorized representatives**
- **evaluates and registers** suppliers with which it does business
- uses **competitive tendering** for all procurement ([procurement policies](#))
- invites an appropriate **geographical range** of suppliers to tender
- purchases products that comply with recognized [technical standards](#)
- **does not** purchase from companies employing [child labor](#), nor manufacturers of [land mines](#) and their components (**Supplier Code of Conduct**)
- **does not** purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities

Control and Oversight of Procurement Function

Internal Oversight

- UNICEF Financial Rules and Regulations
- UNICEF Procurement Procedures
- Ethical Code
- Contracts Review Committee (independent from contracting staff)
- Procurement Training and Certification of contracting staff

External Oversight

- UN External Audit
- UNICEF Internal Audit
- Donor specific country audits



UNICEF Procurement Process

- Procurement Planning
- Requirement Definition
- Sourcing/Invitee list (REOI / UNICEF Vendor Roster / UNGM...)
- Preparation and Issuance of Solicitation Documents
 - Request for Quotation (RFQ) → USD 2,500 - USD 30,000
 - Invitation to Bid (ITB) → USD 30,000 and over
 - Request for Proposal (RFP) → no threshold
- Receipt and Opening of Submissions
- Evaluation (Technical/Quality and Commercial)
- Adjudication & Award Recommendation
- Contract Finalization and Issuance
- Contract Management

Plan → Implement → End-user / Monitor

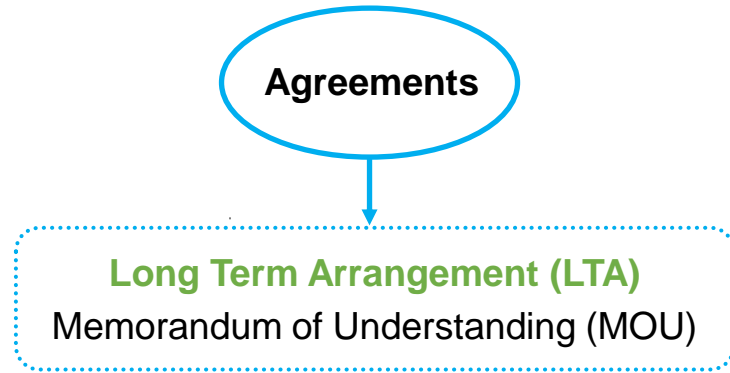
Sustainable Procurement

UNICEF internal procedure on Sustainable Procurement launched on Feb 2018

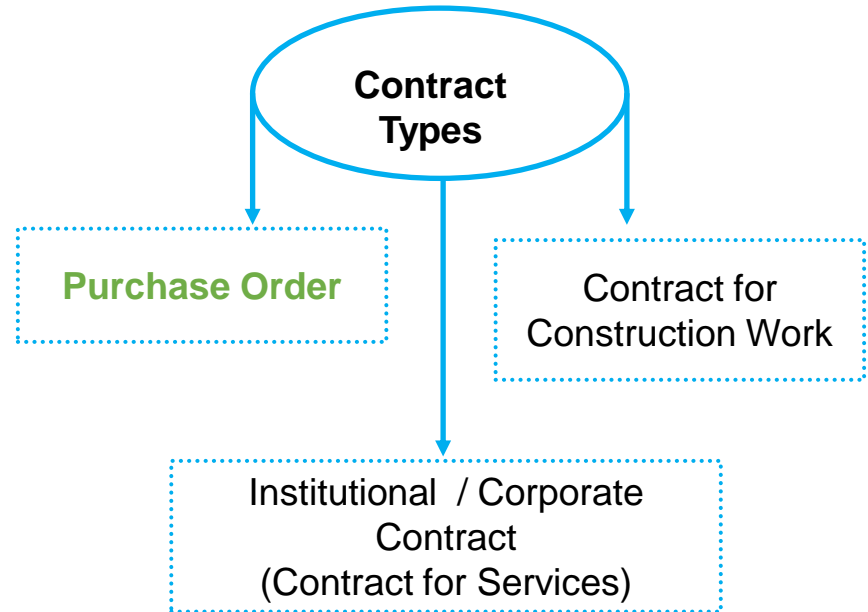
Sustainable Procurement implementation in UNICEF:

- LLINs
- RUTF
- SIE

Contractual instruments



- Framework
- Long-term
- Not binding but with a projected total volume
- Non-exclusive
- Contractual obligations only begin once purchase order is issued



HOW TO BECOME A SUPPLIER



Familiarize yourself with UNICEF Supply

Supplies and Logistics

Supply home

About Supply

The UNICEF Supply Chain

Partnerships

Influencing markets

Commitment to transparency

Supplies on the way to...

Procurement and Supply Management Systems

Warehouse operations

The Supply Community

Annual Report

For suppliers and service providers

Procurement Services

Strengthening supply

tion

Supply Annual Report 2016



[<< Previous page](#)

Supply Annual Report

In 2016, UNICEF procured commodities for children in 147 countries and areas. Strategic procurement of supplies, that saved

Throughout 2016, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion for children, achieving economic

The Report features health systems; vaccine commodity comparison; and 2016, UNICEF procured commodities for children under 5.

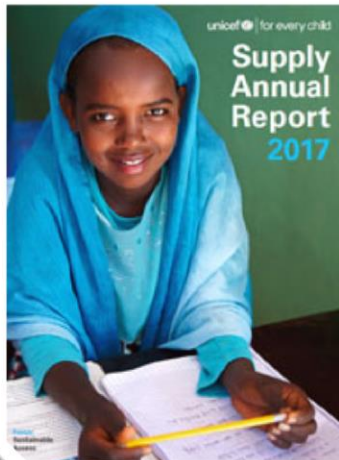
The report's breakdown of key commodities and detailed annexes identifying suppliers and their value is a useful information source.

PDF

To download a copy of the Annual report click [here](#). (pdf)

suppliers by country.

Supply Annual Report 2017



Supply Annual Report 2017: Sustainable Access

In 2017, UNICEF procured \$3.46 billion in supplies and services for children in 150 countries and areas. Partnerships, competition, and strategic procurement contributed to price reductions for vaccines and other supplies, saving \$394.6 million for governments and donors.

Throughout the year, UNICEF's focus on delivering sustainable access to life-saving commodities yielded results in health, education, protection and social inclusion. While uninterrupted and reliable supply addressed a wide range of needs for children and their families, strategic procurement and logistical approaches also contributed to social, economic and environmental sustainability. This was achieved through collaborations with industry, governments, partners and beneficiaries, and a dedicated and agile professional community in the UNICEF supply function.

WWW.UNICEF.ORG/SUPPLY

Find out how to become a supplier to UNICEF

English Español Français عربي 中文

f t y t r DONATE



WHO WE ARE WHAT WE DO WHERE WE WORK PRESS CENTRE STATISTICS BLOGS

We're building a new UNICEF.org.

As we swap out old for new, pages will be in transition. Thanks for your patience – please keep coming back to see the improvements.

Supplies and Logistics

Supply home

About Supply

For suppliers and service providers

Become a supplier

UNICEF supplies

Procurement Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product Profiles

Procurement Services

For suppliers and service providers

UNICEF Supply Division is responsible for offshore procurement on behalf of UNICEF Country Offices, headquarters and Procurement Services partners, and for oversight of all UNICEF procurement. UNICEF procured \$3.428 billion worth of supplies and services in 2015 alone, including \$2.49 billion worth of [offshore supplies](#) and services.

All UNICEF procurement supports UNICEF goals and priorities for children and women. UNICEF maintains the highest level of integrity in its procurement activities. The organization evaluates and registers suppliers with which it does business. It also ensures that all potential suppliers are subject to the same conditions and that information received is confidential.

Information on key commodities, large contract awards, and top supplier countries can be found in the Supply Annual Report 2015. Please consult the [Supply Catalogue](#) for specifications for the 2,000 standard UNICEF commodities.

Suppliers should also refer to pages under the relevant programme areas, e.g. Immunization, Medicines, etc., where other useful information may be posted, such as details of supplier meetings.

Latest

Following changes to WHO's PEP guideline, the the IEHK2011 PEP kit (S9901003) has been discontinued and replaced with IEHK2016, PEP kit (S9901013). Please read the latest [technical bulletin](#)

updated 30 January 2017

UNICEF requires suppliers and their employees to comply with the highest ethical and legal standards of conduct. UNICEF – and the UN – has a zero tolerance policy on gifts and hospitality. Suppliers are reminded not to send or offer gifts or hospitality to UNICEF personnel. Letters in [English](#), [French](#) and [Spanish](#) give more detail and contact information.

updated 13 December 2016

WHO priority list of applications for pre-qualification of vaccines to fight major childhood diseases, such as rotavirus, high meningococcal pneumonia, diarrhoea

Email this article

Printer friendly

Children need your help



Children worldwide need your help right now. Please donate what you can today.

DONATE NOW

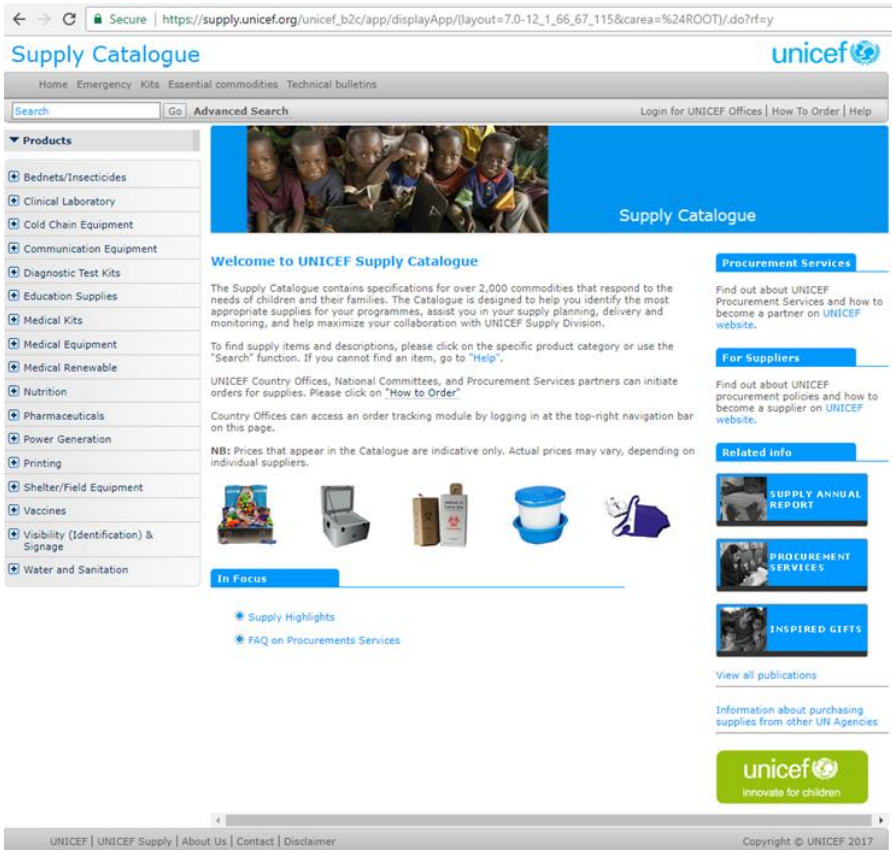
UNICEF Supply Catalogue

[UNICEF Supply Catalogue](#)

French and Spanish

WWW.UNICEF.ORG/SUPPLY

Find out what UNICEF procures



The screenshot shows the UNICEF Supply Catalogue website. At the top, there's a navigation bar with links like Home, Emergency Kits, Essential commodities, and Technical bulletins. Below this is a search bar and a 'Go' button. The main content area is titled 'Supply Catalogue' and features a large image of children. The left sidebar lists various product categories under 'Products', including Bednets/Insecticides, Clinical Laboratory, Cold Chain Equipment, Communication Equipment, Diagnostic Test Kits, Education Supplies, Medical Kits, Medical Equipment, Medical Renewable, Nutrition, Pharmaceuticals, Power Generation, Printing, Shelter/Field Equipment, Vaccines, Visibility (Identification) & Signage, and Water and Sanitation. The main text area welcomes users to the catalogue, explaining its purpose and providing instructions on how to search for items. It also mentions that prices are indicative only. At the bottom, there's a section titled 'In Focus' with links to 'Supply Highlights' and 'FAQ on Procurements Services'. The footer contains the UNICEF logo and the text 'innovate for children'.

Secure | https://supply.unicef.org/unicef_b2c/app/displayApp/layout=7.0-12_1_66_67_115&area=%24ROOT//do?rf=y

Supply Catalogue

Home Emergency Kits Essential commodities Technical bulletins

Search Go Advanced Search Login for UNICEF Offices | How To Order | Help

▼ Products

- Bednets/Insecticides
- Clinical Laboratory
- Cold Chain Equipment
- Communication Equipment
- Diagnostic Test Kits
- Education Supplies
- Medical Kits
- Medical Equipment
- Medical Renewable
- Nutrition
- Pharmaceuticals
- Power Generation
- Printing
- Shelter/Field Equipment
- Vaccines
- Visibility (Identification) & Signage
- Water and Sanitation

Welcome to UNICEF Supply Catalogue

The Supply Catalogue contains specifications for over 2,000 commodities that respond to the needs of children and their families. The Catalogue is designed to help you identify the most appropriate supplies for your programmes, assist you in your supply planning, delivery and monitoring, and help maximize your collaboration with UNICEF Supply Division.

To find supply items and descriptions, please click on the specific product category or use the "Search" function. If you cannot find an item, go to "Help".

UNICEF Country Offices, National Committees, and Procurement Services partners can initiate orders for supplies. Please click on "How to Order".

Country Offices can access an order tracking module by logging in at the top-right navigation bar on this page.

NB: Prices that appear in the Catalogue are indicative only. Actual prices may vary, depending on individual suppliers.

Procurement Services

Find out about UNICEF Procurement Services and how to become a partner on UNICEF website.

For Suppliers

Find out about UNICEF procurement policies and how to become a supplier on UNICEF website.

Related info

SUPPLY ANNUAL REPORT

PROCUREMENT SERVICES

INSPIRED GIFTS

View all publications

Information about purchasing supplies from other UN Agencies

UNICEF | UNICEF Supply | About Us | Contact | Disclaimer

Copyright © UNICEF 2017

UNICEF SD product portfolio:

- More than 2,000 standard products
- 800 standard products in UNICEF Cph warehouse
- Approximately 60 standard and customized kits
- Estimated prices and technical specifications

Become a supplier and express interest

English Español Français عربي 中文

f t d t n DONATE



WHO WE ARE WHAT WE DO WHERE WE WORK PRESS CENTRE STATISTICS BLOGS

We're building a new UNICEF.org.

As we swap out old for new, pages will be in transition. Thanks for your patience – please keep coming back to see the improvements.

Supplies and Logistics

Supply home

About Supply

For suppliers and
service providers

Become a supplier

UNICEF supplies

Procurement
Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding
Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product
Profiles

Procurement Services

Become a supplier

UNICEF supplier

UNICEF:

- only purchases goods and equipment to implement its mandate; purchases primarily from manufacturers and authorized representatives;
- evaluates and registers suppliers with which it does business;
- uses competitive tendering for all procurement;
- invites an appropriate geographical range of suppliers to tender;
- purchases products that comply with recognised [technical standards](#);
- does not purchase from companies employing [child labour](#), nor manufacturers of [land mines](#) and their components.
- does not purchase from companies found to have undertaken unethical, unprofessional or fraudulent activities.

If your company sells items of interest to UNICEF, complies with our [procurement policies](#) and has export capabilities, you are invited to send your company profile following the steps described below. If your profile matches our needs, we will contact you for further information.

Application to become a UNICEF supplier

UNICEF is interested in diversifying its supplier base and in finding new suppliers that can provide quality goods at competitive prices. By searching in the on-line UNICEF Supply Catalogue, companies can determine if they can supply products that either exactly match, or are similar to the products we procure.

ShareThis

RSS feed

Printer friendly

Email this article

Children need your
help



Children worldwide need your help right now. Please donate what you can today.

DONATE NOW >

Invitations for
Expressions of
Interest (EOI)

WWW.UNICEF.ORG/SUPPLY

UNGM – Register and check bidding opportunities

Welcome to the UNGM



Login and New Registrations

Business Opportunities

Tender Alert Service

UN Staff Area

Contract Awards

Knowledge Centre


About UNGM

Terms & Conditions

UNGM News & Alerts

Regularly check procurement opportunities (1)

← → ↻ Secure | <https://www.ungm.org/Public/Notice>

 **UNITED NATIONS**
GLOBAL MARKETPLACE

English ▾ Register • Log in

[Contract awards](#)
[Tender Alert Service](#)
[Knowledge centre](#)
[UNSPSC](#)
[FAQs](#)
[Press release](#)

Reference

Published between and

Deadline between and

Beneficiary country/territory

UNSPSC Codes [Select UNSPSC](#)

Type
☐ Not set ☐ Request for EOI ☐ Request for proposal ☐ Request for quotation
☐ Invitation to bid ☐ Request for pre-qualification ☐ Request for information
☐ Grant support-call for proposal ☐ Pre-bid notice

Displaying results 1 to 15 of **71**

	Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
<input type="button" value="Express Interest"/>	RFP for National Assessment of the prevention of Child recruitment interventions for Afghanistan	24-Jul-2018 14:00 (GMT 4.30)	03-Jul-2018	UNICEF	Request for proposal	LRPS-9140961	Afghanistan
<input type="button" value="Express Interest"/>	RFPS-ECARO-2018-181141 TEACHER CAPACITY BUILDING FOR INCLUSION OF REFUGEE AND MIGRANT CHILDREN IN GREECE	19-Jul-2018 00:00 (GMT 2.00)	03-Jul-2018	UNICEF	Request for proposal	RFPS 181141	Multiple destinations
<input type="button" value="Express Interest"/>	RFPS-ECARO-2018-181154 TECHNICAL SUPPORT TO UNICEF EUROPE AND CENTRAL ASIA REGIONAL OFFICE (ECARO) FOR A SITUATION ANALYSIS ON CHILDREN AFFECTED BY MIGRATION IN CENTRAL ASIA	20-Jul-2018 16:00 (GMT 2.00)	03-Jul-2018	UNICEF	Request for proposal	RFPS 181154	Multiple destinations

Regularly check procurement opportunities (2)

https://www.unicef.org/supply/index_25983.html

English Español Français عربي 中文

f t y t s DONATE



WHO WE ARE WHAT WE DO WHERE WE WORK PRESS CENTRE STATISTICS BLOGS

We're building a new UNICEF.org.

As we swap out old for new, pages will be in transition. Thanks for your patience – please keep coming back to see the improvements.

Supplies and Logistics

Supply home

About Supply

For suppliers and
service providers

Become a supplier

UNICEF supplies

Procurement
Policies

Technical Standards

Technical Bulletins

Quality Assurance

Bidding
Opportunities

Tender Calendars

Contract Awards

Supplier meetings

Target Product
Profiles

Procurement Services

Strengthening supply
chains

Immunization

Tender Calendars

This page contains the plans for issuance of tenders by UNICEF SUPPLY DIVISION

Interested [eligible suppliers](#) are encouraged to submit:

- a) A covering letter expressing their interest in accordance with requirements in each bid plan;
- b) Relevant information about their company (company profile)

N.B.: Companies interested in participating in any of the listed bidding exercises should be registered with the United Nations Global Marketplace. Visit the following website and follow the instructions to complete your firm's registration: www.unghm.org

- 2018 Tender Calendar - CCEOP
- 2018 Tender Calendar - Medical Devices
- 2018 Tender Calendar - Contracting Centre
- 2018 Tender Calendar - Nutrition Unit
- 2018 Tender Calendar - Project Support Goods
- 2018 Tender Calendar - Education Unit
- 2018 Tender Calendar - WASH Unit
- 2017 2020 Tender Calendar Vaccines
- 2017 Tender Calendar (revised) - WASH Unit
- 2017 Tender Calendar - Medical Devices
- 2017 Tender Calendar - Contracting Centre
- 2017 Tender Calendar - Essential Medicines Unit
- 2017 Tender Calendar - Education Unit

ShareThis

RSS feed

Printer friendly

Email this article

Children need your
help



Children worldwide need your
help right now. Please donate
what you can today.

DONATE NOW

WWW.UNICEF.ORG/SUPPLY

INFLUENCING MARKETS & INNOVATING



Market information resources

[Supply home](#)

[About Supply](#)

[For suppliers and service providers](#)

[Procurement Services](#)

[Strengthening supply chains](#)

[Immunization](#)

[Health emergency supplies](#)

[HIV](#)

[Malaria](#)

[Medical devices](#)

[Supplies for children with disabilities](#)

[Medicines](#)

[Nutrition](#)

[Water & sanitation](#)

[Education](#)

[Emergencies](#)

Market Influencing

A strategic focus on essential supplies

UNICEF focuses on commodities that are essential for the needs of children and contribute to the achievement of the Sustainable Development Goals (SDGs). Some commodities are easily available and affordable, while the availability of others is limited, or in some instances, non-existent in the quality and price required. UNICEF places a strategic focus on these supplies to shape healthy markets. UNICEF seeks to influence the market to achieve affordable prices, diversified supplier bases, competitive market landscapes, and quality products, fit for purpose, and in the right form for children.

UNICEF seeks to reduce the market barriers and constraints for existing and future products, as well as help develop new products to meet the programmatic needs of children, and build local level capacity to sustain development. Influencing markets requires an understanding of market forces, accurate forecasting, analysis, information transparency, engagement with industry, and a drive to achieve the best possible outcome for children.

Some of UNICEF's Key Market Information Resources

Market Notes



Key product and market information analysis

Market Dashboard



High-level analysis of 69 key supply markets

Price Database



Price transparency based on commercial terms

Supplier financing



Financing options and sources in support of SMEs

 [ShareThis](#)

 [RSS feed](#)

 [Printer friendly](#)

 [Email this article](#)

Children need your help



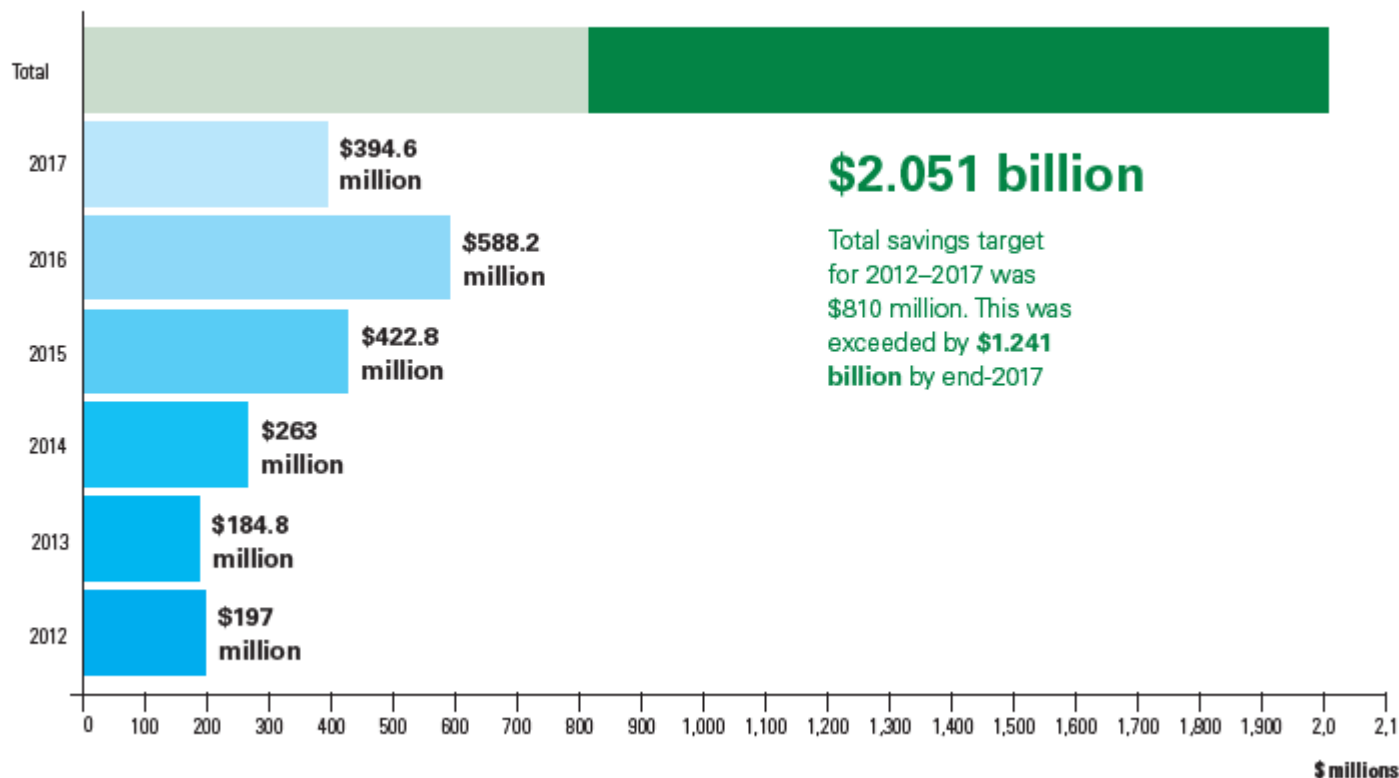
Children worldwide need your help right now. Please donate what you can today.

DONATE NOW 

WWW.UNICEF.ORG/SUPPLY

Cumulative savings from 2012-2017

TOTAL SUPPLY SAVINGS ACHIEVED FROM 2012 TO 2017



Product Innovation Ecosystem

Fit for purpose and value for money supplies for children in UNICEF's programme areas such as

Medicines

Vaccines

Nutrition

Water, Sanitation,
Hygiene

Education



Research and Product Development

Guiding principle: Transparent, non-exclusive dialogue prior to competitive process



Ongoing dialogue, allowing for questions and inputs to the TPP.

Industry consultations to allow a more in-depth dialogue, including between developers.



Facilitating user feedback as basis for co-creation within the framework of competitive tendering.

Survey of R&D pipelines, RFI, RFPs utilized when appropriate to gain formal feedback from developers.



Target Product Profiles

The purpose is to communicate requirements for products which are currently not available.

Less prescriptive than a RFP to allow for creativity and innovation flexibility. Not final procurement specifications

Useful tool to gain understanding of UNICEF and partners' product needs and to gain internal buy-in for driving R&D

To date, 8 Target Product Profiles have been published

Available online here:

https://www.unicef.org/supply/index_91816.html

[Supply home](#)

[About Supply](#)

[For suppliers and service providers](#)

[Become a supplier](#)

[UNICEF supplies](#)

[Procurement Policies](#)

[Technical Standards](#)

[Technical Bulletins](#)

[Quality Assurance](#)

[Bidding Opportunities](#)

[Tender Calendars](#)

[Contract Awards](#)

[Supplier meetings](#)

[Target Product Profiles](#)

[Procurement Services](#)

[Strengthening supply chains](#)

[Immunization](#)

[Health emergency supplies](#)

[HIV](#)

[Malaria](#)

[Medical devices](#)

[Supplies for children with disabilities](#)

[Medicines](#)

[Nutrition](#)

[Water & sanitation](#)

[Education](#)

[Emergencies](#)

[Publications & Multimedia](#)

[Supply Highlights](#)

[Innovation](#)

Target Product Profiles



© UNICEF/UNI100818/Asseim

Community health volunteer Mariam Diarra uses a device to time the breathing of eight-month-old Gimballa in Mali

UNICEF creates Target Product Profiles (TPPs) to communicate requirements for products which are currently not available on the market but which fulfil a priority need to be used in the unique context in which UNICEF and its partners operate. TPPs include information on how the new product will be used, by or for whom, and the minimum and ideal performance criteria. The purpose of TPPs is to guide industry to develop products that meet UNICEF's needs, however they do not act as the final procurement specifications but rather as a list of desired requirements that combined describes the ideal product considering the context.

UNICEF recognizes that innovation is an iterative process, and that suppliers must balance sometimes competing requirements against product development progress. To allow for creativity, and

and the innovation process to take its course, TPPs are less prescriptive than procurement specifications, and can therefore be challenged by the industry. The process that follows the release of a TPP varies pending the maturity of the market/technology but would usually follow these steps:

1) A stakeholder/industry consultation is held to provide stakeholders with an opportunity to question the requirements in the TPP, and for UNICEF to provide clarity on requirements and learn of any challenges industry may have, in order to accelerate product development.

2) Based on the feedback from the consultation process a revised TPP is released.

3) UNICEF monitors the progress of the market and when products responding to the performance requirements of the TPP become available, a tender is launched to identify solutions to be field trialled in UNICEF's context (in some cases the date of the tender is announced at the time of the TPP release).

4) The products which yield positive field trial results, will be considered for procurement.

It is important to note that TPPs are independent from UNICEF procurement cycles and therefore remain active and accessible on this page to inform new and existing suppliers of minimum and ideal product requirements.

Below are a list of TPPs developed by UNICEF and partners, which informs on product requirements for a new/improved solution. For UNICEF bidding opportunities, please go to [UNICEF's Bidding Opportunities page](#) or [United Nations Global Marketplace](#).

Target Product Profiles:

[Height/length Measurement Device](#) - Issued December 2016

Introduction: UNICEF is seeking solutions for portable and accurate height/length measurement devices as feedback from the field and recent reviews of household survey data quality have shown that the current device used to measure height and length of infants, children and adults do not yield accurate results.

Status: The TPP is open for questions and will be followed up with a Request for Proposals Q3 2017.

Comments: If you are a supplier developing devices responding to the requirements outlined in the TPP and are interested in proposing those to UNICEF, then please consult the TPP brief for further information.

Resources: [TPP Brief](#), [Project Page](#), [Q&A](#)

[Emergency Structures: Multipurpose Tents Version 2.0](#) - Issued December 2016, Revised March 2017

Introduction: UNICEF has received feedback from Country Offices calling for emergency structures that can serve a variety



Thank You

