



UNICEF

物資調達

保健分野を中心に

外務省
医療・保健分野の
国連調達セミナー
2019年 11月13日

UNICEF東京事務所
副代表
根本巳欧

UNICEF 物資調達額 (2018年)



TOTAL GOODS AND SERVICES PROCURED
FOR 150 COUNTRIES AND AREAS

\$ 3.486 billion

\$ 2.378 billion
Goods

\$ 1.108 billion
Services

UNICEF 物資調達 分野別実績 (2018年)



ワクチン

14 億5,300万米ドル



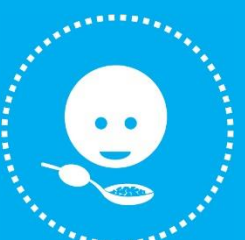
医薬品

1億2,400万米ドル



水と衛生

1億1,700万米ドル



栄養

1億8,390万米ドル



教育

5,740 万米ドル



コールドチェーン 関連機器

7,790 万米ドル



医療器具

1億600万米ドル

34 億8,600万米ドル

150の国と地域で調達を実施

15 億3,600万米ドル

107か国の政府、及び、パートナーの委託を受け、調達を実施

調達

23 億7,800万米ドル

サービス

11億800万米ドル

UNICEFによる調達の**78%** は、他の
国連機関、及び、パートナーと連携実施

UNICEF 調達サービス – 分野別実績（2018年）

2018年、UNICEFは約11億米ドルの調達サービスを実施。うち、主要6分野が全体の62%を占める。

KEY SERVICES GROUPS



1億1,800万米ドル
建設



8,060万米ドル
国際物流



1億8,300万米ドル
現地技術支援サービス



7,130万米ドル
国内物流、倉庫サービス



1億3,300万米ドル
リサーチ、調査、モニタリング・
評価



1億100万ドル
金融

物資調達 – 国別実績 (2018年)

2018年、日本の調達額は
約1,000万米ドル（48位）

順位	国名	額(\$)	順位	国名	額(\$)
1	India	529,566,016	31	Niger	22,805,918
2	United States	485,483,552	32	Sudan	22,026,043
3	Belgium	380,529,761	33	Zimbabwe	16,889,085
4	France	190,435,280	34	Uganda	16,020,595
5	Yemen	130,835,149	35	Côte d'Ivoire	15,788,265
6	Denmark	123,387,130	36	Madagascar	15,753,099
7	Pakistan	111,223,966	37	United Arab Emirates	14,409,308
8	United Kingdom	91,777,118	38	State of Palestine	13,366,701
9	Netherlands	71,339,556	39	Canada	12,920,647
10	China	68,928,818	40	Burkina Faso	12,560,845
11	Republic of Korea	59,174,743	41	Argentina	12,407,223
12	Kenya	53,009,139	42	Malawi	11,830,704
13	Luxembourg	49,387,038	43	Italy	11,611,605
14	Nigeria	47,966,248	44	Burundi	11,110,141
15	Russian Federation	47,242,913	45	Somalia	10,654,877
16	Syrian Arab Republic	44,061,404	46	United Republic of Tanzania	10,452,946
17	Lebanon	41,856,098	47	Egypt	10,371,732
18	South Sudan	39,412,223	48	Japan	10,186,041
19	Afghanistan	38,134,915	49	Mali	9,971,913
20	Democratic Republic of the Congo	36,681,059	50	Thailand	9,580,108
21	Germany	36,347,427	51	Myanmar	9,425,781
22	Ethiopia	35,596,084	52	Spain	9,362,319
23	South Africa	34,332,278	53	Colombia	9,278,240
24	Singapore	33,743,189	54	Chad	8,834,330
25	Bangladesh	30,295,106	55	Malaysia	8,251,499
26	Jordan	30,047,955	56	Greece	8,232,250
27	Switzerland	29,751,015	57	Angola	7,602,592
28	Indonesia	29,674,586	58	Ireland	7,598,190
29	Turkey	28,887,308	59	Cameroon	7,348,951
30	Iraq	28,206,979	60	Ukraine	6,619,163

日本企業からの物資調達 (2018年)

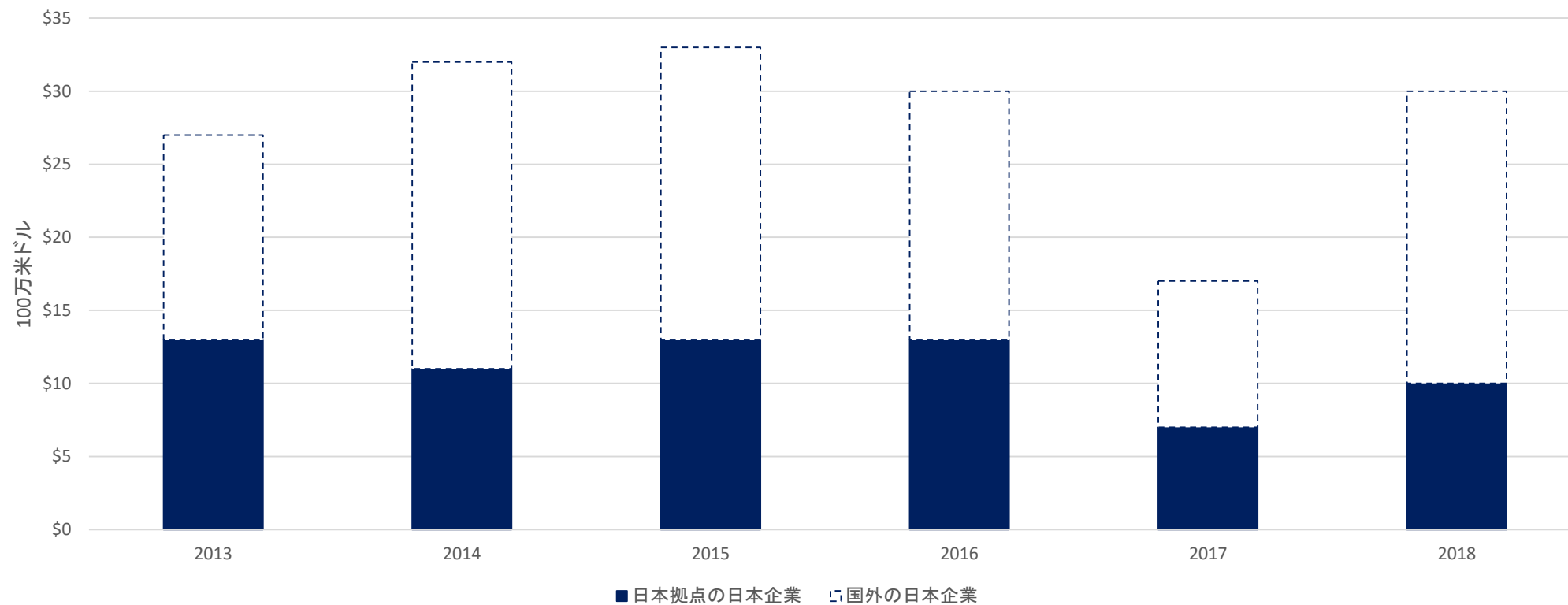


2018年の実績：1,009万8,377米ドル

Supplier	Products/Services	Local	Country to-country	International
JAPAN				
J Gerber & Co (Japan) Ltd	Transport			4,733,566
Japan BCG Laboratory	Vaccines/Biologicals, Warehousing			2,413,080
K Arano & Co Ltd	Transport		46,953	575,318
Shimadzu Corporation International Marketing Division	Medical Supplies and Equipment		159,600	
Sumitomo Chemical Co Ltd	Bednets/Insecticides			2,069,500
Toyota Motor Corp	Transport			100,360

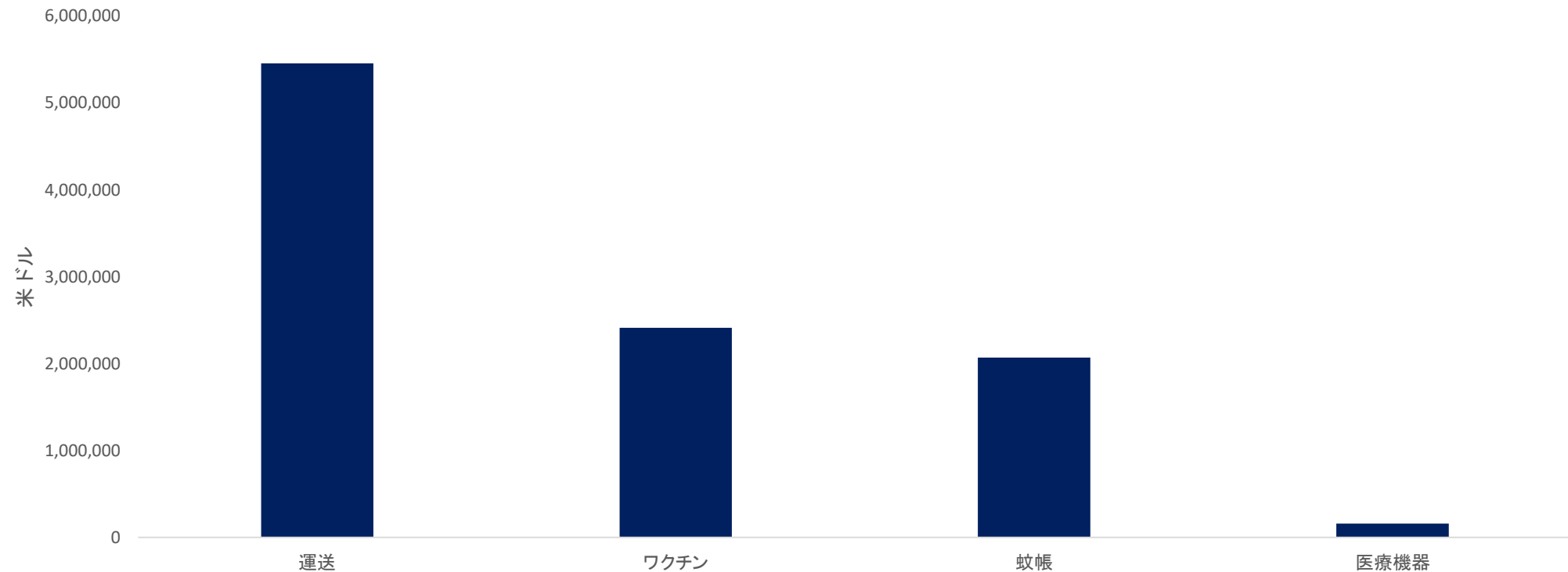
*調達額が10万米ドル以下の企業は除く

日本企業からの物資調達－実績額推移（2013-18年）



日本企業からの物資調達 - 分野別実績（2018年）

運送: 54% ワクチン: 24% 蚊帳: 21%



日本企業とのLTA(長期契約)実績（2016年）

運送・ワクチン・コールドチェーン・診断機器の各分野

調達先	契約開始年	契約終了年	長期契約保有数
J. Gerber & Company (Japan) Ltd.	2018	2020	2
Japan BCG Laboratory	2019	2023	1
K. Arano & Co., Ltd.	2018	2020	2
Sumitomo Chemical Co. Ltd.	2019	2020	1
合計			6

日本企業のUNICEFの入札への参加（2018年）

年	入札に招待された企業数	入札に応じた企業数
2014	21	13
2015	21	12
2016	10	6
2017	9	6
2018	10	5
合計	71	42

UNICEFのサプライヤー となるために

UNICEFの調達制度への理解

English Español Français عربي 中文

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- Supplies for children with disabilities
- Medicines
- Nutrition
- Water & sanitation
- Education
- Emergencies
- Publications & Multimedia
- Supply Highlights

Supplying at the frontlines



UNICEF responds to a wide variety of humanitarian crises around the world, and life-saving supplies are an important part of providing urgent assistance. [Read more](#)

EMERGENCIES | IEHK (PEP) KIT UPDATE | RUTF | PENTA PRICE DROP

LATEST NEWS

From the Web Latest News Archive



- UN agencies call for food aid, supplies in DR Congo - 10 August
- Sierra Leone appeals for urgent help after deadly floods - 10 August
- UNICEF & Amazon deliver school supplies to kids in need - 10 August
- Plants 'hijacked' to make polio vaccine - 15 August

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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 \$3.46 billion worth of supplies and services for 150 countries and areas in 2017.

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 2017. 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.

Supply Division transition to the UNICEF Global Shared Services Centre

UNICEF is committed to the continuous improvement of its processes in the interest of improved cost-effectiveness and results for children. As such, UNICEF has established a Global Shared Services Centre (GSSC), located in Budapest Hungary to centralize and manage the processing of a number of transactions that have previously been carried out by UNICEF offices around the world. The Centre provides services to UNICEF offices worldwide in the areas of finance, HR administration and IT support.

UNICEF Supply Division (SD) transitioned to the GSSC on

Latest

2019 Joint UNICEF-UNFPA-WHO Meeting with Manufacturers and Suppliers

The next joint UNICEF-UNFPA-WHO Meeting with Manufacturers and Suppliers will take place from 2 to 5 December 2019 in Copenhagen, Denmark. For registration and details, please visit [Joint UNICEF, UNFPA & WHO Meeting](#)

Gifts and hospitality from suppliers

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.

Every Child ALIVE

The [Every Child ALIVE](#) campaign is a global campaign to demand and deliver solutions on behalf of the world's newborns. Through the campaign, UNICEF is issuing an urgent appeal to governments, health care providers, donors, the private sector, families and businesses to keep every child alive. Will you join us? Together, we can give every child more than a day, more than a month – more than survival. Every Child Alive. Read the full campaign report [here](#).

Zero tolerance policy on gifts and hospitality

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UNICEF Supply Catalogue

[UNICEF Supply Catalogue](#)

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どのようにUNICEFの調達先になるか

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UNICEF Supply Catalogue

[UNICEF Supply Catalogue](#)

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Offshore Supplies

The bulk of UNICEF offshore (global) procurement is for essential commodities for children. These include:

- Vaccines and immunization supplies
- Pharmaceuticals and micronutrients
- Medical supplies and equipment
- Educational supplies
- Therapeutic foods
- Vehicles
- IT equipment

The 2,000 (approximate) standard commodities procured by UNICEF are listed in the [Supply Catalogue](#). The catalogue provides technical specifications for most items. UNICEF does not procure any type of used or second-hand merchandise.

Local Procurement

UNICEF Country Offices also procure a range of commodities. However, local procurement is not allowed for vaccines, auto-disable syringes, safety boxes (for disposal of injection equipment), pharmaceuticals, micronutrients and therapeutic foods. Suppliers should contact their [nearest UNICEF Country Office](#) for further information.

Food and Clothing

UNICEF does not procure food, other than specific therapeutic foods for use in emergency situations. Generally, UNICEF does not procure clothing, except in limited quantities for very specific emergency situations.

Special Projects

In rare cases, UNICEF procures goods and services that fall outside the major commodity groups listed above. These goods are usually for special projects or emergency programming, and need to be procured at short notice. Please consult our Expressions of Interest on a regular basis for current requirements.

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PROCUREMENT POLICIES

UNICEF follows the [Common Guidelines for Procurement by Organizations in the UN System](#).

The objective of procurement activities within UNICEF is the timely acquisition of the right goods, works and services, while addressing:

- UNICEF's mandate;
- fairness, integrity and transparency, through competition;
- economy and effectiveness; and;
- best value for money.

Further, 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 primarily 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 (see paragraphs below).

UN Supplier Code of Conduct and the Global Compact

Companies doing business with the United Nations are required to accept and comply with the [UN Supplier Code of Conduct](#).

The UN Supplier Code of Conduct reflects the ten principles of the Global Compact in the areas of human rights, labour, environment and anti-corruption. The Global Compact is a voluntary international network set up to advance responsible corporate citizenship and universal social and environmental principles. The UN strongly encourages all suppliers to actively participate in the Global Compact – for more information, please visit the Global Compact website at: www.unglobalcompact.org

Children's Rights and Business Principles

The [Children's Rights and Business Principles](#) provide a comprehensive framework for understanding and addressing the impact of business on the rights and well-being of children and set out business actions to respect and support children's

UNICEF standard contractual texts

The UNICEF standard contracts, Long Term Agreements (LTA) and solicitation documents are made up of various elements, notably the description of goods or Terms of Reference for services, the contractual provisions, the invoicing instructions, the shipping instructions (in the case of goods) and the General Terms and Conditions (GTCs), which are attached as an annex to all contracts, LTAs or solicitations. Below are the main standard texts that will be part of UNICEF's Purchase Orders, service contracts, LTAs and solicitation documents:

General Terms and Conditions

[For Goods](#)
[For Services](#)

LTA Contractual Provisions

[For Goods](#)
[For Services](#)

PO/Service Contract Contractual Provisions

[Purchase Order](#)
[Service Contract](#)
[Shipping and Invoicing Instructions](#)

Solicitation Documents

[ITB](#) (Goods)
[ITBS](#) (Services)
[RFP](#) (Goods)
[RFPS](#) (Services)

Please also see UNICEF's [labelling requirements](#) and [labelling instructions](#).

UNICEF's e-submissions pilot

UNICEF is currently running a small scale e-submissions pilot. At this time only a limited number of solicitation exercises run by Supply Division in Copenhagen and a few UNICEF Country Offices will be part of this pilot. Any open tenders under this pilot will be advertised in the usual way on [UNGM's tender notices page](#) – and the description in the [UNGM](#) notice will make the tender will be run through the [UNICEF e-submission system](#). The UNICEF e-submission instructions to bidders does not change [here](#).

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Please scroll down to view the list of Procurement Policies.

[UN Supplier Code of Conduct](#)

[Children's Rights and Business Principles](#)

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調達先候補としての意思表示

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- 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.

All applications to become a supplier with UNICEF must be made via the United Nations Global Marketplace (UNGM) website <http://www.ungm.org>, where UN agencies' rosters are conglomerated into one common supplier database. UNICEF does not do business with suppliers that have not been accepted in the UNGM. **There is no charge for the UNGM service.** Please follow the instructions provided on the UNGM website.

UNICEF reviews supplier applications and determines whether or not it is interested, based on the relevance of the suppliers' products.

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Invitations for
Expressions of
Interest (EOI)

From time to time, Supply Division seeks Expressions of Interest from suppliers of particular products that UNICEF is considering purchasing.

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定期的に入札スケジュールを確認

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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.unqgm.org

- [2017-2023 Vaccine Tender Calendar](#)
- [2019 Tender Calendar - Medical Devices](#)
- [2018/2019 Tender Calendar - Medicines Unit](#)
- [2019 Tender Calendar - Contracting Centre](#)
- [2019 Tender Calendar – Education and Project Support Unit](#)
- [2019 Tender Calendar - WASH Unit](#)
- [2018 Tender Calendar - CCEOP](#)
- [2018 Tender Calendar - Contracting Centre](#)
- [2019/2020 Tender Calendar - Nutrition Unit](#)
- [2018 Tender Calendar - Project Support Goods](#)
- [2018 Tender Calendar - Education Unit](#)
- [2018 Tender Calendar - WASH Unit](#)

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Bidding Opportunities

What supplies and services is UNICEF looking for?

Until the end of 2017, UNICEF posted bidding opportunities (mainly for its headquarters requirements, but also on occasion UNICEF Regional or Country Office requirements) on this page.

From 09 January 2018 onwards, any postings that would have been posted on this page will instead be posted on [UNGM](#) and visible on [UNGM's tender notices page](#). Bidding opportunities from other UN organizations are also available on [UNGM's tender notices page](#). To easily see all UNICEF opportunities on [UNGM's tender notices page](#), click on 'Show more criteria' and enter UNICEF as the selected UN Organization.

Updated: 25 May 2018

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Become a supplier

Click [here](#) to find out how to become a supplier for UNICEF.

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入札成功の秘訣

- ✓ 自社と商品の情報は常に最新にしておく
- ✓ “Tender Alert Service”を使用することで、入札案件をメールで自動受信することが可能
- ✓ UNGMからの調達のお知らせを定期的に確認
- ✓ “UN Supplier Code of Conduct”、及び、UNICEFの “General Terms and Conditions for the Procurement of Goods and the Contracting of Services” への理解を深めておく
- ✓ 企業プロフィールは1ページに、プレゼンテーションは簡潔に

入札成功の秘訣（続き）

- ✓ 問合せやRequest for Proposal (RFP)には、できるだけ早く対応を
- ✓ 入札に関する書類は熟読し、不明点があればすぐに問合せを
- ✓ Proposal（提案書）が入札の条件をすべて満たしているか確認を（品質証明・財務諸表・提出方法・言語等）
- ✓ 締切り厳守
- ✓ 入札にはぜひ参加を。入札参加の声がかかった場合、仮に今回は参加できない場合でも、次回以降のリストに残すようにUNICEFに伝える
- ✓ 決してあきらめない！国際機関との取引は、新たな市場に進出するのと同等の時間と労力を要することも



UNICEF

Product Innovation System



Product Innovation Ecosystem

Fit for Purpose
Value for Money

医薬品
ワクチン
栄養
水と衛生
教育

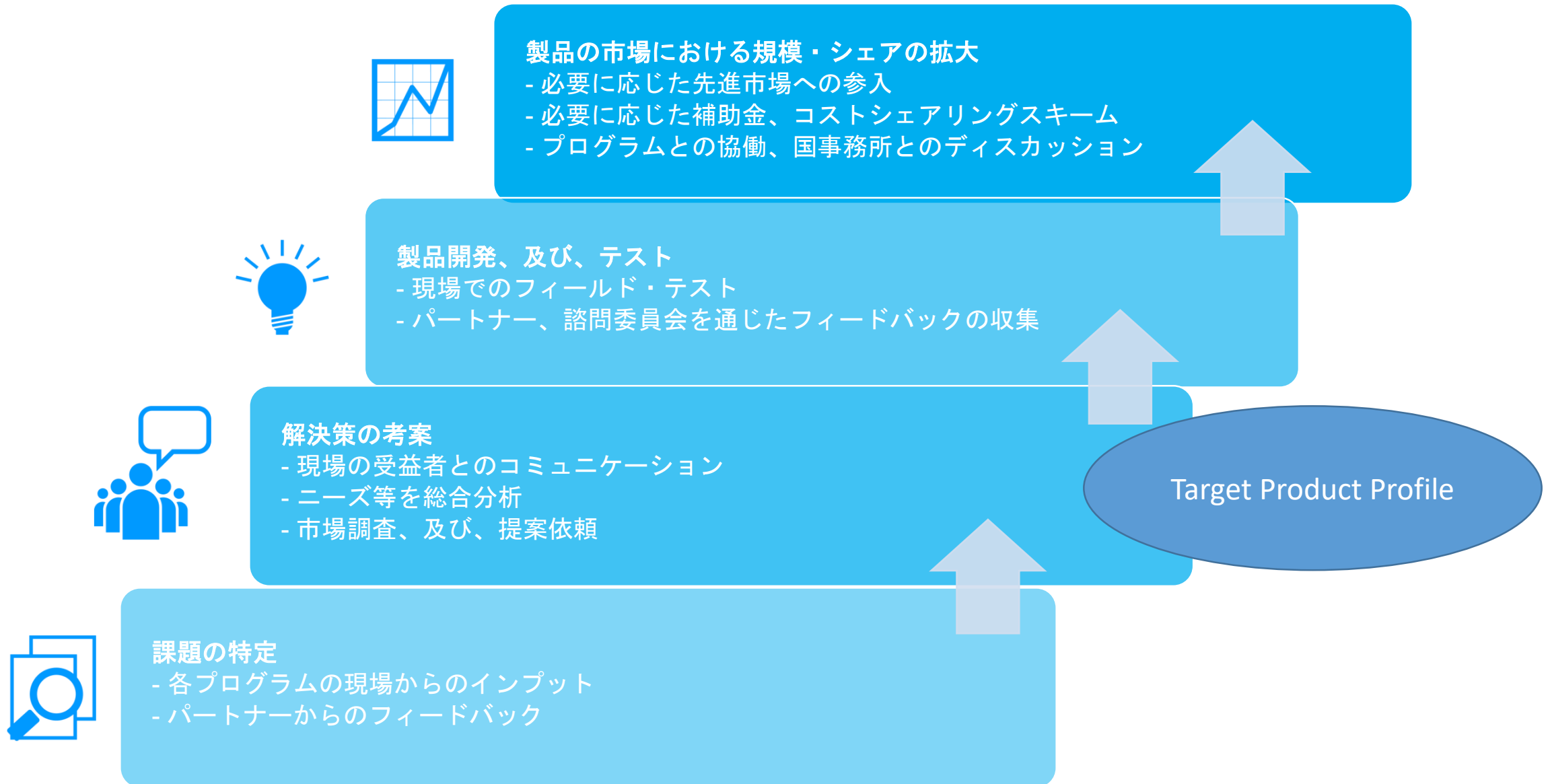
需要

開発

拡大

unicef 

Product Innovation System



Target Product Profile

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

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Contract Awards

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Medical devices

Supplies for children with disabilities

Medicines

Nutrition

Water & sanitation

Education

Emergencies

Publications & Multimedia

Supply Highlights

Innovation

Employment

Target Product Profiles



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Community health volunteer Mariam Diarra uses a device to time the breathing of eight-month-old Gimbala 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 it does not act as the final procurement specifications. TPPs are therefore less prescriptive, to allow for creativity and innovation in the development process.

The process that follows the release of a TPP varies pending the maturity of the market/technology however the following steps are an example of the typical process:

- 1) A stakeholder/industry consultation or webinar is held after a TPP has been released to provide clarity on UNICEF's requirements, share knowledge, and learn of any challenges stakeholders may have in order to accelerate product development.
- 2) UNICEF monitors the progress of the market and when the market is mature, a tender is launched to identify solutions meeting the performance requirements of the TPP to be field trialled in UNICEF's context.
- 3) The products which yield positive field trial results, will be considered for procurement.

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 2018

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 proposal Q2.

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

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

[Emergency Structures: Multipurpose Tents](#) - issued December 2018

Introduction: UNICEF has received feedback from Country Offices calling for emergency structures that can serve a variety of purposes. This project is therefore looking for a suitable emergency structure which meets UNICEF needs for a multipurpose tent.

Status: The TPP is open for questions and will be followed up with a request for proposal Q1.

Comments: Suppliers should be checking the page regularly to stay informed of any additions or edits to the TPP brief and TPP.

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

[Emergency Structures: Staff Office and Accommodation](#) - Issued December 2018

Introduction: UNICEF has received feedback from Country Offices calling for emergency structures that can serve a variety of purposes. This project is therefore looking for a suitable emergency structure which meets UNICEF needs for Staff Office and Accommodation.

Status: The TPP is open for questions and will be followed up with a request for proposal Q1.

Comments: Suppliers should be checking the page regularly to stay informed of any additions or edits to the TPP brief and TPP.

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

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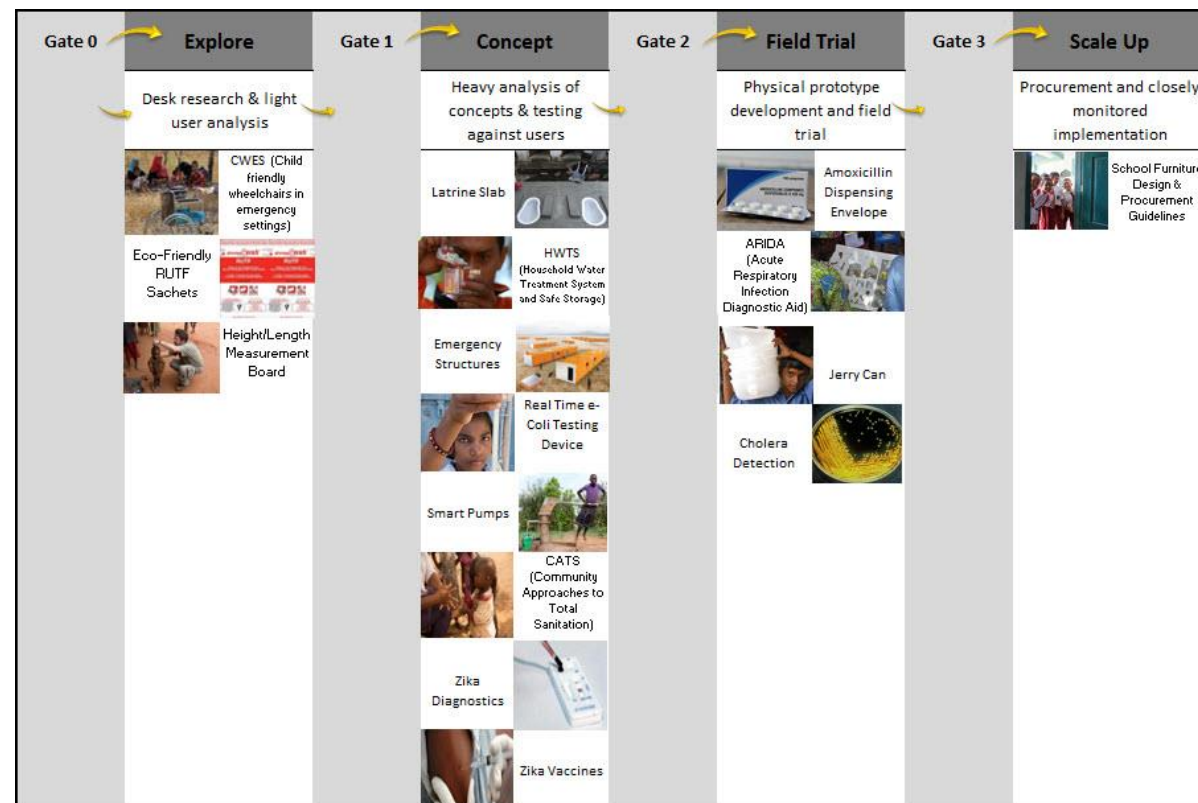
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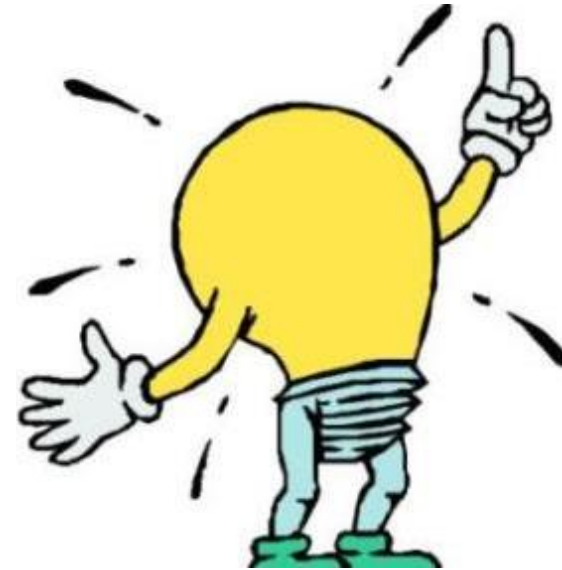


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Q & A



Thank You

ありがとうございました



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