

2022年2月25日（金） 外務省 国連調達セミナー

ユニセフ（国連児童基金）
イラク国事務所
物流・物資調達専門官
竹友有二




ユニセフ調達額 2020年次報告書より

SERVICES

**\$1.238
billion**

GOODS

**\$3.23
billion**



**\$4.468
billion**



\$1.413 billion

VACCINES/BIOLOGICALS

1.9 billion doses of vaccines were procured for 102 countries to reach 45 per cent of the world's children under 5 years of age



\$830.6 million

MEDICAL SUPPLIES AND EQUIPMENT

- ▶ **68,771** health kits for 65 countries
- ▶ **912.6 million** immunization syringes
- ▶ **10 million** safety boxes
- ▶ **4.2 million** HIV rapid diagnostic tests, including 0.6 million HIV/Syphilis Combo diagnostic tests
- ▶ **11.5 million** malaria rapid diagnostic tests to 20 countries



\$182.8 million

WATER AND SANITATION SUPPLIES

- ▶ **748 million** water purification tablets and chlorination/flocculation sachets, which could treat 17.5 billion litres of water
- ▶ **3.4 million** hygiene kits



\$172.4 million

NUTRITION SUPPLIES

- ▶ **46,836** tons of ready-to-use therapeutic food (RUTF) to 70 countries, 71 per cent of which was sourced in programme countries
- ▶ **583.6 million** vitamin A treatments
- ▶ **178.4 million** deworming tablets
- ▶ **620 million** sachets of multiple micronutrients powder
- ▶ **553 million** iron and folic acid tablets



\$143.5 million

PHARMACEUTICALS

- ▶ **40.4 million** amoxicillin pneumonia treatments for infants, reaching 47 countries
- ▶ **1.98 million** packs of antiretroviral medicine to treat 74,166 adults and 12,289 children with first-line therapy for one year in 44 countries
- ▶ **23.3 million** Artemisinin-based Combination Therapy (ACT) malaria treatments
- ▶ **106.5 million** cotrimoxazole tablets (treats a range of bacterial infections, including pneumonia and bronchitis)
- ▶ **50.8 million** sachets of oral rehydration salts (includes 8.7 million co-packaged ORS/zinc)
- ▶ **13.2 million** treatments for seasonal malaria chemoprevention to protect 3.31 million children
- ▶ **6.41 million** courses of sulfadoxine-pyrimethamine chemoprevention to protect 21.4 million pregnant women



\$103.8 million

Cold chain equipment

Includes **\$67 million** in solar-powered systems



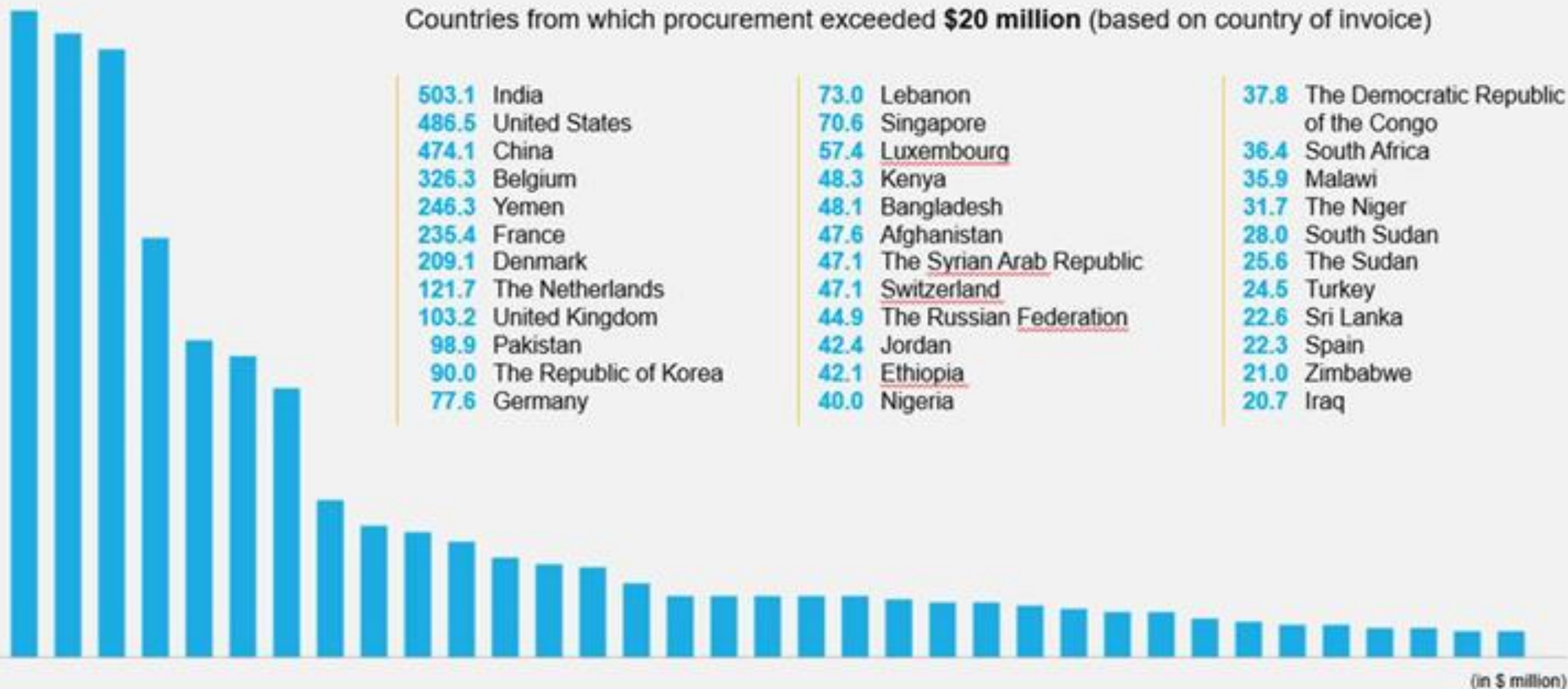
\$36 million

Bed nets

17.8 million long-lasting insecticidal nets (LLINs) to 28 countries

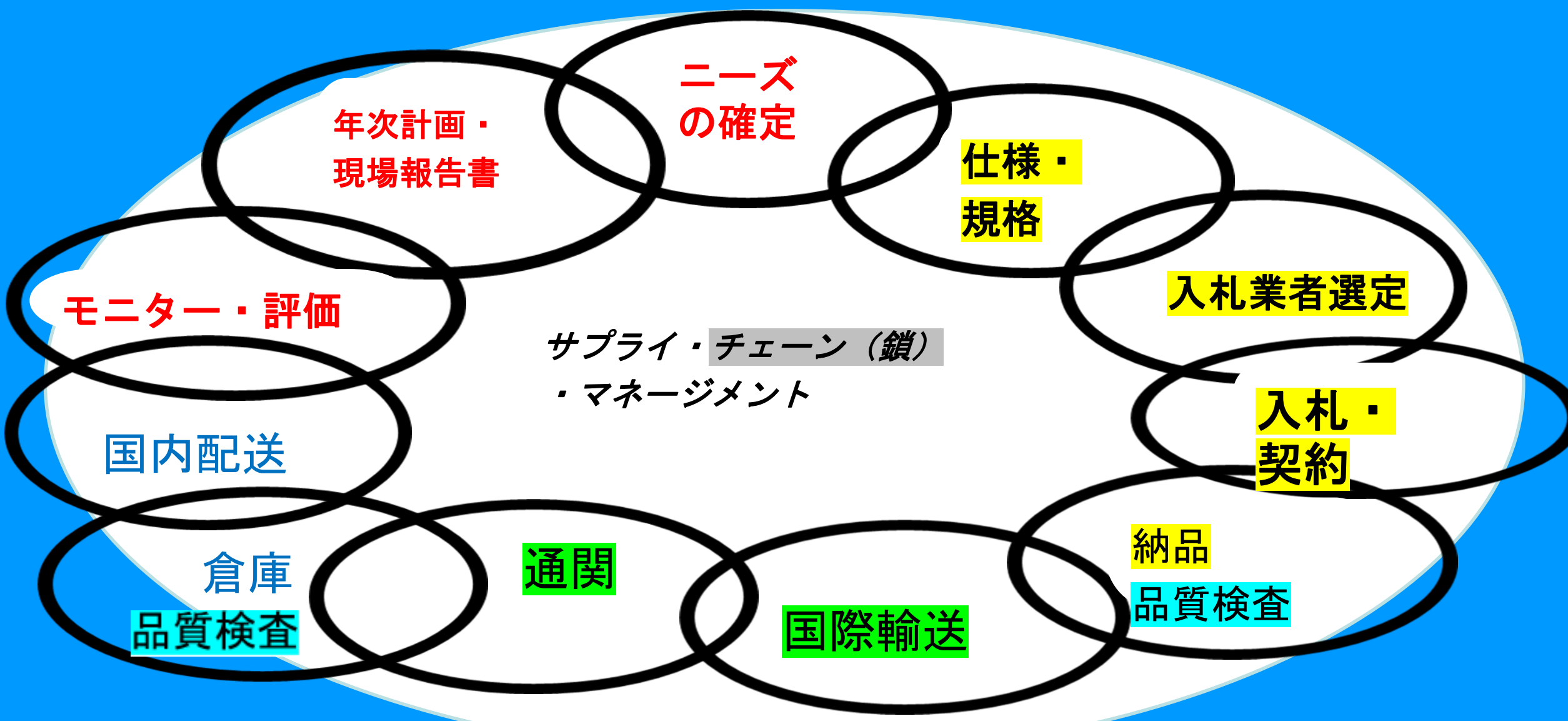
Country of supplier (2020)

Countries from which procurement exceeded **\$20 million** (based on country of invoice)



物流・物資調達の流れ





“Right” in Supply Chain Management

1	Right Specifications / TOR
2	Right Beneficiaries (+ consignee, gender, CRC)
3	Right Purpose (Strategic & Essential, SDGs)
4	Right Price (Value for Money)
5	Right Timing
6	Right Quality
7	Right Quantity
8	Right Place (Site)
9	Right Installation / Maintenance
10	Right Vendor (UN sanction list, dealership)
11	Right Package
12	Right Visibility

仕様・規格

- Supply Catalogue
- Market Influence---CRC
- Innovation
- Local Procurement / Capacity
- WHO Certificate
- Essential Drug List
- Set Packing
- Package/Visibility



業者選定

- UNGM Registration
- Request for Expression of Interest
- Pre-qualification



業者選定とSDG

-Sustainable Procurement
Climate Change

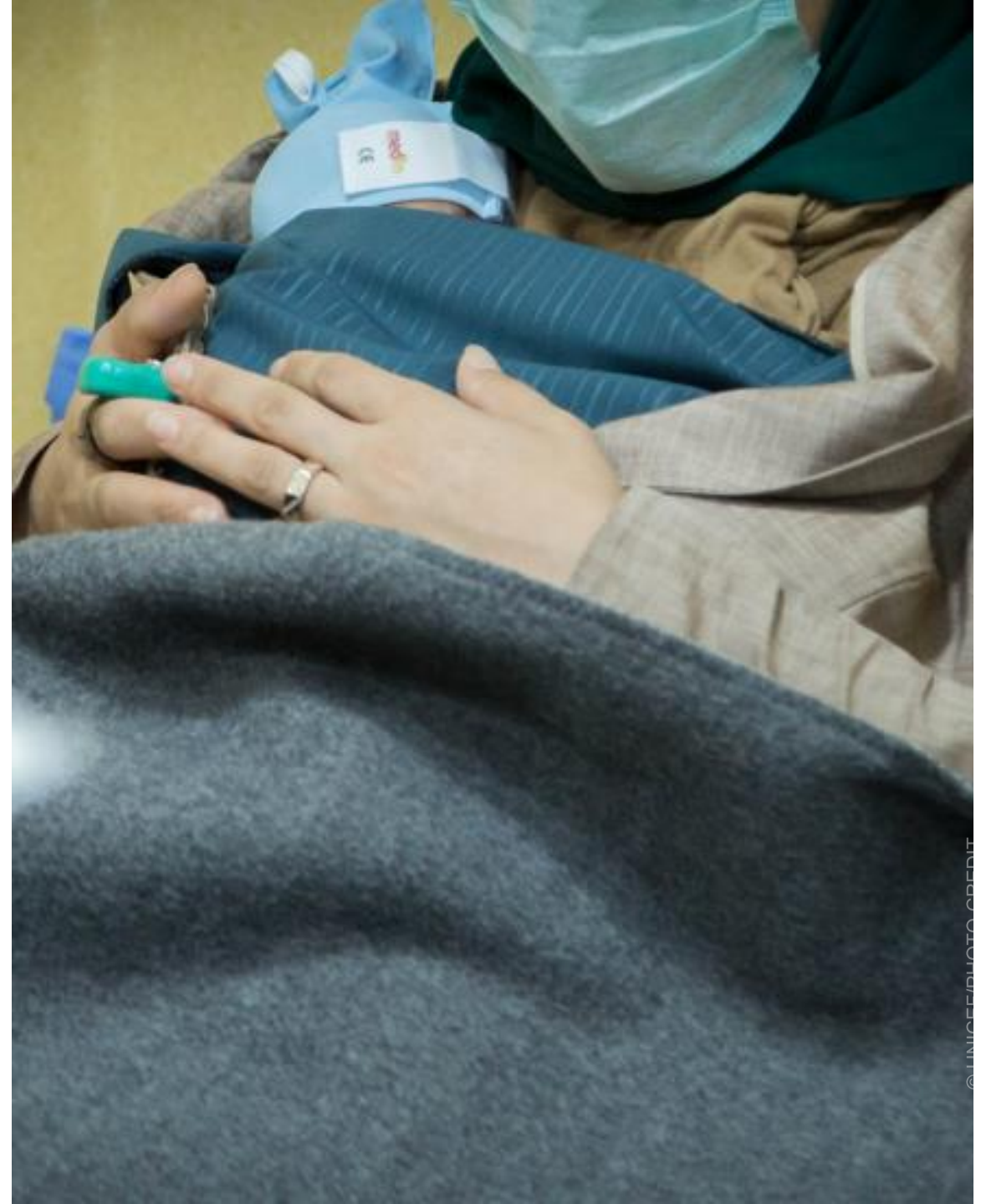
-Gender Responsive

-Disability inclusiveness



入札方法

- Request for Proposal (RFP)
- Invitation To Bid (ITB)
- Request for Quotation (RFQ)



实例

Pre-Bid Meeting

For

IRAQ-LRPS-2022-9172603 - Long term arrangement for provision
of cash delivery services inside all of Iraq

UNICEF Iraq

18th of January 2022

Indicative Tender Timeline

#	Item	Date
1	RFP Issue	Tuesday 4 th January 2022
2	Pre-Bid Meeting	Tuesday 18 th January 2022
3	Deadline for receiving queries	Thursday 3 rd of February 2022
4	Bid Closing	Monday 7 th of February 2022
5	Evaluation of Bids	End of March 2022
6	Award of Contract	End of May 2022

UN's GUIDING PROCUREMENT PRINCIPLES

Integrity:	Transparent, honest and fair
Competition:	Competitive tendering
Equal treatment:	Same conditions
UNICEF objectives:	Meets programme objectives
Customer service:	Customer satisfaction while best value for money

1. Request for Proposal Form

1. REQUEST FOR PROPOSAL FORM

PROPOSAL FORM must be completed, signed and returned to UNICEF; proposal must be made in accordance with the instructions contained in this REQUEST.

TERMS AND CONDITIONS OF CONTRACT - Any contract resulting from this REQUEST shall contain UNICEF General Terms and Condition and any other specific Terms and Condition detailed in the REQUEST.

INFORMATION - Any request for information regarding this request must be forwarded by fax or email to the attention of the person prepared this document, with specific reference to the request number.
PROPOSAL

The Undersigned, having read the Terms and Condition set out in the attached document, hereby offers to execute the services specified as per the terms and conditions set out in the following document.

Signature: _____
Date: _____
Name and Title: _____
Company: _____
Postal Address: _____
Tel /Cell No: _____
Fax No: _____
Email: _____
Validity of Offer: _____
Currency of Offer: _____

Please indicate after having read UNICEF terms of payments stated in document, which of the following terms are offered by you.

10 days 3.0 % _____ 15 days 2.5 % _____ 20 days 2.0 % _____ 30 days net _____

This signed form must be submitted as part of the Technical Proposal

7. General Terms and Conditions

- Signing of '1. Request for Proposal Form' comprises acceptance of UNICEF General Terms and Conditions including UN Supplier Code of Conduct :

www.ungm.org/Public/CodeOfConduct

-Any reservations / exceptions / deviations to be clearly highlighted in your proposal.

Tender Process Key Point 1/2

(1) Questions and Clarifications

Proposers may request clarifications (by 3/February/2022, by email). Answer will be provided to all the bidders (by email).

(2) Submission Mode

Technical and financial offers must be submitted separately. Offers to be sent by email only to irqtender@unicef.org

Tender Process Key Point 2/2

(3) No Public Opening

Separate openings for Technical Proposals and Financial Proposals due to nature of RFP.

(4) Evaluations

- The Proposer(s) passing the mandatory requirements and receiving the highest score in terms of technical and financial offer will be awarded the contract.

(5) No Bid Bond / Guarantee

MANDATORY REQUIREMENTS

- **Lead bidder is a legal entity regulated and licensed in Iraq**
- **Lead bidder's license is valid for a period of at least one year from the date of submission of proposal.**
- **Lead bidder has a well-structured management structure with sound reporting lines**
- **Bidder has a well-established presence in Iraq (HQ and branches)**
- **Bidder keeps updated and compliant financial records**
- **Bidder's office, branch and agent network must be suitable and available for recipient enrolment, (account opening – if applicable), issuing of payment instrument, activation, physical distribution of cash and backstopping facilities in Baghdad and Erbil.**
- **If the Financial documents are submitted.**

Technical evaluation scoring

1	EXPERTISE OF FIRM/ ORGANISATION	30	Minimum Score = 49 For Financial Evaluation
2	Proposed Methodology, Approach and Implementation Plan	20	
3	Management Structure and Key Personnel	20	

TOTAL

70

Proposal Evaluation

- **Cumulative weighted analysis**
- Technical offers received will be reviewed by a committee. A company receiving a score of at least 49 out of 70 will qualify for the financial offer.
- Financial offers will be open for the qualified vendors. The weight of the financial proposal is out of 30.
- The contract will be awarded to the vendor that provides the highest scores between technical and financial evaluation.

Q & A

Aza Peshdary,
Supply Associate,
UNICEF Iraq

Email: apeshdary@unicef.org

Sadegh Rasoul,
Supply Officer,
UNICEF Iraq

Email: srasoul@unicef.org

12.0 Advice To Bidders

12.1 The principle of identical information to all bidders applies also to information concerning adjudication and award.

12.2 The award and the reasons for making the award are UNICEF's internal decision and may not be shared with external parties.

However, within a reasonable time of the award being made, the Supply Manager/Specialist should inform all bidders whether or not their bid was successful. At the same time, no information about other bidders or their bids may be divulged. Upon request, bidders may be informed about how their offers performed against the quality, technical or commercial evaluation criteria, as stated in the bidding document.

契約

-PO
(Contract / Purchase Order)

-LTA
(Long Term Arrangements)

-Forecast + LTA



納品

FCA

Pre-delivery Inspection

Certificate of Conformity

Certificate of Origin

Certificate of Analysis

Batch number

Installation/Training



UNICEF Supply Division in Copenhagen, Denmark



unicef supply division

unicef  | for every child



EXPLORE

Supply Division

WHAT WE DO

FOR SUPPLIERS AND SERVICE PROVIDERS

FOR GOVERNMENTS

For suppliers and service providers

