



Improving Procurement Practices to Achieve the Goals of FP2020

FP2020 Market Dynamics Working Group

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Background

- **Family Planning 2020 (FP2020)** is a global partnership that supports the rights of women and girls to decide, freely, and for themselves, whether, when, and how many children they want to have. FP2020 works to enable 120 million more women and girls in the world's 69 poorest countries to use contraceptives by 2020.
- The **FP2020 Market Dynamics Working Group (MD WG)** aims to sustainably ensure choice and equitable access to a broad range of high quality, affordable contraceptive methods in the world's 69 poorest countries by improving markets for family planning.
- FP2020 MD WG created a work stream on **procurement and regulatory improvements** to address critical gaps and identify new opportunities to harmonize global practices.

Examining Procurement Practices

- **Hypothesis:** Misalignments between procurement stakeholder priorities and behaviors incentivized by Requests for Proposals (RFPs), leading to inefficiencies that negatively affect access to family planning.
- **Objectives:**
 - Better understand the relative prioritization of different procurement criteria
 - Identify best practices in procurement
- **Activities:**
 - Procurement Priorities Questionnaire
 - Analysis of Requests for Proposals (RFPs)
 - Consultation with procurers and manufacturers

Findings

- **Procurement Priorities Questionnaire:** clear set of priorities across all categories of stakeholders - broad product registration, supply reliability, quality, flexibility, ability to meet RFP conditions and price.
- **RFP analysis:**
 - Impact of key RFP clauses on drivers of access to family planning commodities: quality, availability, affordability and choice
 - Potential impact of RFP clauses on the efficiency and effectiveness of procurement processes
 - Best practices within RFPs which are aligned with the priorities of procurers and manufacturers
- Findings from the questionnaire and analysis are presented in the procurement practices report.

Recommendations & Next Steps

- After the completion of the questionnaire and RFP analysis, the FP2020 Secretariat convened a meeting of stakeholders to develop recommendations for improving procurement.
- The group identified key intervention areas and proposed recommended actions for global stakeholders:
 - Rationalizing packaging requirements
 - Incentivizing product registration
 - Simplifying and decoupling the RFP process
 - Encouraging use of 'split awards'
 - Making award criteria transparent
 - Harmonizing and encouraging use of joint RFPs
- In the coming months, FP2020 will work with partners to implement these recommendations.