Tapping into quality, value, choice

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THIS IS UNFPA
World’s largest procurer of contraceptives

- **40** Contraceptives
- **18** Reproductive health kits
- **4** Midwifery and Fistula repair kits
- **400+** Medical equipment items
- **50+** Pharmaceutical products

**RH commodities procured in 2015**

$175M
Impact:

23.2 million women gained access to modern contraceptives in over 100 countries served in crisis-affected areas

more than $47M public funds saved in 2015 on contraceptive implants had the potential to provide an additional 17 million couple years of protection

close to $1M public funds saved in 2014 and 2015 by increasing use of quality assured generic contraceptives

80 pre-negotiated, long-term agreements for hundreds of reproductive health products

27 UNFPA has the largest source of prequalified condom manufacturers
UNFPA Procurement

Trusted Partner in RH Supplies

Open international bidding process
Public procurement principles

quality
Stringent UNFPA / WHO QA practices
Pre-qualified suppliers and products
Pre-shipment inspection, sampling and testing

value
Cost savings
Competitive, pre-negotiated prices
Procurement, contracting and QA expertise

choice
Product & pricing information online
Generic or innovator brands
Reduced lead time in-stock products
Online planning tools and simplified ordering process
What is a Long-Term Agreement (LTA)?

A written agreement

Between a UN organization and a supplier

For pre-selected goods or services

Based on the result of a competitive bidding exercise

Covers general terms and conditions and all commercial terms

Pricing

Discounts

Payment

Delivery

Packing
### Benefits of Using UNFPA LTAs

<table>
<thead>
<tr>
<th>Benefit</th>
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<tbody>
<tr>
<td>All products have gone through a competitive bidding process</td>
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<td>Pooled volume &gt; better price &gt; cost savings</td>
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<td>Stabilize supply costs</td>
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<td>Avoid duplication of procurement processes</td>
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<td>Direct ordering</td>
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</table>
All Information Available Online

Procurement Services
- How to order
- Product Catalog
- Budget planner
- Lead time calculator
- Customized artwork guidelines

Information Services
- RHInterchange
- Quality assurance policy
- Prequalification Programmes
- Procurement e-learning

www.UNFPAProcurement.org
Tools for Commodity Management

Online Interactive Product Catalog

Reproductive Health Interchange

Lead Time Calculator

Budget Planner

www.UNFPAprocurement.org
UNFPA Delivers Solutions

**Items held in stock**

- Emergency Reproductive Health kits
- Fistula repair kits
- Standard male condom
- Female condom
- Priority maternal health medicines
Ordering made simple...

UNFPA places order AFTER receipt of funds
Collaboration with non-UN partners

- Collaborating with other Public procurers of RH commodities to ensure efficiencies
- Optimize cost reduction
  - Standardizing requirements for tender processes amongst partners as well as KPIs
  - Sharing of outcomes of inspection & technical assessment reports
  - Sharing of procurement best practices
- Innovative projects which contribute to efficiency:
  - Joint forecasting
  - Partnerships for impact:
    - Leveraging of systems to facilitate procurement platforms
    - Address common issues jointly
  - Analyzing possibility to implement a track & trace solution
UNFPA FP Strategy

To accelerate access to choices based on information, exercise of rights, provision of services and reliable supplies
Substandard/Spurious/Falsely-labeled/Falsified/Counterfeit Medicines

Counterfeit And Defective Contraceptives Found In South America, May Contain Toxic Ingredients

WHO calls for proactive strategies to combat falsified, substandard medicines

Good packing and transport of medicines can save lives.....

SA recalls 20-million risky condoms
Objectives

• Ensure high quality commodities

• Access generic medicines and low cost devices that meet international standards and quality requirements in line with WHO specifications and guidelines

• Harmonize quality standards through pooled procurement

• Ensure safety and efficacy throughout shelf life
UNFPA Quality Policy for Reproductive Health Medicines Classification

WHO Prequalification Programme for Medicines

- Hormonal Contraceptives
- Oxytocics
- Eclampsia Medicines
- Uterotonics
- Other Essential RH Medicines

Medicines not included in WHO Prequalification Programme

- Analgesics
- Anaesthetics
- Anti-inflammatory drugs

See more at www.unfpa.org/quality-assurance
Quality criteria applied

Pharmaceuticals under WHO Prequalification Programme
- WHO Prequalification
- Approval by an SRA
- Recommendation by Expert Review Panel (ERP)

All other pharmaceuticals (not under WHO Prequalification Programme)
- Assessment of documentation to support quality and safety of the product - Interagency Finished Pharmaceutical Product Questionnaire
- Inspection of manufacturing facilities - Current Good Manufacturing Practices (cGMP)
Choices not chance
Innovator or Generic Medicine
What's the difference?...

Innovator
The pharmaceutical product that was first authorized for marketing as a patented product.*

VS

Generic
A pharmaceutical product that is interchangeable with an innovator product.

What's in a name?
A brand name is given to a product by its manufacturer. The use of the name is reserved exclusively for its owner. Both generic and innovator medicines may have brand names.

It is marketed after the expiration of the patent or other exclusive rights.*

*WHO definition
UNFPA procures only generic medicines that are WHO prequalified or approved by Stringent Regulatory Authorities or recommended by the Expert Review Panel.

Generic medicines must meet the same standards of quality, safety and efficacy as innovator medicines.

Standards for generic medicines are clearly defined and published by WHO.

Generic RH medicines are medicines that contain the same active pharmaceutical ingredient as the innovator product.

UNFPA delivered generic medicines to ministries of health, NGOs and UNFPA country offices in 24 countries between 2014 and 2015.

The number of generic hormonal contraceptives available in the UNFPA product catalog increased from 12 to 22 in the last two years – that’s an increase of 83%!
Quality assured generic contraceptives

UNFPA has saved close to $1 million by increasing use of generic hormonal contraceptives.
UNFPA Procurement Services

UNFPA delivered generic medicines to 23 countries in 2015
## What you can buy for 100,000 USD*

Combined Oral Contraceptives

<table>
<thead>
<tr>
<th>Product</th>
<th>Quantity</th>
<th>Unit of Measure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Innovator Brand 1</td>
<td>370,370</td>
<td>Cycle</td>
</tr>
<tr>
<td>Innovator Brand 2</td>
<td>144,927</td>
<td>Cycle</td>
</tr>
<tr>
<td>Generic Brand 1</td>
<td>454,545</td>
<td>Cycle</td>
</tr>
<tr>
<td>Generic Brand 2</td>
<td>416,666</td>
<td>Cycle</td>
</tr>
<tr>
<td>Generic Brand 3</td>
<td>416,666</td>
<td>Cycle</td>
</tr>
</tbody>
</table>

Potential savings equivalent to more than 300,000 additional cycles

*Does not include freight charges or 5% handling fee
Regional support to procurement process

- Strengthening Country Capacity
- Good Stewardship
- Data for Decision Making
Regional Support to Procurement Process

Strengthening Country Capacity

Capacity and skills assessment

Various Capacity Building Interventions for CO and country institutions:

- Forecasting and Quantification
- Procurement
- SCM – Bar-code solutions to end – to end product visibility; cross border supply chain solutions
- QA
  - Working with RECs, consensus on post-shipment testing of condoms
  - Registration of commodities
  - Accreditation of testing laboratories
  - Quality Assurance testing

Good stewardship – “Equal Quality for Less”: Increased use of generics

Orientation and capacity building of NRA, line ministries, UN + other partners

Data for Decision Making

- Regional TMA studies
- Regional RHCS Expenditure Trend Analysis
- Regional Stock Out Trend Analysis
Case Story - Cambodia
UNFPA
Delivering a world where every pregnancy is wanted, every childbirth is safe and every young person’s potential is fulfilled

United Nations Population Fund
www.unfpa.org
www.unfpaprocurement.org