

Partnerships, Competition and Strategic Procurement

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unicef  | for every child



Progress On Reducing Child Mortality



Engaging with Partners: Key Strategy for Success to Date



PROCUREMENT & MARKET SHAPING

Suppliers

Gavi, the Vaccine Alliance
Bill & Melinda Gates
Foundation
WHO
MSF
CEPI



SUPPLY PLANNING & COORDINATION

Suppliers

Measles & Rubella
Initiative (MRI)
GPEI / IMG
Country coordination
International
Coordination Group
(ICG)



COUNTRY SUPPORT & SUSTAINABILITY

Suppliers

Country support
Gavi Partnership
Engagement
Framework (PEF)



GAVI CO-FINANCING

Gavi's co-financing
policy aims to
further strengthen
ownership and long-
term sustainability



17 PARTNERSHIPS
FOR THE GOALS



How we have work with businesses and industries



- Targeted **bilateral engagement with companies** including at Executive/President-level to establish positive relationships, and to discuss strategic issues including to influence of R&D pipelines.



- Regular **engagement with industry associations** (e.g. IFPMA, DCVMN) for pan-industry reach and to understand industry trends.



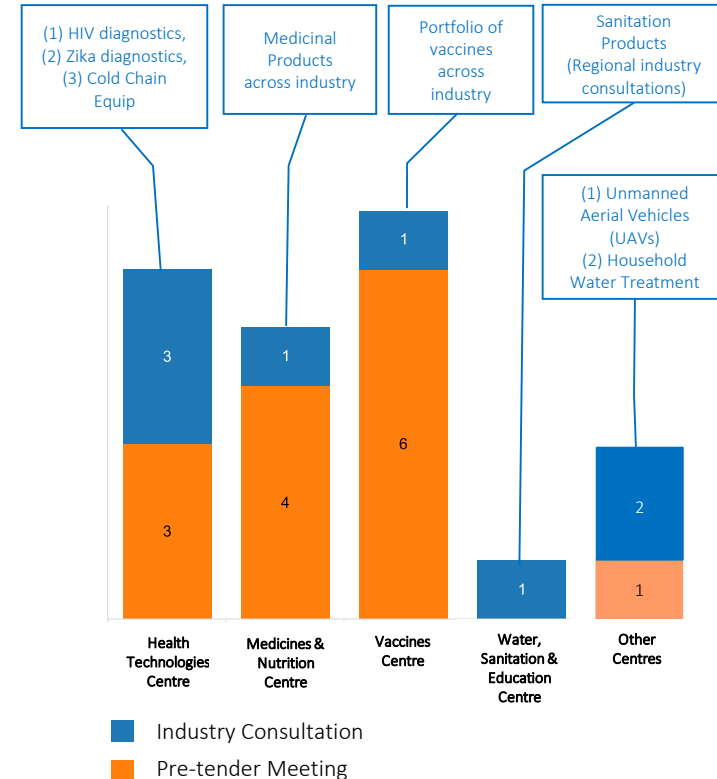
- **Convenes the industry-wide forums by segment/product group** on a (bi)annual basis for dialogues on strategic direction, to understand supplier challenges and market perspectives.
- These bring together **>1000 participants** across ~20 industry meetings per year.

- Various interaction with industry are based on **fairness, transparency**, while at the same time ensuring **confidentiality** of commercially sensitive information.



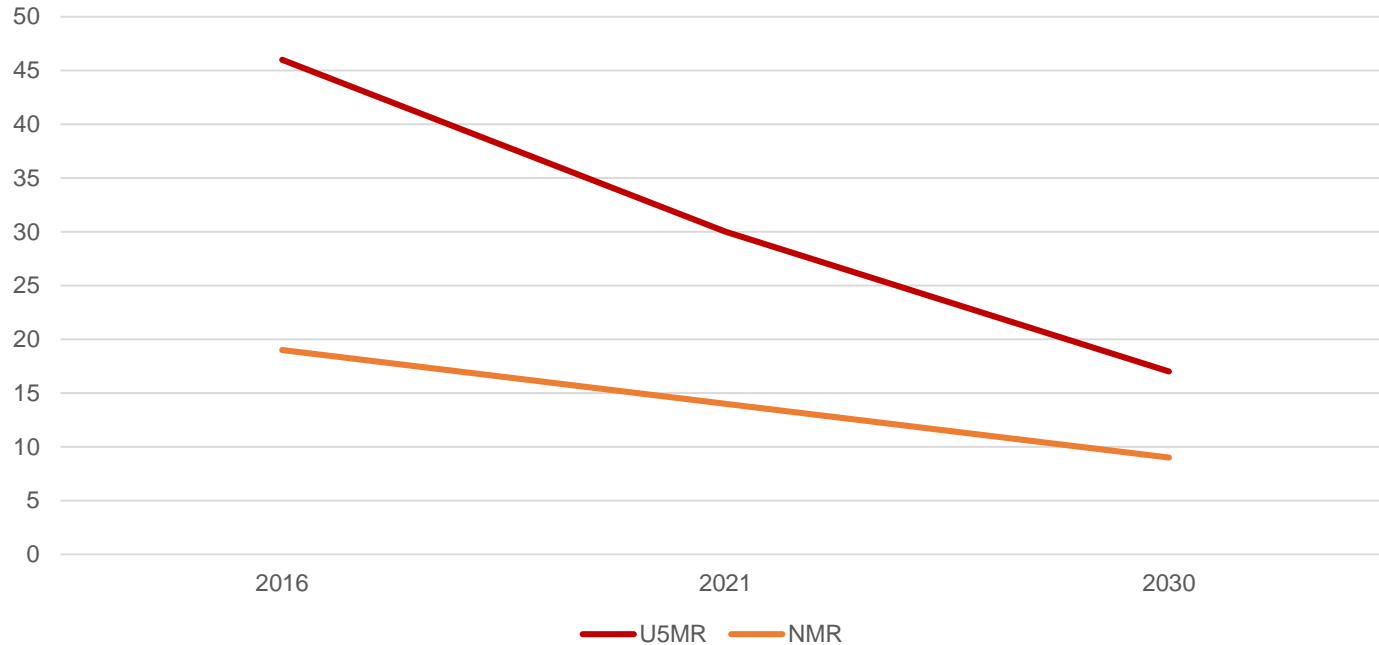
- **Publishes strategic market information** (e.g. market analyses, demand/supply volumes, pricing, procurement plans, etc.) to **reduce market information asymmetries** ultimately to improve market functioning.

2018 Industry Meetings



Global targets to further reduce Child Mortality (per 1,000 live birth)

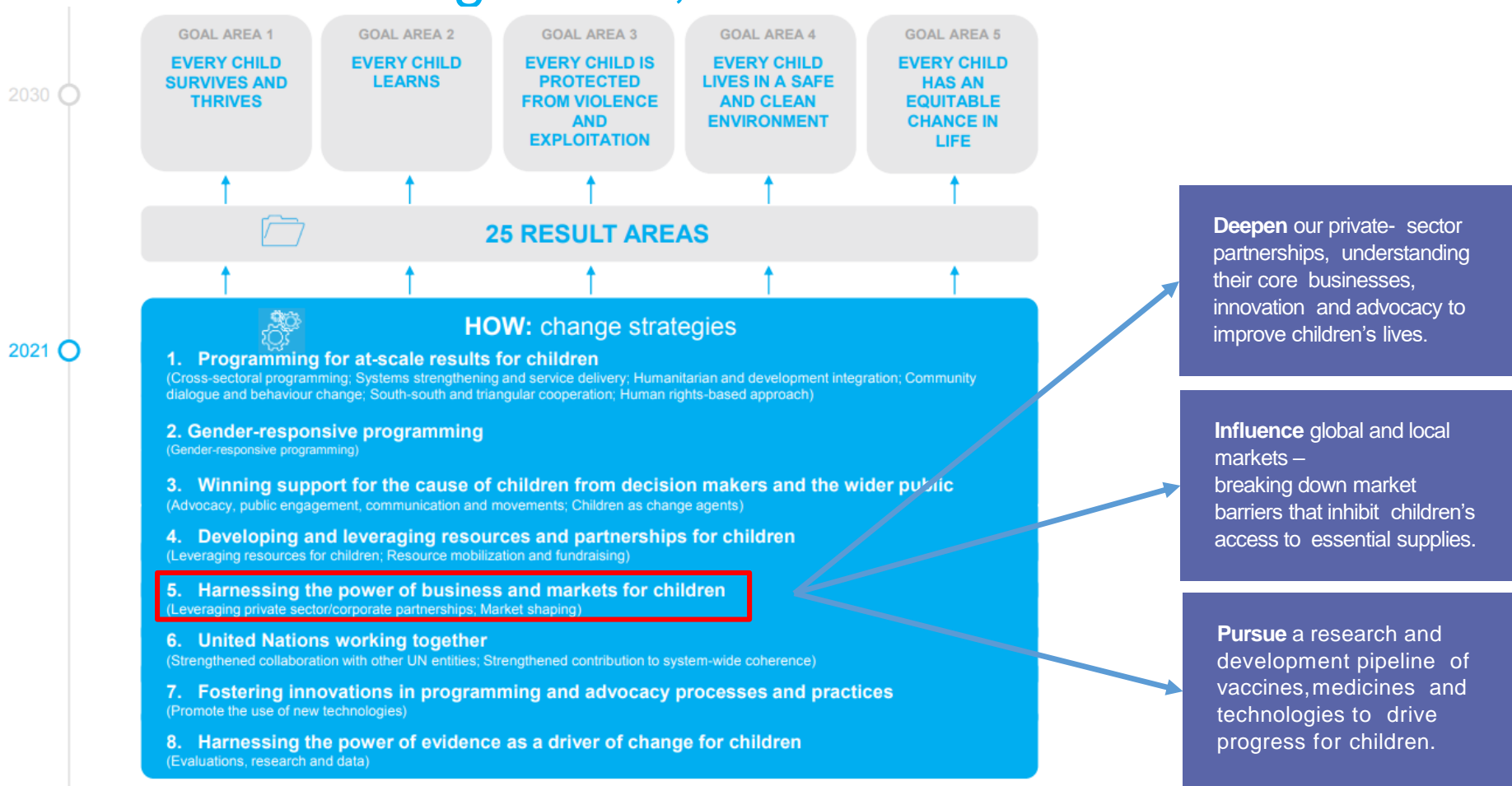
Targeted reduction in Under 5 and Neonatal mortality rates, Global



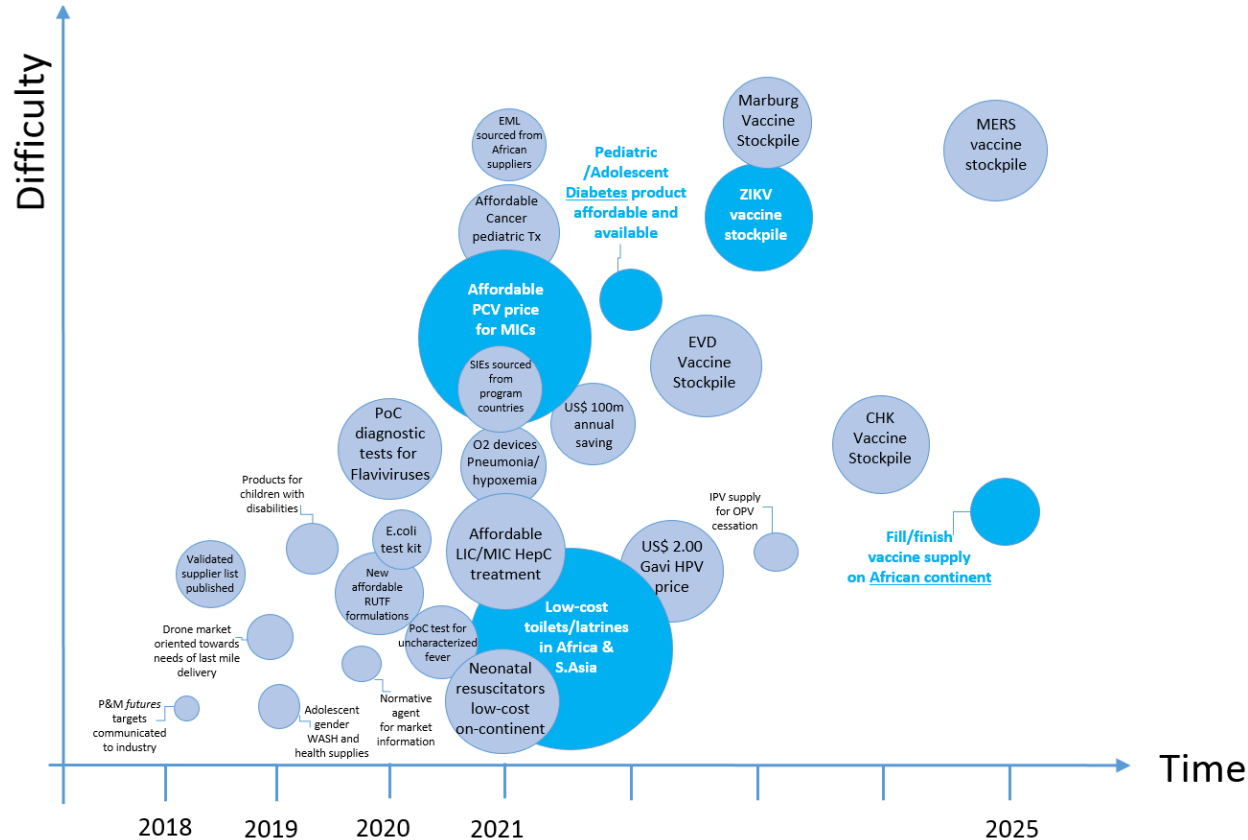
Report 2018

UN Inter-agency Group for Child Mortality Estimation UNICEF-WHO-WB-UN

UNICEF Strategic Plan, 2018-21



A Products and Markets Futures



- Requires different planning horizon for **complex product and market challenges that have long lead times**
- Demands new ways of working to **influence markets where UNICEF does not routinely procure**
- Necessitates **executive-level supplier engagement** to foster strategic dialogue and influence suppliers' priorities
- Involves looking **beyond UNICEF's core programming focus today** to meet the needs of children and youth tomorrow (e.g. in diabetes, cancer, mental health)
- Offers opportunities to **foster economic and social development** through new market goals

NB: Illustration. Size of bubbles denotes the potential impact should goals/targets be achieved. All information subjectively estimated. Subset (~40%) of all P&M futures targets.

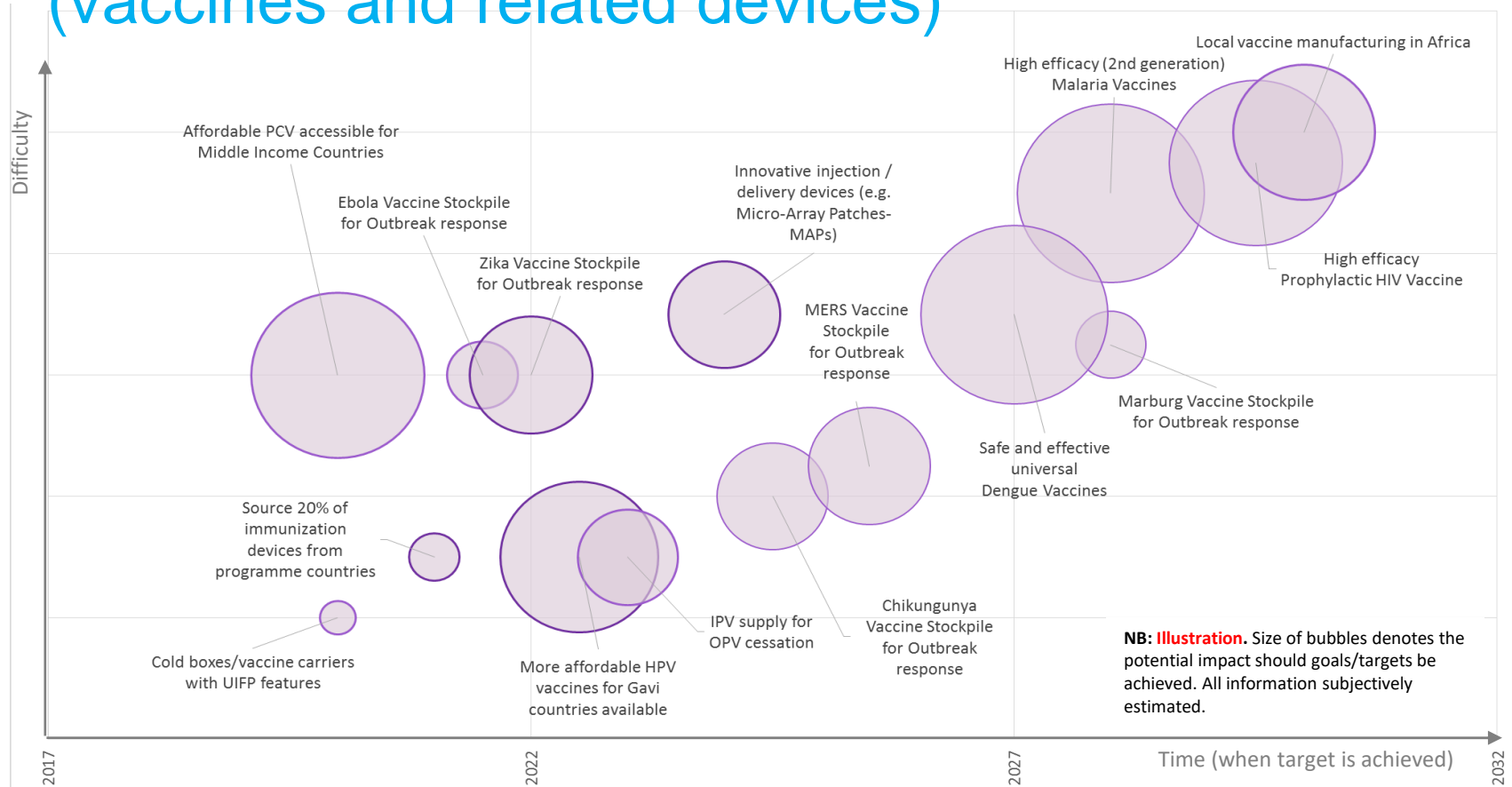
Identifying innovations to accelerate results for children

SP Goal	Accelerator / innovation	Reach	Timeline	Difficulty	Impact
1	Vaccines: Ebola/Marburg, Zika, Dengue, Malaria	universal	by 2019	being developed	transform
1	HIV Vaccine	> 50 countries	by 2021	being developed	transform
1	MERS Vaccine	< 50 countries	by 2030	discovery needed	enable
1	Injectable ART for adolescents with HIV/AIDS to increase adherence	universal	by 2019	being developed	transform
1	Improved vector controls technologies: mosquitos, etc.	universal	by 2019	being developed	transform
1	Single pill treatment for diabetes	universal	by 2019	being developed	transform
1	Rapid diagnostics for fevers, pneumonia, e. Coli, cholera, zika-dengue-chikungunya,	universal	by 2019	being developed	transform
1	Triplex rapid test for HIV/syphilis/Hepatitis	universal	by 2019	being developed	transform
1	Chickpea and soya based RUTF	universal	by 2019	being developed	transform
1	Oxygen therapy – pulse oximetry and oxygen supply	> 50 countries	by 2021	being developed	transform
1	Affordable Hep C treatment	> 50 countries	by 2021	being developed	transform
1	Affordable pediatric oncology treatment	> 50 countries	by 2021	being developed	transform
1	Next generation / novel pediatrics: antimalarial, antibiotics (AMR)	universal	by 2019	being developed	transform
1	New science / improved vaccines: Yellow Fever, Mening,	universal	by 2019	being developed	transform
1	Vaccine fill-and-finish in Africa	universal	by 2019	being developed	transform
1	Digital ways to support mothers from pregnancy through 1000 days	universal	by 2019	being developed	transform
1	Adolescent mental health medicines	universal	by 2019	being developed	transform
1	Adolesc. mental health: e.g. fb algorithm to detect depression, bullying, when support is needed	universal	by 2019	being developed	transform
1	A.I for health planning (theory of change, bottlenecks)	universal	by 2019	being developed	transform
1	A.I. to be predictive on health, well being of adolescents	universal	by 2019	being developed	transform
1	Point of care ultrasound diagn., cervical pessaries, fetal heart rate	universal	by 2019	being developed	transform
1	Biomarkers for early diagnosis of stunting	universal	by 2019	being developed	transform
1	HIV self test	universal	by 2019	being developed	transform

WORK IN PROGRESS

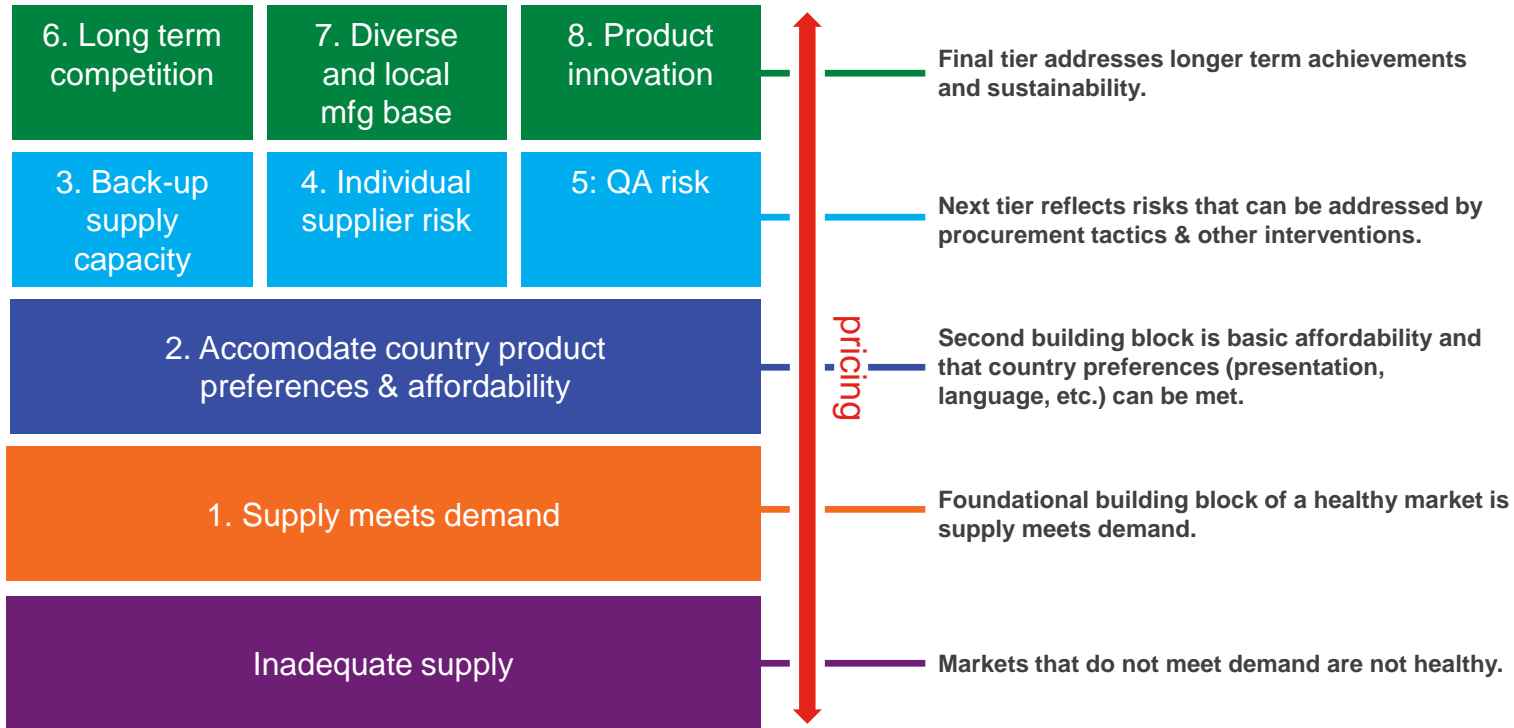
Reach:	universal	> 50 countries	< 50 countries
Timeline to market:	by 2019	by 2021	by 2030
Difficulty source:	market issue	being developed	discovery needed
Impact on a SDG or SP result target:	transform	contribute	enable

Illustration of targets for immunization products (vaccines and related devices)



Moving beyond 'traditional' competition....

The **Healthy Market Framework** is a set of attributes to measure the health of a market, and product-specific process to assess markets value



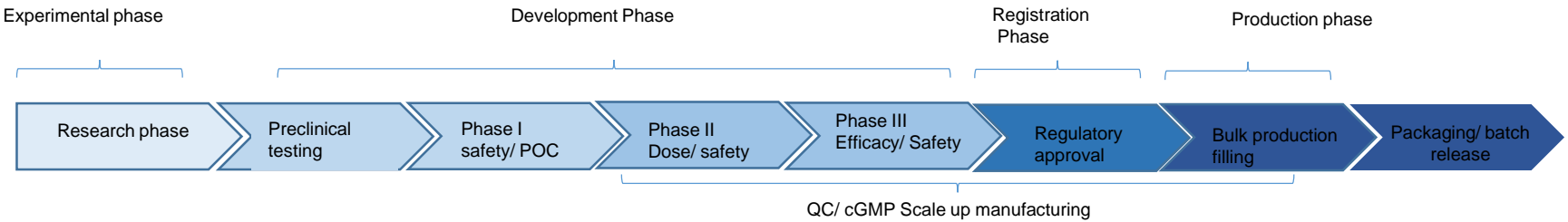
UNICEF engagement with industry: pre-licensure

Vaccine developers

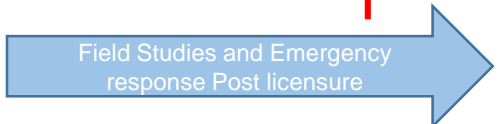
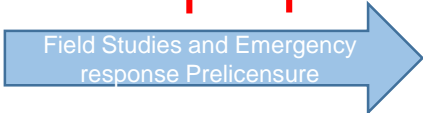
- Universities
- Institutes
- Small & Mid-sized Entities (SMEs)
- MNC
- Developing Country Vaccine Manufacturers (DCVMN)

Vaccine Manufacturers

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QC/ cGMP Scale up manufacturing



Priorities in our Partnerships and Strategic Engagements

- Improved access to vaccines for all children: addressing inequities of **Vaccine Introduction in MICs** through improved availability of affordable supply (e.g. PCV, Rota, HPV other new vaccines) DCVMs.
- Improved sustainability and long-term supply security, with increased sourcing from DCVMs, especially for those commodities which are currently in shortage to meet increasing demands (IPV, Rota, HPV)
- Further sensitizing our procurement processes to ensure and motivate research and development and product innovation

Through:

Re-orienting our procurement function to engage with the entire ecosystem

High-level partnership to influence private sector's investments to ensure availability of products that meet the needs and value for children, especially for the most vulnerable populations where access is limited