



**Pan American
Health
Organization**



**World Health
Organization**

REGIONAL OFFICE FOR THE **Americas**

Procurement and Supply Management

Pan American Health Organization (PAHO/WHO)

**DVCMN – 15th Annual Meeting
October 2014**



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Our Topics



PAHO PROCUREMENT MECHANISMS

Procurement Process/ Eligibility Criteria

Doing business with PAHO



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PAHO PROCUREMENT MECHANISMS

PROCUREMENT PERFORMED ON BEHALF OF PAHO'S MEMBER STATES:

- **REVOLVING FUND FOR VACCINE PROCUREMENT**
- **STRATEGIC FUND:** Procurement of essential medicines and basic public health products.



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Revolving Fund – PAHO 2013



© OpenStreetMap contributors



100 Products/Presentations



41 Countries and Territories



1,300 Shipments
180 Million Doses



Purchases value: **US\$ 492 M**
Capitalization Fund: **US\$ 130 M**














































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COUNTRIES AND TERRITORIES PURCHASING THOROUGH PAHO REVOLVING FUND

| | |
|---|----------------------------------|
|  | Anguilla |
|  | Argentina |
|  | Bahamas |
|  | Belize |
|  | Bolivarian Republic of Venezuela |
|  | Brazil |
|  | Chile |
|  | Costa Rica |
|  | Dominica |
|  | Ecuador |
|  | French Guiana |
|  | Guadeloupe |
|  | Guyana |
|  | Honduras |
|  | Montserrat |
|  | Nicaragua |
|  | Paraguay |
|  | Saint Lucia |
|  | Suriname |
|  | Turks and Caicos |
|  | Uruguay |

| | |
|---|----------------------------------|
|  | Antigua and Barbuda |
|  | Aruba |
|  | Barbados |
|  | Bermuda |
|  | Bolivia |
|  | British Virgin Islands (UK) |
|  | Cayman Islands |
|  | Colombia |
|  | Cuba |
|  | Dominican Republic |
|  | El Salvador |
|  | Grenada |
|  | Guatemala |
|  | Haiti |
|  | Jamaica |
|  | Mexico |
|  | Netherland Antilles |
|  | Panama |
|  | Peru |
|  | Saint Kitts and Nevis |
|  | Saint Vincent and the Grenadines |
|  | Trinidad and Tobago |



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The diagram consists of five vertical blue rectangular boxes arranged horizontally. Each box has a light blue circle at the top. A large, light orange double-headed arrow spans across all five boxes, with the text 'MAIN PROCUREMENT PHASES' in blue capital letters centered within it. Below each circle, the name of a procurement phase is written in black capital letters.

MAIN PROCUREMENT PHASES

**FORECASTING
& DEMAND
PLANNING**

**VENDOR
REGISTRATIO
N PROCESS**

**BID
SOLICITATION**

**AWARD
PROCESS**

**CONTRACT
MGMT**



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PROCUREMENT PROCESS

Forecasting / Planning (FGL/IM)

- Request to the MOH their yearly demand
- Demand Consolidation/ additional requirements

Vendor Registration Process

- **UNGM Registration**

BID Solicitation

- Prepare solicitation strategy and bid documents
- **International Bidding Process**
- BID Evaluation

Award Process

- Award recommendation and approvals
- Supplier Contracts

Contract Mgmt

- Issue Purchase Orders/ Monitor shipping/ support claims
- Performance Evaluation



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Products Procured Through the RF

Vaccines

*Other
Biological
products*

Syringes

Cold Boxes/
Ice packs

*Cold Chain
Equipment*

Safety boxes

Vaccine
carriers



Vaccines Procured through the Revolving Fund

PQ VACCINES

- BCG
- Cholera
- DPT
- DPT - Hib
- DT
- DTaP
- DPT-Hep B-Hib (Pentavalent)
- Hepatitis B
- Hib
- HPV
- Seasonal Influenza NH
- IPV
- MR
- MMR
- OPV
- Pneumococcal Conjugated 10 & 13 Valent)
- Rabies (Human)
- Rotavirus
- Typhoid
- Yellow Fever

NOT PQ VACCINES/ BIOLOGICALS

• HUMAN VACCINES

- DT-IPV
- DTaP-Hib
- DTaP – IPV
- DTaP-IPV-Hib
- DTaP-IPV-Hep B - Hib
- Hepatitis A
- Pneumococcal 23 Valent Unconjugated
- Seasonal Influenza SH *
- Varicella

• CANINE RABIES VACINE

• IMMUNOGLOBULINS

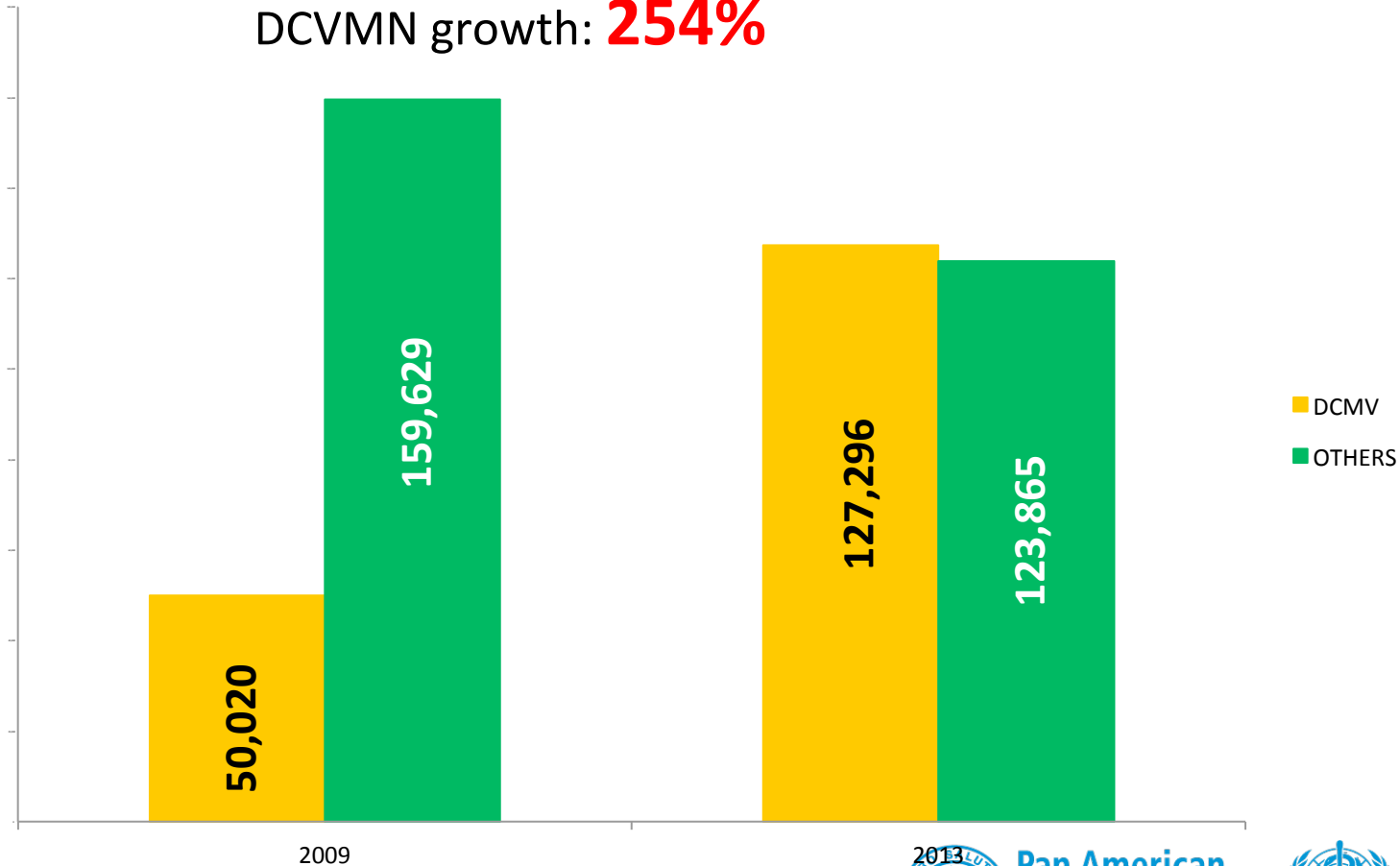
- Human origin
- Equine Origin

• TUBERCULIN PPD



PROCUREMENT FROM DCVMN MANUFACTURERS VOLUME (MILLIONS)

DCVMN growth: **254%**



2009



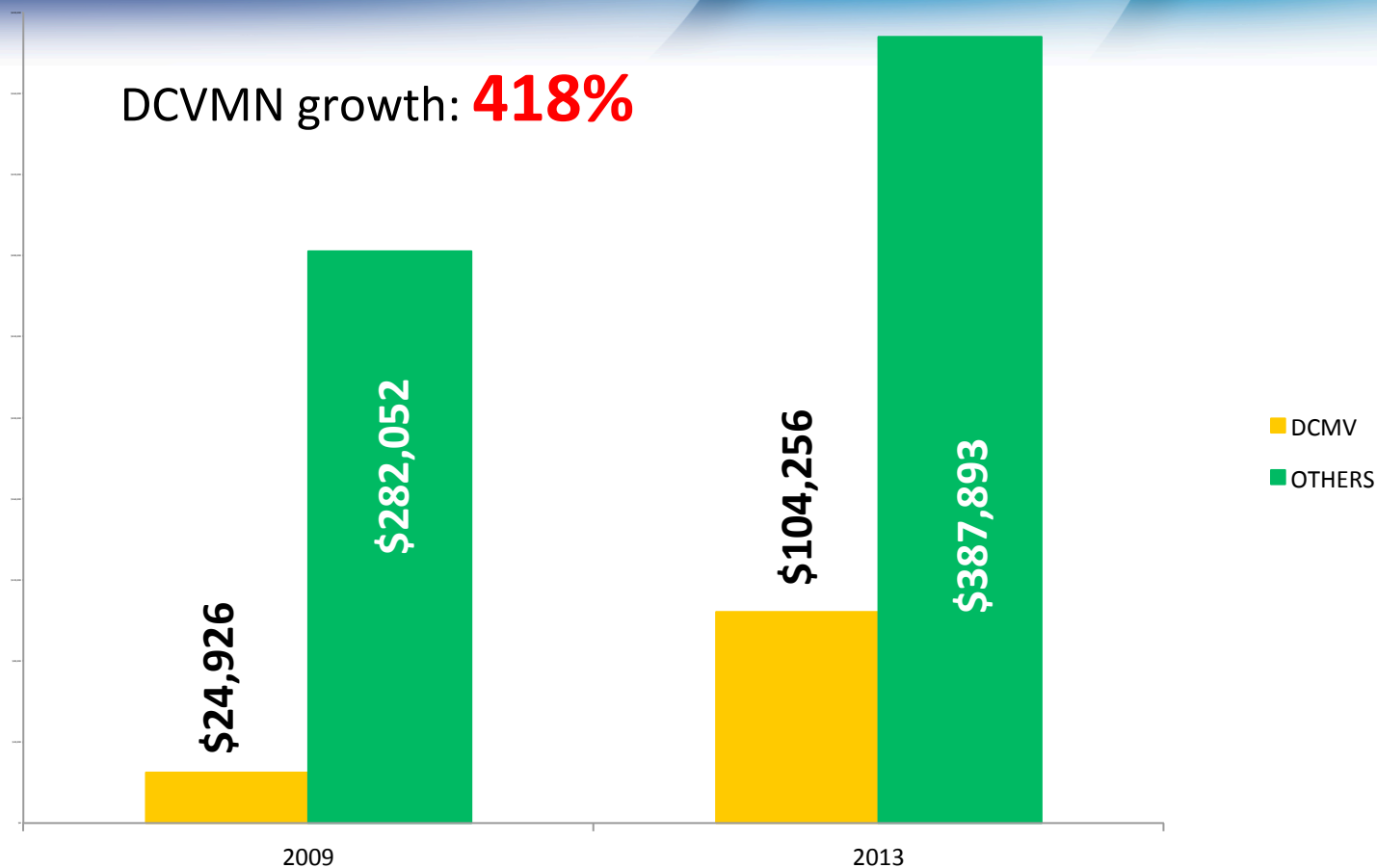
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PROCUREMENT FROM DCVMN MANUFACTURERS VALUE (US\$ MILLION)



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Procurement Strategy 2015-2017

Key Considerations

Improve forecast /demand planning



Review technical eligibility of vaccines

From 5 to 8 NRAs (Mexico, Cuba and Brazil included)



3 Tender categories: 1 Yr / 2 Yrs / 3 Yrs

1 Year: Vaccines not widely used in the Region. New vaccines

2 years: Robust supply and competition

3 years: vulnerable markets



Earlier release of ITBs and awards

Moving tender process months earlier



Longer-term contracts yield savings on costs, and improves supply security and relationship with vendors.



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The PAHO Revolving Fund

Added Value for Stakeholders

For Manufacturers

- A “single window” for all transactions
- Prompt payments
- Reliable forecasts and transparent relations.
- Long Term Agreements
- Post-marketing surveillance
- A mechanism to promote a robust and orderly vaccine market

For Countries

- Permanent mechanism of cooperation
- Timely and continuous supply
- Safe, high-quality, WHO-prequalified vaccines
- Facilitates financial self-sustainability
- “Catalyst” for a sustainable uptake of new vaccines
- Access to a credit line (60 days)



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http://www.paho.org/hq/index.php?option=com_content&view=article&id=186&Itemid=3995

Doing Business with PAHO

PAHO Purchasing Units refer to The United Nations Global Market Place (UNGM) which is the procurement portal of the UN System and a website where suppliers can register on-line with up to 26 UN Agencies that use the UNGM as their supplier roster. From here UN procurement staff has access to vendors' information when sourcing for a wide range of products and services. The UNGM also provides an overview of procurement notices, informing suppliers of the upcoming tenders of all participating UN entities. There is no cost to register at the UNGM and view the procurement notices on the website.

UNGM facilitates the communication between PAHO and your company because it is based around secure e-mail and electronic document management. The tendering process is conducted electronically via a web portal called (In-Tend), which will provide you with up-to-date status of your bids and email notifications. Once you are registered with UNGM, you will be able to use the system to manage your account information, submit offers, and deliver documents to PAHO. Registered suppliers are classified by products and services based on the **United Nations Standard Products and Services Code® (UNSPSC®)**.

You will find that UNGM will do the following:

- ✓ Reduce tender cycle-time;
- ✓ Provide Fast and accurate pre-qualification and evaluation processes;
- ✓ Allow faster response to questions and points of clarification during the tender period;
- ✓ Reduce paper documents required for tendering, thereby reducing costs;
- ✓ Increase integrity and transparency of the tendering process;
- ✓ Manage information effectively;
- ✓ Increase business opportunities with over 25 UN agencies.

Search UNGM

English ▼

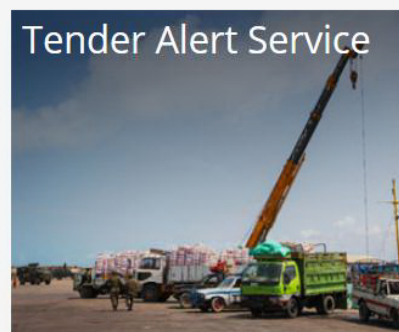
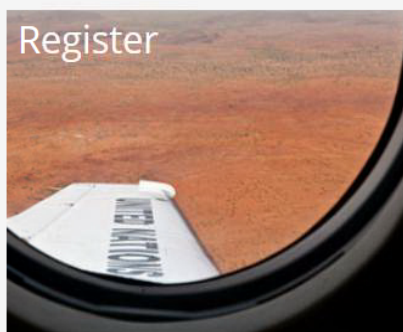
Register • Log in



UNITED NATIONS
GLOBAL MARKETPLACE

Welcome to the UNGM

Help ?



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Want to receive an email when a new tender notice is uploaded?
Subscribe to the **Tender Alert Service**. Only **USD250** per year for this value-added service.
Save time. No need to search through the more than 200 active notices on the site.
Create a UNGM account and subscribe today. Don't miss an opportunity!



Public

- Home
- Code of conduct
- Tender notices
- Contract awards
- Knowledge centre
- About UNGM
- Registration process
- UNSPSC
- Tender alert service
- FAQs

For more information on the UNGM vendor registration process, please [click here](#).

It should take approximately 5 to 10 minutes to complete the Basic level of registration.

If you need any assistance or require more information, please do not hesitate to use the Help? button in the right-hand corner of the page.

Registering with the relevant UN organizations

During the online registration process, vendors are automatically matched with the UN organizations which buy the products and services the vendor offers. You are able to deselect any of these UN organizations, should you wish to do so. If your company is unable to register with a particular UN organization, it is because that organization does not buy the goods or services you provide.

After completion of your registration

Once the required information has been provided, you will be able to submit your registration for review. Some UN organizations automatically accept submissions, while others review and evaluate each submission based on specific criteria. This process can take up to 10 working days. Once a vendor has been accepted by at least one (1) UN organization, the vendor's profile is visible to all UN staff.

Help?

Please click the Help? button. From here you are able to get in touch with our HelpDesk who will assist you with your query. We try to answer all queries within 48 hours. For the most efficient service, please ensure that you are logged in. Provide a detailed comment and screenshot where possible.

[Continue to registration](#)



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We notify you and your colleagues of new **relevant** notices by **email**. Only **USD250** per year for this value-added service.
Save time. No need to search through the more than 200 active notices on the site. We do it for you.
Subscribe today and don't miss an opportunity!



Product coding is used to classify goods and services. UN Procurement Officers select one or more UNSPSC code to indicate the product or service their agency needs to procure or search for potential suppliers registered and accepted by one or more UN agency from the UNGM database. It is, therefore, vitally important that you select the most accurate UNSPSC codes to describe your goods/services.

Search:

E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals ▼
51000000 - Drugs and Pharmaceutical Products ▼
51200000 - Immunomodulating drugs ▼
51201600 - Vaccines and antigens and toxoids

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- Video Guides

Vendor

- Dashboard
- Settings
- Registration
- Level 1
- Level 2
- Vendor documents
- My tenders/contracts
- Tender Alert Service




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Your vendor registration has been submitted.

An overview of the statuses of your registrations with the respective UN organizations can be found under the [Dashboard](#) in the left column.

✓ Some UN organizations may require Level 1 or 2 registration. The level of registration is related to the potential value of a contracts.

You can also submit Level 1 registrations. For more details click on [Level 1](#) here.

Remember to subscribe to the **Tender Alert Service** and receive relevant notices that matches your company's products and services directly in your Inbox. This service only costs USD250 per year. To subscribe click [here](#).


All information has been provided. More information is required in this section. *required field

- General >
- Address >
- Countries/area >
- Contacts >
- Declaration >
- Coding >
- UN Organizations (20)

UN organizations matching your profile

 You have already submitted your registration to all UN organizations matching your profile.

UN organizations submitted to

 You have submitted your registration to the following UN organizations.

You may withdraw your submission at any time by deselecting an organization.

- The Pan American Health Organization (PAHO) ☒
- United Nations Procurement Division (UN Secretariat) ☒
- Joint United Nations Programme on HIV/AIDS (UNAIDS) ☒
- United Nations Development Programme (UNDP) ☒
- United Nations Educational, Scientific and Cultural Organization (UNESCO) ☒
- United Nations Population Fund (UNFPA) ☒



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obrigado



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