



Responding to market challenges and needs

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**Vaccine Procurement:
UNICEF approach**

UNICEF Procurement, 2015

\$3.428 billion of supplies and services



Vaccines

\$1.725 billion



Pharmaceuticals

\$151.4 million



Nutrition

\$150.6 million



**Medical supplies
& equipment**

\$110.4 million



**Bed nets &
insecticides**

\$58.7 million



Construction

\$ 102.3 million



**Cold chain
equipment**

\$75.6 million



**Water &
sanitation**

\$96.4 million



Education

\$66.1 million



**International
freight**

\$104.3 million

Approximately **\$1.754 billion** is procurement on behalf of governments and partners.

UNICEF has a key role in vaccine procurement of immunization supplies on behalf of 100 countries annually



2015 Vaccines Supplies: US\$ 1,72 billion



2.80
billion doses



2,491
shipments

Immunization Supplies

Vaccines

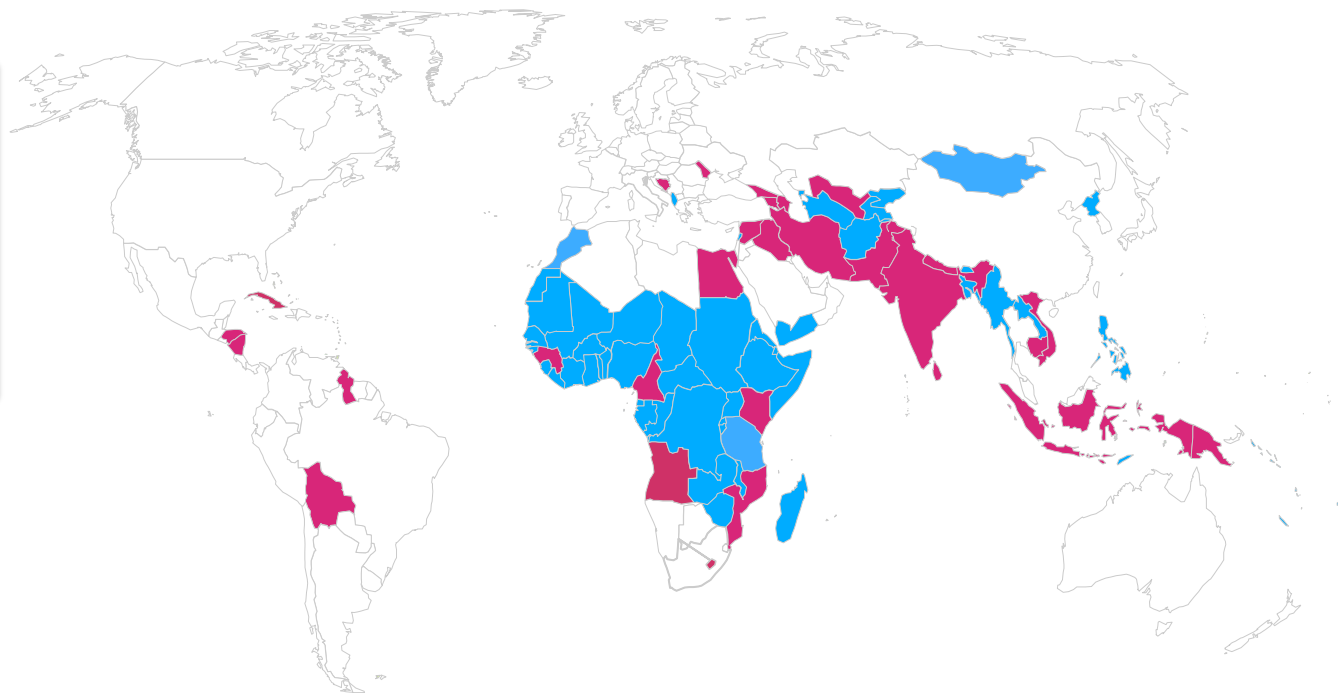
BCG, Cholera, DTP, DTP-HepB/
Hib, HepB, HPV, Influenza, IPV/
OPV, JE, M/MR/MMR,
Meningococcal, PCV, Rabies,
RV, TT/Td/DT, YF etc.

Safe Injection equipment

Cold Chain Equipment

Countries UNICEF procures
on behalf of

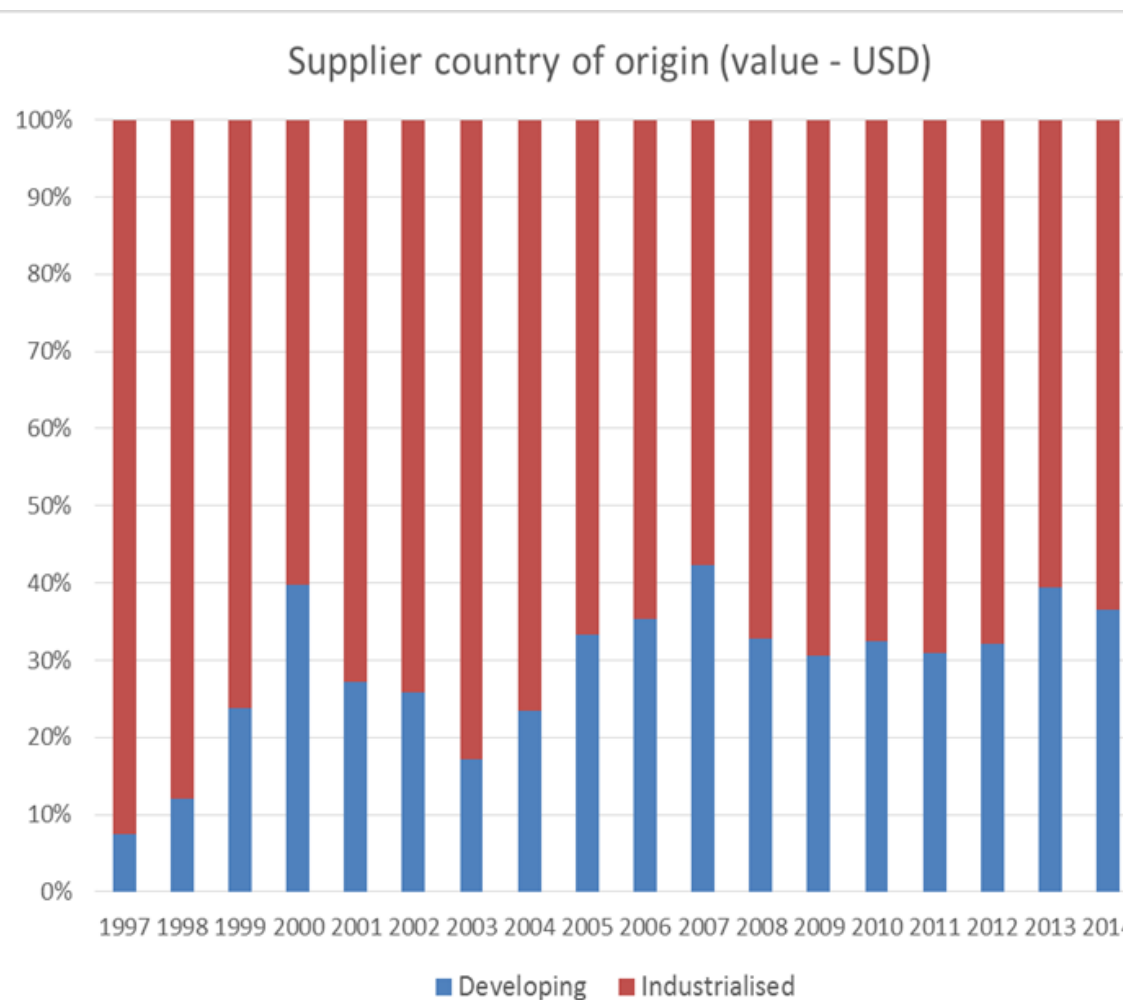
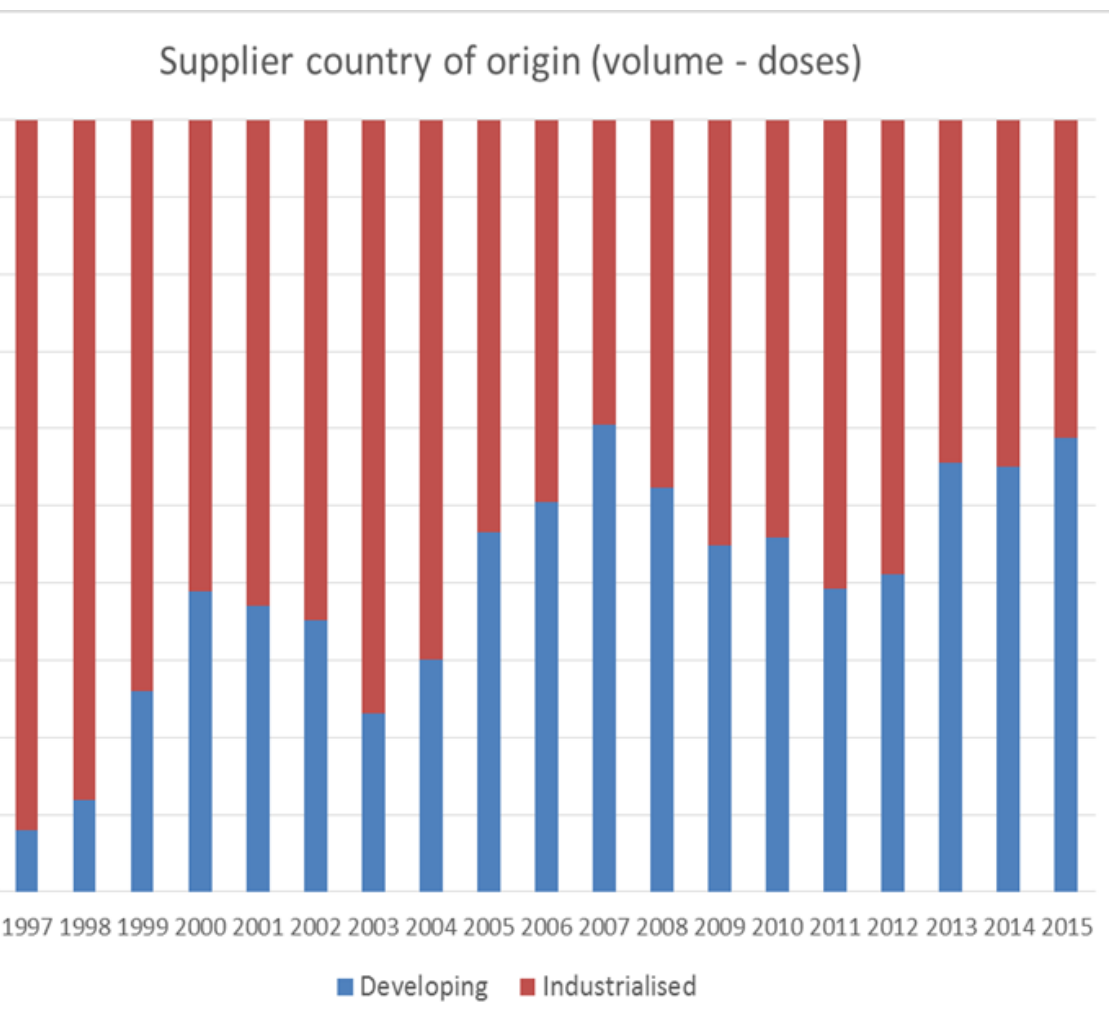
- Full schedule
- Partial schedule



Source: UNICEF Supply Division

A considerable portion of vaccines procured by UNICEF come from emerging market country manufacturers

5: 1.63 billion doses with a value of US\$ 612 million



Source UNICEF Supply Division

Vaccine Security: The sustained, uninterrupted supply of affordable vaccines of assured quality

Accurate Forecasting

- Multi-year forecasts from countries and programmes. Production planning forecasts and short/medium term forecasts to industry

Funding

- Understanding of funding profiles (country + aggregate); and longer term views of funding

Appropriate Contracting

- Multi-year arrangements; Multiple sources; Firm contracting (& funding) as relevant

A young child with short, curly hair is walking across a dry, rocky, and uneven terrain. The child is wearing a vibrant, multi-colored patterned dress with orange, green, blue, and yellow designs. They are carrying a bright green plastic bucket in their right hand and have their left hand near their mouth. The background shows a vast, arid landscape with scattered rocks and sparse, dry vegetation under bright sunlight.

Innovation in Vaccine Procurement : Supporting Healthy Markets

Healthy Markets Framework

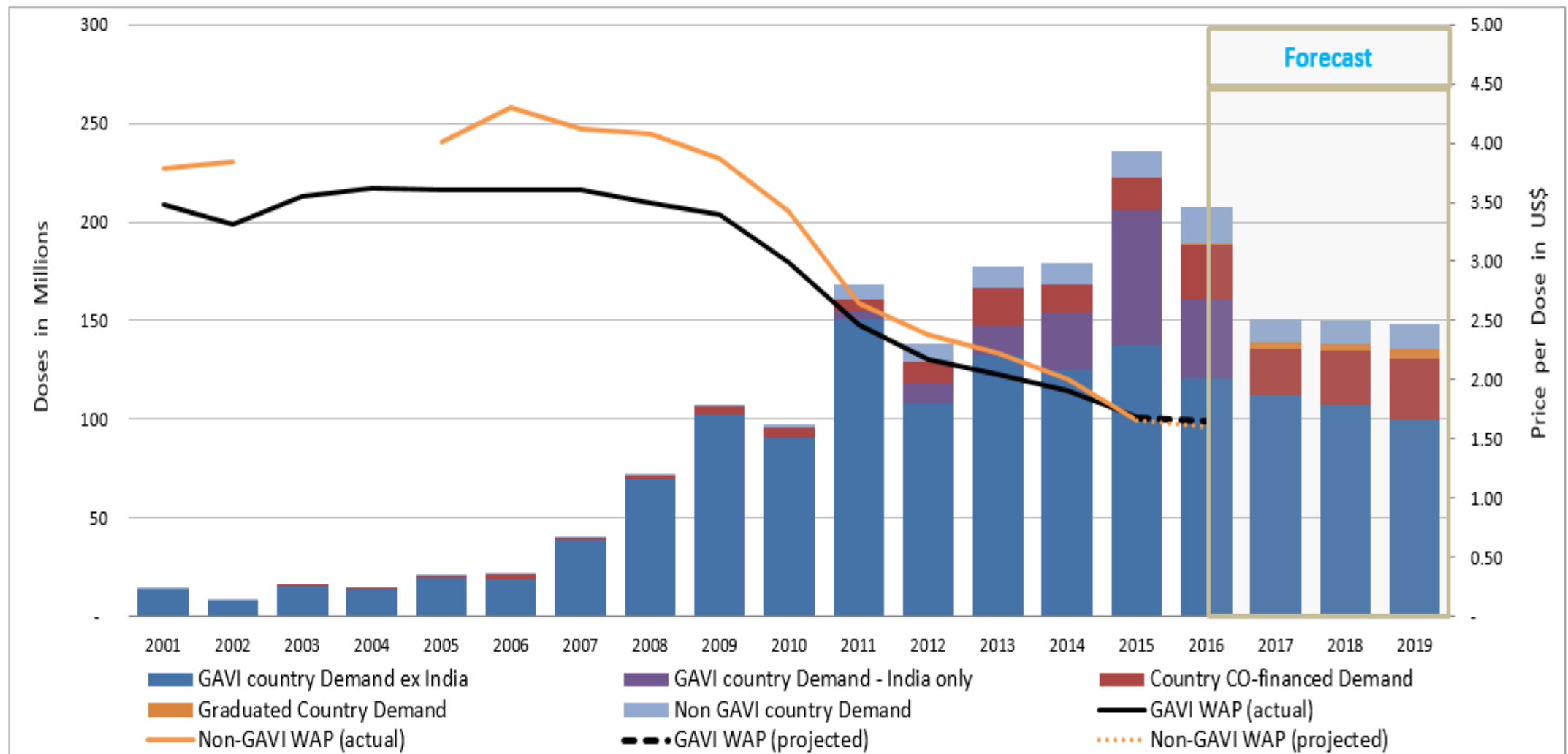


Gavi, the Vaccine Alliance, UNICEF Supply Division and the Bill and Melinda Gates Foundation have developed the Healthy Markets Framework

The aim is threefold:

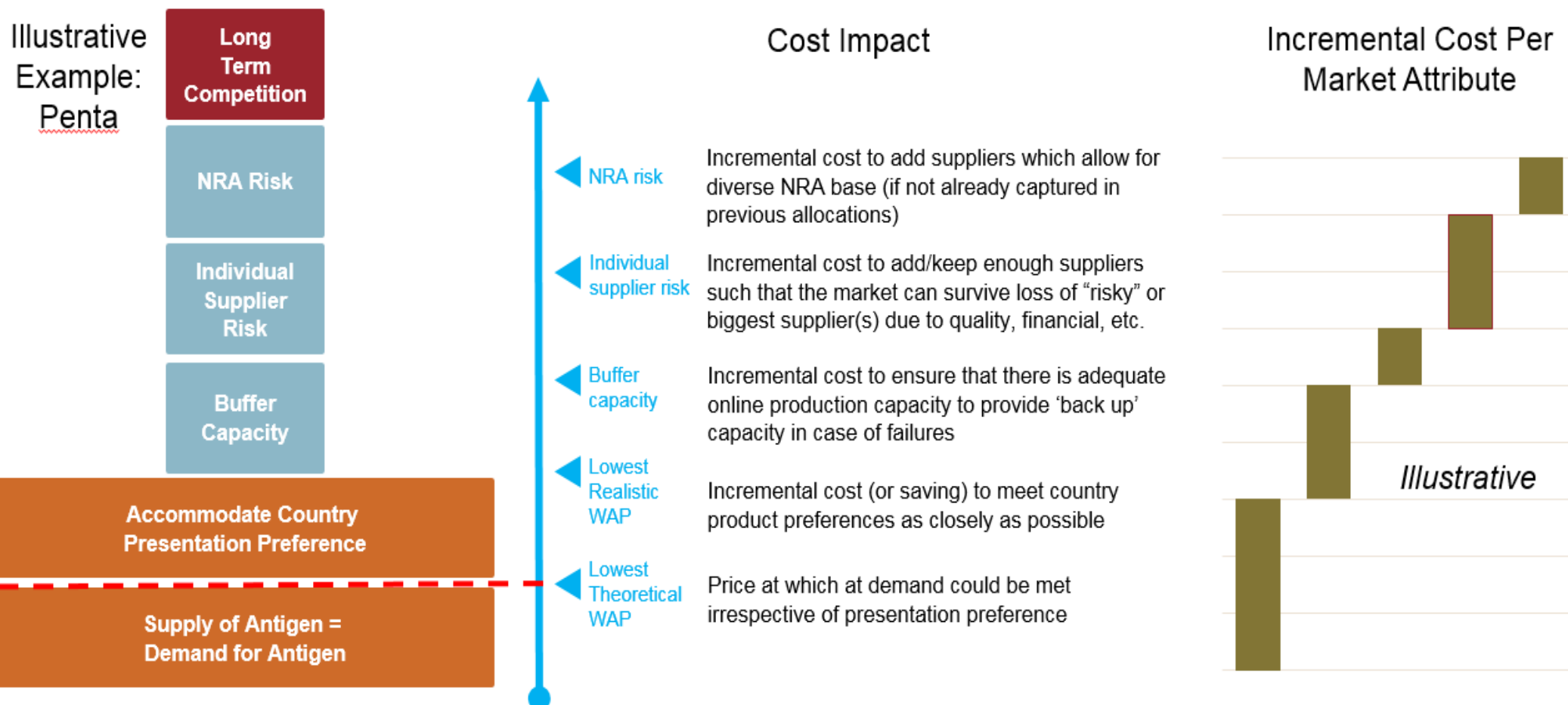
- 1) To have a common way of thinking about the health of markets for the vaccines important to the countries that we serve
- 2) To be able to better communicate how we look at individual vaccine markets and their needs, and engage partners in the conversation about how we can consider the needs of developing countries
- 3) To be able to better analyze potential trade-offs between accommodating country preferences, minimizing procurement and/or investment costs, protecting long term diversity of supply and supply security, and providing suppliers continuous room to offer product innovation.


Responding to changes in the Market: Penta



Healthy Markets Framework: Illustrative example for Penta

Analyses from the framework should calculate the cost of achieving a healthy state in each additional attribute and to the extent possible; calculate the expected long-term cost/cost-avoidance/saving of attaining the healthy market state of the same attribute.





Vaccine Procurement : Engagement with Industry

Examples of engagement

UNICEF engages permanently with the vaccine industry:

Public solicitations (Tenders) to Vaccine Manufacturers

Participation in Industry Associations Meetings (DCVMN / IPFMA)

Regular visits to manufacturers: Gavi Roadshows / UNICEF visits

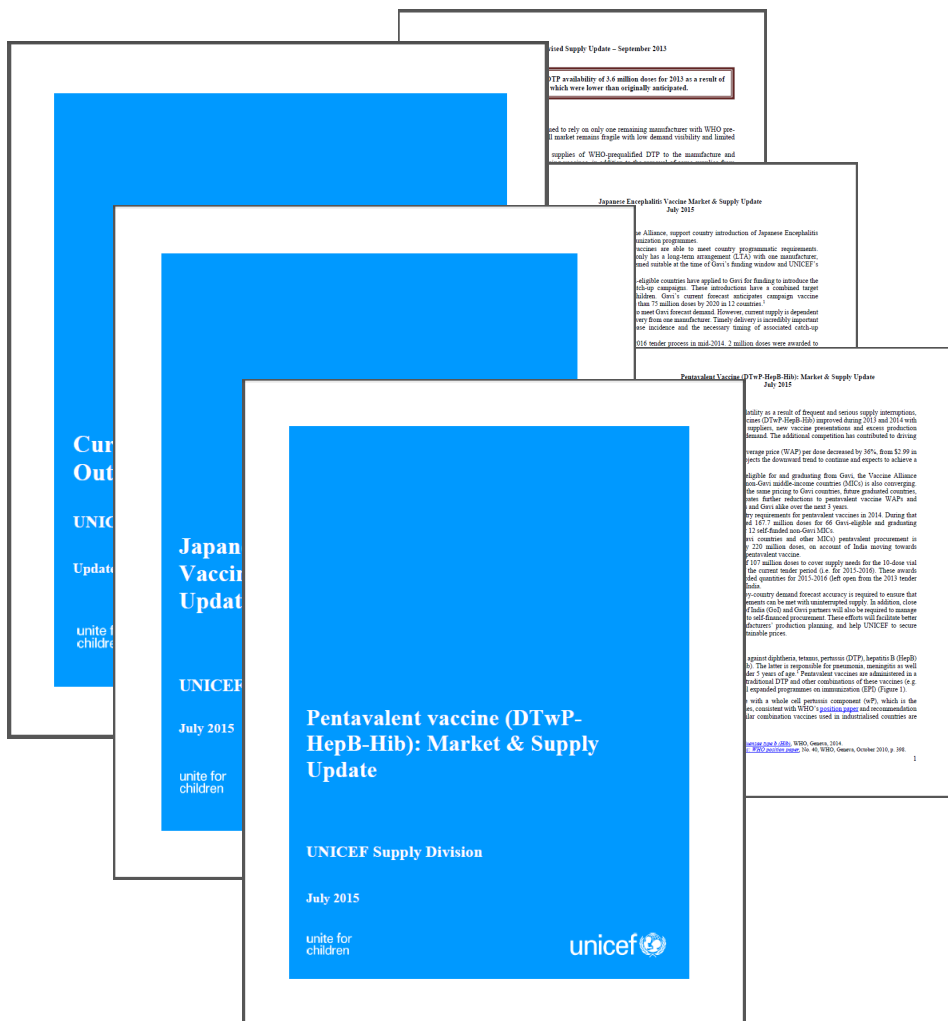
Attendance to Vaccine Congresses

Permanent contact with current contractors (regular TCs) and follow-up with pipeline producers

- Annual Vaccine Industry Consultation in UNICEF Supply Division in Copenhagen. 15 & 16 November 2016

- Ad Hoc Industry Consultations in UNICEF Supply Division in Copenhagen – May 2016 : ZIKA Diagnostics and Vaccines

Information Transparency: Updated Market Notes and Price Publication



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The prices as reported below were obtained for middle income countries without Gavi support.

Product	Supplier Name	Receiving Country	2014	2015
DTP-HepB-Hib vaccine in a single dose liquid presentation	Berna Biotech Korea Corporation	Maldives	\$2.60	
	Biological E. Limited	Turkmenistan	\$2.60	\$2.35
	Panacea Biotech Limited	Fiji	\$2.35	
		Morocco	\$2.25	
DTP-HepB-Hib vaccine in a 10 dose liquid presentation	Serum Institute of India Ltd.	Fiji		\$2.25
		Lebanon		\$2.25
		Vanuatu		\$2.25
		Gabon		\$2.25
	Panacea Biotech Limited	Kosovo	\$1.80	
		Lebanon	\$1.80	
		Morocco	\$1.80	
		Philippines	\$1.80	
	Serum Institute of India Ltd.	Cabo Verde	\$1.95	
		Egypt	\$1.95	\$1.55
		State of Palestine	\$1.95	

The table shows the awarded price per dose (in US\$) per product per supplier and per country for procurement transactions between January 2014 and April 2015. Last updated 1st May 2015. Please note that price data as shown is historical and related to transactions conducted by UNICEF with the respective manufacturer, and it is not guaranteed for future transactions. Future prices will be determined after the conclusion of the applicable tender procedures.

A photograph of a young child with dark, curly hair, wearing a blue dress with a floral pattern and a white shawl, standing in the entrance of a large, white, A-frame tent. The tent is set up on dry, brownish ground. In the background, other similar white tents are visible under a clear blue sky. A small, bare tree is also visible in the distance. The overall scene suggests a refugee camp or a temporary shelter in a dry, open environment.

Vaccine Procurement :
UNICEF priorities

UNICEF Priorities – Opportunities to Industry

Ensure availability of core vaccines and uninterrupted delivery of vaccines to Programme countries

UNICEF Health Emergencies Preparations - R&D Pipeline

Health Emergency Preparedness Initiative (HEPI)

Reducing vaccine timelines: from research to availability

Use of Vaccines for Emergency and Outbreak response

Meningococcal / Yellow Fever / Oral Cholera Vaccine / Polio

Access to Vaccines in Humanitarian Emergencies

Access to affordable vaccine in middle income countries

PCV / Rotavirus / HPV

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Key components of UNICEF approach for MICs

1. Make markets more efficient by improving market information flows (e.g. through promoting price transparency, improving M demand forecasts specific, publishing market notes)

2. Seek to facilitate access to vaccine supply and most affordable prices for new vaccines on behalf of MICs (i.e. through variety of procurement modalities:

- Pooled procurement tenders
- Single-country tenders
- Establishment of reference pricing models
- Structured financing efforts

Key components of UNICEF approach for MICs

3. Strengthen national vaccine procurement practices in MICs to transition vaccine procurement from UNICEF to country governments (e.g. through sharing of best practice; peer-to-peer exchange workshops)

4. Leverage strategic partnerships

UNICEF must work in a coordinated fashion with other stakeholders that are active in this realm particularly to strengthen market (demand/supply/pricing) information flows, and advocacy

All This Is Possible Through Cooperation With Partners



World Health
Organization



BILL & MELINDA
GATES *foundation*



Pan American
Health
Organization

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