

# Tapping into quality, value, choice

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Seattle

GENERAL MEMBERSHIP MEETING  
*of the*  
REPRODUCTIVE HEALTH  
SUPPLIES COALITION

10-14 OCTOBER 2016

#RHSUPPLIES2016



Reproductive Health  
SUPPLIES COALITION

THIS IS UNFPA



# World's largest procurer of contraceptives

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**RH commodities procured in 2015**  
**\$175M**

## Impact:

23.2 million women



gained access to modern contraceptives

in over



100 countries

35 million women and adolescent girls



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

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All products have gone through a competitive bidding process

Pooled volume > better price > cost savings

Stabilize supply costs

Avoid duplication of procurement processes

Direct ordering

# All Information Available Online



## Procurement Services

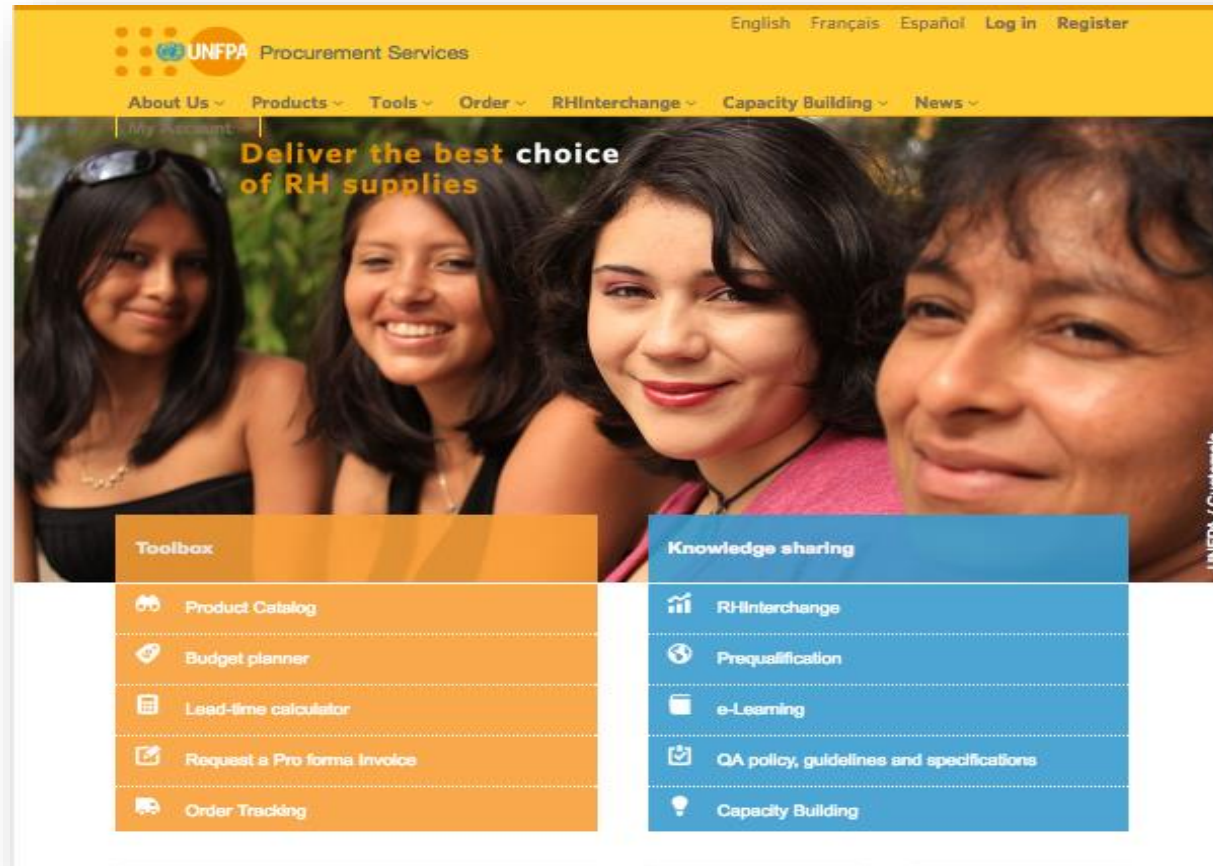
How to order

Product Catalog

Budget planner

Lead time calculator

Customized artwork guidelines



[www.UNFPAprocurement.org](http://www.UNFPAprocurement.org)

## Information Services

RHInterchange

Quality assurance policy

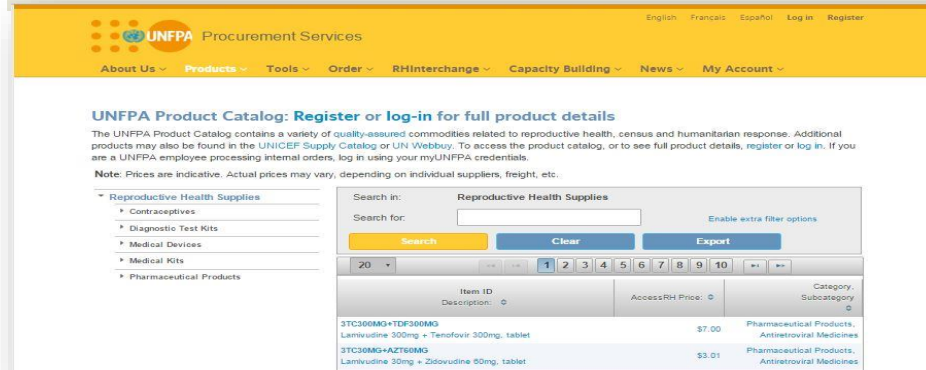
Prequalification Programmes

Procurement e-learning



# Tools for Commodity Management

## Online Interactive Product Catalog



**UNFPA Product Catalog: Register or log-in for full product details**

The UNFPA Product Catalog contains a variety of quality-assured commodities related to reproductive health, census and humanitarian response. Additional products may also be found in the UNICEF Supply Catalog or UN Webbuy. To access the product catalog, or to see full product details, register or log in. If you are a UNFPA employee processing internal orders, log in using your myUNFPA credentials.

**Note:** Prices are indicative. Actual prices may vary, depending on individual suppliers, freight, etc.

**Reproductive Health Supplies**

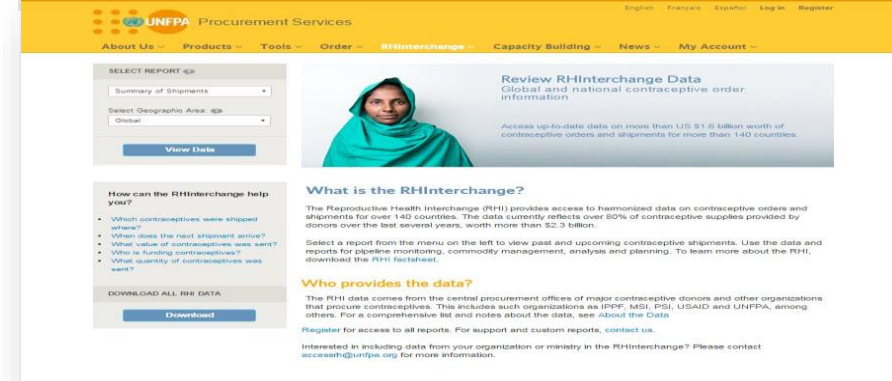
- Contraceptives
- Diagnostic Test Kits
- Medical Devices
- Medical Kits
- Pharmaceutical Products

Search in: **Reproductive Health Supplies**

Search for:  Enable extra filter options

| Item ID           | Description                                 | AccessRH Price: \$ | Category, Subcategory                             |
|-------------------|---|--------------------|---|
| 3TC300MG+TDF300MG | Lamivudine 300mg + Tenofovir 300mg, tablet  | \$7.00             | Pharmaceutical Products, Antiretroviral Medicines |
| 3TC300MG+AZT600MG | Lamivudine 300mg + Zidovudine 600mg, tablet | \$3.01             | Pharmaceutical Products, Antiretroviral Medicines |

## Reproductive Health Interchange



**UNFPA Procurement Services**

English | Français | Español | Log in | Register

About Us | Products | Tools | Order | **RHInterchange** | Capacity Building | News | My Account

**SELECT REPORT**

Summary of Shipments

Select Geographic Area: Global

**Review RHInterchange Data**  
Global and national contraceptive order information

Access up-to-date data on more than US \$1.6 billion worth of contraceptive orders and shipments for more than 140 countries.

**How can the RHInterchange help you?**

- Which contraceptives were shipped where?
- When does the next shipment arrive?
- What value of contraceptives was sent?
- Who is funding contraceptives?
- What quantity of contraceptives was sent?

**What is the RHInterchange?**

The Reproductive Health Interchange (RHI) provides access to harmonized data on contraceptive orders and shipments for over 140 countries. The data currently reflects over 80% of contraceptive supplies provided by donors over the last several years, worth more than \$2.3 billion.

Select a report from the menu on the left to view past and upcoming contraceptive shipments. Use the data and reports for pipeline monitoring, commodity management, analysis and planning. To learn more about the RHI, download the RHI factsheet.

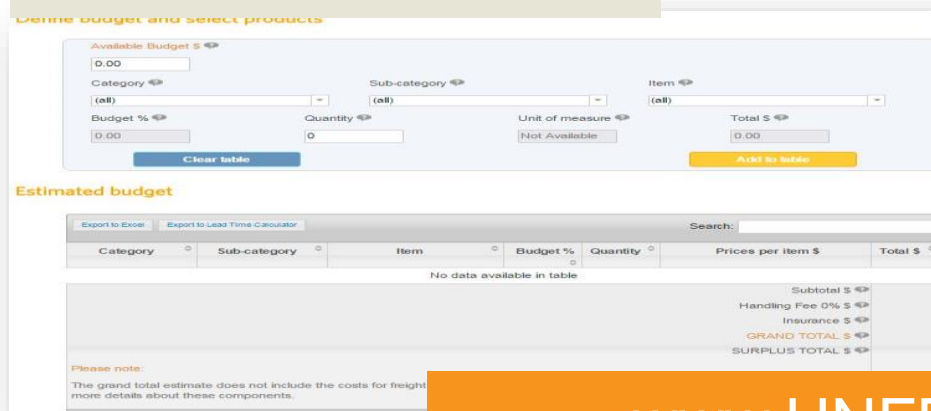
**Who provides the data?**

The RHI data comes from the central procurement offices of major contraceptive donors and other organizations that procure contraceptives. This includes such organizations as IPPF, MSI, PSI, USAID and UNFPA, among others. For a comprehensive list and notes about the data, see [about the Data](#).

Register for access to all reports. For support and custom reports, contact us.

Interested in including data from your organization or ministry in the RHInterchange? Please contact [accessrh@unfpa.org](mailto:accessrh@unfpa.org) for more information.

## Lead Time Calculator



**Define budget and select products**

Available Budget \$

Category  Sub-category  Item

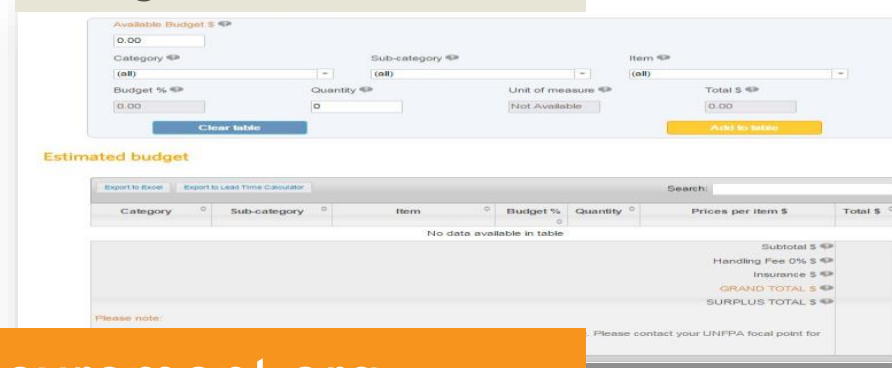
Budget %  Quantity  Unit of measure  Total \$

**Estimated budget**

| Category                   | Sub-category | Item | Budget % | Quantity | Prices per item \$ | Total \$                |
|----------------------------|--------------|------|----------|----------|--------------------|-------------------------|
| No data available in table |              |      |          |          |                    |                         |
|                            |              |      |          |          |                    | Subtotal \$             |
|                            |              |      |          |          |                    | Handling Fee 0% \$      |
|                            |              |      |          |          |                    | Insurance \$            |
|                            |              |      |          |          |                    | <b>GRAND TOTAL \$</b>   |
|                            |              |      |          |          |                    | <b>SURPLUS TOTAL \$</b> |

**Please note:**  
The grand total estimate does not include the costs for freight more details about these components.

## Budget Planner



**Available Budget \$**

Category  Sub-category  Item

Budget %  Quantity  Unit of measure  Total \$

**Estimated budget**

| Category                   | Sub-category | Item | Budget % | Quantity | Prices per item \$ | Total \$                |
|----------------------------|--------------|------|----------|----------|--------------------|-------------------------|
| No data available in table |              |      |          |          |                    |                         |
|                            |              |      |          |          |                    | Subtotal \$             |
|                            |              |      |          |          |                    | Handling Fee 0% \$      |
|                            |              |      |          |          |                    | Insurance \$            |
|                            |              |      |          |          |                    | <b>GRAND TOTAL \$</b>   |
|                            |              |      |          |          |                    | <b>SURPLUS TOTAL \$</b> |

**Please note:**  
Please contact your UNFPA focal point for

# UNFPA Delivers Solutions

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## Items held in stock

Emergency Reproductive  
Health kits

Fistula repair  
kits

Standard male condom

Female condom

Priority maternal health  
medicines



# Ordering made simple...

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A photograph of a woman with a yellow headscarf holding a baby wrapped in a red cloth. The background is blurred.

ORDERING PROCESS: OVERVIEW

- 1 Select Products
- 2 Request a Pro Forma Invoice
- 3 Confirm Order

Choose CIP or DDP INCOTERMS

UNFPA places order AFTER receipt of funds

# Collaboration with non-UN partners

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- **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**

# QUALITY ASSURANCE





## Choices not Chance

UNFPA Family Planning Strategy  
2012-2020



# UNFPA FP Strategy

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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

Fake, Substandard Medicines Pose Global  
Challenge

**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

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- 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](http://www.unfpa.org/quality-assurance)

# Quality criteria applied

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## Pharmaceuticals under WHO Prequalification Programme

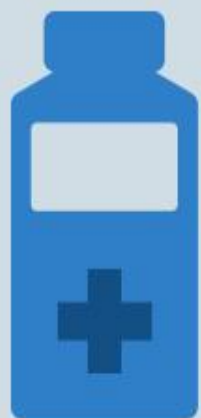
- WHO Prequalification
- Approval by an SRA
- Recommendation by Expert Review Panel (ERP)

## All other pharmaceuticals (not under WHO Prequalification Programme)

- Model Quality Assurance System – WHO Technical Report Series (TRS) 970, 2013
- 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.



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

## 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.

## Did you know?...



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

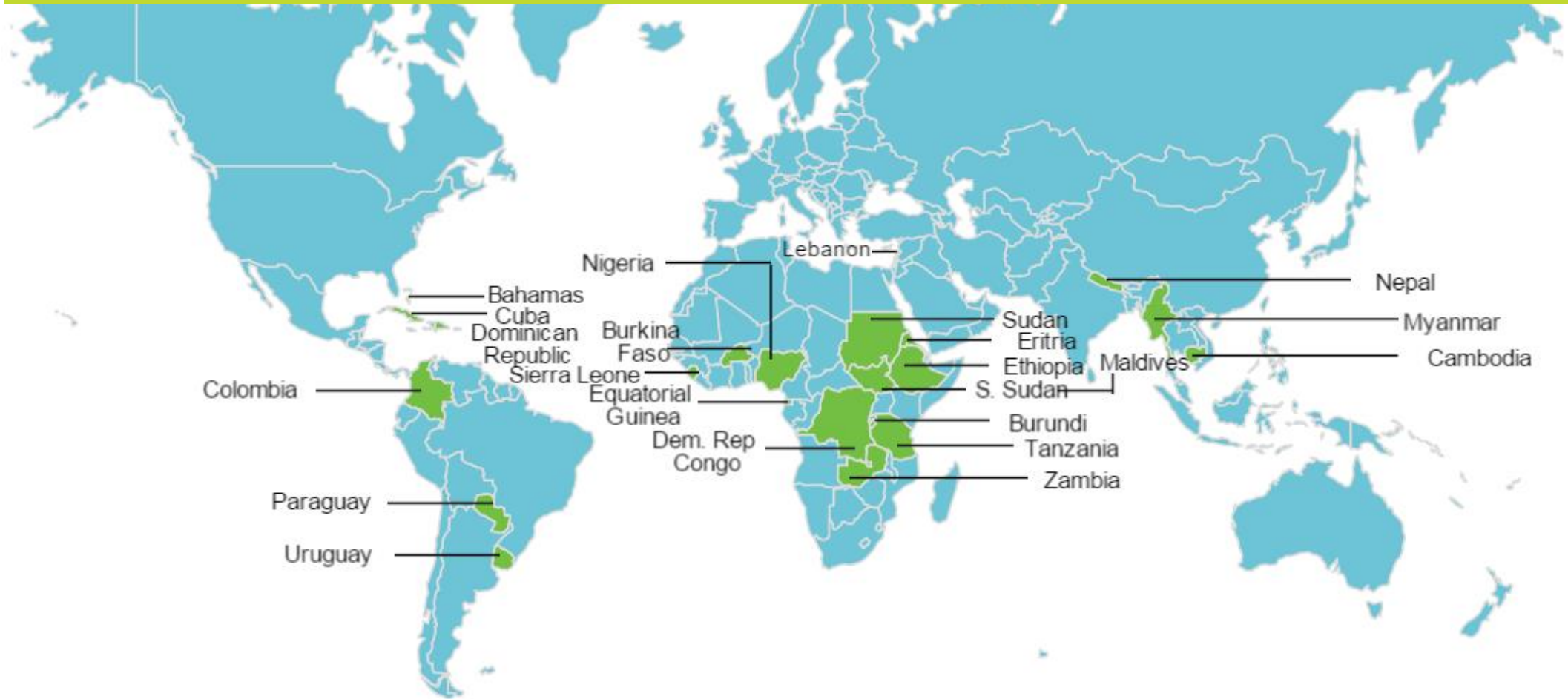
UNFPA has saved  
close to \$1 million by  
increasing use of  
generic hormonal  
contraceptives.



# UNFPA Procurement Services



UNFPA delivered generic medicines to 23 countries in 2015





# What you can buy for 100,000 USD\*



## Combined Oral Contraceptives

| Product           | Quantity | Unit of Measure |
|-------------------|----------|-----------------|
| Innovator Brand 1 | 370,370  | Cycle           |
| Innovator Brand 2 | 144,927  | Cycle           |
| Generic Brand 1   | 454,545  | Cycle           |
| Generic Brand 2   | 416,666  | Cycle           |
| Generic Brand 3   | 416,666  | Cycle           |

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

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## 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

quality

value

choice

[www.UNFPAprocurement.org](http://www.UNFPAprocurement.org)

# Case Story - Cambodia

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# 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](http://www.unfpa.org)

[www.unfpaprocmement.org](http://www.unfpaprocmement.org)



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**#RHSUPPLIES2016**