



UNFPA's Role in Reproductive
Health Commodity Security
Bangladesh 29th August 2005

The Aim of Procurement



- RIGHT Goods/Services at the
- RIGHT Quality
- RIGHT Price
- RIGHT Quantity
- RIGHT Time
- RIGHT Place

"The Six Rights "

✓ Regardless of Who Executes Procurement

Procurement Position



✎ Procurement constitutes a substantial proportion of organisational activities and expenditure.

✎ Typically: 60-80%.

Procurement Services



The procurement approach must be the appropriate one for each country considering

- Total Cost
- Time
- Quality
- Procurement Capability

UNFPA Offers a range of supporting services where appropriate

Procurement Principles



- ✎ Quality is integrated in all processes & stages.
- ✎ Maximise economy and efficiency.
- ✎ Encourage as wide a solicitation of proposals as possible to promote competition.
- ✎ Encourage and include sources of supply indigenous either to the country being assisted or from other developing countries.
- ✎ Encourage and include sources of supply from underutilized major donor countries.
- ✎ Promote integrity and fairness and maintain the transparency of the procurement process.

Providing the RIGHT Quality involves:



- ✎ Perform thorough evaluation of supplier before contract award based on documentary evidence, factory inspections and samples of commodity.
- ✎ Conducting sampling and testing before shipment by independent inspection company and laboratory to a pre-determined testing protocol known by the supplier at time of contract award.
- ✎ Ensure that all commodities conform to international standards.
- ✎ Fit for purpose for which it is acquired.

Pricing



- ❏ Most Favoured Customer Clause for RHCs
- ❏ Quality is not sacrificed for low pricing
- ❏ UNFPA prices can be found at <http://www.unfpa.org/procurement/prices.htm>

UNFPA's Procurement Process



Fair - Transparent - Simple - Responsive - User
Friendly & Partnering.

- ❏ All procurement is done in accordance with UNFPA's financial rules and regulations and existing procurement procedures.
- ❏ Utilising ICB's, LIB's, RFP's and direct negotiation in case of proprietary products.
- ❏ Long term pricing agreements (LTA's) have been negotiated with many of the manufacturers.

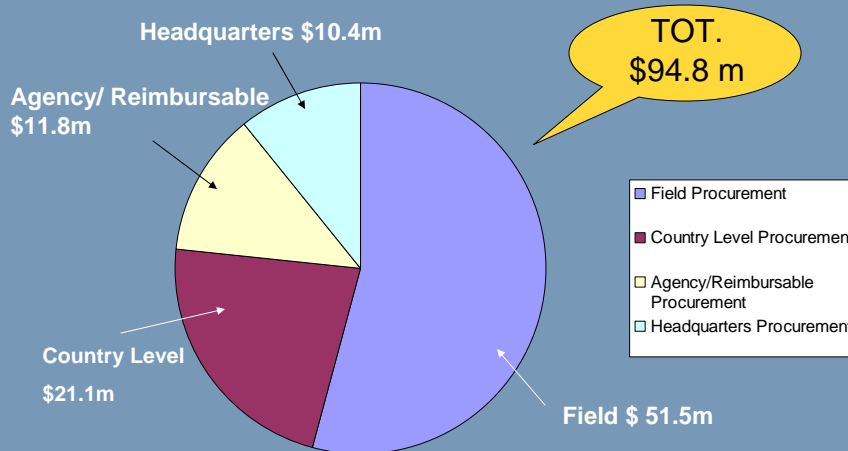
UNFPA's Procurement Types



- ❏ **PROCUREMENT FOR FIELD OFFICES:** Procurement undertaken by HQs Procurement Unit for UNFPA-funded projects and for equipment and supplies for UNFPA Field Offices.
- ❏ **PROCUREMENT FOR EXTERNAL CLIENTS:** Procurement undertaken by HQs Procurement Unit on behalf of Governments, World Bank Borrowers, NGOs etc. for projects funded by external resources.
- ❏ **PROCUREMENT FOR HEADQUARTERS :** Procurement undertaken by HQs Procurement Unit for administrative purposes, publications and audio-visual services required by UNFPA HQ.
- ❏ **LOCAL PROCUREMENT:** Procurement undertaken by UNFPA Field Offices in accordance with the decentralised procurement authorisation.

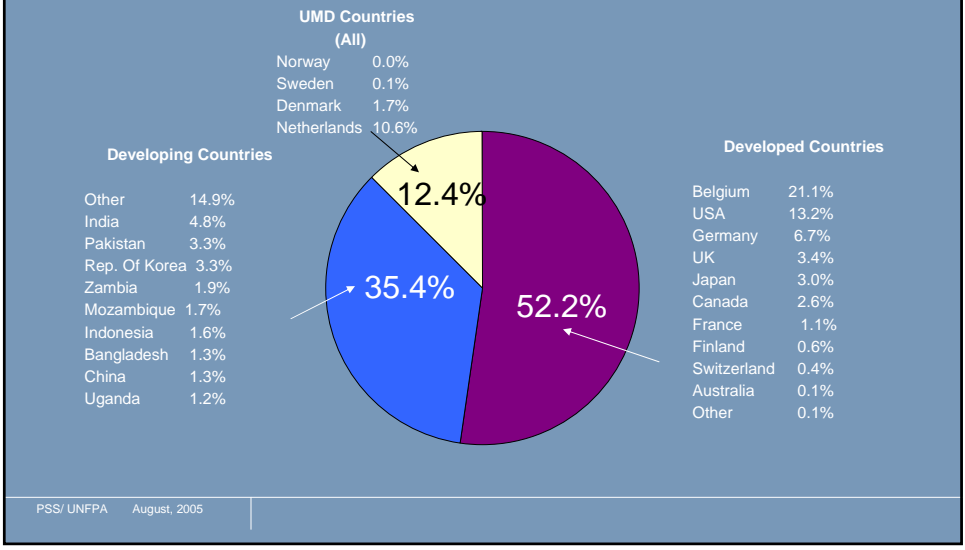
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UNFPA's Procurement types (ctd.)

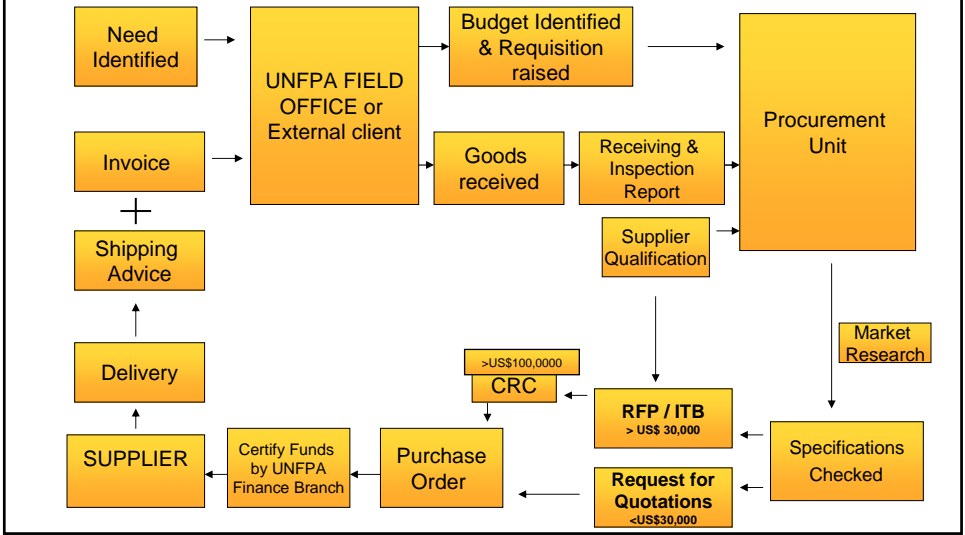


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UNFPA's Sources of Procurement



5. Steps in the Procurement Cycle



Procurement Lead Times



Product/ Service	Lead-time to Delivery
CONTRACEPTIVES	
Condoms	16-20 weeks
Injectables	12-16 weeks
Oral pills	12-16 weeks
IUDs	4 weeks
Spermicides	12-16 weeks
Implants	12-16 weeks
MEDICAL EQUIPMENT	
Disposable supplies	12-20 weeks
Medical kits & equipment	2-12 weeks
OTHER EQUIPMENT	
Vehicles	12-24 weeks
Audio-visual	8-16 weeks
EDP (Computers, etc.)	8-16 weeks
Office equipment	8 weeks

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Emergency Procurement



- 🔗 Global contraceptive commodity program: Revolving fund to allow for prior purchase and storage of RH commodities.
- 🔗 For 'stock outs' and emergency 'relief' type situations.
- 🔗 Emergency Reproductive Health Kits: prepackaged kits for provision of comprehensive services for 1,500,000 people for a period of 3 months are stored at a central locations in Europe for immediate shipment.

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Why UNFPA Procurement Services May be Helpful



UNFPA offers a complete 'best value' procurement service for the prospective public-sector purchaser of contraceptives and related products. Some of the benefits of this service include

- 🔗 Assured quality
- 🔗 Competitive pricing and fixed overhead cost
- 🔗 Access to impartial expert advice
- 🔗 Transparent procurement process
- 🔗 Accelerated delivery
- 🔗 Ability to respond to urgent and emergency requests
- 🔗 Products delivered with a maximum shelf life remaining
- 🔗 Long term partnerships with strategic suppliers.