

Supply Annual Report 2011



Table of contents

Introduction	2
Positively influencing markets	4
Summary of tools	7
Innovative financing	8
Market impact briefs	
Savings	10
Vaccines	12
RUTF	14
Essential medicines	16
Quality assurance	18
Pipeline of work ahead	20
Transparency	22
Emergencies	24
End to end supply	26
Innovation	30
Procurement and supply statistics overview	34
Annexes: UNICEF procurement statistics	39
Annex 1: Supplier countries and territories	40
Annex 2: Local, regional and international procurement	42
Annex 3: Where supplies are used	61
Annex 4: Number of companies invited to bid and responses received	62
Acronyms	64

About UNICEF

UNICEF is on the ground in over 150 countries and territories to help children survive and thrive, from early childhood through adolescence. The world's largest provider of vaccines for developing countries, UNICEF supports child health and nutrition, good water and sanitation, quality basic education for all boys and girls, and the protection of children from violence, exploitation, and diseases such as HIV/AIDS. UNICEF is funded entirely by the voluntary contributions of individuals, businesses, foundations and governments. For more information about UNICEF and its work visit: www.unicef.org



The Mid Upper Arm Circumference (MUAC) test is a quick and simple way for front-line health and nutrition workers to determine whether a child is malnourished.

Red indicates a child is in a state of severe acute malnutrition. Providing a child with timely treatment of ready-to-use therapeutic food (RUTF) can reverse this state in a matter of days.

The global market supply of RUTF was 3 Metric Tonnes (MT) at its launch in 2000. With effective public-private collaboration, availability exceeded 27,000 MT in 2011 and enabled the world to launch a timely and effective response to the historic nutritional crisis in the Horn of Africa.

Introduction

In 2011, UNICEF reported that the number of children under five who die every year from preventable causes plummeted from 12.4 million in 1990, to 7.6 million in 2010. This means 4.8 million fewer children die per year, even with an overall global population growth of 30 per cent. This reduction in child mortality reflects development – a part of which includes helping governments, communities and markets provide life-saving supplies to children. UNICEF holds such work core to its mission and over the last decade, during which child mortality rates decreased at an accelerated rate, UNICEF expenditure on supplies for children quadrupled to over \$2 billion.

The world knows that over two-thirds of these early child deaths are due to conditions that could be prevented or treated with access to simple, affordable interventions. Leading causes of death are pneumonia, diarrhoea, malaria and health problems during the first month of life. Over one third of all child deaths are linked to malnutrition. Influencing markets and policies to help ensure access for essential interventions is central to development and humanitarian work.

This year's Supply Annual Report highlights UNICEF's work in influencing global and local markets of strategic essential products to help ensure availability, sustainability, quality and affordability – or, as Médecins Sans Frontières puts it, 'access'. We report on progress made and the challenges ahead. There is great news to report – such as improved pricing that is expected to generate savings and cost avoidances of \$735 million for governments, partners and UNICEF between 2011 and 2015 – but more results like these are needed.

UNICEF delivered supplies to over 140 countries in 2011, including to 78 countries facing humanitarian emergencies. During a period of austerity, UNICEF staff did more with less and implemented strategies to attain value for money for donors and governments. This included a wide range of efforts, including preparing for a new accounting and Enterprise Resource Planning (ERP) system, supporting the worst famines in the Horn of Africa, increasing transparency on results and performance, and positively influencing global markets.







Positively influencing markets

Positively influencing markets to help ensure access to, and appropriate use of, essential interventions is core to UNICEF's development and humanitarian work. Our actions range from ensuring continued availability of low-priced products to supporting the introduction of new products. Achievements include major cost savings and rapid scale up of competitive supplier bases. These results are building credibility with donors and industry and are expanding the boundaries of what is possible in terms of development effectiveness. Sustainable results are really only achieved by working in broader collaboration with industry, donors, civil society, foundations and governments.

The strategies and methods differ based on product and market contexts and based on the 'tools' available. While there have been achievements, there is still much more to do and learn. New tools are becoming available and the importance of positively influencing markets for key essential supplies is recognised by a variety of forums, including the Global Alliance for Vaccines and Immunization (GAVI), the Global Fund and the UN Commission on Life Saving Commodities for Women and Children. Development partners bringing their expertise, finance and influence are helping to redefine this area of work.

We have seen the impact of, and will continue to pursue, a diverse toolkit of market interventions including:

- aggregating country forecasts for a more transparent global market
- aggregated (pooled) purchasing
- prioritising the viability of local markets
- employing innovative financing mechanisms such as bridge funds or those that support advance volume guarantees
- open engagement with industry
- technical assistance
- support for innovation and product enhancements
- making public product quality criteria standards.

Positive influence can be marked by a range of results, but the true test is whether the market is deemed healthy as characterised over time by:

- sufficient availability from a competitive supplier base
- affordability
- ease of product access, including by multiple buyers
- a diverse supplier base
- reliable quality
- long-term sustainability of production through appropriate returns
- appropriate incentives for innovation and product improvement by manufacturers
- transparent supply and demand needs
- access to information and transparency (e.g. pricing, regulatory pathway, etc.).

The real test of sustainability occurs as governments and communities transition to self-supply. Keeping this development end-state at the forefront of our objectives is critical to avoiding short-term gains that may have unintended consequences, such as higher costs, in years after.

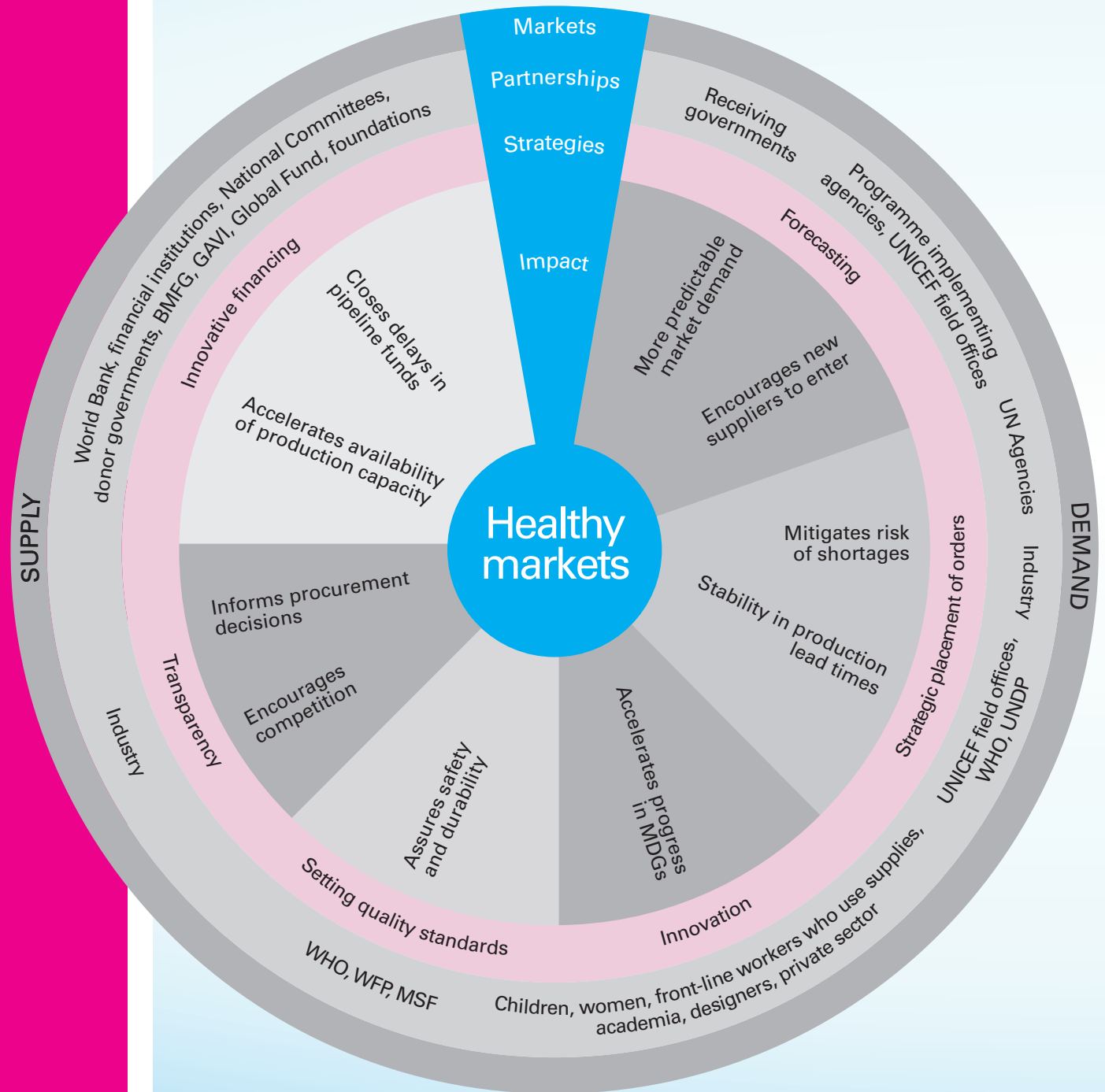
UNICEF has focused on essential products which have a high impact on child health and development and where UNICEF can play a strategic role:

- Essential: those products which have been deemed critical to ensuring healthy child development and survival and have an indisputably direct impact on those goals.
- Strategic: those products where due to its position as an important purchaser and market participant or its mandate, UNICEF can influence market dynamics – including collaborating with partners to improve access. This strategic support is deployed in the face of market constraints which limit overall access.

Underpinning the work on influencing markets is ensuring value for money and transparency. Value for money means not only making decisions on the minimum purchase price but also on the maximum efficiency and effectiveness of the purchase. Transparency recognises the importance of market efficiencies, accountability and trust. Value for money can be found in UNICEF's procurement regulatory framework. Transparency is a principle that drives open communication with industry, public availability of procurement principles, strategies, decisions and results. This is reinforced with reported evaluations of current and past performance.

Influencing markets

UNICEF, partners and industry bring different strengths and initiatives in efforts to create healthy markets that are vital to increasing access to essential commodities for children.



Influencing markets: a summary of tools

Innovative financing

- Creates stability in the marketplace by:
- accelerating the availability of funds needed for procurement,
 - improving the visibility of the procurement pipeline

Transparency

- Makes accessible information on prices, contracts, standards and market situations, and:
- helps inform government procurement decisions,
 - encourages healthy competition,
 - reflects UNICEF's accountability to donors and the public

Quality standards

- Set and promoted by UNICEF, WHO and expert agencies to:
- ensure products are safe and durable,
 - help suppliers improve their capacity,
 - encourage governments and suppliers to meet international standards

Forecasting

- Identifies where, when and how much supplies are needed so that:
- suppliers have enough lead time to produce sufficient quantities,
 - stocks are earmarked for UNICEF procurement

Strategic placement of orders

- Spreads out the contracts awarded to:
- reduce dependency on too few suppliers,
 - encourage new suppliers to enter the market,
 - stimulate healthy competition

Innovation

- New and improved products and services to:
- overcome economic, social and geographic barriers to children's development,
 - accelerate progress towards achieving the Millennium Development Goals,
 - improve efficiency and effectiveness of programmes,
 - draw on advances in science and other fields,
 - shorten the product availability cycle so that children in developing countries have access sooner

Innovative financing

Product development, availability and procurement require capital. UNICEF Supply works with a range of public and private sector partners to establish mechanisms that unlock financial resources in a timely manner, and visibility, to help ensure that children have access to strategic essential commodities when these are needed. Innovative financing activities in 2011 culminated in significant milestones in the accelerated availability of the new vaccines, bed nets and RUTF in the coming period.

Pledge Guarantee for Health In partnership with the Zambian government, the World Bank, Stanbic Bank Zambia, the UN Foundation and the African Leaders Malaria Alliance, a stand-by letter of credit allowed UNICEF to fast-track the procurement and delivery of anti-malarial bed nets.

Number of weeks it took to finance, produce, procure and deliver bed nets as a result of PGH. Normally this type of operation can take up to 44 weeks

11

800,000

Number of bed nets procured by UNICEF through PGH – well ahead of the deadly malaria season in Zambia



Volume Guarantee With financial backing from GAVI, UNICEF contracted on a firm basis for minimum quantities to be procured over a multi-year period, thereby securing rotavirus vaccine in large quantities and at lower prices.

Advance Market Commitment As part of the GAVI Alliance, UNICEF is a part of this mechanism, the intention of which is to help accelerate manufacturers' introduction of affordable pneumococcal vaccines in developing countries.

Number of children who die every year from diarrhoea. 450,000 of these are estimated to be caused by rotavirus

1.5

MILLION

900,000

Projected number of lives saved from pneumonia-related deaths by 2015 as a result of access to vaccines

50
million

Number of additional children who will be vaccinated against rotavirus by 2015



1/3

UNICEF procured rotavirus vaccine at a market launch price one-third lower than the previous year

10-15

It usually takes about 10 to 15 years for vaccines routinely given to children in developed countries to become available in developing countries

SEVEN
million

lives saved by 2030

Revolving Guarantee Bridge Fund Launched by the US Fund for UNICEF, this instrument makes short-term bridge financing available when funds commitments are still in the pipeline. Grants to UNICEF are made available through the Bridge Fund.

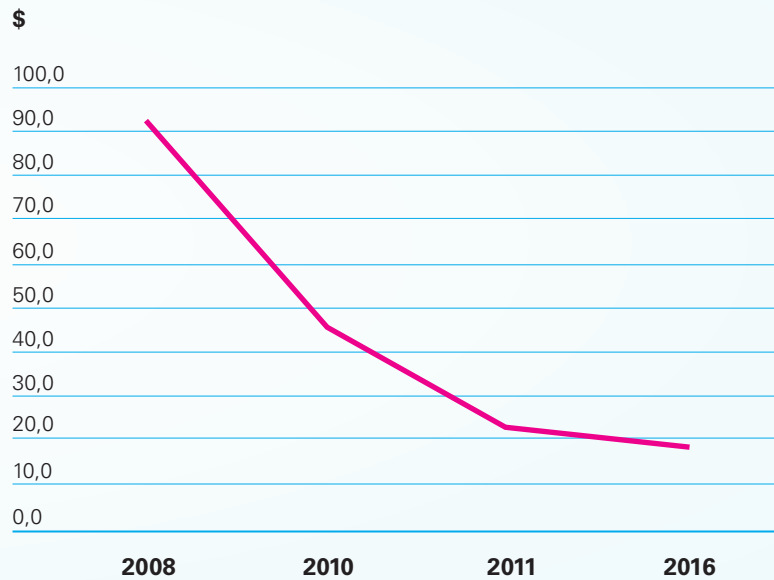
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Number of months by which Bridge funding accelerated the financing, production, procurement and delivery of RUTF to the Sahel

Savings

	Rotavirus Vaccine	Oral Polio Vaccine	Pentavalent Vaccine	Bed Nets	RUTF
Projected savings or cost avoidances	\$498 MILLION 2011 to 2015	\$60 MILLION 2011 to 2012	\$153 MILLION 2012 to 2013	\$23.6 MILLION 2011 to 2012	8 per cent price reduction
Milestones that generated cost savings and cost avoidances	\$15 per course market price dropped to as low as €3.76. This substantial price drop which usually takes ten years was achieved in one. Special payment terms included volume guarantees and some volumes paid in advance.	As more countries approach zero transmission and expect to cease procurement of OPV, UNICEF and partners have helped keep suppliers from leaving the market too early. This resulted in key countries approaching zero transmission of the polio virus as well as increased preparations of countries, partners and industry for the end game strategy requirements, including the need for stockpiles and the utility of new innovative products.	Price decreases were offered as a result of a competitive supplier base.	The price of the most commonly procured net dropped below \$4 per unit. This happened as a result of consultations with industry and their agreement to reverse a 10-year trend of incremental increases.	The number of RUTF suppliers reached 19 , of which 7 were local producers. The largest global supplier dropped its per carton price by 8% from 2010.
Working together	GAVI provided special financing for a five-year contract. The Bill and Melinda Gates Foundation provided strategic and technical support.	A financial backstop guarantee from the Bill and Melinda Gates Foundation helped UNICEF to engage in firm contracting of a key portion of the supply.	Competitive prices were offered by emerging market suppliers which had been prequalified by WHO in 2010	Collaboration with the African Leaders Malaria Alliance, the Global Fund, the Roll-Back Malaria Partnership, UNITAID, the UN Special Envoy for Malaria, UNDP, USAID, and the World Bank has transformed the industry.	UNICEF works with WFP and MSF to establish quality benchmarks, helping to raise the capacity of emerging suppliers.
Impact	<p>Pricing transparency helps inform government decisions and makes the market more efficient.</p> <p>Large volume procurement and special financing from donors helped guarantee the low price of rotavirus vaccine for five years.</p> <p>A broad and diverse supplier base is essential to achieve sustainable markets. In 10 years, the number of Long-Lasting Insecticidal Net (LLIN) suppliers grew from one to 10. In six years, the number of RUTF suppliers expanded from one to 19. Seven of these suppliers are based in developing countries. The number of rotavirus vaccine suppliers could double by 2016.</p> <p>UNICEF is establishing quality benchmarks for LLIN durability so prices paid are also assessed in terms of the product's longevity.</p>				

Projected decreasing cost of vaccines: DTP, Hib, HepB, Rotavirus, Pneumococcal per child fully immunized



With the right strategies in place, UNICEF projects that the cost of vaccines to immunize a child from diseases* will fall below \$20 by 2016.

* diphtheria, tetanus, pertussis, haemophilus influenza type B, hepatitis B, diarrhoea caused by the rotavirus and pneumonia





The vaccine market: affordability and availability

A number of new vaccines have been introduced in low income countries in the last ten years. These now constitute the cornerstone of immunization and eradication programmes.

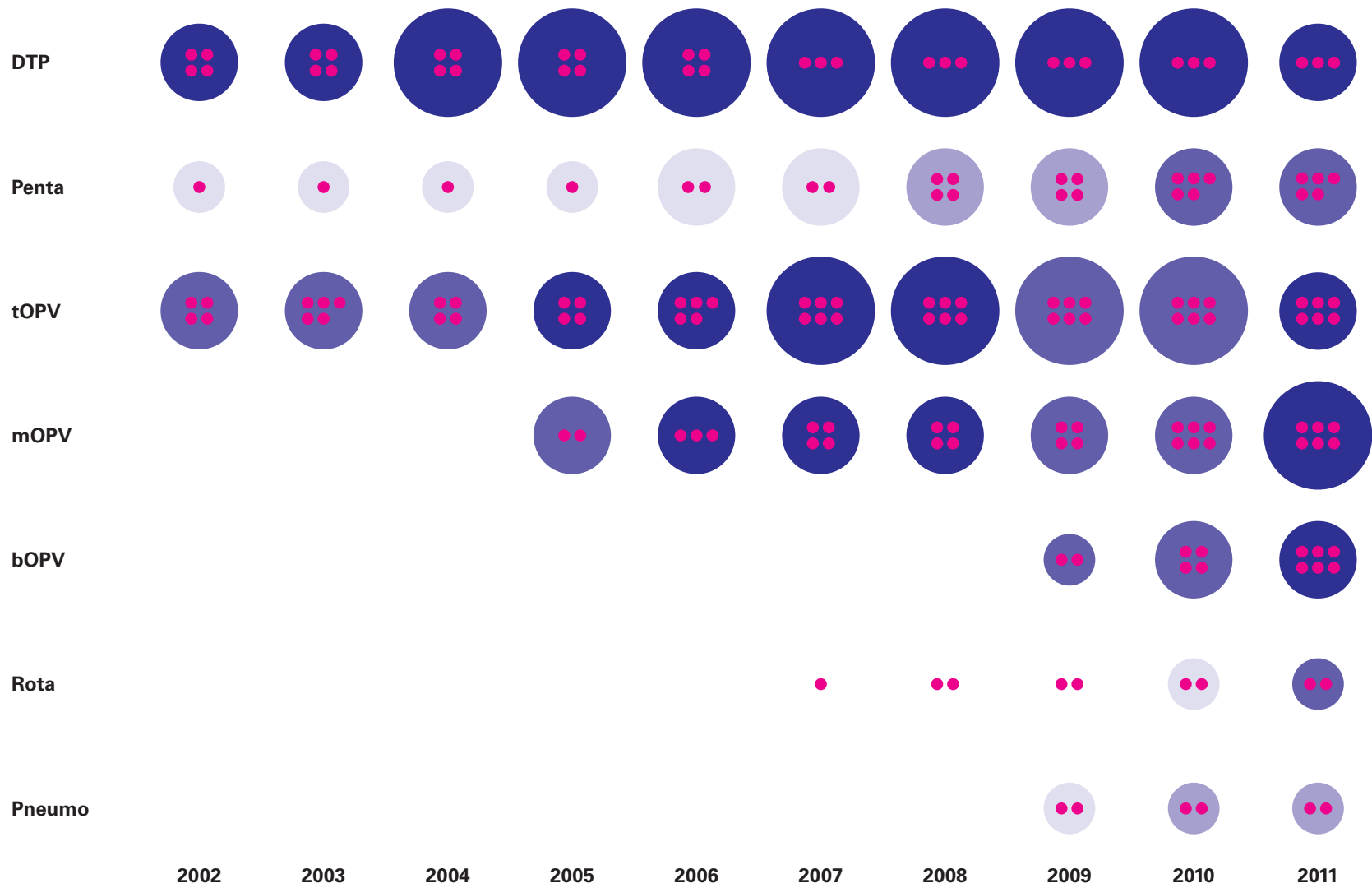
The introduction of these vaccines follows extraordinary coordination efforts by a range of partners. Supporting GAVI and the global Polio Eradication Programme, UNICEF has procured these WHO pre-qualified vaccines on behalf of most low income countries in the world over the last decade.

The table tells the story of vaccine markets moving from fragility to maturity, and the different speeds at which this happened.

When the first pentavalent vaccine (DTP-HepB-Hib) was introduced with GAVI funding in 2001, only limited production capacity was available from a single manufacturer. It took almost ten years of dedicated efforts to establish a healthy market which could generate both availability and affordability of pentavalent vaccines. Still, the recent de-listing of two WHO pre-qualified vaccines suggests that even with five to six manufacturers, the market can remain fragile. Interruptions in vaccine availability because of quality problems can be a real threat to current and planned immunization programmes, as the production enhancements required of replacement manufacturers are often complex and time consuming.

In support of the global polio eradication programme, the 'targeted vaccines' mOPV and bOPV were developed and introduced in less than a year – in 2005 and 2009 respectively – and production capacity was quickly established in the range of 1 billion doses per year. This was achieved through parallel and highly coordinated efforts by multiple national and global partners led by WHO and manufacturers in response to World Health Assembly Resolutions for such product development. Although the polio programme generates a high degree of transparency in terms of objectives, forecasts and funding, it is also clear that demand fluctuations and the prospects of OPV cessation represent challenges for the market.

As newly introduced vaccines, the pneumococcal and rotavirus vaccines are in the early phase of market maturity. Innovative funding mechanisms and improved working relationships between development partners and industry have accelerated the development and maturing process, contributing to a rapid introduction of the vaccines. Substantial price reductions, particularly for the rotavirus vaccine following mobilisation of a financial backing for a volume guarantee, have been accomplished in a much shorter period of time than the reductions ultimately achieved for pentavalent vaccines. However, both markets are yet to mature. The broadening of the supplier base will improve the long-term health of the markets.

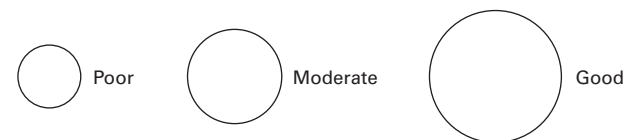


Affordability: Assessment of price

- Poor:** High price
- Constrained:** Some positive price movement
- Moderate:** Progress in market towards a fair price
- Good:** Low price

● Number of WHO prequalified suppliers

Availability: Market capacity to meet demand managed by UNICEF



The RUTF market: improving emergency response

UNICEF is responsible for the procurement of RUTF for country programmes and external partners, assuring transparency in using public funds and maintaining agreed product quality. Since RUTF first became available in 2000, UNICEF has been the largest buyer globally. In 2011, UNICEF procured 27,000 MT – some 80 per cent of the global supply. Although the Horn of Africa crisis in 2011 pushed the demand for RUTF to an unprecedented high, UNICEF experienced no interruptions in supply. The assured availability of RUTF during the world's largest nutrition crisis in 50 years was the result of a deliberate market influencing strategy.

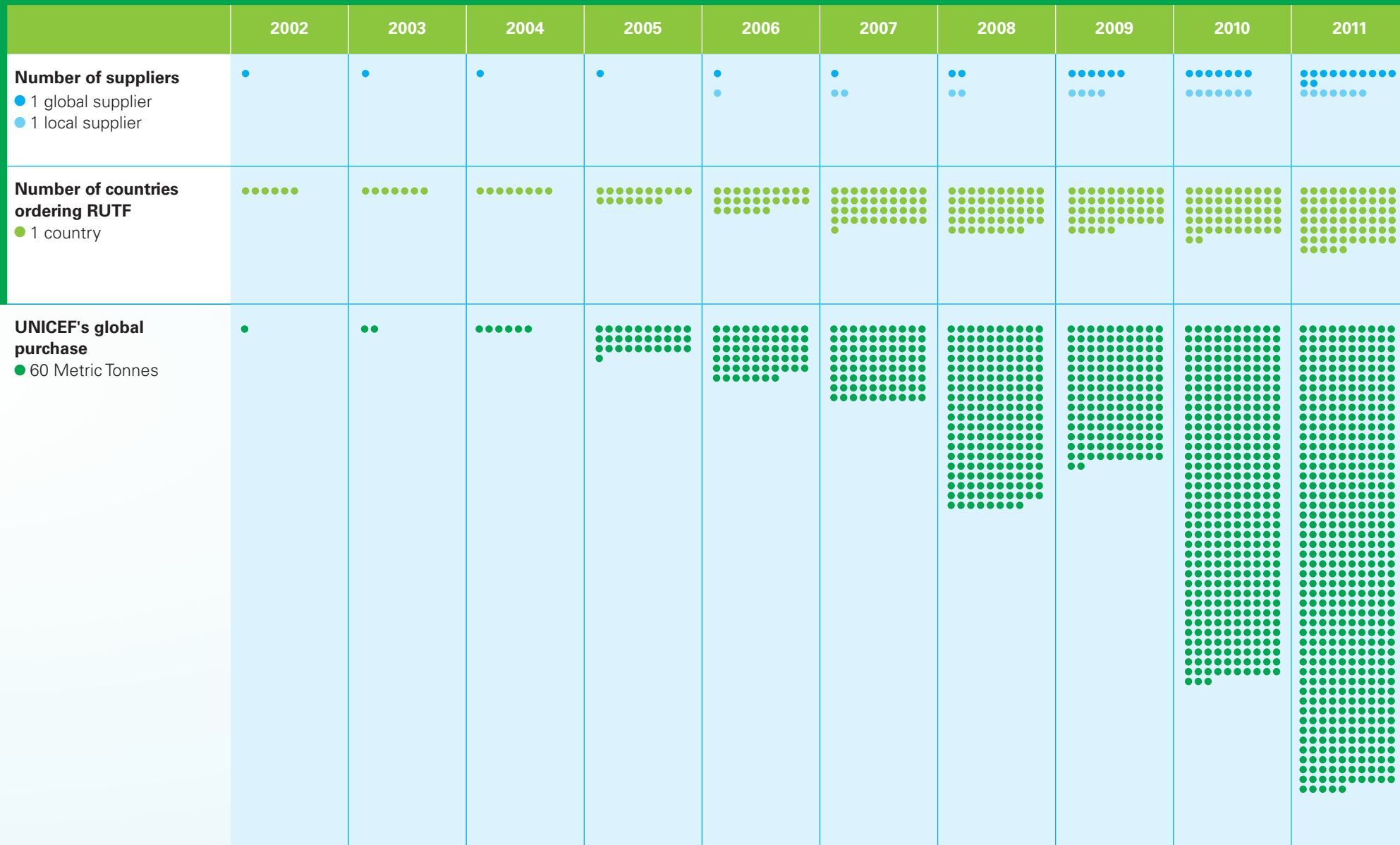
In 2008, Ethiopia, Kenya and Somalia had experienced a similar hunger crisis. Although less severe, some 8.4 million people were affected. The largest global supplier was unable to meet the peak demand and supplies to these countries and others were subsequently interrupted. A second global supplier was approved, but demand still fell short. Two local suppliers in Niger and Ethiopia were also newly approved but had only limited capacity. UNICEF initiated an in-depth study of the entire RUTF supply chain, working with Duke University and a wide range of partners and stakeholders. Based on the study's findings, UNICEF took steps to turn the market around, such as:

- initiating competitive bidding for RUTF in order to open the market for new suppliers
- introducing annual forecasting of demand for RUTF with UNICEF Country Offices
- pre-positioning of buffer stocks to decrease lead times and improve delivery
- improving collaboration with other UN agencies and donors in response to nutrition emergencies.

Results

The supplier base increased from 4 to 19 suppliers. Nearly half of the RUTF procured by UNICEF in 2011 came from these new suppliers. The improved market situation made it possible for UNICEF to schedule orders with manufacturers according to their capacity and location. This allowed for the timely delivery of the large quantities required in the Horn of Africa to be met, while securing supply for the other 62 countries needing RUTF at the time.

UNICEF was able to deliver more than twice as much RUTF to the Horn of Africa in 2011 compared to 2008, and because the majority of RUTF was shipped by sea, the per carton landed cost fell by 27 per cent.



Increasing access to essential medicines for children

UNICEF works with partners and industry to identify opportunities to increase access to affordable, high-quality, high-impact commodities for women's and children's health. The examples that follow illustrate why and how UNICEF is helping to influence markets – where normal market dynamics do not adequately stimulate the availability of needed medicines.

Amoxicillin dispersible tablets – moving away from 'What is a spoonful?'

Every year, 1.4 million children die from pneumonia. While the pneumococcal vaccine can prevent many of these cases, the disease can be treated with appropriate diagnostic and antibiotic treatment. Despite the relatively low cost of antibiotics, only 30 per cent of children with pneumonia are treated. Amoxicillin dispersible tablets (DT), which cost as little as \$0.21 per treatment, are recommended by WHO over other current formulations. The importance of DT is that they better ensure appropriate use for children, as they:

- allow for easy and correct dosing,
- are less volumetrically expensive to manage compared to syrup or powders, and
- are more stable under varying temperatures.

UNICEF is working with governments and partners to stimulate demand for amoxicillin DT to establish secure supply chains for delivery of treatment at various levels. Through advocacy, governments are being encouraged to review the guidelines for treatment of pneumonia and include amoxicillin in their supply lists. At the community level, efforts are being made to increase public understanding of pneumonia and facilitate the proper use of amoxicillin DT.

While there are many manufacturers of amoxicillin DT, they mainly focus on the Asian market. Compared to the ample availability of capsules and oral suspensions, the registration of amoxicillin DT is limited in Africa and non-producing countries elsewhere. UNICEF is therefore encouraging international and local manufacturers to offer and register quality amoxicillin DT more widely.

Oral rehydration salts and zinc – increasing use of an award winning product

Diarrhoea-related deaths rank as the second largest contributor to under-five mortality, with 1.5 million children dying each year. Vaccines are being introduced to prevent diarrhoea caused by rotavirus. But when children have diarrhoea, oral rehydration salts (ORS) therapy is a simple and cheap, yet still extremely effective intervention that fights the dehydration and nutrient depletion that accompanies cholera, rotavirus and other causes of diarrhoea.

Originally, ORS utilisation was driven by broad-based local advocacy including by UNICEF. However, a subsequent lack of emphasis has led to a decrease in momentum and a reversal of product use. Only 33 per cent of children suffering from diarrhoea currently receive ORS therapy, as caregivers sometimes use less effective treatment regimens.

UNICEF is working with partners to re-invigorate healthy market dynamics by increasing interest in and availability of alternative forms of the recommended low-osmolarity ORS formula, such as flavoured formulas and improved standard presentations and packaging. The variety of options can help to better meet preferences for flavour and pack sizes and enhance adherence to the recommended therapy.

Possible co-packaging and co-dispensing with zinc therapy (studies show that zinc can reduce diarrhoeal deaths by up to 23 per cent) and identifying new Good Manufacturing Practice (GMP) compliant manufacturers are also supported as valuable for product development and availability. UNICEF expects that these and other initiatives can improve the ORS profile and increase healthcare provider awareness, access and utilisation in lower income regions.



Quality assurance: the quiet component of increasing access

Increasing access to essential medicines can be measured in procurement value, by volume ordered, and by the numbers of children reached. Although more difficult to quantify, quality assurance is also essential for making medicines of an assured quality more accessible in developing countries.

Ongoing efforts on the part of WHO and other agencies have been significant in identifying innovations and improved formulations that will give children longer and healthier lives. UNICEF hosts the prequalification (PQ) process secretariat for WHO – which ensures that potential suppliers of medicines meet international standards of quality, safety and efficacy. Some national regulatory agencies that authorise new medicines to enter their country's market may not have the capacity or flexibility to readily adapt. These agencies could use the outcomes of WHO prequalification.

Access to medicines can be increased if mutual recognition agreements across national regulatory agencies are being implemented. This would reduce the time and resources required for repetitive approvals of new medicines, while safeguarding the health of vulnerable populations. Improving collaboration among national regulatory agencies has been an ongoing effort by multiple partners.

With a consolidated market-driven approach towards only procuring quality products, manufacturers would be incentivised to make the investments required to become compliant with good manufacturing practices (GMP) that correspond to government legislation and international standards.





Good Manufacturing Practice

UNICEF Supply procures medicines and other health products only from manufacturers who are GMP-compliant. This mandatory compliance gives the assurance that the manufacturing process is defined and controlled, that every batch of production can be traced through proper documentation, and that the distribution of the product minimises any risk to its quality.

UNICEF Supply's technical experts regularly carry out independent GMP inspections of suppliers of medicines. In 2011, 11 such GMP inspections were carried out at supplier premises in Belgium, Canada, China, France, India, the Netherlands and South Africa.

These inspections provide an important opportunity for UNICEF to advise suppliers on steps they must take to meet or maintain GMP standards – so they can contribute to the global supply of life-saving products.

Pipeline of work ahead

Helping children in Middle Income Countries gain access to new vaccines

The vast majority of children living in poverty now reside in those countries that the World Bank classifies as Middle Income Countries (MICs). This marks a dramatic shift from two decades ago, when it was estimated that 90 per cent of the world's poor lived in Lower Income Countries (LICs).

Despite overall economic progress sustained by many of the MICs over the past two decades, significant numbers of children are being left behind, creating a growing health crisis. This is highlighted by inequalities in access to key development funding, especially for newly-developed, expensive vaccines. These new vaccines combat some of the leading causes of under-five mortality, including pneumonia and diarrhoea. For example, it has been reported that South Africa currently procures some of the newly developed vaccines at prices at least three to four times what UNICEF pays for GAVI-eligible countries.

UNICEF has been engaging with countries and regional offices to develop a strategy which improves access and affordability for these vaccines, which are some of the key constraints to new vaccine introduction in MICs. UNICEF Supply expects to launch a formal negotiation during late 2012 focused on new vaccine access and affordability, bringing the children residing in MICs closer to receiving the protection they deserve.

Securing antiretroviral treatments for children via a buyers' consortium

Children make up only 7 per cent of patients receiving antiretroviral (ARV) treatment. The market for paediatric ARVs is challenged because this relatively low demand is spread over a large number of products. There are currently tablets, capsules and syrup in single, double and triple dose combinations.

Efforts to stabilise paediatric ARV procurement have been led by the Paediatric Working Group of the Interagency Task Team (IATT). In 2011, the IATT identified the most optimal products on the market.

While work is currently underway to ensure that national regulatory agencies will permit the most effective medicines to be registered, an important next step focuses on the consolidation of government procurement to ensure larger orders for more concisely defined products through a buyers' consortium. By overcoming fractured demand, suppliers can plan the production of the most optimal medicines in a more certain market.

UN Commission on Life-Saving Commodities for Women and Children



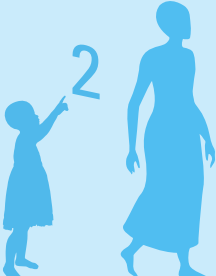

UNICEF and the United Nations Population Fund (UNFPA) have established the UN Commission on Life-Saving Commodities for Women and Children. This global effort is an initiative that puts into action, commitments made by the UN Secretary General in 2010 under the Every Woman Every Child movement to save 16 million women and children by 2015. The Commission will consolidate and prioritise technical expertise and advocacy around strategies to make essential medicines and technologies more accessible to developing countries.

The Commission's main objectives resonate with the market influencing activities that has been a hallmark of UNICEF.

Partners will also support the Commission's work in developing innovative strategies – such as pooled procurement, volume guarantees, strengthening quality and regulation efficiency, and rewarding country performance – that draw on the strengths of public-private partnerships in overcoming barriers to access.

The Commission's mandate is focused on the promotion of 13 life-saving medicines and medical devices, that the UN estimates would have the highest impact in improving health and saving lives if they were made more accessible to the women and children who need them.

UNICEF and UNFPA are the largest UN buyers of commodities that are the focus of the Commission's work

UNICEF				
UNFPA				
Maternal health	Newborn health	Child health	Reproductive health	
<p>Oxytocin and misoprostol for post-partum haemorrhage</p> <p>Magnesium sulfate for eclampsia, severe pre-eclampsia and toxemia of pregnancy</p> 	<p>Injectable antibiotics for newborn sepsis</p> <p>Antenatal corticosteroids for preterm respiratory distress syndrome</p> <p>Chlorhexidine for newborn cord care</p> <p>Newborn resuscitation devices for newborn asphyxia</p> 	<p>Amoxicillin dispersible tablets for pneumonia</p> <p>Oral rehydration salts and zinc for diarrhoea</p> 	<p>Female condoms, contraceptive implants and emergency contraception for family planning and contraception</p> 	



UNICEF warehouse in N'Djamena, Chad

Transparency

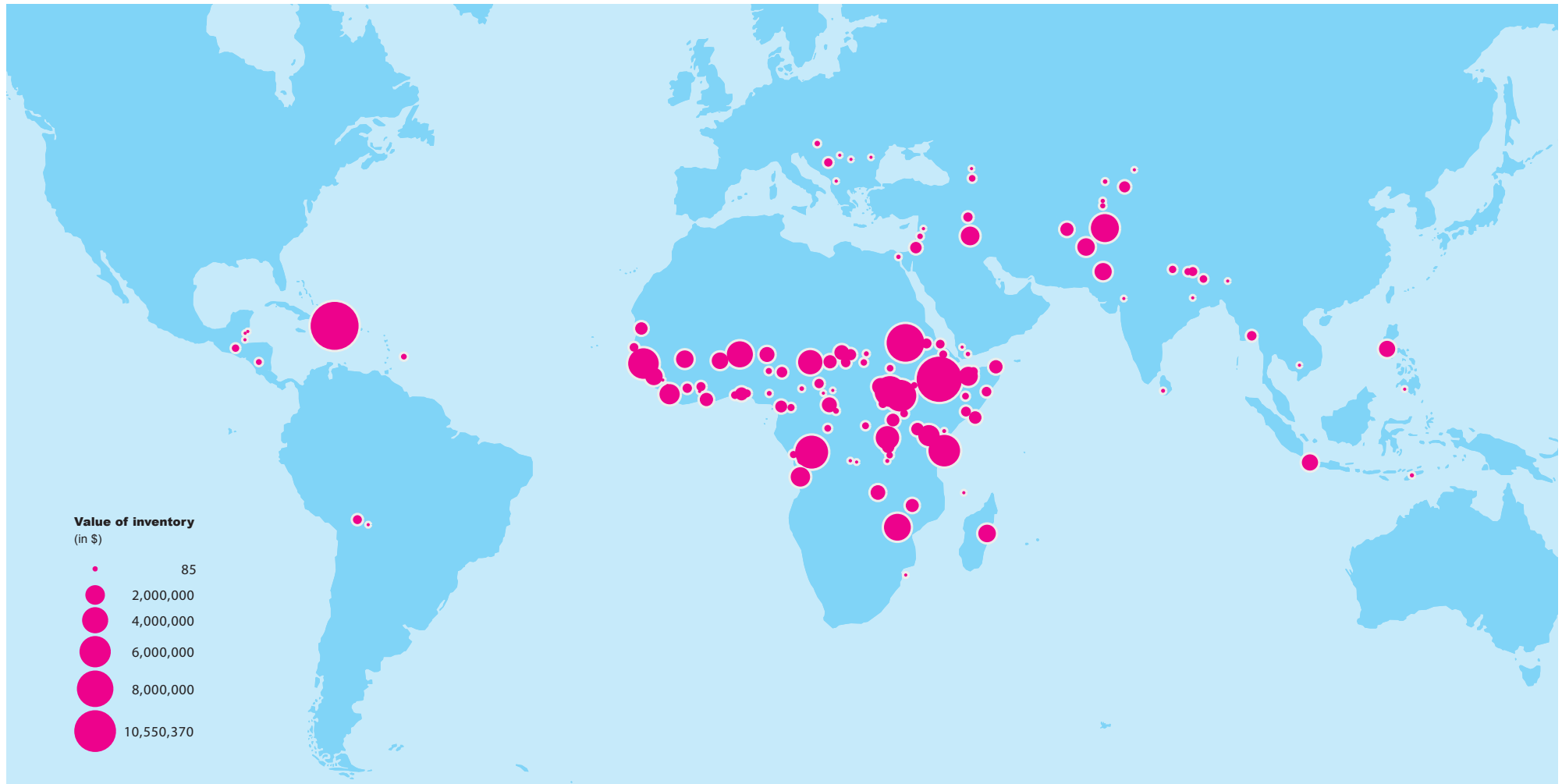
UNICEF considers access to information as fundamental for stakeholders to participate effectively in supporting children's rights. In the context of Supply and Logistics, transparency is an important element in ensuring that children and families have access to life-saving supplies.

In 2011, UNICEF Supply improved transparency around the prices it pays for strategic essential supplies, including vaccines, RUTF and bed nets. Historical and current prices are available at: http://www.unicef.org/supply/index_62310.html. These prices are published with the agreement of suppliers.

Transparency increases the efficiency of market dynamics and how these are understood. The publishing of prices supports governments and partners in making more informed decisions about procurement. Transparency also helps foster a competitive, diverse supplier base for global public goods. It leads to better visibility of how donor financial commitments translate into numbers of children who are vaccinated or receive life-saving medicines.

Internally, UNICEF's 2012 implementation of a one Enterprise Resource Planning (ERP) system across 180 field offices, along with the adoption of International Public Sector Accounting Standards (IPSAS) will increase the visibility of financial management results, governance and accountability, and we are already seeing benefits of this change. In preparation for the changeover, the Supply function acquired, aggregated and verified data on all UNICEF inventories managed by field offices around the world. The map opposite provides a snapshot of where UNICEF field office warehouses are located and the proportional value of supplies that they were handling in July 2011.

Local inventory to support emergency preparedness, consolidate supply packages to support campaigns and help smooth the ebb and flow of community demand



UNICEF has 357 warehouses managed by 180 field offices around the world. The inventory levels of each are in continuous flux as supplies arrive and are then dispatched to communities in cities, towns and villages. This snapshot taken in July 2011 captures in one moment, the value of supplies in UNICEF-managed warehouses across the globe.

The biggest circles (highest value) also reflect large volumes of supplies. These locations correlate to where UNICEF was responding to children and families with the greatest needs. In 2011, UNICEF's supply response included emergencies in the Horn of Africa, West and Central Africa, Pakistan, Libya and the Philippines. Also noteworthy is the ongoing supply support to Haiti as the country re-builds.

The most severe humanitarian crisis in the world

Of the \$166 million worth of emergency supplies procured in 2011, half supported children in the drought-stricken Horn of Africa. The need for relief supplies in the form of life-saving vaccines, RUTF, health supplies and water was never greater.

This overview indicates the breadth and intensity of the emergency supply and logistics response that reached 78 countries in 2011.

JANUARY

In Pakistan, the post-flood crisis continues. **90,000 children** are reported malnourished in Sindh province.



FEBRUARY

UNICEF urges protection for children affected by conflict in the Middle East and North Africa.

MARCH

Supply and logistics staff deployed to the border regions of Tunisia and Egypt to assess the needs of returnees and migrant workers fleeing civil unrest in Libya. UNICEF works with UNHCR, IOM and the Red Crescent Societies.

Charter flights arrive in Cairo and Tunis. **160 MT of relief supplies** – hygiene kits, nutrition items – are prepositioned for possible response within Libya.

47 MT of UNICEF supplies have arrived in the town of Ben Guerdane near the Tunisian-Libyan border, to cover needs in the areas of health, child protection, nutrition, water, sanitation and hygiene.

UNICEF declares ongoing fighting in Somalia a children's crisis.

APRIL

Fighting in Libya puts children at high risk. Working with partners on the ground, UNICEF distributes emergency health kits which contain enough drugs, medical supplies and basic medical equipment to cover the **needs of 60,000 people**.

A UNICEF chartered cargo ship carrying more than 6 million litres of water and medical supplies docks in Misrata, as part of a **lifeline to civilians trapped in the Libyan conflict**.

UNICEF lands first humanitarian goods (**60 MT of medicine, nutritional supplements**) to Côte d'Ivoire after post electoral fighting.



MAY

Between January and May, UNICEF and its partners **treated over 100,000 acutely malnourished children** in almost 800 nutrition centres across Somalia. 86% of mortality cases reported from central south regions. Many more children may be dying before reaching the feeding centres.

JUNE

Vaccines reach Misrata.



JULY

The most severe humanitarian crisis in the world is declared in the Horn of Africa, and Somalia is at the epicentre of the crisis. **Over 1.5 million children are malnourished** and in need of urgent life-saving actions.

Across the region, nearly **11 million people** are at risk. Thousands of women and children fleeing central and southern Somalia every day.

UNICEF airlifts **5 MT of RUTF** and medicine for severely malnourished children in Baidoa (Somalia) – the first flight into the town for over 3 years.

With famine now declared in two regions of Somalia, UNICEF gears up logistics to deliver unprecedented supplies of therapeutic and supplementary foods.

UNICEF, the Kenyan Government and WHO launch a **vaccination campaign for over 200,000 children** living around Dadaab refugee camp in northern Kenya.

Supplies are airlifted in three flights to Mogadishu, two to Galkayo and one to Baidoa. Two ships to Mogadishu deliver life-saving nutritional commodities, including 653 metric tons of corn soya blend (CSB), to feed 65,000 children, 230 metric tons of therapeutic food to treat 16,000 severely malnourished children.



AUGUST

Since the beginning of the Libyan conflict, power cuts and fuel shortages put the primary distributor of potable water at risk. UNICEF procures 5 million litres for Tripoli as the situation worsens.

A ship carrying 410 MT of CSB to provide **blanket feeding for over 20,000 families**, RUTF, plus therapeutic milk, docks in Mogadishu.

Somali refugees arrive in Dadaab at an average rate of 1,300 per day. Prepositioned supplies address the influx of children, 20 temporary learning spaces and classrooms set up, 100 education kits provided to meet the needs of 5,000 students, text books.

Cholera spreads in Mogadishu and Kismayo. Emergency diarrhoeal disease kits made up of prepositioned medicines are sent to 13 hospitals



SEPTEMBER

Monsoon floods in Pakistan affect 5.4 million people. UNICEF delivers 200,000 litres of water to 40,000 people each day and 50,000 water purification tablets, 60,000 bed nets, and vaccines to protect 100,000 children.

12 million litres of water are being procured by UNICEF to meet the needs of half a million people in Tripoli.

UNICEF sends **cholera kits, ORS and ringer lactate to address the worst cholera outbreak ever** in West and Central Africa. To date: 85,000 reported cases of cholera, resulting in 2,466 deaths in Chad, Cameroon, DRC and Burundi. Smaller cholera epidemics in Benin, Côte d'Ivoire, Ghana, Guinea, Liberia and Togo are under control.

OCTOBER

In Pakistan, buckets, soap, water purification tablets and tarpaulins reach 100,000 people. 11,000 new mothers get essential medicines. 900 temporary learning centres established. 23 new centres set up, to treat severely malnourished children.

UNICEF, WHO and UNFPA deliver a package of assistance including immunization, deworming, basic health equipment and medicine to six Pakistani districts.

UNICEF reports that in 3 months, **10,000 MT of life-saving supplies** were delivered to the Horn of Africa. 108,000 severely malnourished children were threatened through therapeutic feeding centres, 1.2 million children were vaccinated against measles, 2.2 million people were provided with access to safe water and 48,000 children with access to child-friendly spaces or other safe environments.

In the Philippines, 3,000 hygiene kits and 3,000 water kits are delivered to flood-stricken families.

NOVEMBER

The British Duke and Duchess of Cambridge and Crown Prince and Princess of Denmark visit the UNICEF Supply warehouse in Copenhagen to help keep public attention on the humanitarian crisis in the Horn of Africa.



UNICEF Supply opens first humanitarian transit hub for nutrition in Dubai to speed up the delivery of nutrition supplies to Somalia.

UNICEF estimates **one million people have benefitted from nutrition assistance**, including 135,000 severely malnourished children.

In flood-affected Thailand, more than **300,000 water, hygiene and sanitation items are provided.**

DECEMBER

UNICEF delivers water and sanitation **supplies to assist 15,000 families affected by the devastating floods** in southern Philippines.

End to end supply

In addition to the commitment to influence global markets and policies for strategic essential commodities, UNICEF is committed to supporting and developing local delivery solutions to ensure that the goods reach the end users.

For decades, UNICEF and partners have focused on the upstream part of the supply chain – identification and development of products, development of new funding models and procurement mechanisms. Combined with a focus on warehousing and logistics, this has shaped the competency and expertise of the UNICEF Supply function as outlined in this representation of the supply chain.

The creation of feedback systems that enable us to see whether the right products are reaching the right people will be a defining challenge in the coming years. UNICEF's equity focus provides a strong platform on which to build appropriate monitoring systems. Technological advances also have enormous potential to provide user-driven information systems for feedback on where and what the main supply bottlenecks are at the point of service delivery.

Planning

Procurement

Definition of need

For decades, UNICEF has been engaged in product development reflecting the needs of children and mothers.

UNICEF continues to refine the focus on strategic essential commodities. The new Supply Catalogue (launched in 2011) provides specifications and prices on the more than 2,000 standard products UNICEF buys – with a particular emphasis on high impact commodities.

UNICEF WHO and partners established a list of Priority Medicines for Mothers and Children (published 2011). Consequently, we continue efforts to identify sources for these products, including new formulations such as amoxicillin dispersible tablets and flavoured ORS, so that these are available for programmes.

We continue to work through the Interagency Task Team in the optimisation of products for paediatric antiretroviral treatment, to facilitate the scale-up of treatment and address availability bottlenecks arising from a fragmented market.

There has been renewed focus on innovation and product design. Updated designs for jerry cans, SolarChill refrigeration and tents are examples of the continued flow of new products and designs for field testing – that incorporate assessments of end-user impact.

Budgeting and planning

Strong forecasting and financing are pre-conditions for reaching positive procurement results both at local and global level.

In partnership with alliances and foundations such as GAVI and BMGF, UNICEF has been supporting a range of innovative financing initiatives, including the Advanced Market Commitment and the volume guarantee.

In the same context, UNICEF continues to push for transparency, e.g. the first time publication of historic vaccine, Long Lasting Insecticidal Net (LLIN) and Ready-to-Eat Therapeutic Food (RUTF) prices in 2011.

UNICEF has established annual forecasts for vaccines, injection devices, cold chain products, LLINs, RUTF and vitamin A.

UNICEF annually convenes key industries to present and discuss global supply needs.

UNICEF implements category management tools to ensure we reduce repetitive, time-consuming procurement. Strategic procurement workshops have been initiated globally and an e-tutorial for analysis of historical procurement data was rolled out to support procurement strategies in the field.

In 2011, extended capacity support for Country Offices and partners was linked to:

- definition and choice of different procurement mechanisms including setting up relevant Procurement Services procedures with local counterparts
- development of Procurement Supply Management (PSM) plans for commodities funded by global funding entities, such as the Global Fund and UNITAID
- procurement and logistics planning in connection with integrated campaign support
- planning and assessment of capacity in the area of cold chain, construction and vaccine security
- deployment for major direct supply initiatives (emergency response and fragile states).

Procurement

Procurement strategies for strategic essential commodities have been developed.

The emphasis on category management supports the development of targeted procurement strategies. This has led to a number of positive solicitation process outcomes in 2011.

The strategic procurement focus has also resulted in changes to low value procurement procedures, which lower administration costs in a risk management context – increasing value for money.

In parallel, a new UNICEF Enterprise Resource Planning system and related updates to the Supply Manual and procedures were implemented (cross cutting through all supply chain elements).

UNICEF supports recommendations for policies to improve UN cooperation and published guidelines on "Common UN Procurement at the Country Level". Joint UN solicitation exercises and contracting are expanding both at headquarter and field level.

UNICEF Supply holds annual training courses on e.g. procurement processes, contracting for services, category management, etc.

In 2011, extended capacity support for Country Offices and partners was linked to:

- a range of training/certification for field colleagues and counterparts
- Procurement Services coordination with 108 countries
- construction support to 48 countries
- support to 50 countries on co-financing transactions for Global Alliance for Vaccines and Immunization supported vaccines.

Delivery & clearance

In 2011, UNICEF Supply delivered over 9,300 shipments to 141 countries – managed through long term freight forwarder contracts and on-going updates of consignee lists.

A global freight solicitation exercise was completed in partnership with other agencies. As a result, UNICEF outsources freight/shipping operations to four service providers.

Other best practices also include joint agency logistics capacity assessments.

The establishment of an electronic data interface with freight forwarders has improved information on shipment dates and timings. In 2011, we also rolled out a new order tracking system in connection with launch of the new UNICEF Supply Catalogue.

Practical aspects of this process include ensuring local controls are in place for clearing. This is facilitated by regular training activities and use of various tools. For example, vaccine arrival inspection reports have become a global standard and in 2011, covered 1,873 UNICEF shipments.

Inspection

UNICEF regularly established long-term arrangements for inspection companies to be contracted locally and globally.

As part of standard procedures, UNICEF performs pre-delivery inspections through global contracts with inspection agencies.

We rely on international quality standards and have for some products outsourced pre-qualification and inspection, e.g. to WHO in the area of vaccines.

On a regular basis, UNICEF conducts Good Manufacturing Practice inspections of suppliers. In 2011, 11 pharmaceutical and 12 nutritional manufacturers were inspected.

Technical assistance in the area of quality control is often provided in emergency settings where we rely on local sources as much as possible, e.g. for food items in the HoA emergency, and shelter and education materials in response to the Pakistan floods in 2010 and 2011.

Warehousing, distribution & re-order

In preparation for the global implementation of International Public Service Accounting Standards (IPSAS), UNICEF established inventory control and real time visibility covering 357 UNICEF warehouses globally.

UNICEF maintains strategic international warehouse hubs in Copenhagen, Dubai, Panama and Shanghai, as part of our emergency preparedness routines. In addition, other ad-hoc arrangements are also made. As examples, a transit warehouse for supplementary food to Somalia was opened in Dubai, and 400 metric tonnes of RUTF were pre-positioned in Ghana and Cameroon in anticipation of the Sahel crisis.

UNICEF continues to improve in-country logistics capacity. In 2011, staff achieved certification in humanitarian logistics and in supply chain management, and nearly 100 were trained in warehousing and inventory management. In 2011, Supply Division deployed staff to support warehousing and distribution in Country Offices – for a total of over 1,000 person days. This included:

- warehousing, packing and distribution support in emergencies and fragile state operations
- analysis and definition of shipping routes for major emergencies (e.g. HoA)
- technical assessment of cold chain facilities (linked to introduction of new vaccines)
- support in connection with planning and roll out of integrated campaigns
- technical support to government partners to help re-organise warehouse management (e.g. Mozambique and Sierra Leone).

A new automated central UNICEF warehouse was prepared and established in Copenhagen in 2011 (functional in 2012).

Good Distribution Practice (GDP) certification was maintained at the Copenhagen warehouse.

Utilisation by end users

The testing of our user-centred product design process began in Uganda and Ghana, piloting an improved timer for measuring respiratory rates.

Area of new focus 2012-15: Appropriate packaging and dispensing aids for supplies needed in Community Case Management.

Monitoring and evaluation

In Zimbabwe, projects testing SMS messaging continued as a means to improve information on supplies. Other tests of an application for improving diagnostic test results (Zambia, Malawi) also continued.

Area of new focus 2012-15: inclusion of supply component in UNICEF bottleneck analysis tool and Monitoring of Results for Equity Systems (MoRES).

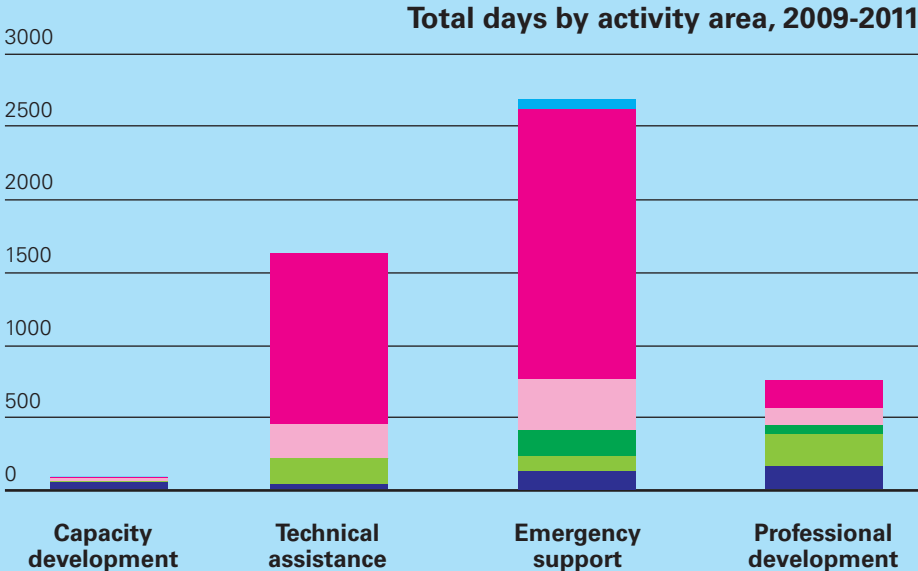
Supply community and deployment

Ensuring the global availability and local delivery of essential supplies requires a dedicated team of national and international staff with diverse expertise covering the whole supply chain.

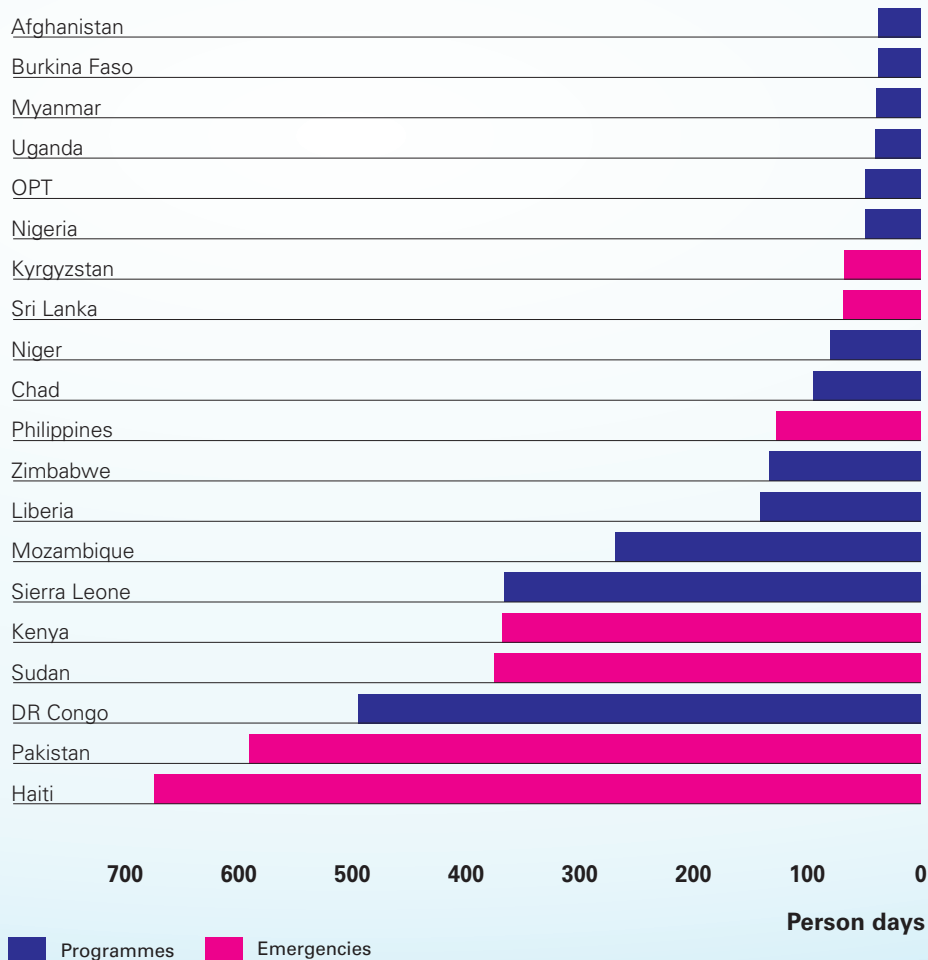
Support on end-to-end supply issues by the UNICEF Supply Community has continued through professional development and increased engagement and direct technical support to country operations – to help ensure programmatic targets.

In addition to ongoing operational coordination and exchange between Supply Division and the Country Office, deployments of SD staff were made covering more than 5,000 person days between 2009 and 2011.

Activities related to professional development have primarily focused this year on training related to Enterprise Resource Management, International Public Sector Accounting Standards, category management training and general procurement. UNICEF strives towards using and developing local systems, which is a process led and coordinated by the Country Office. Most deployment activities have been linked to technical assistance and emergency support.



Supply Division deployments 2009-2011 person days per country (top 20)



Mozambique and Burkina Faso While technical assistance has been provided to build warehouse management capacity, the UNICEF Country Offices have supported government counterparts in comprehensive reform aimed at harmonising national procurement and supply systems.

Zimbabwe As a response to fragile procurement and logistic systems in the country and with the aim of covering the basic needs of the population, in recent years UNICEF has supported the procurement of essential medicines, including distribution. Similar initiatives have recently been taken in Malawi. In both cases, the programmes include components to increase the country's capacity to manage the commodities in the near future.

Campaign UNICEF has supported complex Long-Lasting Insecticidal Net (LLIN) campaigns in Chad, Kenya and the Democratic Republic of Congo (DRC), and in DRC has also been involved in comprehensive educational kit packing operations.

Sierra Leone As part of the Free Health Care Initiative, UNICEF has supported the Government with procurement and nation-wide distribution of essential medicines to over 1,100 primary health units, which has led to a 60 per cent utilisation increase. As part of the process, UNICEF has worked with the Government to legally constitute and practically implement a National Autonomous Pharmaceutical Procurement and Supply Agency.

Emergency UNICEF's commitment to be on the ground soon after an emergency hits is reflected in the deployment patterns, with five out of the ten highest deployment destinations being emergency related. The first priority is to ensure that the goods reach the affected population as quickly as possible. But many of the solutions identified have involved the mobilisation of local industry and service providers. As examples, education and shelter supplies were mobilised in Pakistan in 2010 and 2011, as were food items and distribution channels in the Horn of Africa operation in 2011.



Innovation

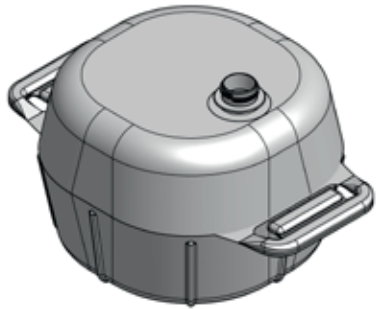
Innovation at UNICEF focuses on improving the lives of children and their families through new or better products, services or systems. Working closely with stakeholders and partners including other agencies, the private sector and academia, UNICEF's focus on innovation is helping to accelerate progress in reducing child and maternal mortality. By advocating on behalf of community health workers, children and mothers who use products and services, UNICEF and partners are ensuring that needs and expectations are met through effective product, market and supply chain development.

Innovation Labs

UNICEF's network of Innovation Labs enables co-creation and collaboration on a range of technological and social innovation projects. Labs have been established in Kosovo, Uganda and Zimbabwe with more planned for launch in 2012, including the Innovate for Children Lab in Copenhagen. The Lab network connects inter-agency teams with partners in the academic and private sectors to collaborate on innovation projects such as the UN Global Pulse, which aims to provide timely information to and from vulnerable populations – by tracking changes in real-time information flows, and using new resources such as mobile phone technology.

Digital Drum

Developed in UNICEF Uganda's Innovation Lab, the Digital Drum is a solar-powered computer kiosk, providing a sustainable solution to increase access to information for youth and their communities. Chosen as one of Time Magazine's 50 Best Inventions of 2011, the rugged Digital Drum is being installed in 100 outdoor locations in Uganda, pre-loaded with youth-friendly educational materials.



Jerry can

Prototypes of the improved 10 litre jerry can for carrying water in emergencies have been developed in collaboration with industry partners and in-country trials will take place in 2012. The innovative double handled design increases carrying options – and the design allows for flat packing, which reduces distribution costs through reduced packaging requirements.



Pneumonia diagnosis

The participation of health workers in the creation of an improved pneumonia diagnostic tool is enabling UNICEF to better understand the needs and challenges of communities, and adapt innovative solutions accordingly. Field research was carried out in Ghana and Uganda. UNICEF is working with a network of stakeholders and seeking partnerships with industry and academia to develop this new tool.



Ice from the sun

Over 230 SolarChill vaccine refrigerators were supplied to Haiti, Kiribati, Philippines, Solomon Islands and Vanuatu – countries that have challenging immunization coverage because of interruptions to the power supply. SolarChill technology uses solar energy to create ice which keeps vaccines cool. The latest designs exhibit superior performance and have increased the length of time that vaccine temperatures are maintained within the allowable range. The approved list of suppliers has increased from 3 to 5, which supports the increased demand for this innovative solution.

Innovation: real time impact of mHealth innovation

If HIV positive, child starts treatment. If negative, child is re-tested in 6 months

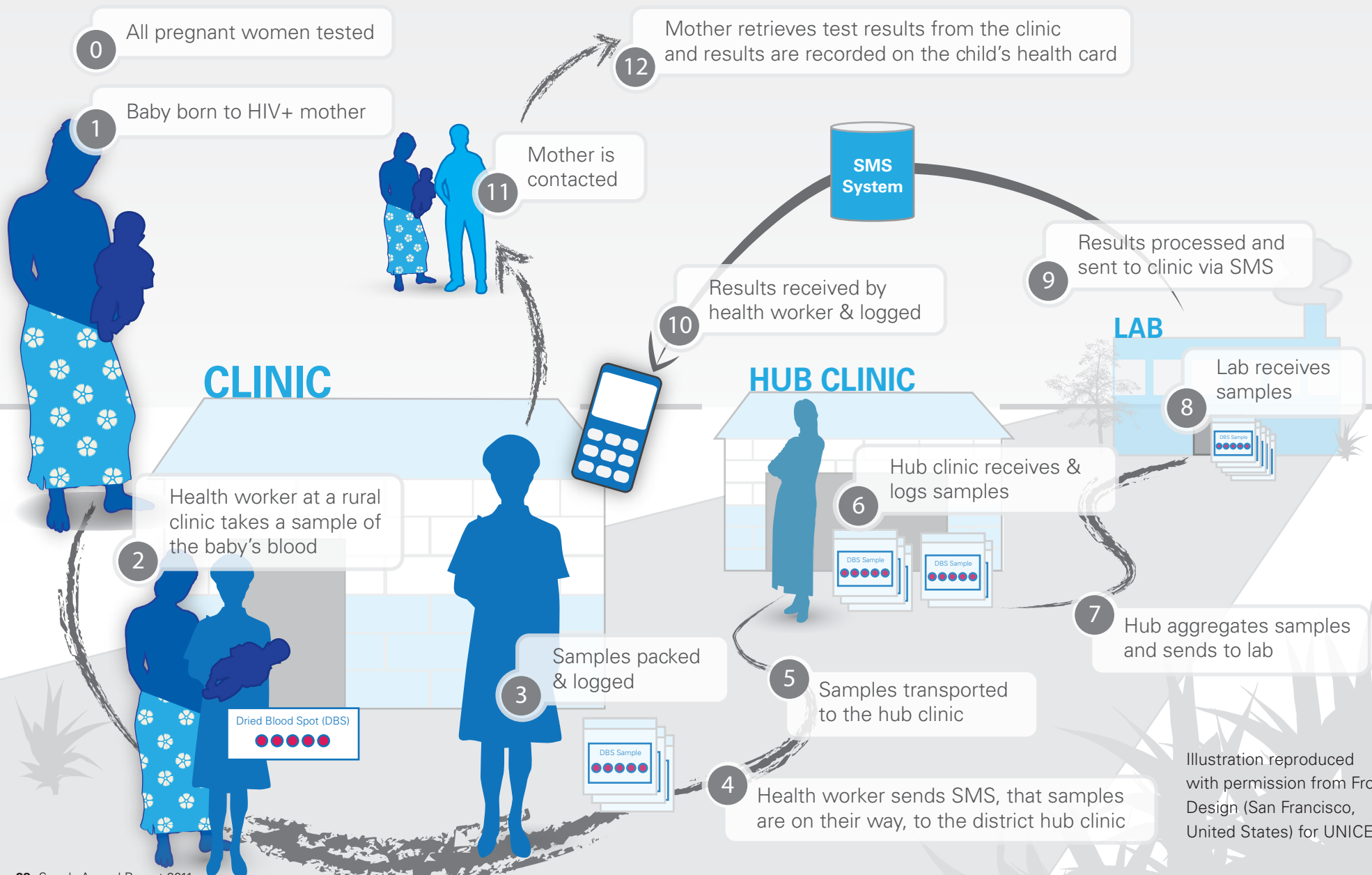


Illustration reproduced with permission from Frog Design (San Francisco, United States) for UNICEF

Mobile phone technology for health (mHealth) offers a variety of ways in which health systems can become more efficient, faster and more accountable. Project Mwana (mwana means child in Kiswahili) developed a practical means to strengthen health services for mothers and infants in rural health clinics. The project was piloted in 2010 in selected districts of Zambia and Malawi where HIV prevalence is amongst the highest in the world. Infants who are HIV positive experience potentially life-threatening delays in getting diagnostic blood test results back to the originating primary health centre; a process that takes 6.2 weeks on average.

These hold ups critically delay the interventions with antiretroviral drugs that can save the lives of those infants found to be HIV positive.

Mobile technology eliminates the need for test results to be delivered by paper. The illustration shows how the process halves the time it takes for information on the HIV status of the new born to be collected and transmitted back to the community health worker. The savings in time saves lives.

Key to the success of Project Mwana has been the support of community health workers who are trained to use and integrate mHealth technology into their work. Increasingly, mHealth technology is being used by health workers in other practical

tasks, such as re-ordering medicines and other stock in clinics, and reminding mothers to bring their children in for immunization. The SMS system records who sent and received information related to patients. Besides assuring confidentiality, this supports the development of quality checks and accountabilities in the health delivery system.

There are also larger potential benefits: mHealth technology records data at key stages of life – at six days, six months and six years. Comprehensive data on the health status of children in a district, or nation-wide, helps governments make informed decisions on access and increasing the impact of child-focused health systems in the communities they serve.

In 2011, Project Mwana achieved two major milestones:

- WHO completed an evaluation which confirmed that the mobile technology is providing a measurable and sustainable benefit in programmes for HIV prevention and treatment.
- The Zambian Government has taken the project to scale, and mHealth real-time data-transfer systems are being implemented in every district across the country.

In Malawi, a similar evaluation and scale-up is also underway.

Working together

In Zambia, UNICEF provided technical and project coordination expertise to support the UNICEF Country Office, the Ministry of Health and collaborating partners (Boston University's affiliate Zambia Centre for Applied Health Research and Development and the Clinton Health Access Initiative). The server that captures and transmits health information by SMS throughout the country is hosted by the Zambian government. The ownership of the system by its primary users is critical and is one of the reasons the project has been praised for sustainability. The technology can also be customised and applied to other dimensions of health programming. In Rwanda for example, UNICEF is helping to establish the use of mHealth to improve the delivery of antenatal care for women.

Rapid Family Tracing and Re-unification

UNICEF is supporting innovation through mobile technology not only in health, but also in the area of child protection. In 2011, UNICEF began collaborating with partners to replace paper filing and tracking systems with rapid SMS data capture. This open-source initiative aims to speed up the collection, sorting and sharing of information on children who become separated from their families during conflicts or natural disasters.

UNICEF's procurement and supply overview 2011

UNICEF procured supplies valued at \$2.14 billion for delivery to developing countries

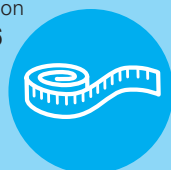
UNICEF's major commodity groups (in \$ millions)



Vaccines
\$1,030



Pharmaceuticals
\$192



Nutrition
\$166



Bed nets
\$111



International freight
\$104

- > 2.5 billion doses for 103 countries
- > 432.2 million auto-disable syringes

- > 99.5 million de-worming tablets
- > 19 million packs of ARV formulations to treat 930,000 HIV patients
- > \$74 million worth of co-trimoxazole
- > 30.4 million malaria treatments

- > 27,000 MT of RUTF
- > 567 million vitamin A capsules shipped
- > 136 million zinc tablets

- > 25 million bed nets to 36 countries

- > 9,357 international shipments

- > 11.7 million malaria rapid diagnostic tests
- > 20.8 million HIV diagnostic tests

- > Support to 48 Country Offices

- > 347 million water purification tablets
- > 140 million sachets of micronutrient powder
- > 78,159 hygiene kits
- > 5,246 family water & sanitation kits

- > Locally-contracted printing for teaching and learning materials, text books, advocacy and awareness-raising posters, pamphlets, etc.

- > 159,970 classroom kits
- > 22,523 recreation kits
- > 9,979 Early Childhood Development kits



Medical supplies and equipment
\$97



Construction
\$95



Water and sanitation
\$70



Printing
\$54



Education
\$52

Countries in which procurement exceeded \$10 million
(based on country of invoice, in \$ millions)

India	\$467
Switzerland	\$299
Belgium	\$239
USA	\$183
France	\$163
Denmark	\$128
Italy	\$54
United Kingdom	\$37
Pakistan	\$32
China	\$29
Kenya	\$29
South Africa	\$27
Germany	\$27
Japan	\$24
Indonesia	\$22
Ethiopia	\$18
Zimbabwe	\$17
Israel	\$15
Netherlands	\$15
Tanzania	\$13
Niger	\$12
United Arab Emirates	\$11

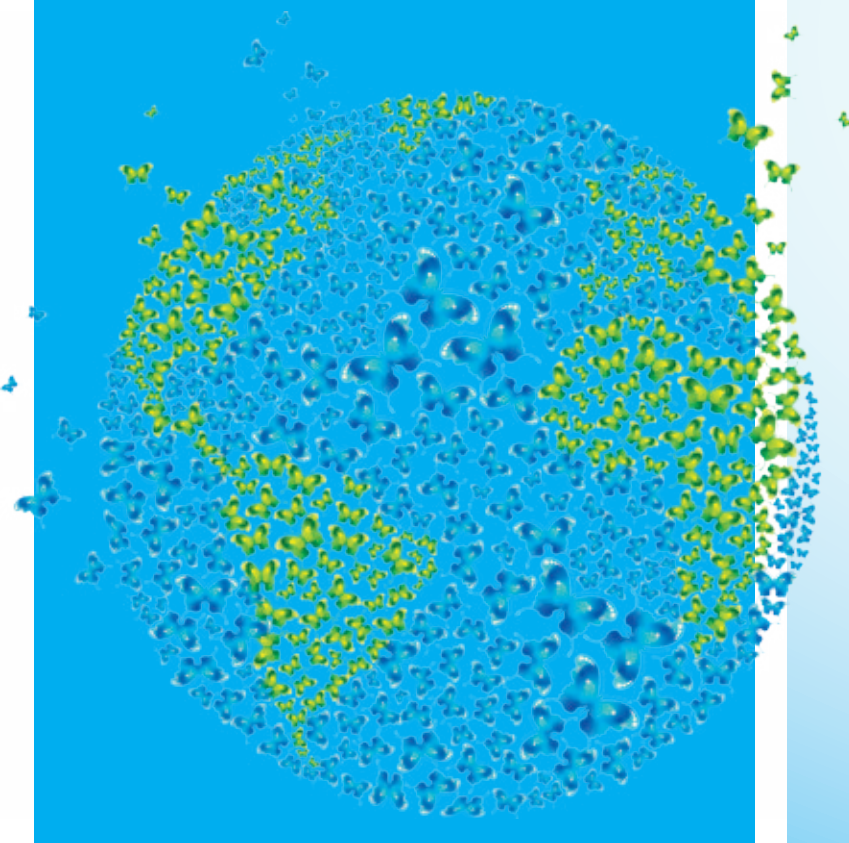


Buffer solution is dripped
onto HIV test strips

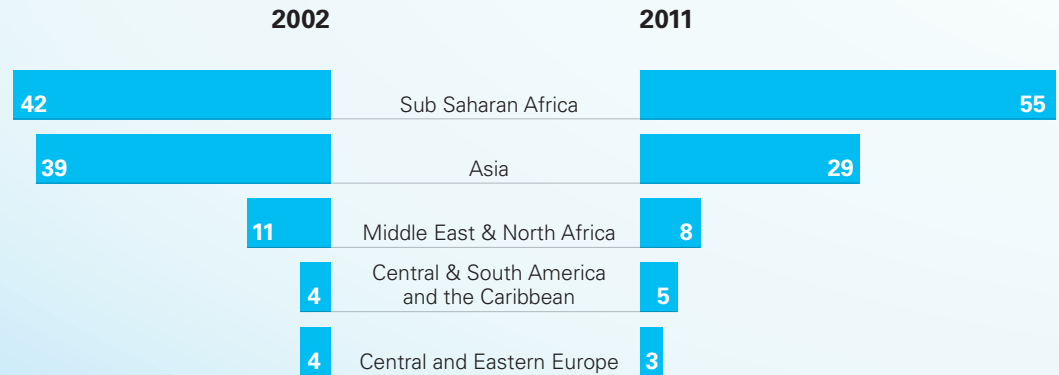
Supply deliveries over time

In the last decade, the value of UNICEF supplies procured has quadrupled. The increase is most significant among strategic essential supplies: those that have the highest impact on reducing child mortality. Compared to 10 years ago, UNICEF Supply spends: 5 times more on vaccines; 11 times more on medicines and bed nets, and 10 times more on nutrition.

The pattern of UNICEF Supply interventions globally has also changed. The proportion of deliveries to Asia has decreased, reflecting the economic gains in many Asian countries.



Where UNICEF supplies were used
(by percentage)



Procurement then **and now**

This table contrasts procurement values for 2002 and 2011. The increase in quantities procured in 2011 illustrates the increased access to life-saving supplies that has been achieved in the last decade.

2002		2011
<p>\$220 million</p> <p>Traditional vaccines were widely used for common childhood diseases, including: measles, diphtheria, pertussis, tetanus and polio.</p>	Vaccines	<p>\$1.03 billion</p> <p>New vaccines are being introduced in low income countries. For example: pentavalent (replacing DPT in many programme countries), pneumococcal, rotavirus and targeted formulations of OPV.</p>
<p>\$17 million</p> <p>Only small quantities of antiretrovirals and antimalarials procured.</p>	Pharmaceuticals	<p>\$192 million</p> <p>UNICEF procured ARVs totalling \$117 million and antimalarials worth \$26 million.</p>
<p>\$16 million</p> <p>There was only one supplier of RUTF. Procured \$370,000 worth of corn soya blend (CSB).</p>	Nutrition	<p>\$166 million</p> <p>Procured RUTF from 19 suppliers (7 of which are local). Procured \$30 million worth of CSB.</p>
<p>\$10 million</p> <p>Procured 4 million bed nets plus insecticide that gave the net one year of effective protection.</p>	Bednets	<p>\$111 million</p> <p>UNICEF procured 25 million Long-Lasting Insecticidal Nets from 10 WHO-approved suppliers. The LLINs are not only assessed on unit price and quality standards, but also durability.</p>
<p>\$29 million</p>	International freight	<p>\$104 million</p> <p>Increased volumes required more transportation. Shipments by sea are ten times cheaper than by air. In preparation for emergencies, sea freight is used to pre-position bulky supply items.</p>
<p>\$45 million</p>	Medical supplies & equipment	<p>\$97 million</p> <p>Notable increases include: diagnostic tests \$26 million, laboratory supplies \$16 million and medical equipment \$8 million.</p>
<p>\$38 million</p>	Water & sanitation	<p>\$70 million</p> <p>Notable increases include: hygiene kits \$11 million and water treatment supplies \$10 million.</p>
<p>\$52 million</p>	Education	<p>\$52 million</p>
<p>\$120 million</p>	Procurement Services	<p>\$1.5 billion</p> <p>UNICEF procures on behalf of governments and agencies. This value should decrease as low income countries evolve to self-financing economies.</p>



An infant is immunized at a clinic in Ein Al Beidah village, north West Bank, Occupied Palestinian Territory

UNICEF global procurement statistics

Annex 1, page 40

UNICEF supplier countries and territories (local, regional and international procurement). Total UNICEF procurement by country/territory and US\$ value, aggregating local, regional and international figures.

Annex 2, page 42

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over US\$ 100,000). UNICEF procurement by country/territory and supplier, giving separate US\$ values for local, regional and international procurement.

Annex 3, page 61

Where supplies are used. Destination countries for UNICEF procured commodities, aggregating local, regional and international orders.

Annex 4, page 62

Number of companies invited to bid and responses received (international procurement). Lists by country/territory the number of companies invited to tender for international procurement and the number of responses received.

You can view a list of international contracts awarded by UNICEF here:
http://www.unicef.org/supply/index_27009.html

Local

Procured by Country Offices and subject to the principle of competitive bidding within the country.

Regional

Procured by Regional Offices and subject to the principle of competitive bidding within the region.

International

Procured by Supply Division, or by Country Offices through Direct Order arrangements, and subject to the principle of international competitive bidding.

Annex 1

UNICEF supplier countries and territories (local, regional and international procurement)

Country/territory	Value (\$)	Country/territory	Value (\$)
Afghanistan	3,646,914	Equatorial Guinea	7,537
Albania	296,609	Eritrea	718,072
Algeria	153,441	Ethiopia	18,138,526
Angola	1,289,872	Fiji	263,909
Argentina	1,444,643	Finland	2,238,270
Armenia	115,733	France	162,762,018
Australia	676,607	Gabon	133,678
Austria	60,010	Gambia (the)	208,417
Azerbaijan	113,036	Georgia	253,929
Bangladesh	7,286,319	Germany	26,523,882
Barbados	103,570	Ghana	2,586,871
Belarus	290,335	Guatemala	1,993,846
Belgium	238,686,820	Guinea	668,535
Belize	126,580	Guinea-Bissau	712,324
Benin	983,741	Guyana	69,098
Bhutan	581,364	Haiti	5,695,887
Bolivia (Plurinational State of)	1,128,469	Honduras	203,806
Bosnia and Herzegovina	620,106	Hungary	1,108,481
Botswana	82,601	India	466,929,919
Brazil	2,012,599	Indonesia	22,484,594
Bulgaria	493,741	Iran (Islamic Republic of)	249,937
Burkina Faso	973,141	Iraq	1,019,678
Burundi	1,360,641	Ireland	4,777,347
Cambodia	1,027,242	Israel	14,863,447
Cameroon	366,394	Italy	53,787,759
Canada	2,003,357	Jamaica	252,606
Central African Republic (the)	1,125,427	Japan	24,310,215
Chad	2,392,961	Jordan	2,959,477
Chile	304,045	Kazakhstan	67,757
China	29,050,515	Kenya	29,321,799
Colombia	398,176	Kiribati	7,946
Comoros	635,211	Kosovo	306,093
Congo (the)	558,517	Kyrgyzstan	957,532
Costa Rica	119,585	Lao People's Democratic Republic (the)	784,618
Côte d'Ivoire	3,665,689	Lebanon	135,987
Croatia	254,809	Lesotho	157,588
Cuba	1,419,987	Liberia	2,717,990
Cyprus	5,527,057	Luxembourg	4,096,456
Czech Republic (the)	224,193	Madagascar	6,723,136
Democratic People's Republic of Korea (the)	2,086,426	Malawi	5,952,061
Democratic Republic of the Congo (the)	6,873,578	Malaysia	1,428,271
Denmark	128,218,377	Maldives	40,930
Djibouti	843,529	Mali	1,729,402
Dominican Republic (the)	3,688,190	Mauritania	1,069,049
Ecuador	101,425	Mexico	604,776
Egypt	785,767	Mongolia	915,012
El Salvador	498,804	Montenegro	87,970

Country/territory	Value (\$)	Country/territory	Value (\$)
Morocco	225,693	Thailand	6,321,067
Mozambique	2,562,725	The former Yugoslav Republic of Macedonia	147,093
Myanmar	2,578,431	Timor-Leste	862,812
Namibia	303,572	Togo	547,187
Nepal	1,483,472	Trinidad and Tobago	5,208
Netherlands (the)	15,276,094	Tunisia	267,772
New Zealand	171,075	Turkey	1,094,938
Nicaragua	683,487	Turkmenistan	67,724
Niger (the)	12,119,016	Uganda	3,068,193
Nigeria	1,977,982	Ukraine	291,142
Norway	3,502,668	United Arab Emirates (the)	11,235,473
Occupied Palestinian Territory	735,177	United Kingdom	37,075,274
Oman	67,077	United Republic of Tanzania (the)	12,877,610
Pakistan	32,083,559	United States	183,353,211
Panama	410,113	Uruguay	179,567
Papua New Guinea	340,790	Uzbekistan	770,928
Paraguay	138,282	Vanuatu	14,543
Peru	592,935	Venezuela (Bolivarian Republic of)	211,138
Philippines (the)	2,417,787	Viet Nam	68,187
Poland	101,407	Yemen	3,921,951
Portugal	17,810	Zambia	1,578,627
Republic of Korea (the)	4,703,477	Zimbabwe	17,178,690
Republic of Moldova	46,833		
Romania	1,730,956		
Russian Federation (the)	5,237,917		
Rwanda	666,404		
Saint Lucia	5,581		
Sao Tome and Principe	28,053		
Senegal	1,345,533		
Serbia	280,402		
Seychelles	10,180		
Sierra Leone	1,205,181		
Singapore	272,728		
Slovakia	666,777		
Solomon Islands	50,736		
Somalia	1,578,402		
South Africa	27,193,787		
South Sudan	1,792,890		
Spain	1,719,386		
Sri Lanka	2,690,146		
Sudan (the)	6,214,102		
Suriname	33,771		
Swaziland	256,453		
Sweden	4,717,736		
Switzerland	299,370,915		
Syrian Arab Republic (the)	1,619,205		
Tajikistan	691,655		

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Afghanistan				
Afghan Professional Printers	IT & Office Supplies, Printing	137,891		
Baheer Computer and Printing Co Ltd	IT & Office Supplies, Printing	123,118		
Eisa Jawid	IT & Office Supplies, Medical Equip., Printing	189,740		
Haji Karim Shah Karimi Co Ltd	Education Supplies, IT & Office Supplies	129,918		
Humaira Ayoub Logistics Services	IT & Office Supplies	231,968		
Kandahar Ariana Petrol Pump	Fuel & Lubricants	129,780		
Milad Aruoby Store	IT & Office Supplies	574,384		
National Fuel Inc	Fuel & Lubricants, IT & Office Supplies	793,091		
New Jabel Saraj Transport	Education Supplies, IT & Office Supplies, Transport	273,907		
Angola				
EAL – Edicoes De Angola Lda	Education Supplies, Printing	372,736		
Maianga Produes Culturais Lda	Communication Equip., Printing	490,455		
Organizaes Sanysabel	Communication Equip., Pharmaceuticals, Staff Supplies	294,516		
Argentina				
Anselmo L Morvillo SA	Printing	132,694		
Dicopack SA	Water & Sanitation			301,977
Ediciones Emede SA	Printing	105,019		
Australia				
Codan Ltd	Communication Equip.			424,155
Bangladesh				
Andes Ltd	Printing	108,223		
Bangladesh Progressive Enterprise Press Ltd	Education Supplies, Printing	339,321		
Comilla Engineering & Casting Ltd	Water & Sanitation	217,294		
Evergreen Printing and Packaging	Printing	502,354		
Executive Technologies Ltd	IT & Office Supplies	177,423		
Flora Ltd	Communication Equip., IT & Office Supplies, Transport	133,102		
Goodwill Trade International	Clothing & Footwear, IT & Office Supplies, Medical Equip., Printing, Transport	335,153		
Intergraphic Ltd	Printing	500,136		
Laser Scan Ltd	Printing	244,669		
MK Printers and Packaging	Printing	164,937		
Orchid Printers	Printing	206,770		
Partex Furniture Industries Ltd	IT & Office Supplies, Medical Equip.	174,128		
Integrated Community Development Project	Water & Sanitation	746,953		
Renata Ltd	Pharmaceuticals	41,901		315,000
Square Pharmaceuticals Ltd	Pharmaceuticals			647,028
Sustainable Development Resource Center (SDRC)	Printing	327,888		
Thakral Information Systems Private Ltd	IT & Office Supplies	104,959		
Western Engineering Co	Education Supplies, Shelter/Field Equip., Transport, Water & Sanitation	853,649		
Belgium				
A De Backer & Co	Water & Sanitation			379,925
Becton Dickinson International	Laboratory Supplies, Medical Renewable			14,252,998
GlaxoSmithKline Biologicals SA	Vaccines/Biologicals			213,036,568
Laboratoria Wolfs NV	Pharmaceuticals			400,016
Michiels Fabrieken NV	Nutrition			9,922,535
Purna Pharmaceuticals NV	Pharmaceuticals			605,035
Benin				
Magnificat Edition	Education Supplies, Printing	108,645		

Supplier	Commodities	Local	Regional	International
Sonacop	Fuel & Lubricants	120,495		
Bhutan				
Children's Corner & Sales	Shelter/Field Equip.	235,487		
Jaigaon Steel Centre	Water & Sanitation	237,765		
Confecciones Nova	Clothing & Footwear, Education Supplies, Printing, Shelter/Field Equip. Water & Sanitation	157,409		
Brazil				
Bio-Manguinhos	Vaccines/Biologicals			1,367,805
Editora Globo SA	Printing	116,098		
Bulgaria				
Marketing-V Ltd	Water & Sanitation			400,823
Burkina Faso				
SBF (Société Bagagnan et Fils)	Agriculture, Education Supplies	125,406		
Burundi				
Maimo	Education Supplies, IT & Office Supplies, Printing	140,456		
Utema Travhydro Burundi	Water & Sanitation	358,375		
Cambodia				
Banna Kea Cheat	Education Supplies, IT & Office Supplies, Medical Equip., Printing, Transport, Water & Sanitation	116,539		
Total Cambodge	Fuel & Lubricants	135,267		
Yamaha Motor (Cambodia) Company Ltd	Staff Supplies, Transport	139,099		
Canada				
Banner Pharmacaps (Canada) Ltd	Pharmaceuticals			983,350
Intervax	Vaccines/Biologicals			820,633
Open Text Corporation	IT & Office Supplies			166,987
Central African Republic (the)				
Total Centrafrique	Fuel & Lubricants	397,874		
Vopijus	Printing	165,210		
Chad				
Aubaine Graphic	Education Supplies, Printing	118,883		
Continental Group	Pharmaceuticals, Water & Sanitation	231,430		
EGCA	Water & Sanitation	134,287		
ETS MHM	IT & Office Supplies, Pharmaceuticals, Water & Sanitation	139,431		
ETS Mahacog	Clothing & Footwear, Education Supplies, Pharmaceuticals, Printing, Shelter/Field Equip., Water & Sanitation	210,342		
Illustrator Service	Identific, & Signage, Printing, Water & Sanitation	457,816		
Julie Pudlowski Consulting	Education Supplies, Printing	274,074		
Semcogi	Education Supplies	135,399		
Tidjani Ibrahim	Education Supplies, IT & Office Supplies, Pharmaceuticals, Water & Sanitation	135,098		
China				
A Andrews & Co Ltd	Education Supplies, IT & Office Supplies			482,461
Atbaby Window International Trade (Beijing) Co Ltd	Education Supplies, Shelter/Field Equip.	118,448		
Beijing Bio-Meditech Co Ltd	Laboratory Supplies	280,755		
Beijing Fu Ming Hao Tian International Trade Co Ltd	Education Supplies, Shelter/Field Equip.			662,596
Beijing Global Links Medical Technology Ltd	Laboratory Supplies, Medical Equip., Medical Renewable	8,935	153,898	
Beijing Jia Yu Tong Trade Corporation Ltd	Communication Equip., Education Supplies, Shelter/Field Equip.		1,967,655	
Beijing Sanjiangjinke Auto Sales Co	Transport	37,547	78,190	
Beijing Yibo Shunda Technology and Services Co Ltd	Communication Equip., IT & Office Supplies	136,762	11,998	

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
China Educational Instrument	Education Supplies			106,423
China National Medical Equipment Co Ltd	Laboratory Supplies, Medical Equip., Medical Renewable	29,420	281,840	
Dandong Land Trade Company Ltd	IT & Office Supplies, Transport, Water & Sanitation		289,532	
Dandong Sevsuns Trading Co Ltd	IT & Office Supplies, Laboratory Supplies, Transport, Warehousing, Water & Sanitation		596,369	
Dandong Zhongwei Industrial Trading Corporation	IT & Office Supplies, Printing, Water & Sanitation		277,001	
Dofcom, Guangxi	Water & Sanitation	131,731		
Euro Suisse International Ltd	Education Supplies			281,692
Guilin Pharmaceutical Co Ltd	Pharmaceuticals			1,601,873
Haier Electrical Appliances Corp Ltd	Cold Chain Equip.			940,655
Hangzhou Cereal, Oils & Foodstuffs I/E	Education Supplies, Identific. & Signage			1,489,579
Hangzhou Rongye Furniture Co Ltd	Education Supplies		796,515	
ITI Company (Shanghai) Ltd	Education Supplies, Medical Equip., Medical Renewable, Shelter/Field Equip., Water & Sanitation	50,624	27,579	203,641
Jincheng Group Imp.& Exp. Co Ltd	Transport		211,108	
Maxleaf Stationery Ltd	Education Supplies			2,158,080
Moneray International Ltd	Medical Equip.			269,250
Ningbo Binbin Stationery Co Ltd	Education Supplies	19,030	3,301,158	103,579
Northern International (Holding) Co Ltd	Education Supplies, Medical Equip., Nutrition, Printing, Transport, Water & Sanitation	29,662	373,842	
Occupational Safety And Health (Beijing) Ltd	Medical Renewable		104,189	
Peak International Trade (Tianjin)	Pharmaceuticals			214,628
Qingdao Biomate Food Stuff Co Ltd	Nutrition	307,836		
Qingdao Gyoha Entech Co Ltd	Shelter/Field Equip.			2,935,701
Shanghai Hewlett-Packard Co Ltd	IT & Office Supplies, Printing	155,549	3,342	
Shanghai Kehua Bio-Engineering Co	Diagnostic Test Kits			156,252
Shanghai Pentagonal Mart Co Ltd	Warehousing			502,613
Tianjin Wantex Import & Export Co	Education Supplies, Medical Equip.	68,880	225,304	159,643
Tianjin Yorkool International	Bednets/Insecticides			1,097,800
Top Sources Trading Ltd	Clothing & Footwear, Education Supplies, Water & Sanitation		156,380	222,380
Xinjiang Int. Econ. Cooperation Corp	Education Supplies, Printing, Shelter/Field Equip., Transport, Warehousing, Water & Sanitation	9,792	772,620	
Zhe Jiang Daji Medical Instrument Co Ltd	Laboratory Supplies, Medical Equip.	82,514	40,050	
Comoros (the)				
Egemo	Nutrition	136,497		
Côte d'Ivoire				
2 B Pub	Household Technology, Clothing & Footwear, Education Supplies, Fuel & Lubricants, Identific. & Signage, Printing	160,241		
Avila Service	Fuel & Lubricants	189,329		
Bernabé-Ci	Agriculture, Household Technology, Education Supplies, IT & Office Supplies, Transport, Water & Sanitation	118,503		
ECMC	IT & Office Supplies	111,520		
Entreprise Mida	IT & Office Supplies	110,337		
Entreprise Toure Moussa	IT & Office Supplies	108,916		
Esquisse	Education Supplies, Printing, Water & Sanitation	110,590		
Idigaz	Fuel & Lubricants	128,985		
IDT (Innovation Design Technique)	Education Supplies	134,156		
Menuiserie Brou Sarl	Education Supplies	248,654		
Multi Prestations	Fuel & Lubricants	107,032		

Supplier	Commodities	Local	Regional	International
S2PO	Household Technology, Clothing & Footwear, Identific. & Signage, Printing	103,346		
Total Côte D'Ivoire	Fuel & Lubricants	115,645		
Unilever Côte D'Ivoire	Household Technology, Water & Sanitation	316,664		
Cuba				
D'Vinni SA	Printing	145,723		
Grupo Kapan Internacional SA	Communication Equip., Education Supplies, IT & Office Supplies	215,993		
Grupo Santa Monica Internacional SA	Communication Equip., Education Supplies, IT & Office Supplies	120,544		
Quattroeffe SRL	Education Supplies, IT & Office Supplies, Nutrition, Water & Sanitation	222,865		
Remedica Ltd	Pharmaceuticals, Printing			5,523,977
Czech Republic (the)				
Papirny Brno AS	Education Supplies, Printing			224,193
Democratic Republic of the Congo (the)				
Adneyd	Printing	105,071		
Amwili Sprl/Lubumbashi	Nutrition	221,432		
ASF (Action De Santé Familiale)	Water & Sanitation	102,932		
Bilem Impressions	Printing	106,481		
CFAO Motors	Transport	254,562		
ETS Ndamwenge	Clothing & Footwear	451,900		
Instaprint	Printing	138,627		
Ital Motors	Transport	141,295		
Kinpress (Imprimerie Typo-Ofset)	Printing	295,951		
La Colombière	Clothing & Footwear	393,393		
Maison ML	Clothing & Footwear, Medical Equip., Water & Sanitation	932,064		
Prodimpex	Communication Equip., IT & Office Supplies, Transport	1,289,160		
Quincaillerie Atlas Des Secteurs	Clothing & Footwear, IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	479,135		
Société Missionnaire De Saint Paul/Lubumbashi	Printing	110,517		
Denmark				
Alulock ApS	Education Supplies			385,600
Ambu A/S	Medical Equip.			1,709,059
Atea A/S	Communication Equip., IT & Office Supplies			12,488,943
Atlas Copco Kompressorteknik A/S	Water & Sanitation			529,760
AV Center	IT & Office Supplies			140,163
Canon Danmark A/S	IT & Office Supplies			386,136
Chr Bardram Health-Care ApS	Nutrition			252,235
Damco International A/S	Freight Forwarding			2,354,026
Danimex Communication A/S	Communication Equip.			541,081
Dansk Traemballage A/S	Warehousing			225,193
DHL Global Forwarding (Denmark) A/S	Freight Forwarding			25,120,733
DSM Nutritional Products A/S	Nutrition, Pharmaceuticals			855,831
Garmin Danmark A/S	Communication Equip., Water & Sanitation			284,826
Johs Gram-Hanssen A/S	Medical Equip., Water & Sanitation			196,385
Kjaer Group A/S	Transport			855,987
Kronlein Import & Export Agencies	Education Supplies, Nutrition, Printing			193,845
Kuehne & Nagel A/S	Freight Forwarding			44,525,045
Lyreco A/S	IT & Office Supplies			111,623
Peter Justesen Company A/S	Communication Equip., IT & Office Supplies, Shelter/Field Equip., Water & Sanitation			332,699
Scan Global Logistics A/S	Freight Forwarding			32,760,646

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Siemens Healthcare Diagnostics ApS	Diagnostic Test Kits			118,692
Smith & Nephew A/S	Pharmaceuticals			116,429
Statens Serum Institut	Vaccines/Biologicals			1,077,008
Tech Instrumentering ApS	Water & Sanitation			192,277
United Nations Population Fund	Medical Equip.			246,653
Vestfrost A/S	Cold Chain Equip.			1,484,780
Djibouti				
Imprimerie Rift Valley	Education Supplies, Printing	166,926		
Quincaillerie Abdi	Water & Sanitation	205,162		
Total Djibouti	Education Supplies, Fuel & Lubricants	107,942		
Dominican Republic (the)				
Joga SA	Education Supplies, Identific. & Signage, Printing	215,930		
Seminsa	Medical Equip., Medical Renewable	298,855		
Vitaset SA	Nutrition			2,693,536
Democratic People's Republic of Korea (the)				
Beijing Jangdae Development Co Ltd	Printing	303,959		
General Bureau For Diplomatic Missions	Fuel & Lubricants	214,371		
Korea Apro Co	Fuel & Lubricants, IT & Office Supplies, Water & Sanitation	682,664		
Korea Jangsaeng JV Corporation	IT & Office Supplies, Water & Sanitation	126,814		
Meisho Yokoh Co Ltd	Communication Equip., Education Supplies, Printing	548,512		
Egypt				
El Sharaf for Trading Tools, Nails and Industrial Supplies	Water & Sanitation	188,038		
Eritrea				
Hidri Distribution Company	Water & Sanitation	139,747		
Lion Sweater Factory	Education Supplies	108,400		
Sipa Sport Items Processing Asmara	Clothing & Footwear, Printing	127,129		
Ethiopia				
Abader Way International Business PLC	Communication Equip., Education Supplies, IT & Office Supplies, Warehousing	244,561		
Abebe Rahmeto H & O Furniture PLC	Education Supplies, IT & Office Supplies	185,949		
Africa Printing PLC	Education Supplies, Medical Kits, Printing	191,698		
Alta Computec PLC	Communication Equip., Education Supplies, IT & Office Supplies	347,398		
Bags Family Construction PLC	Shelter/Field Equip.	192,356		
Birtukan Tsegaye Yilma, Amanuel Printing Press	Printing	228,973		
Bishan Gari Purification Industries PLC	Water & Sanitation	203,814		
Debre Berhan Blanket Factory	Shelter/Field Equip.	125,298		
Double S Business Group PLC	IT & Office Supplies, Shelter/Field Equip.	607,388		
Ethio-Asian Industries PLC	Household Technology, IT & Office Supplies, Medical Renewable, Shelter/Field Equip., Water & Sanitation	110,267		
Fame Leather & Canvas Sewing Factory PLC	Education Supplies, Printing, Staff Supplies	141,417		
Fares Stationery Shop	Education Supplies	506,109		
Flamingo Printing Press PLC	Printing	153,069		
GED Private Ltd Company	Education Supplies, Printing	205,530		
Gellatly Hankey & Co (Red Sea) SC	Communication Equip., IT & Office Supplies	118,576		
Geshen Transport Pvt Ltd Company	Transport	194,272		
Getfam PLC	Shelter/Field Equip.	337,905		
Helena Soap Factory	IT & Office Supplies, Medical Kits	397,373		
Hilina Enriched Food Processing Center PLC	Nutrition	8,005,884		

Supplier	Commodities	Local	Regional	International
Kahel General Business PLC	Medical Kits, Water & Sanitation	228,268		
KK Private Ltd Company	IT & Office Supplies, Shelter/Field Equip.	106,428		
MakyTX Trading	Education Supplies, IT & Office Supplies, Printing	878,968		
Melaku Tadesse Mod. Household & Off. Prod. Ent.	Education Supplies, IT & Office Supplies	158,246		
National Oil Ethiopia PLC (NOC)	Fuel & Lubricants	143,466		
Oasis Abyssinia PLC	Education Supplies, Medical Kits	442,690		
Population Services International (PSI) Ethiopia	Water & Sanitation	101,235		
Region 5 Transport Company	Transport	274,987		
Rehobot Printers PLC	Printing	127,702		
Snap Trading and Industry PLC	IT & Office Supplies, Printing	311,079		
Soney Garment Textile General Trading PLC	Medical Renewable	303,606		
Star Printing Press	Education Supplies, Printing, Staff Supplies	117,986		
Total Ethiopia Share Co	Fuel & Lubricants	105,612		
Finland				
AB Crown Products Oy	Education Supplies			187,204
Naps Systems Oy	Cold Chain Equip., Communication Equip.			745,294
Pa-Hu Oy	Medical Renewable			860,337
Porkka Finland Oy	Cold Chain Equip.			321,361
France				
Africasoins SAS	Pharmaceuticals			2,809,822
Agencinox	Medical Equip.			498,571
Centrale Humanitaire	Pharmaceuticals			397,130
Hachette Livre International	Printing			180,277
IEC Telecom	Communication Equip.			181,374
Laboratoire Renaudin	Pharmaceuticals			613,067
Médecins Sans Frontières	Printing			102,497
Nutriset SAS	Nutrition, Pharmaceuticals			59,932,596
Panpharma SA	Pharmaceuticals			527,237
Pronal SA	Water & Sanitation			113,790
Sanofi Pasteur	Vaccines/Biologicals			91,703,131
Sofip Export	Education Supplies, IT & Office Supplies			1,150,213
Sovema	Water & Sanitation			318,033
Tenesol SA	Water & Sanitation			189,031
Vergnet Hydro	Water & Sanitation			1,861,530
Zhendre SA	Cold Chain Equip.			1,899,118
Germany				
Abbott GmbH & Co KG	Diagnostic Test Kits, Laboratory Supplies			1,183,490
Asantys Systems GmbH	Water & Sanitation			251,538
B Braun Melsungen AG	Pharmaceuticals			133,620
Bernt Lorentz GmbH & Co KG	Water & Sanitation			321,695
Boss Pro-Tec GmbH	Cold Chain Equip., Education Supplies			421,423
Chempatex Medizinische	Medical Renewable, Nutrition			995,330
Copack GmbH	Diagnostic Test Kits			196,682
Deutsche Gesellschaft Fr Technisch	Laboratory Supplies, Medical Equip., Pharmaceuticals			4,997,487
Fleischhacker GmbH & Co KG	Medical Equip., Medical/Hygiene Kits, Staff Supplies, Water & Sanitation			155,944
GWE Pumpenboese GmbH	Water & Sanitation			270,499
Helm Medical GmbH	Medical Renewable			259,854
Helm Pharmaceuticals GmbH	Medical Renewable			285,039
Henke-Sass, Wolf GmbH	Medical Renewable			95,206

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
KBI Kunststoffbeutel Productions GmbH & Co	Pharmaceuticals			5,491,931
KD Medical GmbH Hospital Products	Medical Renewable			613,729
Lomapharm, Rudolf Lohmann GmbH KG	Pharmaceuticals			2,162,106
MSI GmbH	Nutrition			2,818,655
Muehlenchemie GmbH & Co KG	Nutrition			108,527
Partec GmbH	Laboratory Supplies			1,282,352
Phaesun GmbH	Cold Chain Equip., Water & Sanitation			538,422
Promens Packaging GmbH	Water & Sanitation			238,023
Roche Diagnostics GmbH	Laboratory Supplies			478,855
Rotexmedica GmbH	Pharmaceuticals			650,485
Rudolf Riester GmbH	Medical Equip.			100,673
SECA GmbH & Co KG	Nutrition			1,479,627
Smurfit Kappa GmbH	Warehousing			355,382
Speedliner Mobility GmbH	Transport			195,384
Ghana				
Ahenfie Furniture Works	IT & Office Supplies, Medical Equip.	118,615		
Cool Keep Trading Agency	Clothing & Footwear, Water & Sanitation	395,453		
God Shadow Enterprise	Transport, Water & Sanitation	140,447		
Kingdom Books & Stationery Enterprise	Household Technology, Education Supplies, IT & Office Supplies, Medical Equip., Printing, Warehousing	113,018		
Overstep Agency	Water & Sanitation	358,084		
Pure Faith Enterprise	Household Technology	440,615		
Royal Crown Press Ltd	Printing	233,037		
Guatemala				
Abbott Laboratorios SA	Pharmaceuticals			795,928
Guinea				
Mix-Marketing Service	Identific, & Signage, Printing	119,056		
Total Guinea	Fuel & Lubricants	166,818		
Guinea-Bissau				
Blotch Servicos Lda	Education Supplies	101,981		
Haiti				
Acra Peticionville	Cold Chain Equip., Medical Equip., Shelter/Field Equip., Water & Sanitation	153,693		
Deep Springs International (DSI)	Water & Sanitation	557,750		
Delog Services	Printing	175,950		
Dopasmax	Education Supplies	1,010,279		
Global Home & Office Smart SA	Communication Equip., Education Supplies, IT & Office Supplies, Printing, Staff Supplies, Warehousing, Water & Sanitation	175,842		
JBA Construction	Education Supplies	375,034		
La Perle SA	Laboratory Supplies, Medical Kits, Water & Sanitation	610,294		
Micro-Centre Elf Servigaz Verrettes	Fuel & Lubricants	318,152		
Plastech Solutions SA	Water & Sanitation	185,273		
Tida Import Export	Water & Sanitation	100,076		
Total Haiti SA	Fuel & Lubricants, Warehousing	531,879		
Hungary				
Pannonpharma Pharmaceutical Ltd	Pharmaceuticals			112,861
Teva Pharmaceutical Works	Pharmaceuticals			964,966
India				
Aadarsh Pvt Ltd	Education Supplies, Printing	202,967		

Supplier	Commodities	Local	Regional	International
AB Imaging & Prints Pvt Ltd	Printing	160,755		
Ajay Industrial Corporation	Warehousing, Water & Sanitation		885,847	398,652
Alkem Laboratories Ltd	Pharmaceuticals			695,537
AOV International	Cold Chain Equip.			468,996
Apex International	Cold Chain Equip., Water & Sanitation			162,755
Atlas Surgical	Medical Equip.			146,159
Aurobindo Pharma Ltd	Pharmaceuticals			12,952,093
Bharat Biotech International Ltd	Vaccines/Biologicals			3,108,234
Biological E Ltd	Vaccines/Biologicals			844,097
Bird Meditech	Medical Equip.	116,687		
Blow Kings	Cold Chain Equip.			1,025,261
Calibre Chemicals Pvt Ltd	Nutrition			2,031,465
Cipla Ltd	Pharmaceuticals, Warehousing			19,315,543
Compact India Pvt Ltd	Nutrition			1,646,294
Doorbhash International	Clothing & Footwear, Education Supplies	54,113	53,733	
FDC Ltd	Nutrition, Pharmaceuticals			714,467
Garg Sports International	Education Supplies	336,296		
Haffkine Bio-Pharmaceutical Corporation	Vaccines/Biologicals			2,892,500
Hetero Drugs Ltd	Pharmaceuticals			13,248,088
Hetero Labs Ltd	Pharmaceuticals			9,542,385
Hindustan Plastics	Education Supplies	186,531		
Hindustan Syringes & Medical	Medical Renewable			5,384,663
IPCA Laboratories Ltd	Pharmaceuticals			4,758,592
J Mitra & Co Ltd	Diagnostic Test Kits			177,631
KK Nag Ltd	Water & Sanitation			164,591
Kanam Latex Industries Pvt Ltd	Medical Renewable			513,945
Kitchen Essential	Shelter/Field Equip., Water & Sanitation			473,826
Krishna Flexi Printers	Printing	103,111		
M/S Surya Surgical Industries	Medical Equip.			195,768
M/S Nilkamal Ltd	Cold Chain Equip.			140,971
Matrix Laboratories Ltd	Pharmaceuticals			39,592,872
Medopharm	Pharmaceuticals			681,866
Mepro Pharmaceuticals Pvt Ltd	Pharmaceuticals			155,180
Micro Labs Ltd	Pharmaceuticals			8,367,259
Milan Laboratories (India) Pvt Ltd	Pharmaceuticals			270,572
Murliwala Agrotech Pvt Ltd	Nutrition			5,489,608
Narang Medical Ltd	Medical Equip., Medical Renewable			191,906
New Dilip and Company	Printing, Warehousing	523,570		
Nikhil Offset	Education Supplies, Printing	991,028	120,789	
Nutrivita Foods Pvt Ltd	Nutrition			247,315
Orchid Biomedical Systems	Diagnostic Test Kits			1,514,200
Panacea Biotec Ltd	Vaccines/Biologicals			78,548,078
Patna Offset Press	Printing	280,911		
Piramal Healthcare Ltd	Nutrition, Pharmaceuticals			2,175,468
Poddar Screen Printers	Printing	511,797		
Premier Medical Corporation Ltd	Diagnostic Test Kits			1,645,615
Print House India Pvt Ltd	Printing	176,547		
Rajdhani Offset Pvt Ltd, Bhubaneswar	Printing	182,603		
Ranbaxy Laboratories Ltd	Pharmaceuticals			14,794,058

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Reliable Art Printery (Ahmedabad) Pvt Ltd	Printing	106,740		
Roopayan	Education Supplies, Printing	243,210		
S Narayan & Sons	Printing	193,624		
Salter India Ltd	Nutrition	589,179		
Serum Institute of India Ltd	Vaccines/Biologicals			213,858,023
Shantha Biotechnics Ltd	Vaccines/Biologicals			651,005
Sirmaxo Chemicals Pvt Ltd	Pharmaceuticals			627,667
Span Pumps Pvt Ltd	Water & Sanitation		566,453	215,747
Strides Arcolab Ltd	Pharmaceuticals			2,295,859
Suru International Pvt Ltd	Medical Renewable			81,647
Sutures India Pvt Ltd	Medical Renewable			766,069
Swapna Printing Works Pvt Ltd	Printing	124,832		
Tagros Chemicals India Ltd	Household Technology			1,055,490
Thakral Computers Pvt Ltd	Communication Equip., IT & Office Supplies	223,481		
The Offsetters India Pvt Ltd	Printing	209,695		
Toyop Relief Pvt Ltd	Shelter/Field Equip.			754,775
Union Quality Plastics Ltd	Shelter/Field Equip.	131,829		
Indonesia				
PT Bio Farma (Persero)	Vaccines/Biologicals			21,051,890
PT Dharma Polimetal	Medical Equip.			299,425
PT Pabrik Kertas Tjiwi Kimia Tbk	Education Supplies, Medical Renewable			571,903
Iraq				
Al Hujurat Company	Water & Sanitation	699,695		
Ireland				
Janssen Pharmaceutical	Pharmaceuticals			210,122
Medentech Ltd	Water & Sanitation			932,426
Ovelle Ltd	Pharmaceuticals			167,575
Trinity Biotech	Diagnostic Test Kits			3,389,484
Israel				
Future Iron Pipes	Water & Sanitation	206,924		
Lan-Lee International Ltd	Shelter/Field Equip.			714,885
Medical Supplies and Services	Medical Equip.	109,737		
Organics Ltd	Diagnostic Test Kits			13,777,161
Italy				
Beltapharm SpA	Pharmaceuticals			143,856
Biologici Italia Laboratories SRL	Pharmaceuticals			208,234
Caprari SpA	Water & Sanitation			86,383
Cer Far SAS Di Travani Domenico & C	Nutrition			12,319,547
Coelmo SRL	Medical Equip., Water & Sanitation			1,347,448
Euro Mec SRL	Water & Sanitation			263,977
Fazzini SRL	Medical Equip., Nutrition			473,913
Ferrino & C SpA	Shelter/Field Equip.			1,870,580
Fulton Medicinali SpA	Pharmaceuticals			133,983
Karismedica SRL	Medical Equip.			322,527
L Molteni & C dei Ffili Alitti Societa' di esercizio SpA	Pharmaceuticals			151,536
Laboratorio Farmacologico Milanese	Pharmaceuticals			130,685
Novartis Vaccines and Diagnostics	Vaccines/Biologicals			33,941,333
Nuova Industrie Biscotti Crich SpA	Nutrition			338,632
Pharmatex Italia SRL	Pharmaceuticals			765,851

Supplier	Commodities	Local	Regional	International
Saponerie M Fissi SpA	Water & Sanitation			142,563
Tasco SRL	Water & Sanitation			822,808
Japan				
J Gerber & Company (Japan) Ltd	Transport			3,523,827
Japan BCG Laboratory	Vaccines/Biologicals			3,125,820
Nissan Trading Co Ltd	Transport			1,376,695
Sumitomo Chemical Co Ltd	Bednets/Insecticides			14,751,790
Toyota Motor Corporation	Transport			1,467,234
Jordan				
Al-Sayyad Industrial & Decor	Education Supplies	171,120		
Integrated Standard Solutions (ISS)	Education Supplies, IT & Office Supplies	438,299		
Kenya				
Adva Tech Office Supplies	Education Supplies, Shelter/Field Equip., Warehousing	1,093,628	3,686	
Alpha Knits Ltd	Clothing & Footwear, Education Supplies, Identific. & Signage	454,057		
Car & General Ltd	Transport	112,000		
Chujio Ceramics	Water & Sanitation	179,470		
Davis & Shirliff Ltd	Water & Sanitation	232,938	20,180	
Diamond Chemicals Ltd	Water & Sanitation	113,659		
Diamond Industries Ltd	Household Technology	63,760	66,013	
Doshi & Co (Hardware) Ltd	Water & Sanitation	156,223		
East African Supplies & Logistics Ltd	Cold Chain Equip., Nutrition, Shelter/Field Equip., Water & Sanitation	355,693		
English Press Ltd	Education Supplies, Printing	2,176,893		
Export Trading Co Ltd	Nutrition			332,800
Insta Products (EPZ) Ltd	Nutrition			635,746
Kapa Oil Refineries Ltd	Nutrition			5,097,081
Kenpoly Manufacturers Ltd	IT & Office Supplies, Nutrition, Shelter/Field Equip., Water & Sanitation	311,662	5,750	
Kentainers Ltd	Water & Sanitation	148,228	23,846	
Lisal Chemicals Company Ltd	Laboratory Supplies, Medical Equip., Shelter/Field Equip., Water & Sanitation	254,252	1,938	
MFI Office Solutions	IT & Office Supplies, Laboratory Supplies, Printing	165,381		
Nairobi Sports House Ltd	Education Supplies, IT & Office Supplies, Printing	166,951		
Printfast Ltd	Printing	205,144	8,228	
Rift Valley Machineries	IT & Office Supplies, Water & Sanitation	383,554		
Spartan Relief Supplies Ltd	Clothing & Footwear, Communication Equip., Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation	589,807	105,300	
Tarpo Industries Ltd	Medical Equip., Shelter/Field Equip.	468,605		
Techno Relief Services Ltd	Household Technology, Clothing & Footwear, Education Supplies, IT & Office Supplies, Laboratory Supplies, Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation	11,959,984	67,444	1,206,900
Toyota Kenya Ltd	Transport	389,327	80,303	
Wood Products (K) Ltd	Nutrition	390,009		
Kyrgyzstan				
Baratova TA, Private Entrepreneur	Education Supplies, Water & Sanitation	205,178		
Continent	Education Supplies, Identific. & Signage	188,600		
Liberia				
Africa Motors (Liberia) Inc	Transport	303,150		
Longman Liberia Books Inc	Education Supplies, Printing	773,513		
National Printers	Identific. & Signage, Printing	118,594		
Sabanoh Printing Press	Printing	136,776		

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Sachu Traders	Clothing & Footwear, Communication Equip., Education Supplies, IT & Office Supplies, Medical Equip., Medical Renewable, Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation	136,490		
Stella Maris Polytechnic Bookstore	Printing	236,640		
Thunder Bird Corporation	Fuel & Lubricants, Transport	194,340		
Un-Drive Supermarket	Household Technology	112,328		
Luxembourg				
Dometic Sarl	Cold Chain Equip.			4,096,456
Madagascar				
Bucomad	Education Supplies, Printing	220,126		
Chandarana & Cie	Education Supplies, IT & Office Supplies, Printing	484,374		
Cominor	Education Supplies, Staff Supplies, Water & Sanitation	206,129		
Ecoprim – Etude Conception Production Impression	Education Supplies, Printing	175,067		
Expart	Education Supplies, Water & Sanitation	132,696		
Menuiserie D'Art	Education Supplies	227,472		
Mye	Education Supplies, Printing	569,615		
Newprint	Education Supplies, Printing	173,153		
Societe JB	Nutrition	980,978		1,358,241
Sodim	Education Supplies, IT & Office Supplies, Printing	501,860		
Toyota Rasseta	Transport	240,220		
Malawi				
Capital Printing Press	Printing	102,915		
Fattani Offset Printers	Printing	179,597		
M & G Industries	Education Supplies, Medical Kits	1,338,159		
Mapanga Furniture Ltd	Education Supplies, IT & Office Supplies	1,056,032		
Project Peanut Butter (PPB)	Nutrition	1,764,023		
Total Malawi Ltd	Fuel & Lubricants	145,350		
Valid Nutrition	Nutrition	517,666		
Malaysia				
Hovid Berhad Inc	Pharmaceuticals			379,200
SM Pharmaceuticals Sdn Bhd	Pharmaceuticals			961,056
Mali				
ETS Amoudjata Dembl	Clothing & Footwear, Education Supplies, IT & Office Supplies, Medical Equip., Nutrition, Transport, Water & Sanitation	225,438		
Imprim-Services Sarl	Communication Equip., Education Supplies, Printing	167,078		
Total Mali	Fuel & Lubricants	312,551		
Mauritania				
ETS Abdallahi Ould Noueygued Freres	IT & Office Supplies, Water & Sanitation	596,904		
Star Oil Mauritania	Fuel & Lubricants	141,387		
Mexico				
Plasti Estril SA De CV	Pharmaceuticals			246,920
Mongolia				
Nomin Holding Co Ltd	Communication Equip., Education Supplies, IT & Office Supplies, Printing	112,355		
Mozambique				
Afritool Pty Ltd	Transport	351,474		
Brithol Michcoma (Moc) Lda	Education Supplies, Printing	221,688		
Movarte – Mveis E Arte	Education Supplies, Medical Equip.	125,409		
Plural Editores Lda	Education Supplies	695,728		
Randcom Lda	Education Supplies	456,500		

Supplier	Commodities	Local	Regional	International
Serigrafia Aquarius	Clothing & Footwear, Printing	103,180		
Myanmar				
Basin International Ltd	Household Technology, Clothing & Footwear, Education Supplies, Identific. & Signage, Shelter/Field Equip., Warehousing, Water & Sanitation	463,920		
Best Colour Co Ltd	Printing	333,902		
Man International (Services) Co Ltd	Communication Equip., Printing	255,321		
Mingalar General Trading Co-op Ltd	Household Technology, Clothing & Footwear, Communication Equip., Education Supplies, Identific. & Signage, Printing, Shelter/Field Equip., Warehousing, Water & Sanitation	320,992		
Myanmar Pipes & Accessories Co Ltd	Water & Sanitation	149,978		
Shwe Naing Ngan Printing House	Education Supplies, Printing	122,344		
Nepal				
Innovative Forum For Community Development	Education Supplies	305,914		
Netherlands (the)				
Abbott Logistics BV	Pharmaceuticals			2,387,768
Development And Relief Corporation	Diagnostic Test Kits, Laboratory Supplies, Medical Equip.			7,366,227
IDA Foundation	Pharmaceuticals			902,234
International Procurement Agency	Transport			242,564
NVI (Netherlands Vaccine Institute)	Vaccines/Biologicals			302,728
The Medical Export Group BV	Diagnostic Test Kits, Household Technology, Laboratory Supplies, Medical Equip., Medical Renewable, Pharmaceuticals			3,634,384
Trimble Europe BV	Water & Sanitation			184,127
New Zealand				
Enertec Marine Systems	Cold Chain Equip.	110,041		
Niger (the)				
Aga Elh Moumouni Ganda Ali	Agriculture, Household Technology, Education Supplies, Medical Equip.	132,281		
ETS Hassane Salifou Ali	Clothing & Footwear	116,221		
Groupe Sanecom	Printing	292,317		
Imprimerie Imb	Printing	225,607		
Société de Transformation Alimentaire	Nutrition	10,035,511		
Total Niger	Fuel & Lubricants	238,136		
Nigeria				
Mediaserve Prints Ltd	Printing	188,094		
Petra Digital Press	Printing, Transport	314,759		
Unipumps Nigeria Ltd	Water & Sanitation	239,255		
Norway				
Compact A/S	Nutrition			2,213,830
Laerdal Medical A/S	Education Supplies, Medical Equip.			929,267
OB Wiik A/S	Warehousing			194,858
Protan A/S	Water & Sanitation			129,372
Occupied Palestinian Territory				
Al Assbah Co for Heavy Equipment & Truck	Transport	134,656		
Mushtaha for Plastic Industry	Water & Sanitation	132,794		
Pakistan				
Adflow Communications	Identific. & Signage, Printing	112,364		
Agha Jee Printers	Printing	155,305		
Akbar & Zikria Pipes Pvt Ltd	Water & Sanitation	150,530		
Al-Aziz Textile Print	Clothing & Footwear, Identific. & Signage	242,227		

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Ali Abdullah Enterprises	Water & Sanitation	313,326		
Arshad Stationery Mart	Clothing & Footwear, Education Supplies	241,927		
Bright Business Links	Clothing & Footwear, Medical Kits, Medical Renewable,			
	Water & Sanitation	1,879,874		
Bukhari Traders	Education Supplies	173,205		
Buraq Surgical Corporation	Medical Equip.			317,300
Chand Engineering Works	IT & Office Supplies	201,157		
Colgate Palmolive (Pakistan) Ltd	Water & Sanitation	439,399		
COMSATS Institute of Information Technology	Water & Sanitation	255,876		
Coral Trading & Contracting Co	Clothing & Footwear, Education Supplies, Identific. & Signage,			
	Water & Sanitation	1,063,297		
Crystal Printers	Printing	123,844		
Fazleesons (Pvt) Ltd	Printing	110,382		
Flowpak Pump Industries (Pvt) Ltd	Water & Sanitation	114,849		
H Nizam Din & Sons (Pvt) Ltd	Water & Sanitation	149,395		
H Sheikh Noor-Ud-Din & Sons (Pvt) Ltd	Shelter/Field Equip., Water & Sanitation	2,036,553		
Hope Marketing Services (Pvt) Ltd	Water & Sanitation	591,378		
Human Resource Development Society	Shelter/Field Equip., Water & Sanitation	746,353		
IMGC Global Pvt Ltd	Education Supplies, IT & Office Supplies, Water & Sanitation	1,200,888		
Iqbal Stationery Mart	Education Supplies	467,824		
Irfan Trading Corporation	Education Supplies, Warehousing, Water & Sanitation	261,558		
Izharsons Printers	Education Supplies, Printing	222,130		
Jubilee Traders	Education Supplies, IT & Office Supplies	140,792		
Karachi Paper and Stationers	Education Supplies	124,769		
Kashif Steel Products	IT & Office Supplies	147,043		
Kawsar Engineering Pvt Ltd	Water & Sanitation	1,005,370		
King Faisal Multi Sign Service	Education Supplies, Identific. & Signage Printing	509,971		
M/S Instant Print System Pvt Ltd	Identific. & Signage, Printing	116,436		
M/S Javed Trading Corporation	Communication Equip., Education Supplies, IT & Office Supplies	614,206		
M/S Polysat Industries	Water & Sanitation	348,035		
M/S Printage	Clothing & Footwear, Education Supplies	364,313		
M/S Sarhad Plastic Industries Pvt Ltd	Water & Sanitation	170,729		
M/S Shahid Brother	Education Supplies	177,575		
M/S Time Stationers	Clothing & Footwear, Communication Equip., Education Supplies,			
	IT & Office Supplies, Printing	232,346		
Mardan Traders	IT & Office Supplies	191,170		
Mass International Pvt Ltd	IT & Office Supplies	163,055		
Mian's Enterprises	Medical Renewable, Water & Sanitation	423,633		
MKB Enterprises Pvt Ltd	Education Supplies	279,319		
NB Tent & Textiles Pvt Ltd	Medical Kits, Medical Renewable, Water & Sanitation	1,007,333		
National Tent House	Clothing & Footwear, Education Supplies, Shelter/Field Equip.,			
	Warehousing, Water & Sanitation	4,078,036		
New Al-Fareed Stationers & Printers	Clothing & Footwear, Education Supplies	153,604		
New Khalil Printings	Clothing & Footwear, Identific. & Signage, Printing	292,523		
New Tech	Water & Sanitation	199,685		
Nexus Enterprise	Water & Sanitation	273,081		
Nizam Traders	Clothing & Footwear, Education Supplies	254,888		
Noble Enterprises	Medical Equip., Medical Kits	122,755		
Noorani Printing & Packing Industry	Printing	112,648		

Supplier	Commodities	Local	Regional	International
Pak Enterprises	Water & Sanitation	2,025,932		
Pakistan International Printers Pvt Ltd	Printing	112,531		
Paramount Tarpaulin Industries	Shelter/Field Equip.	429,302		
Piranha Company	Water & Sanitation	113,146		
Prime Star Industries Pvt Ltd	Water & Sanitation	248,691		
Progressive Steel Industries	Water & Sanitation	145,564		
Shaco Enterprises	Medical Renewable, Water & Sanitation	854,021		
Shafisons Engineering Pvt Ltd	Water & Sanitation	118,267		
Shahid Trading Company	Education Supplies	111,005		
Style Furnishers	Education Supplies, IT & Office Supplies	220,949		
Swabi Hand Pump Factory	Water & Sanitation	168,163		
Technology & Services	Shelter/Field Equip., Water & Sanitation	124,709		
UBC Convertec Pvt Ltd	Printing	532,088		
Zahra Tents Industries Pvt Ltd	Shelter/Field Equip.	105,335		
Papua New Guinea				
Uramina & Nelson Ltd	Printing	185,418		
Peru				
Punto Serigrafico EIRL	Education Supplies	127,959		
Phillippines (the)				
AM Ramos Trading	Education Supplies, Water & Sanitation	115,228		
Anssel Enterprises	Clothing & Footwear, Education Supplies, Identific. & Signage, Laboratory Supplies, Medical Equip., Nutrition, Printing, Water & Sanitation	424,455		
Central Home Furnishing Inc	Agriculture, Education Supplies, IT & Office Supplies, Water & Sanitation	222,938		
ECTEC Commercial	Education Supplies, Printing	168,175		
Golden Smiles Merchandise	Medical Kits, Water & Sanitation	176,418		
Poland				
Warsaw Pharmaceutical Works Joint Stock	Pharmaceuticals			101,407
Republic of Korea (the)				
LG Life Sciences Ltd	Vaccines/Biologicals			2,053,460
Standard Diagnostics Inc	Diagnostic Test Kits			2,620,382
Romania				
Infomed Fluids SRL	Pharmaceuticals			1,447,560
Russian Federation (the)				
FSUE of Chumakov Ipve, Rams	Vaccines/Biologicals			3,798,564
PKF Alma	Education Supplies, IT & Office Supplies, Rehab./Disability Supplies	173,712		
Verdi	Education Supplies, IT & Office Supplies, Printing	136,468		
Medex	IT & Office Supplies, Medical Kits	171,375		
Rwanda				
Engen Rwanda Sarl	Fuel & Lubricants	192,494		
Printex Ltd	Printing	130,925		
Senegal				
Institut Pasteur De Dakar	Vaccines/Biologicals			706,745
Sierra Leone				
Chriskal Printing Enterprises	Education Supplies, Printing	115,132		
NP (SI) Ltd	Fuel & Lubricants	217,602		
Ro-Marong Industries Ltd	Printing	114,948		
Singapore				
Fleischhacker Llp (Singapore Office)	Laboratory Supplies, Medical Kits, Water & Sanitation		264,119	

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Slovakia				
Monarflex sro	Water & Sanitation			369,564
PKP Bardejov sro	Nutrition			297,214
Somalia				
Khayrdoon General Trading Co	Fuel & Lubricants, Water & Sanitation	113,940		
Al Aqsa Gas Station	Fuel & Lubricants	144,000		
Bulaal Trading Company	Transport, Water & Sanitation	291,294		
Kenpoly Manufacturers Ltd	Water & Sanitation	311,662	5,750	
South Africa				
All Office Equipment Pty Ltd	IT & Office Supplies		120,052	
Arch Chemicals Pty Ltd	Water & Sanitation	158,763	10,750	
Brand Pack Pty Ltd	Water & Sanitation	133,702		
D,H Brothers Ind, Pty Ltd	Water & Sanitation	402,979		
Davey Industrial Equipment Pty Ltd	Nutrition		113,618	
Diva Nutritional Products Pty Ltd	Nutrition			12,785,849
DSM Nutritional Products Pty Ltd	Nutrition		1,572,353	
Edeni Chemical Trading Cc	Water & Sanitation	23,265	541,544	
Griffin Exports Cc	Education Supplies, Shelter/Field Equip., Warehousing, Water & Sanitation	78,920	49,796	
Grundfos South Africa Pty Ltd	Water & Sanitation	6,494		604,950
ICT Diagnostics	Diagnostic Test Kits			1,404,650
M Projects	Shelter/Field Equip.	108,206		
Maviga Za Pty Ltd	Nutrition			895,125
NBS Sales	Laboratory Supplies	124,744		
Neomedic Pty Ltd	Medical Equip.	108,000		
Office Furniture Direct	IT & Office Supplies	201,130		
Reakgona Stationery Supplies Cc	IT & Office Supplies	197,500		
Reboni Furniture Group	Education Supplies, IT & Office Supplies, Printing		679,206	
Roche Products Pty Ltd	Laboratory Supplies			2,710,845
Sedgars Sports Warehouse	Clothing & Footwear	244,712		
Seriti Printing Pty Ltd	Printing, Warehousing	88,323	345,955	
SS Profiling Pty Ltd	Water & Sanitation		122,522	
Sterling Export Corporation	Clothing & Footwear, IT & Office Supplies, Printing, Shelter/Field Equip., Transport	113,753		
Townsend International Pty Ltd	Water & Sanitation	275,578	110,729	1,019,818
Wefco Marketing Cc	Agriculture			344,219
Zans African Medical	Laboratory Supplies	707,485		
South Sudan				
Creative Designers & Screen Printers	Identific. & Signage, Printing	113,028		
Eurochamp Ltd	Transport, Warehousing	195,400		
Nile Furniture & Office Supplies	IT & Office Supplies, Shelter/Field Equip.	100,446		
Petrocity Enterprise Ltd	Fuel & Lubricants	293,255		
Rama International	IT & Office Supplies, Water & Sanitation	248,807		
S Sudan Prom. &				
Ad. Agency	Clothing & Footwear, Identific. & Signage, Printing	229,394		
Trojan Enterprises (SS) Ltd	Fuel & Lubricants, Water & Sanitation	554,824		
Spain				
Aguas De Mondariz Fuente De Val SA	Water & Sanitation			400,879
Cartay Productos De Acogida SL	Water & Sanitation			546,321
Fontaga SA	Water & Sanitation			559,047

Supplier	Commodities	Local	Regional	International
Laboratorio Aldo-Union SA	Pharmaceuticals			150,786
Sri Lanka				
Gimhan Furnitures	Education Supplies, IT & Office Supplies, Medical Equip., Nutrition	196,537		
Hunter & Company PLC	Transport	313,926		
Lallans Sports Goods Manufacturer Pvt Ltd	Education Supplies	352,384		
Lapro Technologies Pvt Ltd	Communication Equip., IT & Office Supplies	138,694		
Metropolitan Office Pvt Ltd	IT & Office Supplies	113,252		
Narah Stationers	Education Supplies	115,904		
Richard Trading Co Pvt Ltd	Education Supplies	115,904		
Stafford Motor Company Ltd	Transport	115,455		
Sujith Furniture Manufacturers	IT & Office Supplies, Nutrition	103,842		
Technomedics International Pvt Ltd	Medical Equip., Nutrition	198,907		
Sudan (the)				
AMS Plastic Ropes Factory	Water & Sanitation	130,000		
Albaraka Plastic Factory	Water & Sanitation	385,948		
Amira Printing & Publishing	Identific. & Signage, Printing	222,542		
Aramco Trading for Multi Activity Co	Printing	321,181		
Azoom Plastic Factory	Water & Sanitation	242,742		
Car & General Ltd	Transport	130,660		
Diesel Generator Co Ltd	Water & Sanitation	366,596		
HMR Printing Press & Enterprise	Printing	319,342		
Hemedan International Soap Factory	Water & Sanitation	262,946		
Hurria Printing Press	Printing	439,690		
Omaski Sai Infra Co Ltd	Water & Sanitation	424,225		
Sharaf Banaga Fortrico/Ready Clothes	Clothing & Footwear	124,327		
Sudanese Tractor Co Ltd	Water & Sanitation	420,020		
Tawfig Soap Factory	Water & Sanitation	453,295		
Technology of Submersible Pumps	Water & Sanitation	645,013		
Sweden				
Biab International AB	Education Supplies			932,703
Hemocue AB	Laboratory Supplies			1,113,343
Sibir International AB	Cold Chain Equip.			942,767
Smurfit Kappa Lagamill AB	Medical Renewable			1,553,259
Switzerland				
BASF Agro BV, Arnhem	Bednets/Insecticides			4,233,950
Baxter AG	Pharmaceuticals			135,202
Berlinger & Co AG	Cold Chain Equip.			429,708
Cruceff Switzerland AG	Vaccines/Biologicals			213,946,892
Hoffmann-La Roche Ltd	Pharmaceuticals			105,935
Medela AG	Medical Equip.			559,523
Mepha Ltd	Pharmaceuticals			410,384
Novartis Pharma Services AG	Pharmaceuticals			11,085,557
Schering-Plough Central East AG	Pharmaceuticals			277,650
Vestergaard Frandsen Group SA	Bednets/Insecticides			67,459,114
World Health Organization	Medical Equip.			276,008
Syrian Arab Republic (the)				
Al Sebai for Teaching Aids/ Isam Ziad Al Sebai	Education Supplies	258,814		
MHD Khaled & MHD Anas Rankousi Al Houda Co	Education Supplies, IT & Office Supplies, Shelter/Field Equip.	319,891		

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Tajikistan				
Sobirov A, Private Entrepreneur	Cold Chain Equip., Education Supplies, Water & Sanitation	144,597		
Thailand				
Advanced Country Education Co Ltd	Education Supplies, Printing		649,666	
Amarin Printing and Publishing PLC	Printing	19,855	136,165	
First Interbusiness Ltd	Communication Equip., Education Supplies, IT & Office Supplies	92,251	59,427	
Football Thai Factory Sporting Goods Co Ltd	Education Supplies		136,057	
Good Luck Steel Tubes Ltd	Water & Sanitation		357,200	
Loxbit Pa Public Company Ltd	IT & Office Supplies	128,235		
Phongwarin Printing Ltd	Printing		313,615	
Pimolchai Suksakorn Co Ltd	Nutrition			593,840
Promotion of Appropriate Technology Co Ltd	Water & Sanitation			141,687
Romar Industrial Company Ltd	Identific. & Signage		613,391	
Saengroong Books Factory Co Ltd	Education Supplies		126,177	
Sirivatana Interprint Public Co Ltd	Printing		508,723	
Tana Netting Co Ltd	Bednets/Insecticides			748,500
Timor-Leste				
Boa Ventura	Communication Equip., Education Supplies, Identific. & Signage, IT & Office Supplies, Printing Shelter/Field Equip., Warehousing, Water & Sanitation	160,489		
JAPE Supermarket & Department Store	Clothing & Footwear, Education Supplies, Identific. & Signage, Printing	207,175		
Sylvia Dili	Printing	112,600		
Togo				
Espace Technologie	Education Supplies, Printing	112,857		
ETS Ipacom	Printing	115,037		
Turkey				
Atabay Pharmaceuticals Factory AS	Pharmaceuticals			261,489
Erbosan Erciyas Boru Sanayii Ve Ti	Water & Sanitation			235,690
Uganda				
Appliance World Ltd	Communication Equip., Water & Sanitation	117,758		
Asiatic Sports Ltd	Clothing & Footwear, Education Supplies	30,078	127,482	
New Vision Printing & Publishing Corp	Printing	291,911		
Nile Fishing Co (Nifco) Ltd	Transport	195,659	32,933	
Rajan Enterprises (U) Ltd	Medical Renewable, Shelter/Field Equip., Water & Sanitation	5,520	292,615	
Roadmaster Cycles (U) Ltd	Transport	245,391	75,740	
Shell (Uganda)	Fuel & Lubricants	252,804		
World Point Group	Clothing & Footwear, Printing	218,447		
United Arab Emirates (the)				
Abu Dhabi Medical Devices Co LLC	Medical Renewable			5,083,803
Al Ghurair Printing & Publishing House Co LLC	Printing		139,700	
Banadir Gate General Trading LLC	Nutrition			604,175
Emirates Refining Co	Nutrition			3,472,924
Gulf Pharmaceutical Industries	Pharmaceuticals			794,150
N-R-S International Fzco	Shelter/Field Equip.			957,187
United Kingdom				
Aegis Engineering Ltd	Staff Supplies			147,633
Avery Weigh-Tronix Ltd	IT & Office Supplies, Nutrition			116,568
Bestnet Europe Ltd	Bednets/Insecticides			3,643,565
BWA Water Additives	Water & Sanitation			194,530

Supplier	Commodities	Local	Regional	International
Cromwell Tools Ltd	IT & Office Supplies, Shelter/Field Equip., Warehousing			748,406
Crown Agents Ltd	Nutrition			885,629
DelAgua Water Testing Ltd	Water & Sanitation			112,746
Dulas Ltd	Cold Chain Equip.			4,125,178
Durbin PLC	Pharmaceuticals			455,775
Evenproducts Ltd	Water & Sanitation			1,046,257
Hattersley Aladdin Ltd	Cold Chain Equip.			268,770
Holbud Ltd	Nutrition			960,000
Hydrachem Ltd	Water & Sanitation			381,025
Jankel Armouring Ltd	Transport			1,973,370
Maviga Europe Ltd	Nutrition			1,125,000
Medreich PLC	Pharmaceuticals			3,143,116
Morningside Pharmaceuticals Ltd	Medical Renewable, Pharmaceuticals			3,236,373
Osprey Ltd	Water & Sanitation			214,031
Palintest Ltd	Water & Sanitation			108,400
Sollatek Uk Ltd	Cold Chain Equip., Communication Equip.			167,607
Toyota Gibraltar Stockholdings Ltd	Transport			12,146,543
True Energy Ltd	Cold Chain Equip.			468,278
Unatrac Ltd	Transport			159,720
Wagtech Projects Ltd	Medical Equip., Water & Sanitation			250,278
United Republic of Tanzania (the)				
Jamana Printers Ltd	Printing	1,029,809		
Net Health Ltd	Bednets/Insecticides			10,455,881
Step In Ltd	Education Supplies, IT & Office Supplies, Printing, Shelter/Field Equip.	150,925		
Tanzania Printing Services Ltd	Education Supplies, IT & Office Supplies, Printing	163,285	399,799	
United States				
Access Bio Inc	Diagnostic Test Kits			1,300,637
Atlantic Business Systems Inc	IT & Office Supplies			2,215,093
Brodock Press Inc	Printing			322,860
Cardinal Scale Manufacturing Company	Nutrition			132,354
Challenge Dairy Products Inc	Nutrition			327,695
Chembio Diagnostics Systems Inc	Diagnostic Test Kits			149,475
Cisco Systems Inc	IT & Office Supplies			1,505,900
Citrix Systems Inc	IT & Office Supplies			395,503
Clarke International LLC	Bednets/Insecticides			3,950,860
Colorcraft of Virginia Inc	Printing			103,388
Edesia	Nutrition			4,013,039
Gilead Sciences Incorporated	Pharmaceuticals			355,518
Hewlett Packard	IT & Office Supplies			3,501,493
Industrial Test Systems Inc	Water & Sanitation			505,980
Insight Direct USA Inc	IT & Office Supplies			5,786,748
International Business Machines	IT & Office Supplies			359,134
Manhattan Information Systems Inc	Communication Equip., IT & Office Supplies			1,090,669
Microsoft Corporation	IT & Office Supplies			4,684,818
Oracle America Inc	IT & Office Supplies			777,122
Pfizer Inc	Vaccines/Biologicals			137,039,700
Procter & Gamble Company	Water & Sanitation			456,112
SAP America Inc	IT & Office Supplies			6,893,945
SHI International Corp	IT & Office Supplies			412,735

Annex 2

Local, regional and international procurement by country/territory and supplier (orders with a combined value of over \$100,000)

Supplier	Commodities	Local	Regional	International
Sundanzer Refrigeration Inc	Cold Chain Equip.			820,751
Tabatchnick Fine Foods Inc	Nutrition			3,323,041
Weigh And Measure LLC	Nutrition			592,480
Wisconsin Aluminum Foundry Co Inc	Medical Equip.			605,504
Uzbekistan				
Office Print	Printing	163,099		
Yemen				
Al-Adel for General Trading	Household Technology, Shelter/Field Equip., Warehousing, Water & Sanitation	407,024		
Al-Awadhi for Furniture and General Services	Household Technology, Shelter/Field Equip., Warehousing, Water & Sanitation	548,363		
Al-Fakhry for General Trading & Agencies	Household Technology, IT & Office Supplies, Nutrition, Shelter/Field Equip., Water & Sanitation	105,044		
Al-Jeel Al-Jadeed Group	Clothing & Footwear, Education Supplies, IT & Office Supplies	345,510		
Bilal Al-Hubaishi for Trading & Agencies	Household Technology, IT & Office Supplies, Transport, Water & Sanitation	266,411		
Garsan Stationery	Clothing & Footwear, Education Supplies, IT & Office Supplies	126,797		
Multaka Al-Karat For Marketing	Household Technology, Shelter/Field Equip., Warehousing, Water & Sanitation	381,456		
Silver Filters Company	Water & Sanitation	532,311		
Zambia				
Kingdom Investments Ltd	Water & Sanitation	193,216		
Micmar Investments Ltd	IT & Office Supplies, Water & Sanitation	237,492		
New Horizon Printing Press	Printing	313,123		
Saro Agro Industrial Ltd	Water & Sanitation	101,686		
Zimbabwe				
Al Davis & Co Pvt Ltd	Water & Sanitation	1,292,570		
Chemplex Corporation Ltd	Water & Sanitation	3,203,312		
College Press Publishers	Printing	3,491,425		
Fabco Pvt Ltd T/A Fabs Projects	Agriculture, Transport, Water & Sanitation	139,107		
Graniteside Electrical & Hardware	Agriculture, IT & Office Supplies, Water & Sanitation	129,342		
Longman Zimbabwe	Printing	2,504,409		
Loyal Crown International	Water & Sanitation	487,146		
MM African Technologies Pvt Ltd	Laboratory Supplies, Medical Equip.	284,928		
National Oil Company of Zimbabwe	Fuel & Lubricants	187,478		
Nayee Brothers Pvt Ltd T/A Wholesale Centre	IT & Office Supplies, Water & Sanitation	109,426		
Neyhom Enterprises T/A Progress Marketing	Agriculture, IT & Office Supplies, Transport, Water & Sanitation	521,185		
Strauss Logistics Ltd	Fuel & Lubricants	520,335		
Tassa Enterprises Pvt Ltd	Education Supplies, Water & Sanitation	133,333		
V and W Engineering Pvt Ltd	Water & Sanitation	116,643		
Varichem Pharmaceuticals Ltd	Pharmaceuticals			905,547
World Bicycle Relief	Transport	127,668		
ZPH Publishers	Printing	1,743,726		

Annex 3

Where supplies are used
(includes all local, regional
and international orders)

Country/territory	Value (\$)	Country/territory	Value (\$)	Country/territory	Value (\$)
Afghanistan	38,406,422	Gambia (the)	3,445,148	Papua New Guinea	3,868,075
Albania	2,386,442	Georgia	827,464	Paraguay	138,876
Algeria	354,448	Ghana	35,956,758	Peru	865,826
Angola	19,306,812	Guatemala	1,548,635	Philippines (the)	31,118,719
Argentina	1,196,543	Guinea	9,661,558	Republic of Moldova	582,606
Armenia	1,268,443	Guinea-Bissau	7,149,449	Romania	371,989
Azerbaijan	2,654,646	Guyana	312,319	Russian Federation (the)	1,439,353
Bahamas (the)	8,344	Haiti	18,433,901	Rwanda	20,473,133
Bangladesh	66,386,758	Honduras	3,891,750	Sao Tome and Principe	633,722
Barbados	224,586	India	21,267,251	Saudi Arabia	41,589
Belarus	2,809,820	Indonesia	1,000,386	Senegal	9,938,298
Belize	145,603	Iran (Islamic Republic Of)	514,982	Serbia	621,423
Benin	16,079,583	Iraq	2,390,938	Seychelles	16,425
Bhutan	1,115,982	Jamaica	289,409	Sierra Leone	21,216,520
Bolivia (Plurinational State of)	1,557,917	Jordan	3,051,690	Solomon Islands	516,643
Bosnia and Herzegovina	992,469	Kazakhstan	451,068	Somalia	89,363,409
Botswana	184,217	Kenya	94,680,252	South Africa	673,944
Brazil	852,855	Kiribati	55,181	South Sudan	15,186,474
Bulgaria	92,918	Kosovo	985,465	Sri Lanka	8,409,377
Burkina Faso	18,197,513	Kyrgyzstan	4,541,069	Sudan (the)	53,525,387
Burundi	18,190,916	Lao People's Democratic Republic (the)	4,518,516	Swaziland	811,354
Cambodia	14,300,900	Lebanon	3,111,645	Syrian Arab Republic (the)	1,925,764
Cameroon	32,863,370	Lesotho	1,268,939	Tajikistan	5,981,581
Cape Verde	271,112	Liberia	16,138,498	Thailand	1,271,572
Central African Republic (the)	9,599,820	Libya	2,025,816	The former Yugoslav Republic of Macedonia	164,093
Chad	34,637,969	Madagascar	17,397,003	Timor-Leste	1,728,506
Chile	304,045	Malawi	61,511,340	Togo	8,295,170
China	2,475,167	Malaysia	61,324	Tunisia	587,928
Colombia	466,425	Maldives	235,641	Turkey	610,120
Comoros (the)	1,273,164	Mali	43,648,173	Turkmenistan	3,691,970
Congo (the)	5,087,733	Mauritania	5,196,567	Uganda	26,373,204
Costa Rica	121,475	Mexico	379,718	Ukraine	336,056
Côte d'Ivoire	30,325,550	Micronesia (Federated States of)	233,26	United Republic of Tanzania (the)	33,079,515
Croatia	256,777	Mongolia	3,198,635	Uruguay	205,893
Cuba	1,843,791	Montenegro	95,503	Uzbekistan	15,287,625
Democratic People's Republic of Korea (the)	17,961,742	Morocco	10,072,238	Vanuatu	154,400
Democratic Republic of the Congo (the)	158,413,043	Mozambique	31,106,869	Venezuela (Bolivarian Republic of)	211,138
Djibouti	2,110,955	Myanmar	17,992,976	Viet Nam	15,918,046
Dominican Republic (the)	842,882	Namibia	527,721	Yemen	41,136,041
Ecuador	124,898	Nepal	10,354,040	Zambia	61,417,424
Egypt	2,344,010	Nicaragua	4,287,635	Zimbabwe	57,719,557
El Salvador	2,316,779	Niger (the)	43,322,004		
Equatorial Guinea	1,287,048	Nigeria	97,223,333		
Eritrea	8,430,083	Occupied Palestinian Territory	3,119,238		
Ethiopia	162,577,864	Oman	58,616		
Fiji	999,060	Pakistan	141,240,837		
Gabon	1,917,098	Panama	407,173		

Annex 4

Number of companies invited to bid and responses received, by country/territory (international procurement)

Country/territory	Number of invitees	Number of responses	Country/territory	Number of invitees	Number of responses
Argentina	2	2	Netherlands (the)	64	43
Australia	12	7	New Zealand	2	1
Austria	10	5	Nigeria	3	2
Bangladesh	18	15	Norway	15	11
Belarus	1	1	Oman	1	0
Belgium	52	33	Pakistan	19	12
Bosnia and Herzegovina	1	0	Occupied Palestinian Territory	1	1
Brazil	7	3	Panama	1	1
Bulgaria	5	3	Peru	2	0
Canada	11	5	Philippines (the)	2	2
China	201	137	Poland	5	4
Croatia	2	1	Republic of Korea (the)	9	4
Cuba	3	0	Russian Federation (the)	1	0
Cyprus	21	17	Saudi Arabia	1	0
Czech Republic (the)	7	5	Senegal	2	0
Denmark	225	143	Serbia	1	0
Dominican Republic (the)	1	0	Seychelles	1	1
Ethiopia	1	1	Singapore	7	3
Finland	20	15	Slovakia	1	0
France	94	61	Slovenia	5	3
Germany	209	141	South Africa	48	37
Ghana	6	4	Spain	32	21
Greece	4	3	Sri Lanka	1	1
Guatemala	3	3	Sweden	48	31
Guinea-Bissau	1	1	Switzerland	25	16
Hungary	11	5	Syrian Arab Republic (the)	2	0
India	346	193	Thailand	12	7
Indonesia	20	12	Turkey	31	14
Iran (Islamic Republic of)	2	0	Uganda	6	4
Ireland	7	4	United Arab Emirates (the)	67	41
Israel	11	8	United Kingdom	244	142
Italy	117	74	United Republic of Tanzania (the)	10	3
Japan	10	6	United States	79	44
Jordan	1	1	Viet Nam	4	0
Kenya	57	28	Yemen	1	0
Lebanon	10	7	Zimbabwe	4	3
Luxembourg	3	3			
Madagascar	1	1			
Malaysia	22	11			
Monaco	1	0			
Nepal	1	1			



Workers unload insulated shipping boxes filled with polio vaccines at Aweil Airport, Northern Bahr el Ghazal State, South Sudan

Acronyms and abbreviations

ARV	antiretroviral
BMGF	Bill and Melinda Gates Foundation
bOPV	bivalent Oral Polio Vaccine
CSB	Corn Soya Blend
DRC	Democratic Republic of Congo
DT	dispersible tablets
DTP	diphtheria, tetanus, pertussis (vaccine)
ERP	Enterprise Resource Planning
GAVI	Global Alliance for Vaccines and Immunization
GDP	Good Distribution Practice
GMP	Good Manufacturing Practice
HepB	Hepatitis B (vaccine)
Hib	Haemophilus influenza type b (vaccine)
HIV	Human Immunodeficiency Virus
HIV/AIDS	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome
HoA	Horn of Africa
IATT	Interagency Task Team
IOM	International Organization for Migration
IPSAS	International Public Sector Accounting Standards
Lao PDR	Lao Peoples' Democratic Republic
LLIN	Long Lasting Insecticidal Net
LIC	Lower Income Country
MDGs	Millennium Development Goals
mHealth	Mobile phone technology for health
MIC	Middle Income Country
mOPV	monovalent Oral Polio Vaccine
MoRES	Monitoring of Results for Equity Systems
MSF	Médecins sans Frontières
MT	Metric tonnes
MUAC	Mid Upper Arm Circumference
OPT	Occupied Palestinian Territory
OPV	Oral Polio Vaccine
ORS	Oral Rehydration Salts
Penta	Pentavalent (vaccine)
PGH	Pledge Guarantee for Health
Pneumo	Pneumococcal (vaccine)
PQ	prequalified
PSM	Procurement Supply Management
Rota	Rotavirus (vaccine)
RUTF	Ready-to-Use Therapeutic Food
SMS	Short Message Service
tOPV	trivalent Oral Polio Vaccine
UN	United Nations
UNDP	UN Development Programme
UNFPA	UN Population Fund
UNHCR	UN High Commissioner for Refugees
UNICEF	UN Children's Fund
USA	United States of America
USAID	US Agency for International Development
WFP	World Food Programme
WHO	World Health Organization
€	Euro
\$	United States dollar



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In response to the lack of water in major Libyan cities, UNICEF procured and shipped 21 million litres of water for children and families. UNICEF Supply's long term networks amongst UN agencies, NGOs and its commercial relationships with freight forwarders was instrumental in overcoming restricted access for supply ships destined for conflict zones.





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