Procurement of Laboratory Items

UNDP/ Procurement Support Office
27-28 October, WHO Geneva

Procurement Support Office (PSO)

- **IAPSO ceased to exists 1 Jan 2008**
- **Parts merged in to UNDP – other parts into UNOPS**
- **UNDP PSO was re-organized as follows:**

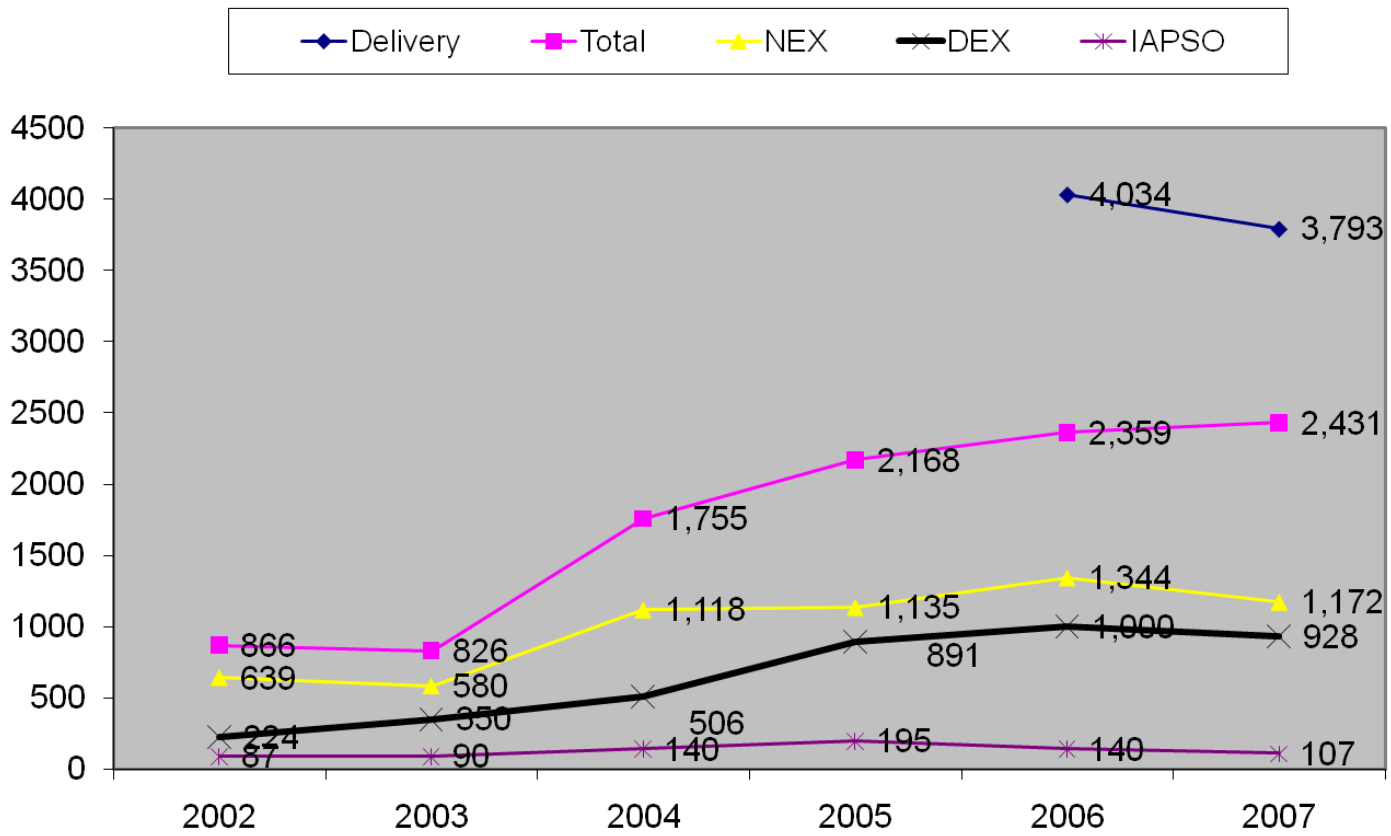
Copenhagen

- **SAT: Procurement Advisory Services, CO support in procurement issues, targeted missions, establishment of LTAs, organized by practice areas: Global Fund, Elections and Crisis Prevention and Recovery.**
- **GPU: Direct procurement on behalf of COs with lack of capacity or for strategic reasons, establishment of LTAs, organized by practise areas.**
- **QAP Unit: Developing Procurement Capacities in UNDP and in other UN agencies.**
- **PCDC: Governements Capacities Development.**

New York

- **Policies and overview**

Procurement Volume UNDP



Procurement Special Advisory Services related to GFATM

- UNDP currently PR in 26 countries:

Angola	Liberia
Belarus	Maldives
Bolivia	Mauritania
Bosnia Herzegovina	Montenegro
Central African Republic	Nepal
Congo (Democratic Republic)	Niger
Cote d'Ivoire	Palestine
Cuba	Sao Tome and Principe
El Salvador	Sudan - North
Equatorial Guinea	Sudan - South
Gabon	Syria
Iran	Tajikistan
Iraq	Togo

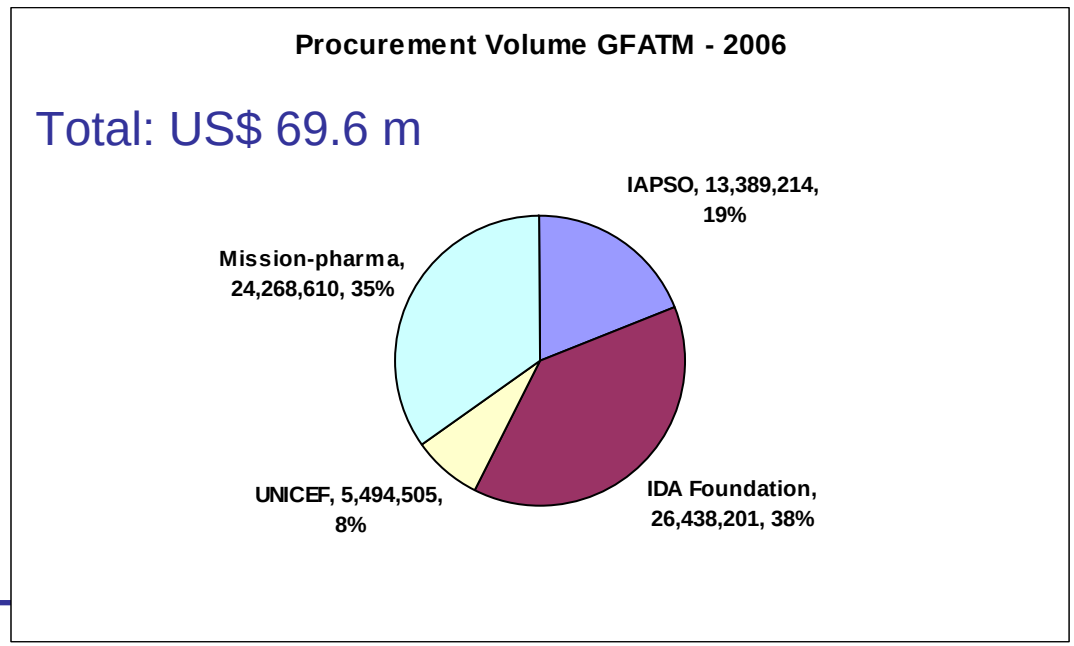
  - Grants in HIV/AIDS, Tuberculosis and Malaria
  - As of Sep 2008 UNDP is managing
    - 60 active grants in above mentioned countries
    - Value: $ 838 million of which $ 551 million disbursed
- UNDP in non-PR capacity building role in 6 countries

Procurement Volume GFATM - 2006

YEAR 2006 (US$)	IAPSO	IDA Foundation	UNICEF	Mission-pharma	TOTAL (per category)
ARV	0	14,428,885	2,747,495	0	17,176,380
Laq equipm & diagn	7,318,059	3,775,598	1,379,781	0	12,473,438
Malaria drugs	1,912,415	2,643,101	532,746	0	5,088,262
Mosquito nets	3,574,894	4,108,161	62,400	0	7,745,455
Other medicines	0	1,117,811	772,083	0	1,889,894
TB drugs	583,846	364,645	0	0	948,491
TOTAL (per supplier)	13,389,214	26,438,201	5,494,505	24,268,610	69,590,530

Mission Pharma 2006-2007 data combined: 39.700.000 US$, data for 2006 estimated

Data per category for Mission Pharma: not available

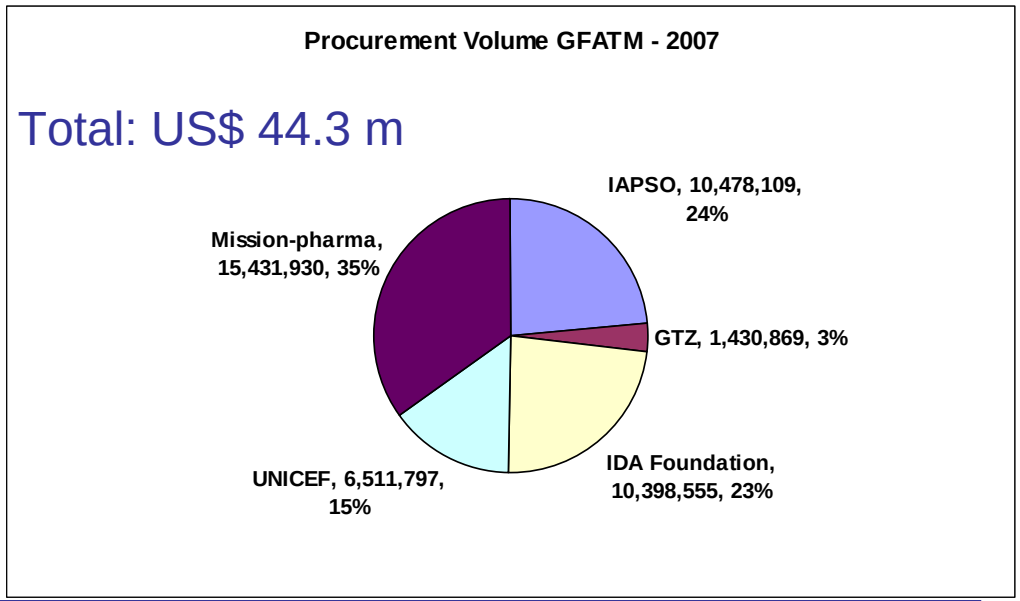


Procurement Volume GFATM - 2007

YEAR 2007 (US$)	IAPSO	GTZ	IDA Foundation	UNICEF	Mission-pharma	TOTAL (per category)
ARV	0	0	5,888,048	1,754,698	0	7,642,746
Laq equipm & diagn	6,507,905	0	2,475,357	736,983	0	9,720,245
Malaria drugs	33,411	0	683,140	242,622	0	959,173
Mosquito nets	3,462,957	0	0	3,680,233	0	7,143,190
Other medicines	0	0	686,964	97,261	0	784,225
TB drugs	473,836	1,430,869	665,046	0	0	2,569,751
TOTAL (per supplier)	10,478,109	1,430,869	10,398,555	6,511,797	15,431,930	44,251,260

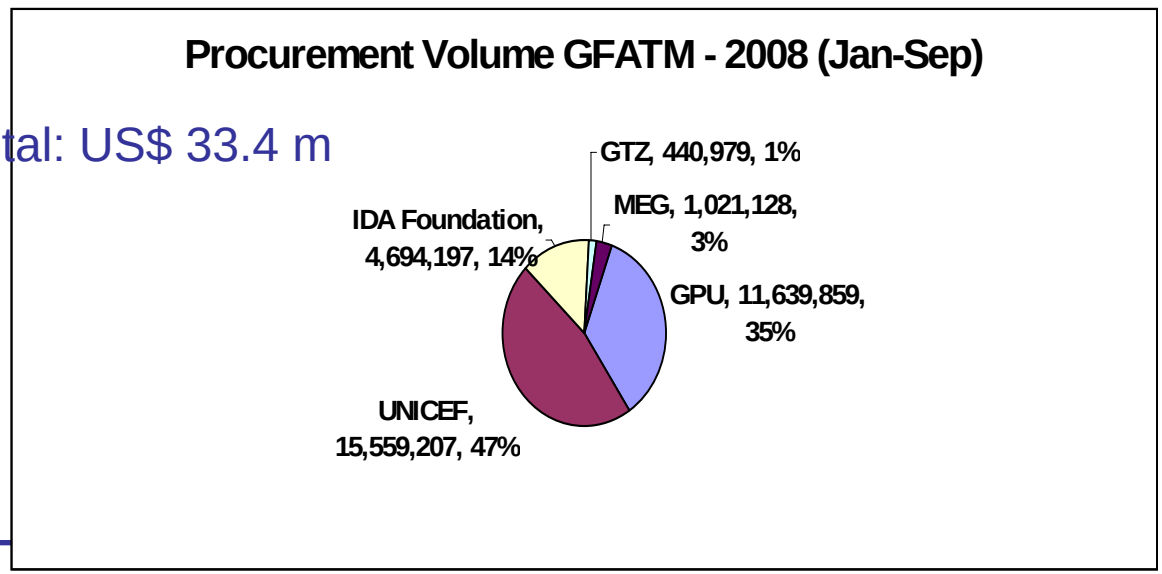
Mission Pharma 2006-2007 data combined: 39.700.000 US$, Data for 2007 estimated

Data per category for Mission Pharma: not available



Procurement Volume GFATM – 2008 (Jan-Sep)

YEAR 2008 (Jan-Sep)	GPU	UNICEF	IDA Foundation	GTZ	MEG	TOTAL (per category)
ARV	0	4,826,463	2,323,775	0		7,150,238
Laq equipm & diagn	8,093,441	2,705,935	254,423	0		11,053,798
Malaria drugs	0	1,012,416	1,309,534	0	1,021,128	3,343,078
Mosquito nets	3,546,418	6,546,856	0	0		10,093,274
Other medicines	0	465,593	590,333	0		1,055,926
TB drugs	0	1,944	216,132	440,979		659,055
TOTAL (per supplier)	11,639,859	15,559,207	4,694,197	440,979	1,021,128	33,355,369



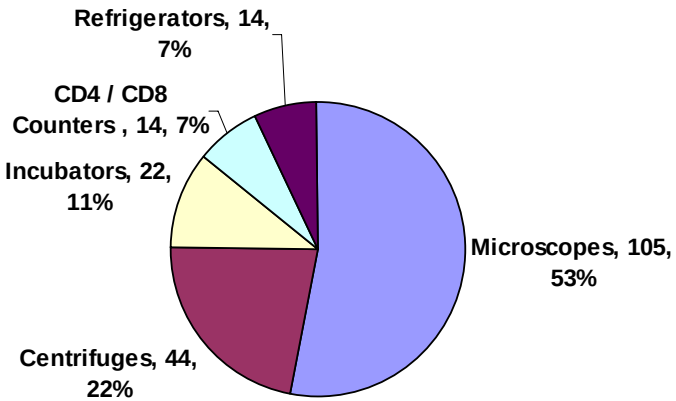
Lab Equipment & Diagnostics Volume history

Laq equipm & diagn	2006	2007	2008 (Jan-Sep)
US$	12,473,438	9,720,245	11,053,798

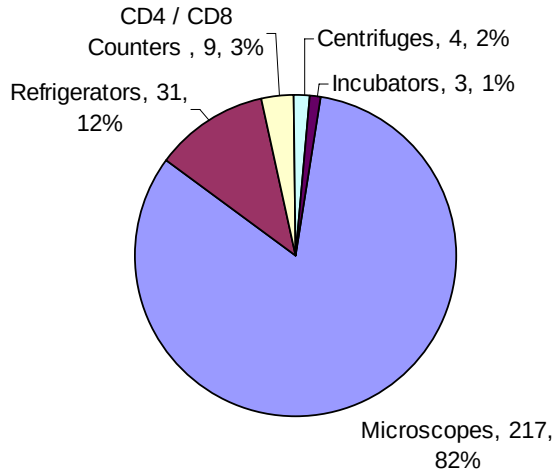
OVERVIEW OF MOST PROCURED LAB ITEMS	2006 Data received from 8 Countries	2007 Data received from 12 Countries	2008 Data received from 13 Countries	2009 Forecast Data received from 7 Countries
CATEGORIES	US$ Value	US$ Value	US$ Value	US$ Value
I. Laboratory equipments	1,142,046.4	720,559.7	3,297,700.6	4,148,314.4
2. Laboratory disposable supplies	177,235.1	182,647.9	214,979.6	402,080.1
3. Laboratory renewable supplies	80,556.3	210,201.5	253,789.5	168,872.0
4. Laboratory chemicals and reagents	375,296.9	291,568.1	545,378.4	408,470.4
5. Diagnostic test kits	806,774.3	874,411.0	571,469.7	1,289,719.6
TOTAL	$2,581,909	$2,279,388	$4,883,318	$6,417,456

1. Laboratory Equipments - Top 5

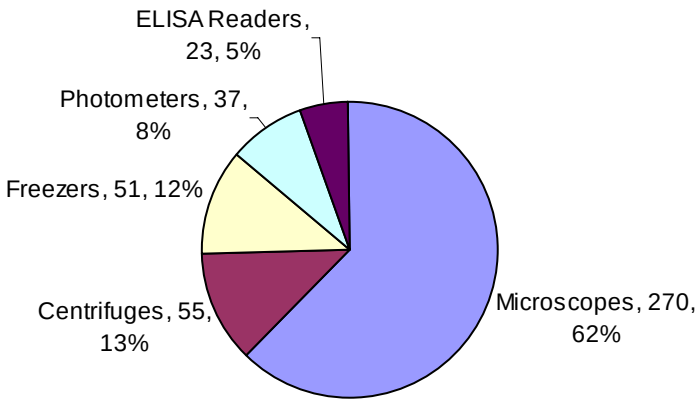
2006 - TOP 5 in Quantity



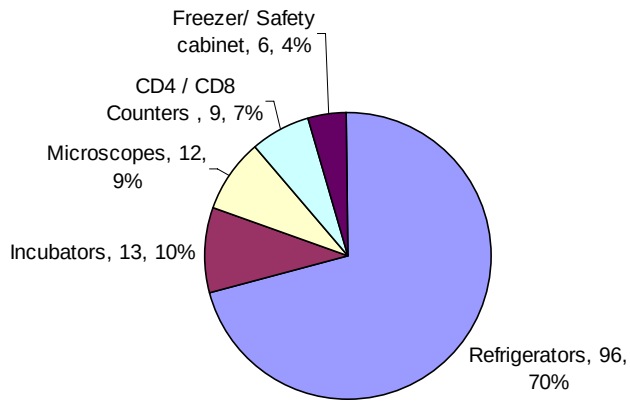
2007 - TOP 5 in Quantity



2008 - TOP 5 in Quantity



2009 - Forecast - TOP 5 in Quantity



1. Laboratory Equipment – Complete Overview

OVERVIEW OF MOST PROCURED LAB ITEMS	Reference price	2006			2007			2008			2009 Forecast	
		8 Countries			12 Countries			13 Countries			7 Countries	
CATEGORIES	US$	Quantity	US$ Value	Unit price (US$)	Quantity	US$ Value	Unit price (US$)	Quantity	US$ Value	Unit price (US$)	Quantity	US$ Value
LABORATORY SUPPLIES												
I. Laboratory equipments			1,142,046.4			720,559.7			3,297,700.6			4,148,314.4
1. Microscopes	1,669.7	105	131,645.5	1,253.8	217	215,258.3	992.0	270	250,243.4	926.8	12	35,081.0
2. CD4 / CD8 Counters (Flow cytometer and manual methods (Dyna beads, Coulter cytospheres)	31,478.8	14	404,714.3	28,908.2	9	306,661.3	34,073.5	13	702,000.0	54,000.0	9	622,686.8
3. PCR Machines	50,250.0	1	55,994.7	55,994.7	2	115,708.5	57,854.3	1	77,000.0	77,000.0	0	0.0
4. Centrifuges	1,554.3	44	80,472.6	1,828.9	4	15,412.8	3,853.2	72	414,868.8	5,762.1	1	300.0
5. Incubators	981.0	22	20,398.8	927.2	3	6,013.9	2,004.6	4	17,615.8	4,403.9	13	56,037.0
6. Photometers	347.3	11	72,794.6	6,617.7	0	0.0		36	139,668.1	3,879.7	1	6,000.0
7. Freezers	710.1	0	0.0		2	2,070.6	1,035.3	53	69,717.5	1,315.4	6	6,783.0
8. Refrigerators	1,023.4	14	14,063.1	1,004.5	31	29,309.8	945.5	18	50,718.1	2,817.7	96	445,510.0
9. Autoclaves	26,921.3	0	0.0		1	3,112.0	3,112.0	4	99,435.3	24,858.8	5	1,700.0
10. Vortex machines (Mixers)	196.2	5	3,357.7	671.5	2	784.3	392.1	5	2,234.8	447.0	0	227.5
11. Viral Load Machines	130,000.0	0	0.0		0	0.0		4	612,514.9	153,128.7	3	627.5
12. Laboratory Furniture	-		30,909.3			6,151.1		15	10,990.0		0	0.0
13. Water baths	778.9	3	3,329.4	1,109.8	0	0.0		6	14,849.3	2,474.9	0	0.0
14. Safety Cabinets	1,333.7	4	22,912.8	5,728.2	0	0.0		14	84,219.1	6,015.6	6	7,000.0
15. ELISA readers	3,858.0	1	45,395.6	45,395.6	1	3,452.0	3,452.0	24	169,701.7	7,070.9	1	15,000.0
16. Tuberculosis culture systems (Radiometric and Non radiometric methods (BACTEC)		0	0.0		0	0.0		0	0.0		1	3,000.0
17. Other equipment			256,057.8		0	16,625.1		67	581,923.9		0	2,948,660.5

5. Diagnostic Test Kits

5. Diagnostic test kits	2006 8 Countries $806,774.3	2007 12 Countries $874,411.0	2008 13 Countries $571,469.7	2009 - Forecast 7 Countries $1,289,719.6
1. HIV test kits:	536,912.8	317,601.3	349,485.2	500,349.3
2. Malaria rapid test kits	60,532.7	398,356.3		150,000.0
3. Haemoglobin test kits	172.0	0.0	498.9	48,439.3
4. Hepatitis B test kits	0.0	441.0	41,762.4	15,158.4
5. Hepatitis C kits	10,000.0	7,664.6	79,950.7	76,851.6
6. Viral load kits	14,292.6	7,611.8	0.0	0.0
7. DNA testing for Infant diagnosis	0.0	0.0	0.0	0.0
8. CD4/CD8 testing kits	167,179.2	91,220.6	18,534.6	37,834.6
9. p24 antigen tests	10,560.0	0.0	0.0	0.0
Syphilis VDRL/RPR tests.	0.0	0.0	0.0	17,233.0
Reagents for Bioquimistry machine	0.0	0.0	0.0	407,006.0
10. PEP kit	7,125.0	7,125.0	36,847.5	36,847.5
11. TB Test kits		44,390.4	44,390.4	0.0

Other 3 Categories

- Wide product range per sub-category (up to 400 items)
- Various UOM utilized => quantities not accurate for analysis
- Analysis per sub-category based on volume only (Slide 8)

Unresolved challenges

- Difficulties in defining product specifications due to lack of specialized knowledge
- Maintenance contract not always in place, hence spare parts not available
- Lack of training to use the equipment
- Lack of “technical hotline” for seeking technical advice (manufacturer)
- Lack of reliable inventory system for reagents and consumables – lack of planning in advance
- Embargo issues
- User’s and Maintenance/ technical manual for equipment not always available in appropriate language
- Product range is too wide (lack of standardization) – value relatively low => not many suppliers are interested in offering the complete product range


Finish: Untangling the lab equipm web