

Laboratory Items: Procurement and Supply Solutions



Ludo Scheerlinck
MSc, MBA, MPH
Technical Officer, Medical & Laboratory
UNICEF Supply Division, Denmark

unicef 

Laboratory Items: Procurement and Supply Solutions

1. Matrix-ed Data: The Story
2. Procurement & Supply Options
3. Challenges & Opportunities



Laboratory Items: Procurement and Supply Solutions

CATEGORIES	2006		2007		2008 Q1-Q3	
	Qty	Total in USD	Qty	Total in USD	Qty	Total in USD
Clinical Lab Diagnostics		22,502,077		21,187,946		19,627,800
1. Laboratory equipments		5,592,853		3,947,172		5,713,538
1. Microscopes	600	208,979	387	202,764	252	182,492
2. CD4 machines	28	1,237,270	30	1,581,927	34	1,035,136
3. PCR Machines	1	49,000	2	110,000	1	52,000
4. Centrifuges						
5. Incubators						
6. Photometers		919,126		519,324	54	460,034
7. Freezers						
8. Refrigerators		157,180		249,600		131,820
9. Autoclaves						
10. Vortex Mixers						
11. Viral Load Machines		incl in 3.		incl in 3.		incl in 3.
12. Laboratory Furniture		recom local proc		recom local proc		recom local proc
13. Water baths						
14. Safety Cabinets						
15. ELISA readers		288,798		180,862		138,750
16. TB culture systems		none		none		none

Laboratory Items: Procurement and Supply Solutions

- Impact generated prevails over quantities or Dollar value !
- Trends:
 - Decrease microscopes (Malaria via RDT, TB via GDF).
 - CD4: # of machine still increases, trend toward cheaper.
 - Few PCRs centrally, first option assisted local proc.
 - Photometers decrease (mainly Hb). Scale-up anaemia?
 - Increase in refrigerators/freezers, mainly blood bank.
 - Safety cabinets, recommended little actually procured.
 - ELISA, common, mostly integrated medium range.

Laboratory Items: Procurement and Supply Solutions

CATEGORIES	2006		2007		2008 Q1-Q3	
	Qty	Total in USD	Qty	Total in USD	Qty	Total in USD
2. Lab disposable supplies		171,751		109,000		73,783
3. Lab renewable supplies		250,078		840,536		719,224
4. Lab chemicals and reagents		456,579		385,000		667,237
5. Diagnostic test kits		16,030,816		15,906,238		12,454,018
1. HIV test kits:						
- Simple / Rapid	7,422,530	7,287,331	10,120,988	10,278,606	7,553,114	6,769,105
- ELISA	600,384	387,835	369,216	320,497	875,904	493,995
- Conf (Western Blots)	7,528	118,964	12,452	234,874	7,350	143,343
2. Malaria rapid test kits	13,490,850	6,777,589	6,965,629	3,547,886	2,956,000	1,777,482
3. Haemoglobin test kits		24,970		31,500		12,696
4. Hepatitis B test kits	324,470	204,771	482,578	341,796	649,502	641,009
5. Hepatitis C test kits	372,158	676,052	70,360	382,186	55,372	136,241
6. Viral load kits		incl in 7.		incl in 7.		incl in 7.
7. DNA Infant Diagnosis		16,041		15,233		119,395
8. CD4/CD8 kits		297,041		577,372		1,854,129
9. p24 antigen tests		none		none		none
10. RPR	414,600	34,726	524,900	47,400	350,400	34,926
11. VDRL carbon antigen vial		6,715		5,891		599
12. TPHA	129,000	17,417	31,400	4,797	33,100	5,488
13. Syphilis rapid tests	181,000	181,364	118,200	118,200	468,200	465,610

Laboratory Items: Procurement and Supply Solutions

- Qty refers to # of tests, not # kits (different per kit).
 - Hb: Decline in colour scales in favour of Hb photometer.
 - HBV: ELISA stable, increase entirely in RDTs.
 - HCV: Decline both in ELISA and RDTs. Trend?
 - IED: Kits increase more than machines. Existing capacity better utilised? F.e. UNITAID with only PCR EID kits.
 - CD4: Increase coincides with CD4-counters.

Laboratory Items: Procurement and Supply Solutions

1. Matrix-ed Data: The Story
2. Procurement & Supply Options
3. Challenges & Opportunities



Laboratory Items: Procurement and Supply Solutions

- All clinical lab items identified as essential in support of UNICEF's programs are frequently tendered for, and all are under LTA with suppliers.
- Set of "best supply solutions" depending on commodities:
 - * CO identifies, submits request and funding.
(RDTs, HIV/AIDS diagnostic equipment and reagents, Cold Chain).
 - * CO identifies and places order directly with supplier.
(Majority smaller laboratory items).
 - * Partners identify, submit request and funding.
(All identified as essential).

Laboratory Items: Procurement and Supply Solutions

1. Matrix-ed Data: The Story
2. Procurement & Supply Options
3. Challenges & Opportunities



Laboratory Items: Procurement and Supply Solutions

- Requests high-end devices when basics needs are unmet.
- Challenge recommending for non Clinical Laboratory.
- Translation of "needs" into "wants" (items & quantities).
 - Planning guides, lists and manuals: Mixed success.
 - Local technical cap assist procurement (priv sector).
 - Strengthening end-user technical capacity.
 - Kits ⇔ Single items: Essential list + Replenishment.

Laboratory Items: Procurement and Supply Solutions

- Maintenance and replenishment of lab equipment.
 - Supply with set of start-up reagents & renewable.
 - Tender specs: "Onsite technical representation".
- Tender: different brand with every request.
 - Assistance with responsible standardization.
- High-end equipment difficult to procure centrally.
 - Assist governments with local procurement.
 - Partnership with local technical expertise.

Laboratory Items: Procurement and Supply Solutions

1. Matrix-ed Data: The Story
2. Procurement & Supply Options
3. Challenges

THANK YOU ...



FOR YOUR ATTENTION !

unicef 