

# Supply Annual Report 2010





Millions of children die from malnutrition and diseases which we have known how to treat for decades... The 21st century must be and will be different. We can address savage inequalities and expand access to basic health care: simple blood tests, a doctor's advice, a trained birth attendant, and immunisations.

*UN Secretary-General, Ban Ki-moon, 2010*



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



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# Introduction

2010 was a significant year for UNICEF Supply on many fronts. The year was unprecedented in terms of the scale and complexity of emergencies, notably multiple emergencies in Haiti, including the devastating earthquake which claimed 220,000 lives and left 2.3 million people displaced, and catastrophic flooding in Pakistan which, at its peak, inundated one-fifth of the country.

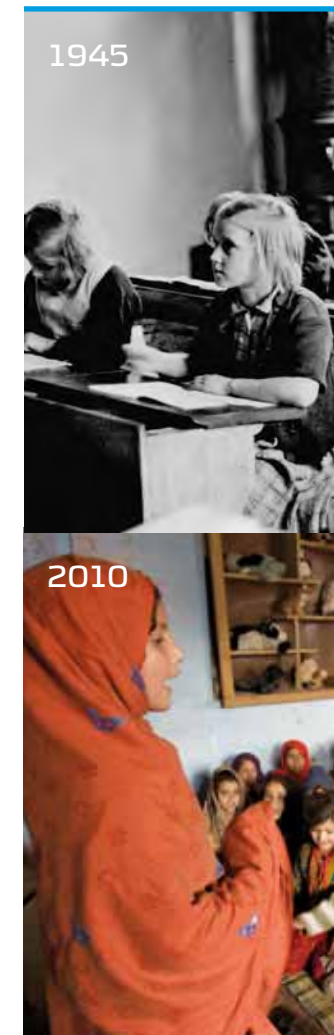
Rapid response to emergencies is at the heart of UNICEF's mandate. The United Nations International Children's Emergency Fund, as we were originally named, was founded in 1946 in the aftermath of World War II to respond to the needs of millions of children across Europe facing famine and disease.

This year's Supply Annual Report provides an overview of our work in 2010 and insights into how the Supply Function helps meet UNICEF's Core Commitments for Children in humanitarian action (CCCs).

The report supports our commitment to transparency by providing information on UNICEF's local and international procurement, and also provides other key results and highlights from the year. It also focuses on our work around vaccine security for the development of new and more affordable vaccines, large-scale bed net distribution to protect millions of families against malaria, market shaping around Ready-to-Use Therapeutic Food (RUTF) to treat severe acute malnutrition, and our continued work around innovations for children. These achievements have only been possible because of our close partnerships and collaboration with UN agencies, non-governmental organizations (NGOs) and public and private sector partners.

The more than 900 people who make up the Supply Community globally remain committed to supporting UNICEF programmes with an effective and efficient supply operation, providing procurement services to governments and development partners for strategic-essential supplies, and serving as a centre of expertise and knowledge on essential supplies for children.

The right to education  
*Article 28\**



\*Convention on the  
Rights of the Child



The right to the highest attainable standard of health,  
*Article 24*

The right to protection and care,  
*Article 3*

The right to play,  
*Article 31*







# Supply snapshot

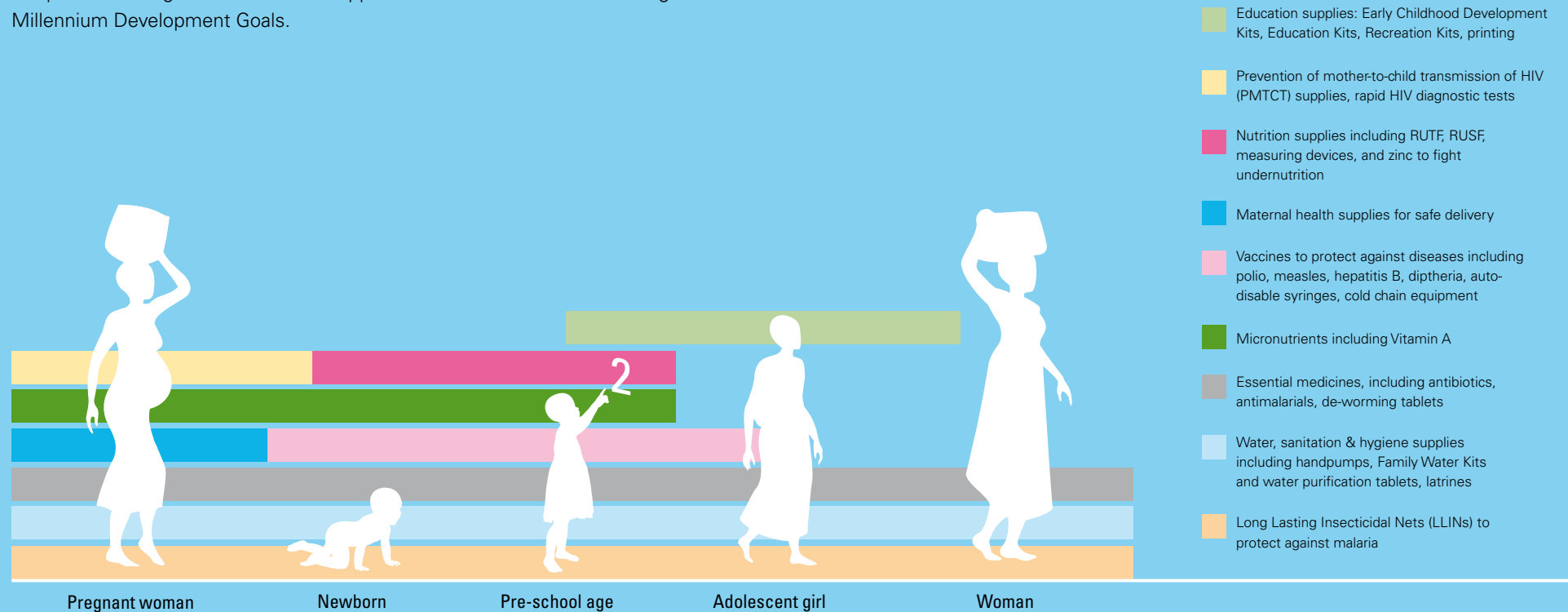
In support of UNICEF's programmatic activities, emergency response and procurement services on behalf of governments and partners, UNICEF procured goods to the value of \$1.955 billion across the year, of which \$1.36 billion was international procurement. 80 per cent of procurement was done in collaboration with UN agencies, and procurement services support was provided to partners in 101 countries.



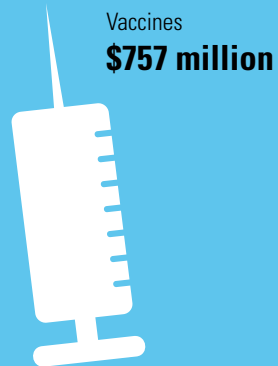
# Essential supplies for children and women

UNICEF procures and supplies over 5,000 products to ensure the survival and development of children and mothers.

We place a strategic focus on those supplies which are essential in meeting the Millennium Development Goals.



## UNICEF's major commodity groups

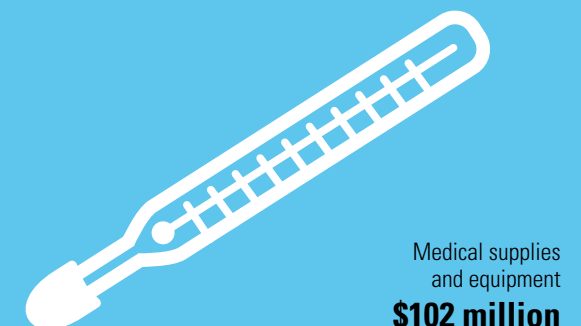


- > 2.5 billion doses of vaccines to 99 countries, reaching 58% of the world's children
- > 390.7 million auto-disable syringes
- > 156 million doses of vaccines and 187 million pieces of safe injection supplies procured on behalf of GAVI for 64 countries (valued at \$360 million and \$9 million respectively)
- > Supported 17 integrated health campaigns and child health days in 17 countries targeting over 62 million people

- > Over 10,000 international shipments
- > \$110.8 million worth of goods delivered from warehouses (\$19.4 million from Dubai, Panama & Shanghai hubs)

- > 389 million de-worming tablets
- > 41.3 million artemisinin-based combination therapy (ACT) malaria treatments
- > 13.1 million packs of antiretroviral (ARV) formulations to 44 countries – enough to treat more than 731,400 patients for one year
- > \$11.7 million worth of co-trimoxazole procured, most of which for HIV treatment and the prevention of mother-to-child transmission

- > Over 7.3 million malaria rapid diagnostic tests
- > \$20.4 million worth of cold chain equipment
- > 17.6 million HIV diagnostic tests





Construction  
**\$138 million**



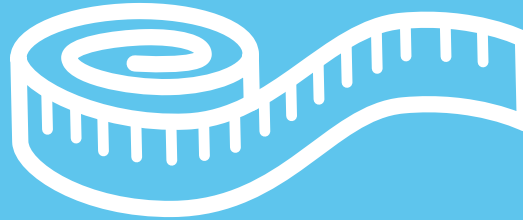
> Support provided to 41 countries engaged in construction activities mainly related to education projects

> Approximately 1.23 billion water purification tablets  
> Approximately 500,000 Hygiene Kits  
> 4,346 hand pumps



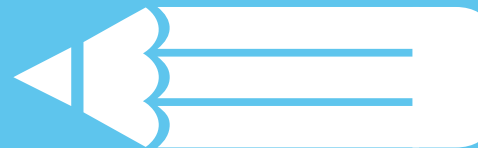
Water and sanitation  
**\$88 million**

Nutrition  
**\$117 million**



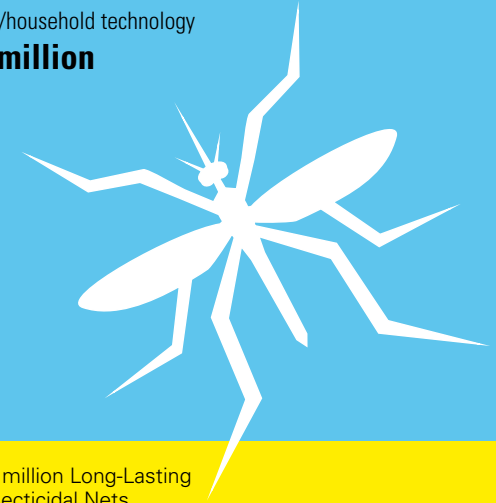
> 633.5 million Vitamin A capsules shipped to 76 countries  
> 190 million zinc tablets  
> 225 million sachets of multiple micronutrient powder  
> 20,700 metric tonnes of peanut-based Ready-to-Use Therapeutic Food (RUTF)

> 165,941 Education Kits to 31 countries and 10,267 Recreation Kits to 23 countries  
> 18,053 Early Childhood Development Kits to 32 countries



Education supplies  
**\$72 million**  
(excl. textbooks & construction)

Bednets/household technology  
**\$116 million**



> 23 million Long-Lasting Insecticidal Nets (LLINs) to 41 countries

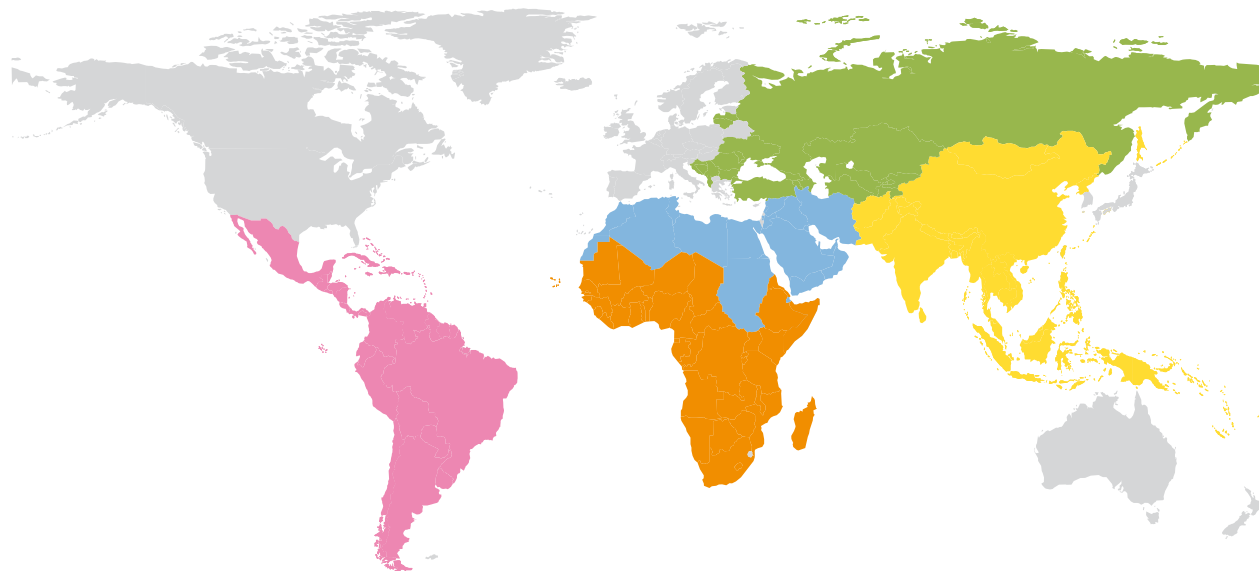
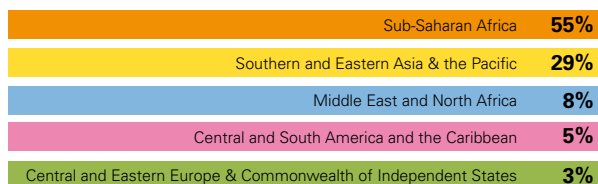
> UNICEF country offices print advocacy and education materials, and in some countries, schoolbooks. In 2010 for example, we printed over 13 million textbooks and distributed them to more than 5,500 schools in Zimbabwe.



Printing  
**\$68 million**

## Where UNICEF procured supplies are used

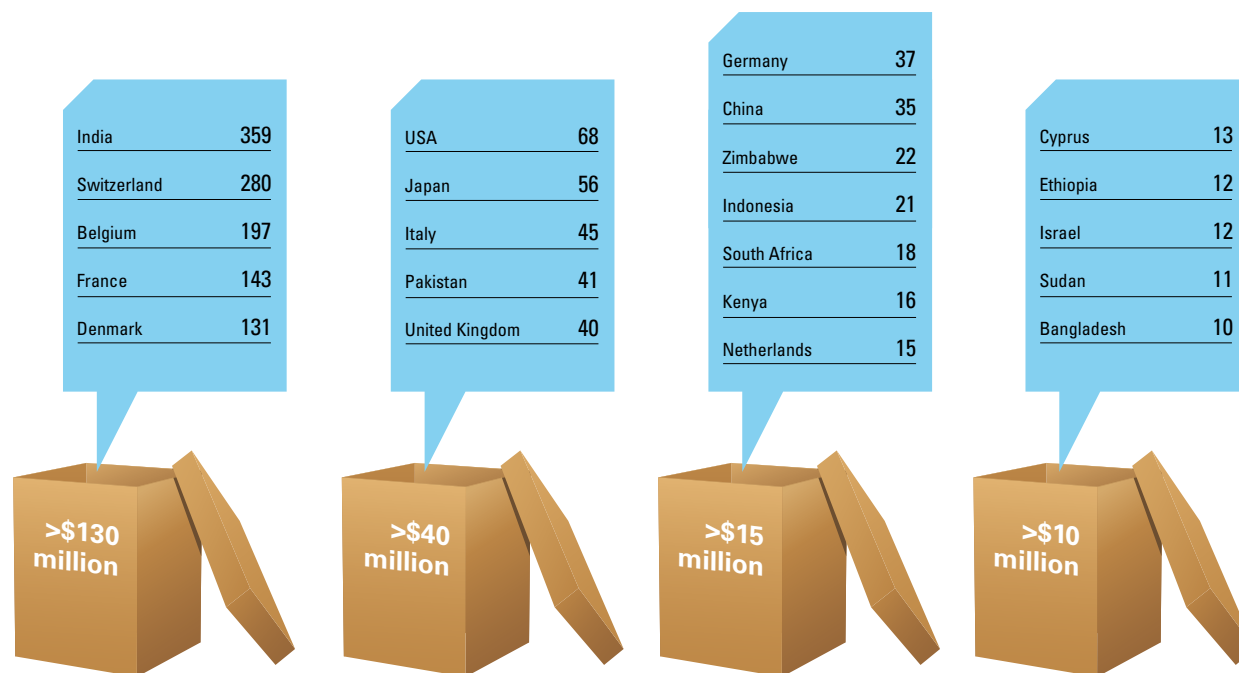
(by value)



## Countries in which 2010 procurement exceeded \$10 million

(millions of US\$)

10 of the 22 countries exceeding \$10 million in procurement value were developing nations







In poor communities, UNICEF continued to distribute learning and teaching materials that are based on active learning, focused on equity, and incorporate new curricula.

*Anthony Lake, UNICEF Executive Director, 2010*

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Donated by

unicef 

Chitose

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## RUTF: saving lives & cutting costs




At any given time, nearly 20 million children under five suffer from severe acute malnutrition (SAM). UNICEF provides Ready-to-Use Therapeutic Food (RUTF) to countries affected by this silent emergency.

RUTF is made from peanuts, powdered milk, sugar, oil, vitamins and minerals, comes in a single serving foil sachet and has a 24 month shelf-life. UNICEF requires RUTF to be manufactured as a pharmaceutical product, which means suppliers must comply with strict quality standards. Before RUTF, the main treatment was a special therapeutic milk given at a hospital or feeding centre. With RUTF, health workers can give mothers one or two weeks' supply to treat their children at home.


In 2010, UNICEF supported Niger in providing RUTF to nearly 331,000 children – 88 per cent of whom were treated at home. Ministry of Health figures confirmed that of these children, 79 per cent recovered. In the last decade, UNICEF Supply worked to expand and diversify the RUTF supplier base from 1 supplier to 14. Half of these are producing locally in countries where the product is used. These efforts have helped to secure availability and stabilise prices despite huge increases in demand. The largest supplier has reduced the per-carton price by 11 per cent.

RUTF is heavy and bulky. One course of treatment weighs around 15 kilos. The most economical way to transport it is by sea. Air freight – commonly used for emergency response – increases the cost of RUTF by 100 per cent. Identifying vulnerable regions and forecasting where, when and how much RUTF would be needed allows Supply to send sea shipments ahead of an anticipated emergency to pre-position RUTF closer to these areas. In 2010, UNICEF Supply piloted the pre-positioning of 300 MT of RUTF in Ghana and Cameroon in anticipation of continuing food insecurity in the Sahel region.







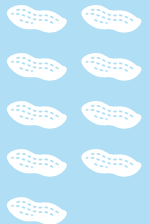
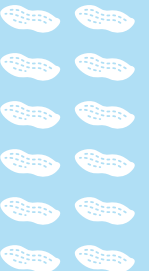
In 2008, 35 per cent of RUTF was sent by air at a cost of \$8.5 million. In 2010, less than one per cent was transported by air for under \$400,000.

	2000	2001	2002
<b>Quantity Procured</b>	3 MT	84 MT	57 MT
<b>Suppliers*</b>	 France	 France	 France
<b>Working Together</b>	Concern, MSF, Save the Children, and Valid International pilot community-based a management of SAM in Ethiopia.	NGOs initiate pilots in Sudan, Malawi, and Niger.	NGO research and experiences inform guidelines on community-level SAM treatment.
<b>Milestone</b>	UNICEF Supply begins to procure RUTF from a sole supplier.		RUTF Protocol established.

 Globally procured

 Locally procured

\* Suppliers UNICEF placed purchase orders with in corresponding year.

2003	2004	2005	2006	2007	2008	2009	2010
109 MT	344 MT	1,793 MT	2,697 MT 6% locally procured	4,552 MT 10% locally procured	10,741 MT 3% locally procured	8,129 MT 23% locally procured	20,700 MT 23% locally procured
 France	 France	 France	 France & Niger	 France, Niger & Ethiopia	 France, Niger, Ethiopia & Dominican Republic	 France, Niger, Ethiopia, Dominican Republic, DRC, Kenya, Malawi, South Africa & USA	 France, Niger, Ethiopia, Dominican Republic, DRC, Kenya, Malawi, South Africa, USA, India, Mozambique & Madagascar
		UNICEF undertakes various activities to present the need for local production to companies and governments.	Companies and private investors provide capital and support to help local production.	UNICEF, WHO, WFP, and UN Standing Committee codification focuses on supply solution.  UNICEF, WFP, MSF, suppliers and others agree on quality benchmarks.	UNICEF develops forecasting tool with other RUTF-procuring agencies.  UNICEF approves supplier in Dominican Republic based on an inspection conducted by MSF.	UNICEF, WFP, and WHO define requirements for RUTF safety/efficacy.  Duke University and University of North Carolina recommend RUTF supply chain improvements.	UNICEF Supply hosts pre-bidding conference with all potential suppliers.  WFP joins UNICEF and MSF in inspection of suppliers.
			UNICEF approves local supplier in Niger.  Supplier base expands into Africa.	RUTF use codified & quality standard set.  UNICEF strongly advocates for more RUTF suppliers.  UNICEF approves local supplier in Ethiopia.	RUTF bid launched. 2 suppliers in Malawi & 1 in Mozambique approved.  RUTF forecasting tool launched to track global demand.	UNICEF approves suppliers in DRC and Madagascar.	

## Vaccine savings

Vaccines save lives, and health is every child's right. Ensuring the sustainable, uninterrupted supply of affordable, quality vaccines – vaccine security – is a core part of UNICEF's work for children. The following are some of the 2010 vaccine related highlights.

	Context
<b>Oral polio vaccine</b>	Since 2000, UNICEF has procured over \$2.1 billion worth of OPV. Suppliers' investments in production and development of new vaccines, combined with inflation, translated into incremental increases in the price of OPV over this period.
<b>Pneumococcal vaccine</b>	Pneumococcal disease is the most common and serious form of respiratory infection. Every year, it kills up to one million children under five, mostly in developing countries. A vaccine has existed since 2000, but at \$70 a dose in industrialised countries, it is out of reach for children most at risk.
<b>Pentavalent vaccine</b>	In 2010, UNICEF Supply procured 97.5 million doses of pentavalent vaccine, which combines five vaccines to protect against diphtheria, pertussis, tetanus, hepatitis B and haemophilus influenzae. At \$292 million, pentavalent is UNICEF biggest single expenditure towards reducing child mortality.
<b>Meningococcal conjugate vaccine</b>	This vaccine was specifically developed for countries in the meningitis belt in Africa in less than 10 years, which broke new ground.



In 2010, UNICEF Supply secured vaccine price decreases that will result in savings of \$98 million in 2011-2012.

Key achievement 2010

UNICEF and partners secured a 12 per cent price reduction, compared to 2009 prices. This will save \$60 million over the next two years – enough to buy 400 million additional doses.

In 2010, UNICEF awarded two 12-year contracts for new generation pneumococcal vaccines for a total of 600 million doses at a unit price of \$3.50 per dose. Nicaragua was the first GAVI-eligible country to introduce the new vaccine – the same year it became available in industrialised countries.

In 2010, UNICEF Supply bought pentavalent vaccine at a record low price of \$2.25 per dose compared to \$3.60 for most of the vaccine procured in 2009.

UNICEF Supply procured the new vaccine for the first time in 2010. At less than \$0.50 per dose, the price was much lower than usual for new vaccines entering the market. The new vaccine was introduced in Burkina Faso, Mali, and Niger and reached more than 19.5 million, including one-year-old children.

Contributing factors

Governments lead the Global Polio Eradication Initiative (GPEI), a private-public partnership that unites the US Centres for Disease Control, Rotary International, WHO, and UNICEF. In 2010, the Bill and Melinda Gates Foundation (BMGF) committed \$312 million, which was coupled by a commitment from Rotary International, to help meet GPEI's \$1.4 billion funding gap, sending a strong signal for partners and suppliers to recommit to polio eradication. UNICEF's procurement strategy made the case that lower prices could be achieved while still ensuring vaccine security.

The Advance Market Commitment (AMC), is an innovative funding mechanism implemented through GAVI, allowing early access by incentivising capacity development of a new vaccine at a low per-unit cost. Donor governments and the BMGF committed \$1.5 billion to the AMC in 2007 and GAVI committed \$1.3 billion to cover initial requirements up to 2015.

Over the last decade, through GAVI, the International Finance Facility for Immunisation (IFFIm) has helped ensure more sustainable funding – essential in attracting new suppliers. The IFFIm is managed by the World Bank, borrowing on capital markets against donor pledges. Accelerated demand for pentavalent has helped to bring down the price. The 5 in1 vaccine reduces the number of times children need to be immunised, and lowers costs for shipping and syringe disposal.

In 2001, BMGF funding kick-started vaccine development by the Meningitis Vaccine Project (MVP), a partnership between WHO and the Program for Appropriate Technology in Health (PATH). The supplier partner identified the formulation and began clinical trials in 2005. The vaccine received WHO quality and efficacy approval in mid-2010. With funding from GAVI, UNICEF awarded a contract for 25 million doses, and governments launched national immunization campaigns.



## Working in partnership for children

Almost everything UNICEF Supply does is done in collaboration with a network of partners, driven by the needs of children. 80 per cent of our procurement is in collaboration with the UN family. WHO for instance is our technical counterpart in identifying, sourcing and buying vaccines and medicines.

Partnerships with the World Bank, GAVI, GFATM and UNITAID are critical in leveraging resources for children and shaping essential markets – increasingly through innovative co-financing arrangements. We also work together closely with governments, both of developing and donor countries, as well as NGO partners like Médecins Sans Frontières (MSF).

Increasingly, our collaborations with academia, the private sector and the design and engineering world aim to find new innovative solutions to the problems faced by mothers and children on the ground, as well as to deepen our skills in supply chain management. Good examples of these partners in 2010 included the Index Design Challenge, DTU, Columbia University, New York University, the Massachusetts Institute of Technology (MIT), the Fritz Institute, IKEA Foundation and UPS.

Finally, due to the scale and reach of our procurement for children, we convene partners and industry to shape strategies for the delivery of essential products for children.



- > Strategic partner on normative clinical, safety, efficacy and quality in the areas of essential medicines, immunisation, HIV, malaria, and other medical and diagnostic products. Collaboration on quality assurance/management systems on WHOPES prequalification of LLINs.
- > Technical collaboration on: specifications for vaccines, injection safety, cold chain and waste management devices, cold chain logistics, effective vaccine management, and innovation.
- > Collaboration on procurement of health products.



- > Work with WFP and partners in the Logistics Cluster to effectively provide humanitarian response.
- > Collaborative work on logistics, transport, warehousing and training.
- > Collaboration on quality assurance and procurement of therapeutic and supplementary food.



- > Collaboration through the Interagency Agency Task Team and technical groups focusing on paediatric antiretrovirals (ARVs) and Prevention of Mother to Child Transmission (PMTCT) of HIV.
- > Collaboration on product selection and guidelines, and participation in joint mission on Capacity Development.
- > Through the Coordinated Procurement Planning Project, establishing systems to avoid stock-outs.



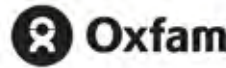
- > UNICEF coordinates closely with the Office of the UN Secretary General's Special Envoy for Malaria in the fight to end malaria and achieve universal coverage of LLINs.



- > UNICEF a Board Member of this alliance of public and private sector partners supporting the introduction and expanded use of new and under-used vaccines in eligible countries.
- > Collaboration on initiatives to ensure affordable vaccines in sufficient supply, and from a diverse supply base, to meet the needs of developing countries.



- > Working with GFATM principal recipients with procurement and supplies management support, including procurement services and grant proposal development.



- > Oxfam is a key partner within the WASH cluster at the global and field levels.
- > Collaboration in procurement of emergency supplies.



- > Provides in-kind product donations (e.g. blankets and baby blankets) and is currently helping UNICEF design a child-toy kit from a selection of donated IKEA supplies



- > Provides cash and in-kind expertise in warehousing, inventory and supply chain management as well as no-cost transportation for emergencies such as Haiti.



- > At the global level, Supply Division supports UNDP as Principal Recipient for GFATM grants on procurement for essential health supplies, mainly for pharmaceuticals, LLINs and medical supplies.
- > Collaboration in providing quality health products through strengthening planning, implementation and monitoring of supply chain.



- > UNHCR and UNICEF collaborate to define technical standards, and to harmonise and provide interagency coordination and quality control procedures for emergency shelter supplies (e.g. tents, blankets and tarpaulins).
- > UNICEF shares expertise in essential UNICEF commodities such as LLINs.



- > Strategic partnership in all aspects of the supply chain for maternal and newborn health programmes, resulting in, for example, joint bidding and shared agreements for the supply of a large range of hospital furniture. Ongoing collaboration in the area of health vocational training supplies.



THE WORLD BANK

- > Engagement on innovative financing mechanisms, e.g. AMC.
- > Support to WB grantees with procurement of health supplies based on WB-UNICEF framework agreement.



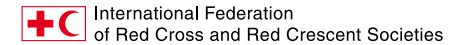
- > Collaboration to help countries implement the scale-up of PMTCT and paediatric HIV treatment, Artemisinin Combination Therapies (ACTs) for the control of malaria, and provision of LLINs.



- > Collaboration on supporting accelerated availability and affordable prices of vaccines through push mechanisms and advocacy with manufacturers.
- > In 2010, the partnership focused on achieving a price reduction in oral polio vaccines and market shaping for new vaccines.



- > Not-for-profit organisation that donates Vitamin A to UNICEF in order to meet the needs of children in a number of countries. UNICEF and MI are working together to develop standards for the product and to expand the supplier base.



- > Collaboration on procurement and logistics during emergencies.

- INDEX
- DESIGN TO IMPROVE LIFE



- > Engagement around innovation for children, e.g. partner in 2010 in the "Designing for Education" Challenge – an international competition where student teams work with experts – shaping winning ideas into workable concepts.

- > The partnership with Frog Design supports innovation around mobile phone technology.
- > Frog recently sent three user-experience designers to Zambia, to work with a UNICEF Innovation team mapping how community health workers interact with technology.



- > Collaboration to address challenges from the field through product innovation, including innovative concepts for collapsible water containers, in-country temperature monitoring of vaccines, safe disposal of syringes and improving ways to measure children's height.



- > Collaboration to help UNICEF take advantage of mobile technology in its work around the world. The collaboration won first place in the 2009 USAID Development 2.0 Challenge.

### Consensus on priority medicines for children

In 2010, UNICEF Supply Division convened a wide range of partners to reach consensus on priority essential medicines for children, and the steps necessary to make them available and affordable. Following the meeting, WHO has now published a list of 30 medicines most effective in saving children's lives.

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## Net gains: Sierra Leone, a case study in achieving universal coverage

In 2008, the UN called for the achievement of universal coverage of malaria interventions in Africa by the end of 2010. Sleeping under a long lasting insecticidal net (LLIN) is one of the most effective ways to prevent malaria.

In Sierra Leone, malaria has long been the leading cause of child mortality, and in 2009 there was an alarming increase in malaria-related deaths. The crisis was mainly caused by a shortage of anti-malaria medicines and other supplies.

Roughly half of Sierra Leone's population did not have access to an LLIN. The country would need to distribute 3.2 million LLINs to reach universal coverage: at least one LLIN for every two people – up to three LLINs per household. In 2010, the World Bank, the UN and the UK's Department for International Development (DFID) contributed \$17.7 million to this \$23 million week-long campaign. Other partners included the IFRC, CARE and the United Methodist Church.

The distribution campaign required meticulous logistical planning. To save the time and cost of unloading LLINs at central warehouses and counting out the required number for onward transportation to district level, UNICEF Supply had LLIN suppliers fill containers with the exact number of nets required by each district.

The free distribution of LLINs is part of Sierra Leone's efforts to implement free health care for all. By providing technical assistance in procurement and logistics, UNICEF is working with the Government and partners to improve national capacity in supply chain management. As well as LLINs, UNICEF contributes supplies to combat malaria, diarrhoea, vaccine-preventable diseases and severe acute malnutrition amongst children under-five, and pre- and post-natal care for mothers.







Our partners' support has been crucial for resource mobilisation; their technical and logistical assistance for purchasing the nets and distributing them throughout the country has been invaluable.

*Sierra Leone President,  
Ernest Koroma, 2010.*



# Emergencies in focus

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## Preparedness, pre-positioning, and partnerships in humanitarian action

The supply and logistics component of UNICEF's emergency response aims to be predictable and timely. Each crisis is unique in terms of scale and complexity.

Sometimes emergencies are sudden, such as the 7.0 magnitude earthquake in Haiti in January 2010, while others have a slower onset – for example the heavy summer monsoons in Pakistan that caused major flooding across one fifth of the country. Elsewhere, under-nutrition and food insecurity can lead to protracted emergencies where months stretch into years. Across vast areas of the Sahel in North Africa, severe drought, pressure on scarce resources and desertification have resulted in a range of long-term emergency situations. Political instability and armed conflict add another layer of complexity and hardship.

UNICEF's strategies and priorities for emergency preparedness, response and early recovery are guided by the Organization's Core Commitments to Children in humanitarian action (CCCs).

Effective emergency response requires preparedness and pre-positioning so that life-saving supplies are ready to arrive quickly wherever they are needed.

The CCCs are built on the principles of partnership. Once supplies reach an affected country, UNICEF coordination with the Government, other humanitarian partners and communities is essential to ensure that priorities are consistent, that everyone understands and agrees on their role and accountabilities, and to minimise the risk of duplication.





## Strategic supplies strategically positioned

Strategic supply hubs in Accra, Douala, Dubai, Panama and Shanghai, combined with the Copenhagen warehouse, mean that at any time, UNICEF is ready to pack and ship emergency items to affected countries within 48 hours. Enough supplies are stockpiled to respond to an emergency with an affected population of up to 250,000 people over the critical first 4-5 weeks.

The Emergency Supplies List, which includes a range of pharmaceuticals, standardised Education Kits, tents, tarpaulins, Hygiene Kits and water purification tablets, and the Emergency Calculator, help staff identify the items and quantities required for their emergency preparedness and response strategies.

### **Supply Division Warehouse, Copenhagen**

- › 23,000 m<sup>2</sup>. Building complex provided by Danish Government.
- › 800 supply items and kits – for health, water & sanitation and education programmes, and emergency response.

### **Dubai hub**

- › 4000 m<sup>2</sup>. Cooperation with Kuehne & Nagel and Dubai Port World. Stock managed by Supply Division.
- › Bulky emergency items, e.g. water containers, blankets, LLINs, tents, tarpaulins and cooking sets.

### **Panama hub**

- › 500 m<sup>2</sup>. Cooperation with UNHRD.
- › Includes blankets, water containers, tarpaulins, LLINs and education supplies. Was vital to the emergency response in Haiti.

### **Shanghai Regional Logistics Centre**

- › 8000 m<sup>2</sup>. Cooperation with the Government of China.
- › 80% of education kits now packed in Shanghai, saving of over \$500,000 per annum, including for Democratic Republic of Congo, Sudan, Pakistan and hub replenishment.

### **Douala transit hub**

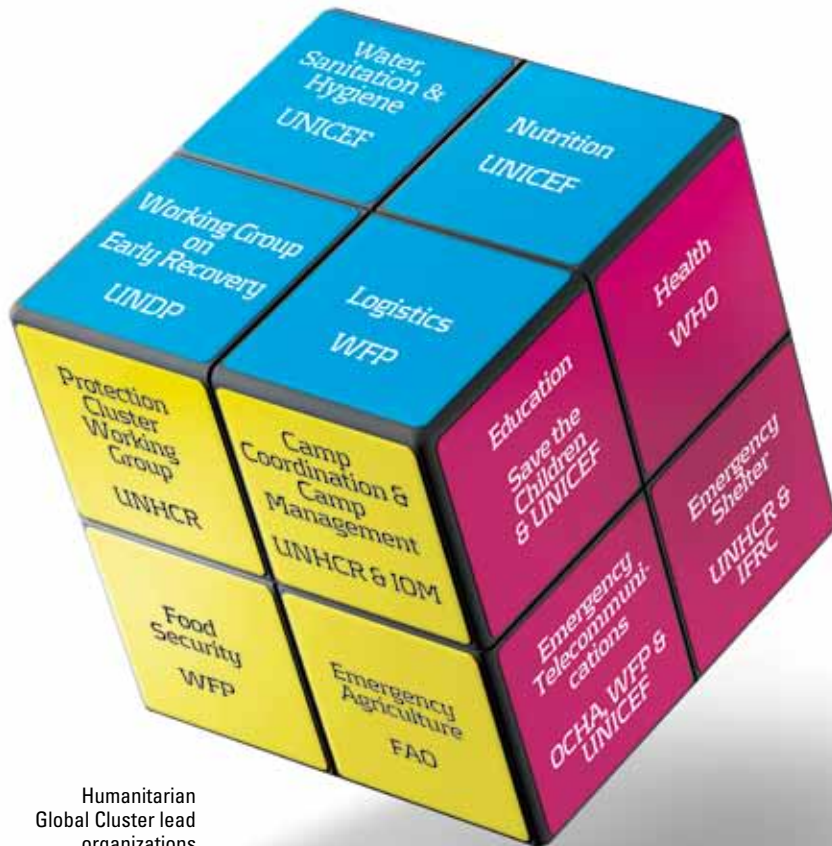
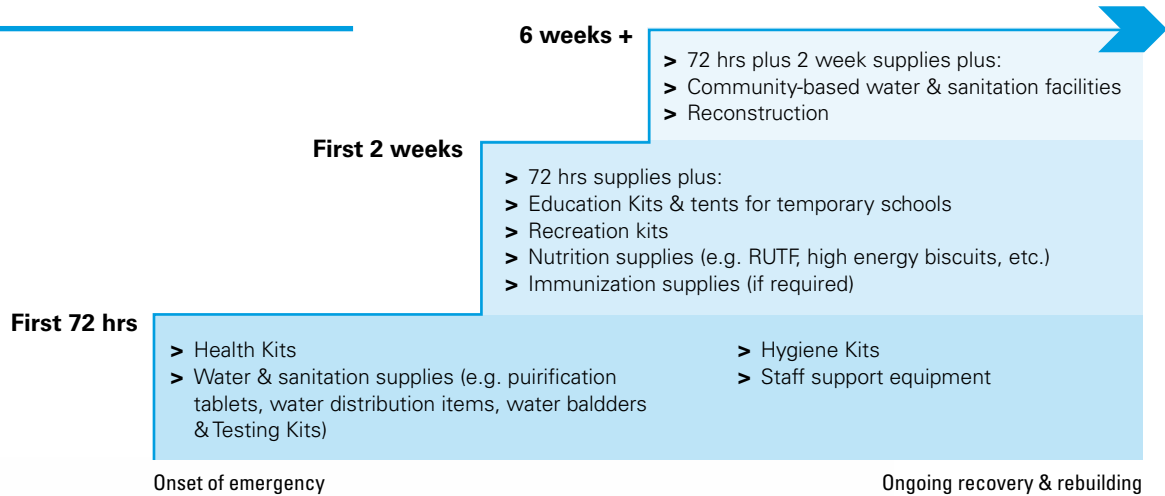
- › Sub-regional transit hub and stockpile for UNICEF and UNHCR goods, managed by UNICEF. Clearing and on-forwarding of shipments for Chad, Cameroon and the Central African Republic.
- › Co-located at World Food Programme (WFP) premises.

### **Accra emergency hub**

- › Pre-positioned emergency stockpile for Côte d'Ivoire and countries in the Sahel.
- › Managed by UNHRD under UNICEF Regional Office, Dakar. Includes RUTF, and education and WASH supplies.

# 3-wave emergency supply response

Every emergency is different and requires a flexible response. Generally UNICEF Supply's emergency response has 3 critical stages, with vital supplies being sent in each.




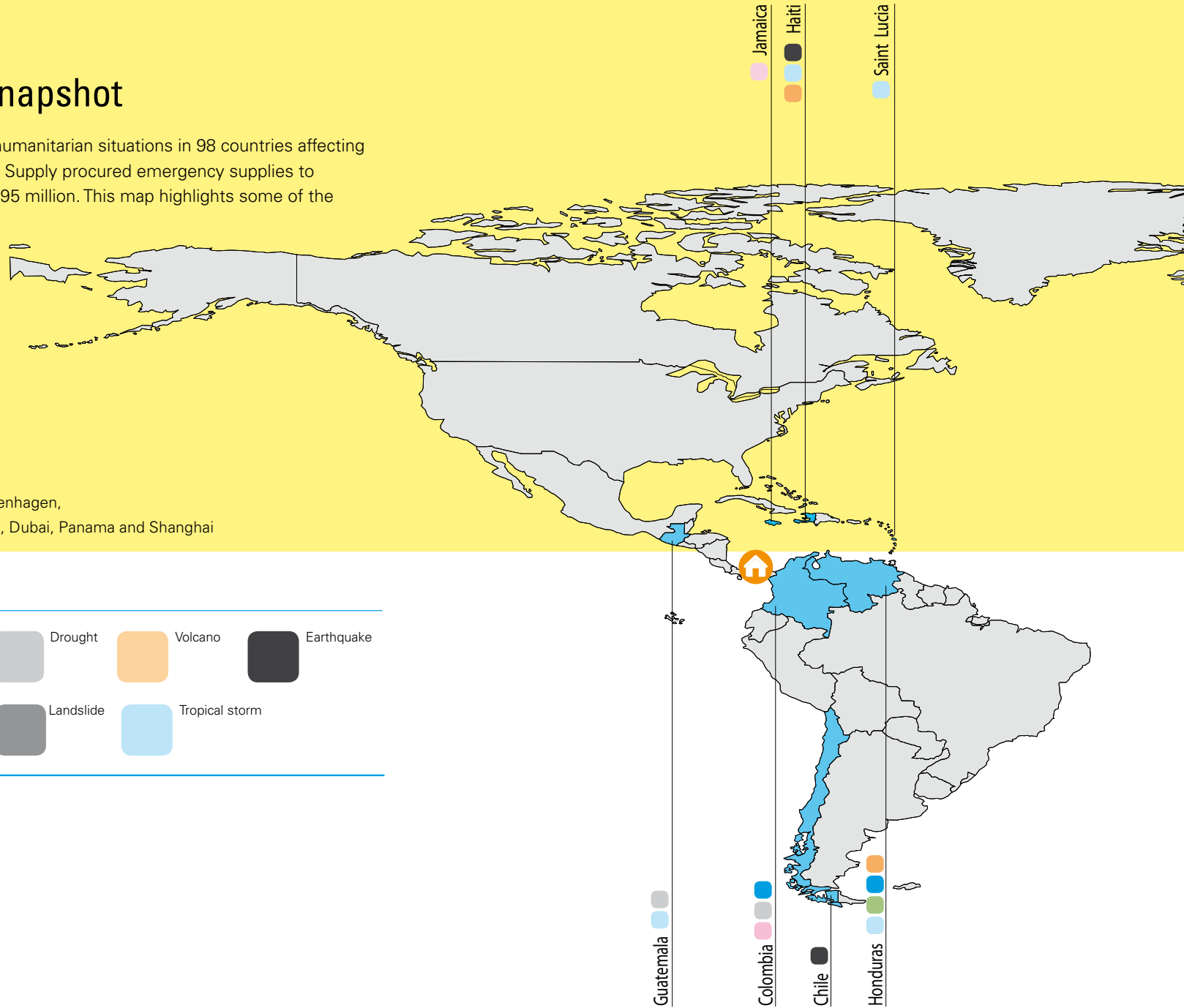
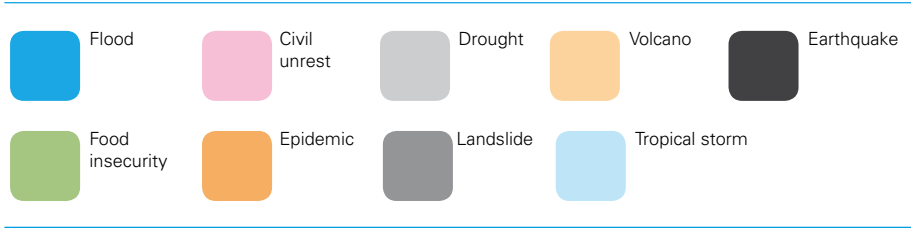
## The Cluster Approach

The Cluster Approach provides a framework for humanitarian organizations to work together and co-ordinate well-targeted emergency responses under what are often very difficult circumstances.

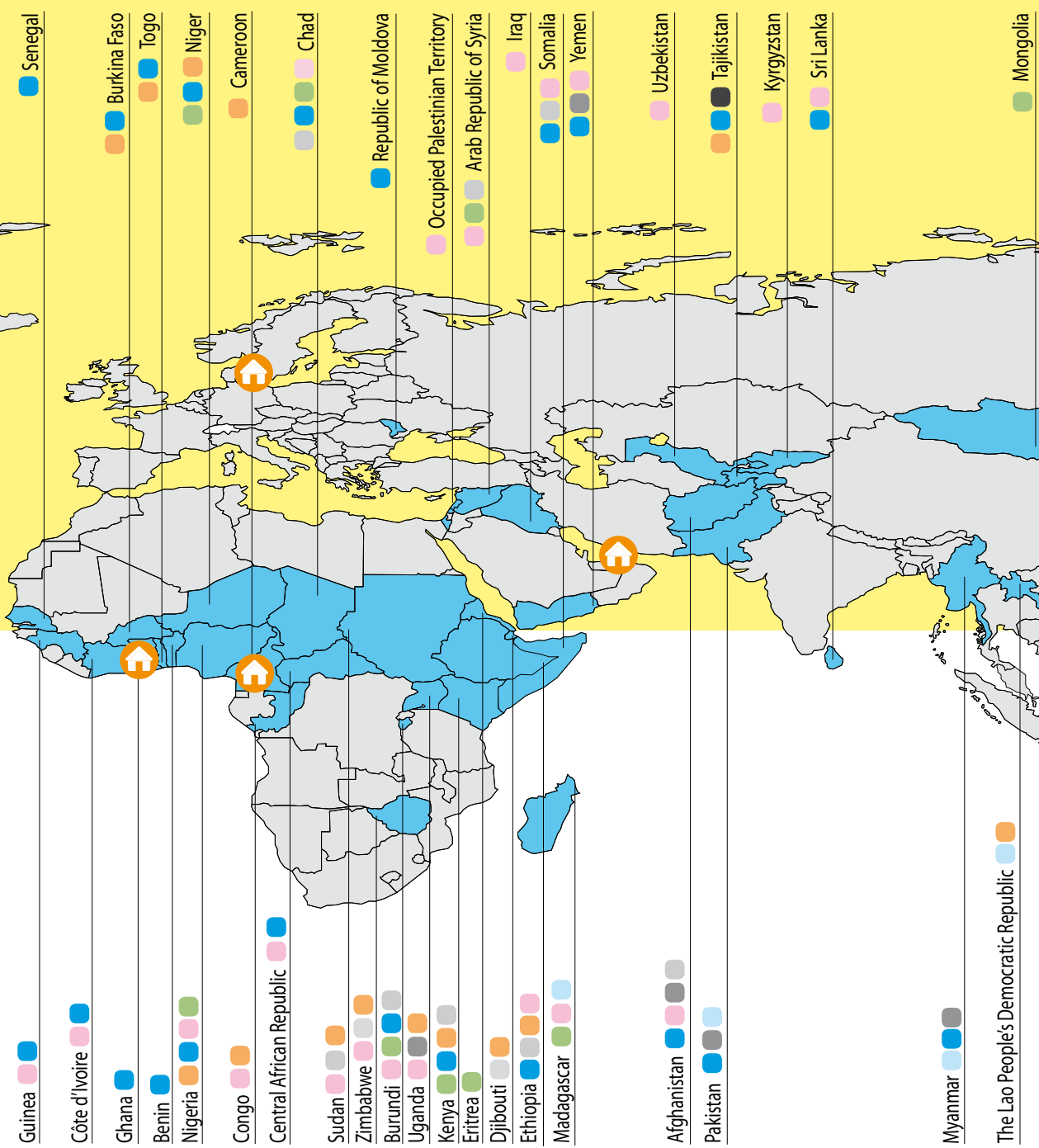
# 2010 emergency snapshot

In 2010, UNICEF responded to 290 humanitarian situations in 98 countries affecting millions of people. Of these UNICEF Supply procured emergency supplies to 69 countries and territories worth \$195 million. This map highlights some of the larger emergencies of the year.

 UNICEF Supply warehouse, Copenhagen, and supply hubs in Accra, Douala, Dubai, Panama and Shanghai







The scale and severity of humanitarian situations continues to rise. It is predicted that by 2015, climate-related disasters could affect 375 million people annually.

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## Haiti: a year of emergencies

In January, a 7.0 magnitude earthquake devastated Port-au-Prince and much of the country, killing over 220,000 people. A further 2.3 million lost their homes, and hospitals and schools were destroyed. The seaport and the airport took weeks to become operational. In November, Hurricane Tomas caused further destruction and flooding. This contributed to the contamination of some water sources which by December, resulted in a cholera outbreak affecting thousands.

In the first 11 days after the earthquake, 10 planeloads of UNICEF supplies arrived in neighbouring Santo Domingo and were trucked across the border. Under the banner "Life Line Haiti," staff worked around the clock placing orders, identifying temporary warehouse space, and arranging the overland flow of supplies into Haiti.

UNICEF's quick humanitarian action in Haiti was enabled by the fact that the warehouse hub in Panama was filled with emergency supplies ready to go. In all, a total of 38 UNICEF and external supply staff were deployed, providing surge capacity in coordination, procurement, warehousing and logistics.

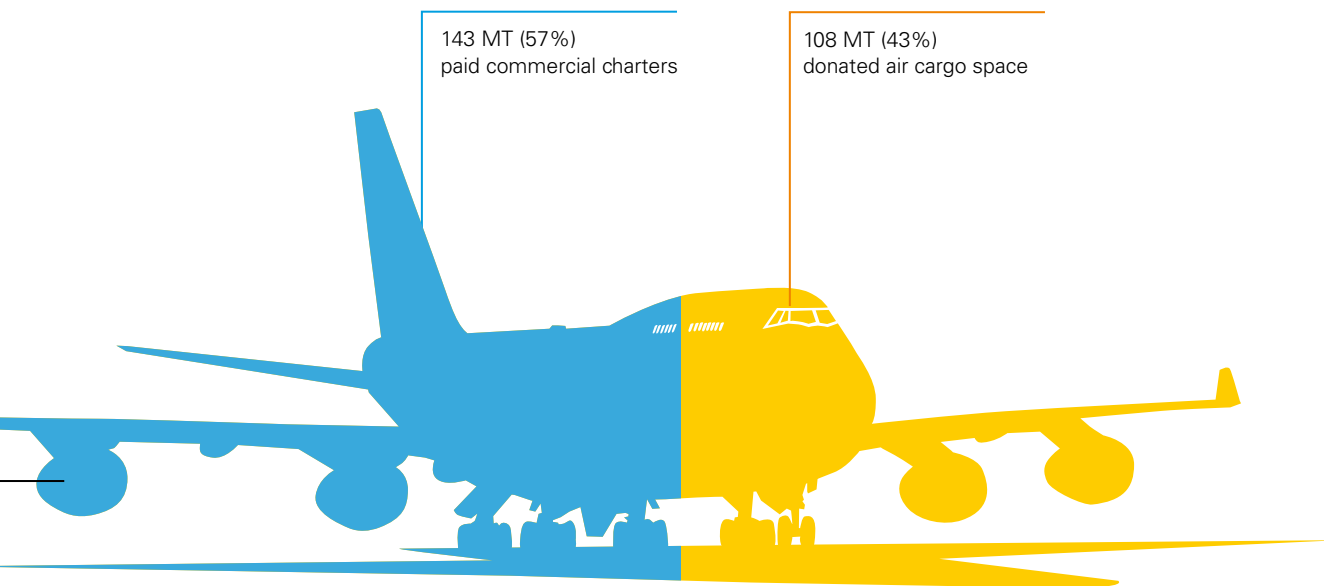
Private sector partners came forward to help the supply response. Through the US Fund for UNICEF, the transport and logistics company UPS helped organise "Operation Protection NOW," to pack and airlift 50,000 kits containing hygiene essentials for children without parental care. Through UNICEF UK, the CEO of Marks & Spencer mobilised private sector contacts in donating school supplies that were set-packed and distributed locally.

### Air freight sent to Haiti in the first week of the emergency

To charter a 747 cargo plane from Europe to Haiti costs over \$400,000. In the first week of UNICEF's response to the emergency, 43 per cent of the total metric tonnage of air freight sent by UNICEF was donated by partners including Air France/KLM, British Airways, Royal Emirates, Thomas Cook and UPS. Between January and March, \$1.7 million worth of freight was donated cargo or provided to UNICEF at preferential freight rates.

- › In coordination with health workers and humanitarian agencies, vaccination campaigns immunized 275,000 children in the first six months.
- › UNICEF helped prevent malnutrition among children with the distribution of over \$620,000 worth of RUTF.

- › 16,000 Education, Pre-school, and Recreation Kits helped in the drive to get children back to school.
- › 7,500 tents created child-friendly spaces, temporary schools, and dispensaries.



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## **Pakistan:** speed and scale

Fifty days of heavy monsoon rain in July and August caused river levels in Pakistan to rise dramatically. At the height of the emergency, a landmass larger than the size of England was under water. Twenty million people, including six million children, were affected.

UNICEF's response to the emergency was assisted by the availability of essential supplies within the country. In recent years, Pakistan has appeared regularly among UNICEF's top 20 supplier countries.

Locally and regionally procured items included water, sanitation and hygiene supplies valued at \$20.5 million and \$5.1 million worth of education supplies.

Locally sourced supplies accounted for over half of the \$63 million worth of goods procured for children and families in Pakistan.

Local procurement saves time and money in transporting supplies to reach children and women in need. Often too, children and families are already familiar with the products they receive. Local procurement also contributes to local economies recovering from crisis.

To ensure supplies are available quickly, UNICEF Supply identifies potential sources for goods, and establishes Long-Term Arrangements (LTAs) with manufacturers of the most critical items. LTAs are awarded to suppliers who successfully participate in a transparent tendering process and have proven they are able to manufacture products that meet prescribed specifications and UNICEF's high quality standards. Suppliers commit to providing goods within a specified lead-time and at a specific price. Suppliers must also comply with international ethical standards such as not using child labour in any aspect of their business. Those failing to do so are automatically disqualified from supplying UNICEF with goods.

The Supply response in Pakistan in 2010 included the deployment of Quality Assurance experts to work with colleagues in Islamabad, Karachi and Lahore to identify potential suppliers of jerry cans, buckets, cooking sets and other non-pharmaceutical items for distribution to displaced families. With careful checking of the suppliers' capability and capacity, 24 local suppliers were pre-qualified to participate in potential tenders.





Gender analysis informs decisions based on the different needs and capacities of girls, boys, women, and men.

*Core Commitments for Children in humanitarian action, 2010*

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## **Sudan:** pre-positioning to ensure support

Sudan is an example of a protracted emergency. Years of conflict have displaced over 4.3 million people. Extreme conflict has made many of these hard to reach. In 2010, children and families in Sudan experienced civil unrest, drought and epidemic.

In the months leading up to 2011, Sudan began preparing for a referendum on the secession of the southern part of the country. UNICEF and many other humanitarian agencies developed contingency plans that projected surge support for 2.9 million people. This intensive exercise demonstrated coordination between UN partners and other agencies organized in cluster groups focused on particular programme areas. Projected requirements were translated into quantities of essential commodities, and the readying of on-the-ground capacity to provide adequate support in transportation and warehousing.

In December, UNICEF pre-positioned over \$4 million worth of humanitarian supplies in warehouse hubs in Southern Sudan. About \$2 million worth of the emergency supplies covered WASH items, field equipment, and shelter. Some 48 per cent of procurement for pre-positioning in Sudan was sourced in nearby Uganda and Kenya.

UNICEF and UN agencies continue to monitor the situation of children and families in Sudan and other vulnerable regions. Preparedness, as much as response, is vital to humanitarian action.



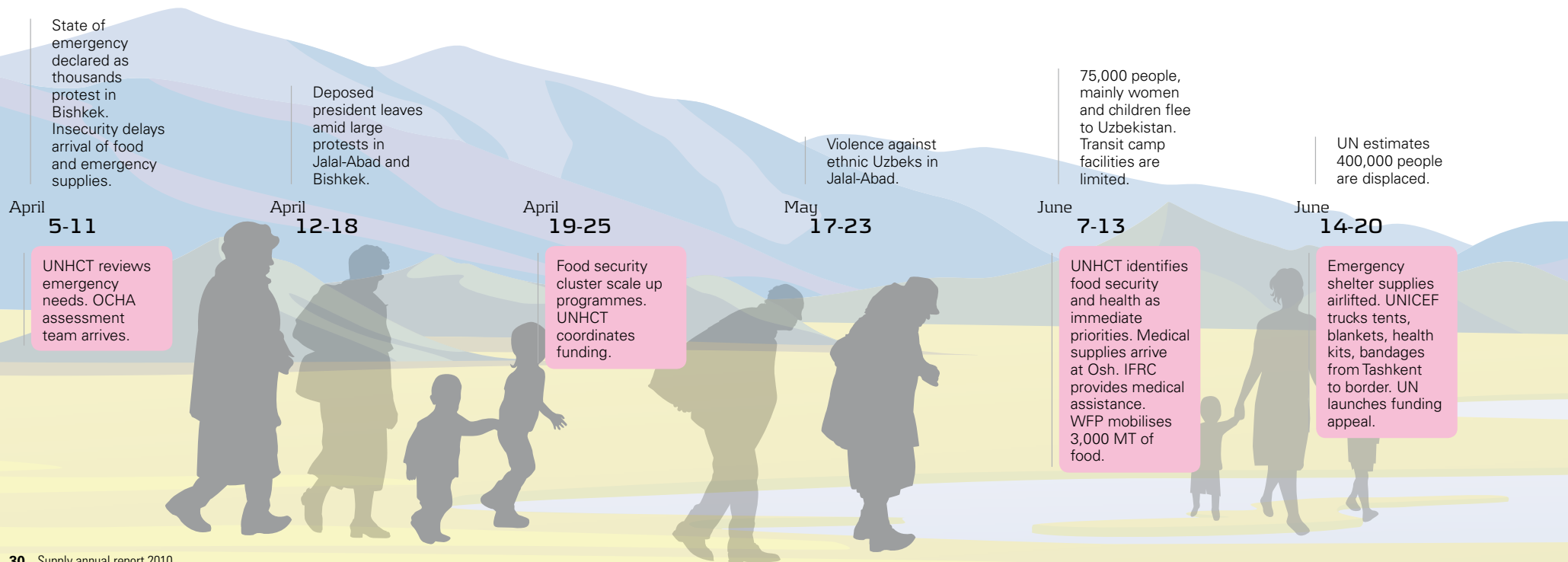
The CCCs guide UNICEF's work with partners not only in humanitarian action, but also emphasising reliable preparedness and early recovery.

*Core Commitments for  
Children in humanitarian action, 2010*

## Kyrgyzstan: adapting to the movement of people

Ethnic tensions, centred in the provinces of Osh and Jalal-Abad, broke out in violence in June. At the peak of the emergency an estimated 400,000 people, mostly ethnic Uzbeks, mainly women and children, were displaced. Some 75,000 moved to find safety across the border. In a matter of weeks, the direction of movement dramatically and unexpectedly changed.

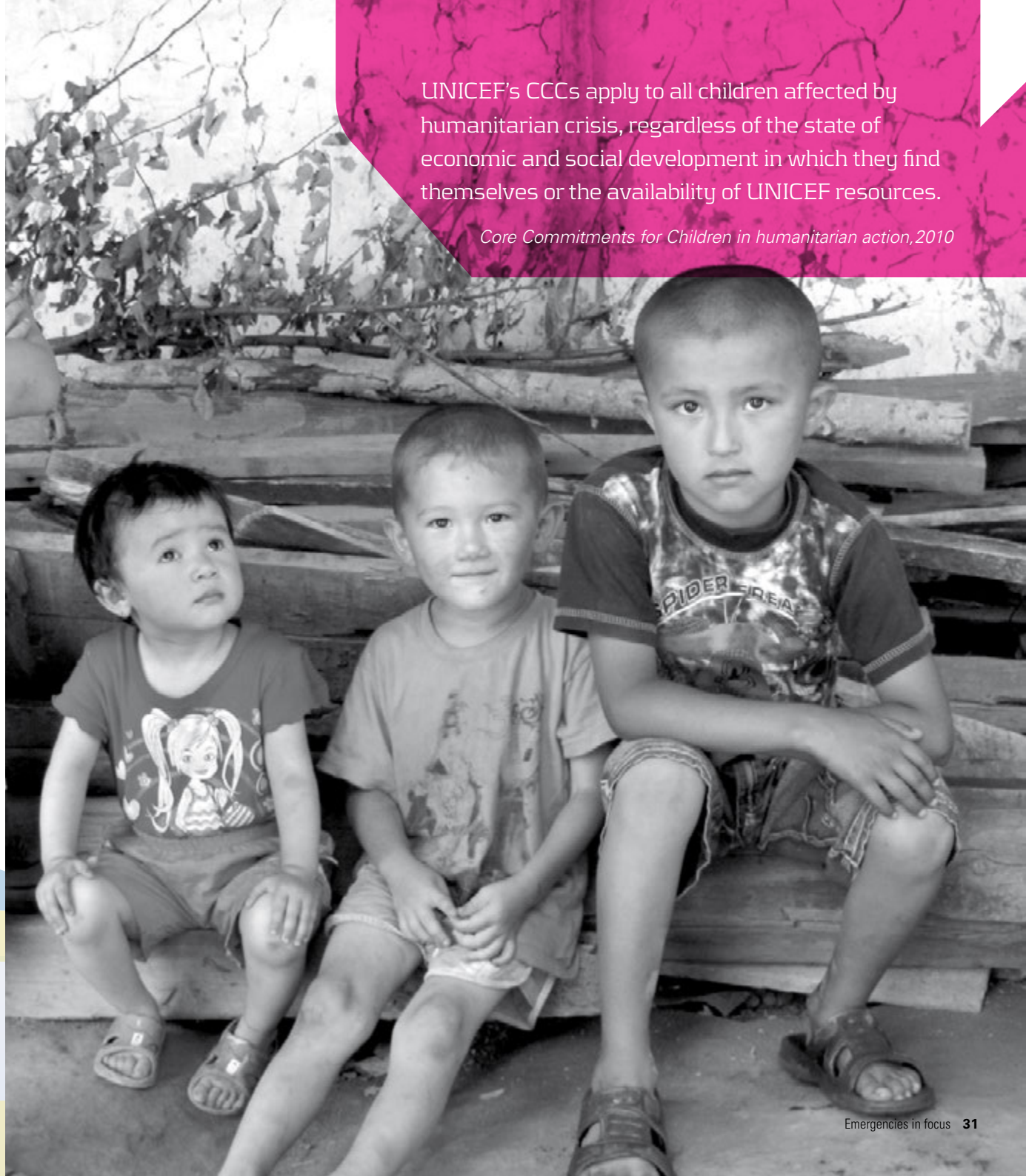
Keeping the flow of \$2.1 million worth of health, nutrition and education supplies in synch with the movement of displaced people required adaptable, agile and well-informed planning and action. Communication and coordination across agencies in the UN Humanitarian Country Team (UNHCT), NGOs, and government counterparts in Kyrgyzstan and Uzbekistan were essential.





UNICEF's CCCs apply to all children affected by humanitarian crisis, regardless of the state of economic and social development in which they find themselves or the availability of UNICEF resources.

*Core Commitments for Children in humanitarian action, 2010*



Refugees at border start returning to Kyrgyzstan. By week's end, nearly all have returned home.

June  
**21-27**

UNICEF confirms arrival of returnees in villages. Osh receives UNICEF supplies by air from Europe, by convoy from Bishkek, and Uzbekistan to address children's health, WASH and education.

Referendum held on new constitution. A new president is sworn in.

June July  
**28 - 11**

Field assessments by agencies and NGOs continue. UNICEF provides 200MT of supplies to Osh and Jalal-Abad via Bishkek and provides 1.6 million doses of polio vaccine in preparation for national immunization campaign.

# Innovation

Innovation at UNICEF is focused on improving the lives of children and their families through new or better products, services or systems. UNICEF Supply convenes leaders across development agencies, academia, industry and others, to create solutions that respond to user needs.

In 2010, innovation work emphasised: maternal and newborn health; child-friendly spaces and education; enhanced data capture, analysis and sharing; and sustainable solutions.

Colleagues in Zimbabwe used RapidSMS mobile technology to monitor the distribution of \$63 million worth of textbooks and, in Project Mwana, RapidSMS solutions were deployed around maternal, newborn and child health in rural areas of Malawi and Zambia with high HIV/AIDS burdens.

A number of education challenges were presented to design students worldwide participating in the INDEX Design Challenge. More than 100 proposals were received including solutions around hand-washing, feminine hygiene and learning tools for children with visual impairments.

An innovative redesign of water-containers (jerry cans) is moving into the prototype stage with the support of the Technical University of Denmark (DTU) – and is expected to be available by 2012.





## SolarChill technology: using the sun to keep vaccines cool

Uninterrupted refrigeration of vaccines is vital. Maintaining the required cold chain from the manufacturer to the child is an enormous challenge, particularly in communities off the main grid or with intermittent electric supply. Weak links in a system can result in the loss of millions of doses of vaccines.

In these settings, kerosene refrigerators which exhibit poor temperature control or very expensive conventional solar-powered refrigerators utilising lead acid batteries have been the only viable solutions. Stable temperature maintenance of kerosene refrigerators is difficult to achieve. Lead-acid batteries are costly to replace and difficult to dispose of.

UNICEF, UN partners, academia and industry have collaborated for nine years to develop an environmentally-friendly, battery-free refrigeration system. In March 2010, WHO prequalified the SolarChill, the first in what is hoped will be many models utilising this open-source technology. As a result, low- and middle-income countries will be able to access earth-friendly, less costly, and more reliable solar refrigeration solutions for their vaccination programmes.

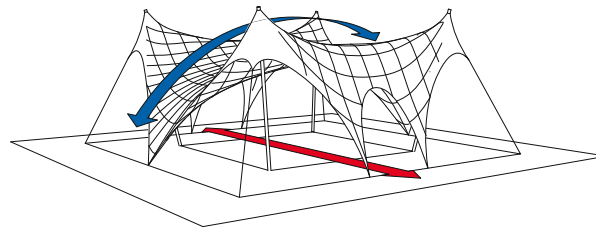
As the name suggests, the SolarChill utilises solar panels to capture energy, which is stored in ice instead of in batteries. This is converted into direct current electricity which starts a compressor that in turn runs the refrigeration cycle. At night, the ice compartment keeps the vaccines at the required temperature.

The project partners (WHO, the UN Environment Programme, Greenpeace, the Danish Technological Institute, GTZ Proklima, the Program for Appropriate Technology in Health and UNICEF) have no commercial interest in the project. Our mandate was to develop an open-source technology that would be freely available to interested manufacturers worldwide.

Over the past few years partners conducted pilot field testing in several countries to assess the SolarChill's performance in diverse climatic conditions. Partners continue to test and review the technology as manufacturers work to continually improve the designs.



## Innovations in the pipeline



### Emergency shelter

In partnership with its suppliers, UNICEF is developing improved designs for emergency response tents which will be more compact, lighter and easier to erect – reducing both assembly time and transportation costs.

### Latrines for all

Products for basic toilet hygiene are generally designed for physically able children and adults. UNICEF is investigating new designs which include features for those who cannot easily use standard latrines because of a disability.



### Co-packaging of medicines

Failure to take zinc with oral rehydration salts (ORS) for diarrhoea can lead to treatment failure, recurrence of the diarrhoea and death. UNICEF is working with academia on methods of combining ORS with zinc tablets in one package – incorporating simple instructions, encouraging uptake and saving children's lives.

### Feminine hygiene

Girls' educational attainment can be negatively impacted by absence from school caused by menstruation, and the limited availability of sanitary pads and systems for their disposal. UNICEF is currently exploring solutions that address feminine hygiene and the lifecycle of the product – design, manufacture, distribution and disposal.







## Hand-washing fun

Washing hands in schools is encouraged by one of the finalist designs of the INDEX: Design Challenge. Its playful nature and potential for local manufacturing, makes it an interesting concept to develop to help ensure good hygiene among the young.



## Learning games

A finalist in the INDEX: Design Challenge, this game incorporates all the senses – a new learning tool for visually impaired children.



## Faster lab results

In rural areas in Africa, transferring medical samples and returning test results can take months. In Malawi and Zambia, UNICEF's Project Mwana is piloting RapidSMS – a framework which allows health workers to use the most basic mobile phones and SMS (text messages) to get results more quickly, thus enabling timely life-saving treatment for children infected with HIV.

## Acute respiratory infection diagnosis

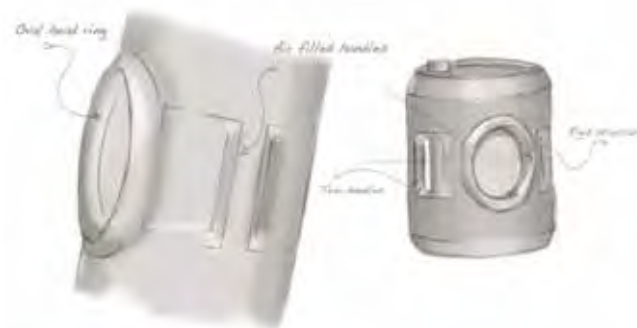
Pneumonia is the major cause of death in infant children. UNICEF is developing an improved diagnostic tool that is both accurate and easy to use. Community health workers will be empowered to provide improved quality of care with this new user-centred design.

## Collapsible water container

UNICEF's current 10-litre jerry can for use in emergencies is collapsible but awkward to carry. A team including academic partners is creating an improved carrier that is collapsible, durable, easy to carry and less expensive.

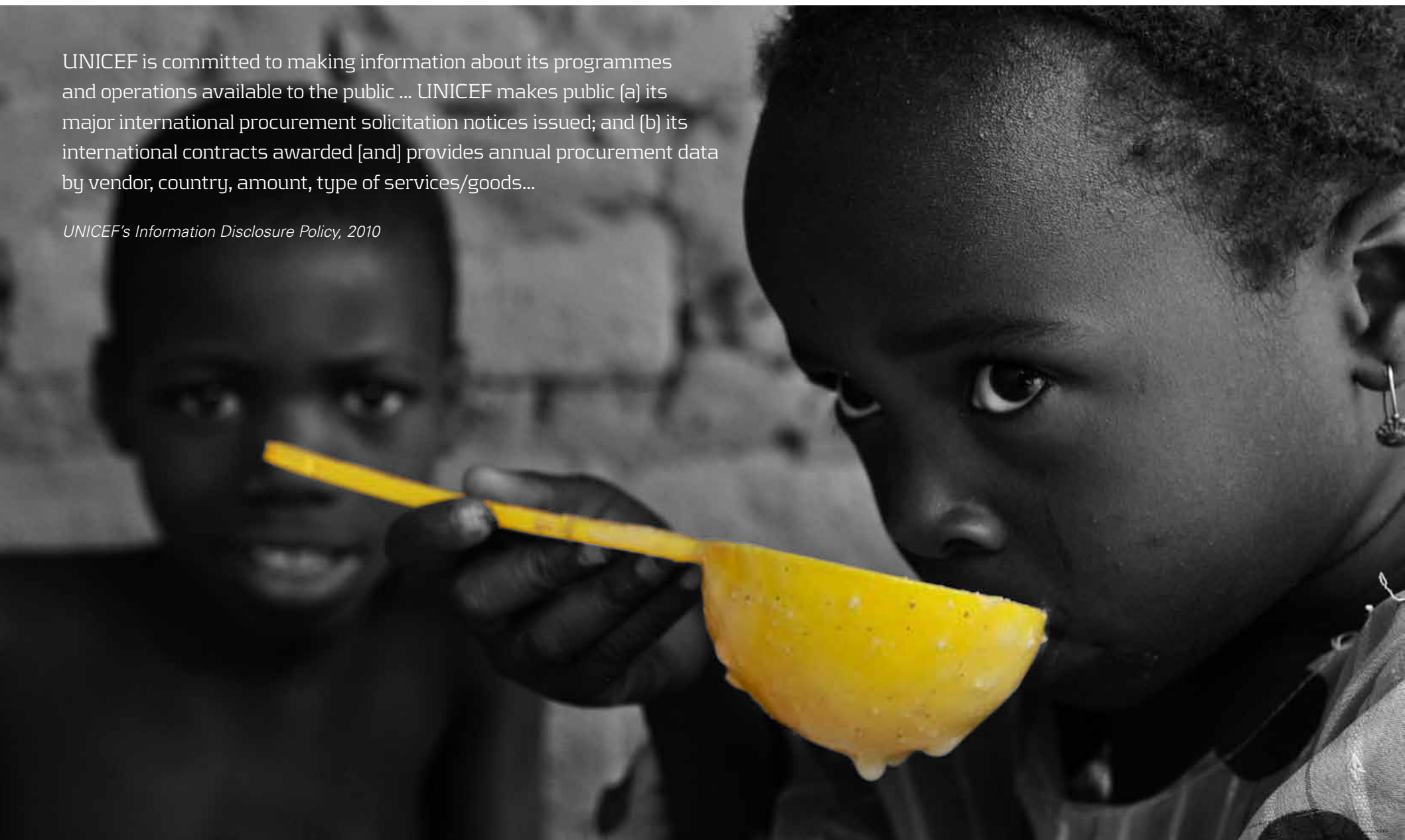
## Ice from the sun

Uninterrupted refrigeration of vaccines is vital, and a major challenge in parts of the world with limited or unreliable electricity supplies. SolarChill stores the power of the sun by creating ice – instead of charging batteries – to keep vaccines cool. The open-source SolarChill technology was developed by UNICEF and its partners, and is currently being improved following successful piloting.



UNICEF is committed to making information about its programmes and operations available to the public ... UNICEF makes public (a) its major international procurement solicitation notices issued; and (b) its international contracts awarded [and] provides annual procurement data by vendor, country, amount, type of services/goods...

*UNICEF's Information Disclosure Policy, 2010*



# UNICEF global procurement statistics

## **Annex 1, page 38**

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 40**

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 62**

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

## **Annex 4, page 63**

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](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 (US\$)	Country/territory	Value (US\$)
Afghanistan	6,916,221	El Salvador	838,589
Albania	772,487	Equatorial Guinea (of)	8,237
Algeria	112,249	Eritrea	322,619
Angola	794,988	Ethiopia	12,474,866
Antigua/Barbuda	8,079	Fiji	244,484
Argentina	1,203,965	Finland	2,037,324
Armenia	49,490	France	142,607,315
Australia	592,243	Gabon	165,881
Austria	1,799,802	Gambia (the)	94,612
Azerbaijan	45,920	Georgia	142,829
Bangladesh	10,142,511	Germany	37,435,247
Barbados	166,883	Ghana	4,392,012
Belarus	757,298	Grenada	11,210
Belgium	197,257,348	Guatemala	2,341,276
Belize	34,093	Guinea	711,658
Benin	1,331,605	Guinea-Bissau	435,934
Bhutan	296,836	Guyana	290,061
Bolivia	1,463,770	Haiti	6,817,620
Bosnia and Herzegovina	615,156	Honduras	691,704
Botswana	81,744	Hungary	2,571,819
Brazil	4,092,892	India	358,649,714
Bulgaria	493,729	Indonesia	21,078,139
Burkina Faso	1,656,409	Iran (Islamic Republic of)	232,232
Burundi	1,843,986	Iraq	3,287,995
Cambodia	1,561,340	Ireland	2,179,337
Cameroon	689,170	Israel	12,161,934
Canada	7,408,561	Italy	45,186,969
Central African Republic (the)	974,332	Jamaica	244,412
Chad	2,432,537	Japan	56,154,019
Chile	1,831,339	Jordan	939,645
China	35,174,528	Kazakhstan	123,371
Colombia	716,596	Kenya	16,353,156
Comoros (the)	888,204	Kiribati	3,460
Congo (the)	617,692	Kyrgyzstan	513,008
Costa Rica	89,756	Lao People's Democratic Republic (the)	1,729,496
Côte d'Ivoire	3,123,631	Lebanon	10,997
Croatia	172,975	Lesotho	356,685
Cuba	2,995,893	Liberia	1,891,290
Cyprus	12,605,825	Luxembourg	5,572,760
Czech Republic (the)	234,824	Madagascar	4,410,077
Democratic People's Republic of Korea (the)	1,833,577	Malawi	3,543,166
Democratic Republic of the Congo (the)	6,910,840	Malaysia	274,151
Denmark	130,718,346	Maldives	88,072
Djibouti	1,026,897	Mali	2,330,466
Dominican Republic (the)	4,544,952	Mauritania	419,288
Ecuador	215,834	Mexico	1,228,334
Egypt	121,091	Moldova (Republic of)	15,211



Country/territory	Value (US\$)	Country/territory	Value (US\$)
Mongolia	1,090,254	Thailand	8,521,245
Montenegro	103,696	The former Yugoslav Republic of Macedonia	74,345
Morocco	340,854	Timor-Leste	1,158,615
Mozambique	2,912,088	Togo	570,697
Myanmar	4,538,330	Trinidad Tobago	38,664
Namibia	328,231	Tunisia	29,632
Nepal	1,922,323	Turkey	862,054
Netherlands (the)	14,553,413	Turkmenistan	175,782
Nicaragua	962,032	Uganda	4,628,592
Niger (the)	9,982,946	Ukraine	773,164
Nigeria	1,150,833	United Arab Emirates (the)	8,542,237
Norway	5,772,165	United Kingdom (the)	40,319,510
Occupied Palestinian Territory	1,238,199	United Republic of Tanzania (the)	3,784,213
Oman	400,899	United States (the)	67,734,711
Pakistan	41,303,812	Uruguay	114,846
Panama	485,174	Uzbekistan	1,206,952
Papua New Guinea	810,058	Vanuatu	14,641
Paraguay	126,796	Venezuela	243,247
Peru	567,899	Viet Nam	485,748
Philippines (the)	4,655,677	Yemen	2,108,140
Poland	273,033	Zambia	1,713,004
Portugal	19,901	Zimbabwe	21,506,354
Republic of Korea (the)	5,921,257		
Romania	604,847		
Russian Federation (the)	4,307,618		
Rwanda	1,441,251		
Sao Tome and Principe	32,055		
Senegal	2,445,691		
Serbia (Republic of)	475,077		
Seychelles	21,875		
Sierra Leone	1,819,689		
Singapore	66,528		
Slovak Republic	121,930		
Solomon Islands	26,000		
Somalia	2,251,277		
South Africa	18,424,927		
Spain	2,475,485		
Sri Lanka	6,065,621		
St, Lucia	19,087		
St, Vincent	240		
Sudan (the)	10,683,396		
Suriname	80,079		
Swaziland	624,097		
Sweden	8,338,410		
Switzerland	279,819,606		
Syria Arab Republic (the)	1,444,304		
Tajikistan Republic (the)	954,127		

## Annex 2

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

Supplier	Commodities	Local	Regional	International
<b>Afghanistan</b>				
Afghan Noble Group	Water & Sanitation	406,636		
Ahmad Printing Press, Kabul	Printing	556,212		
Al Kawsar Co Ltd	Water & Sanitation	345,992		
Baheer Computer and Printing Co Ltd	Printing	560,078		
Besmillaea Sons Ltd	Education Supplies, Shelter/Field Equip.	242,870		
Eisa Jawid	Education Supplies, IT & Office Supplies, Transport, Water & Sanitation	264,980		
Hewadwal Construction & Road Buliding Company	IT & Office Supplies, Shelter/Field Equip.	239,046		
High Standard Pipe	Water & Sanitation	315,872		
Mahmoodi Group Ltd	IT & Office Supplies, Medical Equip., Water & Sanitation	125,180		
Milad Aruoby Store	IT & Office Supplies	261,888		
National Fuel Inc	Fuel & Lubricants	389,959		
Nawi Nengarhar Mowafaq Ltd	Education Supplies	107,790		
New Jabel Saraj Transport	Education Supplies, IT & Office Supplies, Transport, Warehousing	808,172		
Sareh Graphics	Printing	124,204		
Shirhagha Departmental Store	IT & Office Supplies, Medical/Hygiene Kits	219,919		
Strength Innovation	Printing	313,451		
<b>Albania</b>				
M Lezha Shpk - Albania	Education Supplies	159,505		
<b>Angola</b>				
EAL - Edicoes De Angola Lda	Fuel & Lubricants, Health & Nutrition, Printing	347,410		
<b>Argentina</b>				
Dicopack SA	Water & Sanitation			461,280
Ediciones Emede SA	Printing	170,096		
<b>Australia</b>				
Codan Ltd	Communication Equip.			468,141
<b>Austria</b>				
Sandoz GmbH	Pharmaceuticals			1,506,367
Semperit Technische Produkte	Medical Renewable			230,225
<b>Bangladesh</b>				
Bangladesh Progressive Enterprise Press Ltd	Printing	364,023		
Evergreen Printing and Packaging	Education Supplies, Printing	374,047		
Flora Ltd	Communication Equip., IT & Office Supplies	757,548		
Globe Stationery	Clothing & Footwear, Education Supplies, Medical Equip.	150,606		
Goodwill Trade International	Clothing & Footwear, Education Supplies, Printing, Shelter/Field Equip., Staff Supplies, Transport, Water & Sanitation	537,394		
Incepta Pharmaceuticals Ltd	Pharmaceuticals	1,227,038		
Intergraphic Ltd	Printing	186,319		
Lerica Trading Co (Bd) Pvt Ltd	Clothing & Footwear, Education Supplies, Printing, Water & Sanitation	639,723		
M/S Sagir & Brothers	Shelter/Field Equip.	699,452		
Maks Trading Ltd	Medical Equip.	236,578		
Orchid Printers	Education Supplies, Printing	918,488		
Partex Furniture Industries Ltd	Medical Equip.	177,176		
Integrated Community Development Project	Shelter/Field Equip.	526,499		
Renata Ltd	Pharmaceuticals	252,687		
Sanofi-Aventis Bangladesh Ltd	Pharmaceuticals	132,300		
Square Pharmaceuticals Ltd	Pharmaceuticals	216,690		1,283,349
Thakral Information Systems Private Ltd	IT & Office Supplies	115,754		

Supplier	Commodities	Local	Regional	International
Western Engineering Co	Education Supplies, Transport, Water & Sanitation	104,908		
<b>Belarus</b>				
Beltopmed	Medical Equip.	206,509		
Oxford Medical Instrument, Chup	Medical Equip.	138,232		
Uomz-Tekhnika	Medical Equip.	141,862		
<b>Belgium</b>				
A De Backer & Co	Water & Sanitation			196,059
Becton Dickinson International	Laboratory Supplies, Medical Renewable			19,143,261
GlaxoSmithKline Biologicals SA	Vaccines/Biologicals			169,352,535
Laboratoria Wolfs NV	Pharmaceuticals			218,801
Michiels Fabrieken NV	Nutrition			2,682,599
MSF Supply Scrl-Cv	Nutrition, Pharmaceuticals			2,051,964
Purna Pharmaceuticals NV	Pharmaceuticals			3,295,050
<b>Benin</b>				
Ameublement Libera	IT & Office Supplies	101,866		
Artes Graicas Sagitario SRL	Printing	102,650		
Crepa Benin	Water & Sanitation	116,434		
Lotus & Mater, Et Fournitures De Bureau	Education Supplies, Nutrition, Transport, Water & Sanitation	106,734		
Marilyn Cordero	Clothing & Footwear, Education Supplies, Printing, Warehousing, Water & Sanitation	143,306		
Nosiglia Sport Ltda	IT & Office Supplies, Transport	111,049		
Victoriano Nova	Clothing & Footwear, Education Supplies, Printing, Shelter/Field Equip.	101,153		
<b>Brazil</b>				
Bio-Manguinhos	Vaccines/Biologicals			3,313,710
RHJ Ind, E Comercio De Equip, Medicos Ltda	Laboratory Supplies		144,468	
<b>Bulgaria</b>				
Marketing-V Ltd	Medical/Hygiene Kits, Water & Sanitation			404,164
<b>Burkina Faso</b>				
Azimut De Travaux Et Fournitures	Education Supplies, Water & Sanitation	103,466		
FGZ Trading	Education Supplies, Printing	263,601		
<b>Burundi</b>				
Alcometal	IT & Office Supplies, Transport	223,748		
Regie Des Productions Pedagogiques	Education Supplies	651,975		
Utema Travhydro Burundi	Water & Sanitation	119,585		
<b>Cambodia</b>				
Ariyathoar Print Shop	Printing	213,654		
Thakral Brothers (Pte) Ltd	Communication Equip., IT & Office Supplies, Medical Equip.	259,540		
Total Cambodia	Fuel & Lubricants	111,400		
<b>Cameroon</b>				
Messapresse	Education Supplies, Printing	172,737		
<b>Canada</b>				
Banner Pharmacaps (Canada) Ltd	Pharmaceuticals			1,221,288
Intervax	Vaccines/Biologicals			6,022,188
Open Text Corporation	IT & Office Supplies			137,735
<b>Central African Republic (the)</b>				
CFAO Centrafrique	Transport	134,378		
Total Centrafrique	Fuel & Lubricants, Transport	308,608		

## Annex 2

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

Supplier	Commodities	Local	Regional	International
<b>Chad</b>				
Ali Issa Tchaimi	Pharmaceuticals, Shelter/Field Equip., Water & Sanitation	103,826		
Continental Group	Water & Sanitation	312,964		
ETS Boulamaye Multi-Services (Ebomus)	Education Supplies, IT & Office Supplies	139,709		
ETS Mahacog	Clothing & Footwear, IT & Office Supplies, Pharmaceuticals, Shelter/Field Equip., Water & Sanitation	198,529		
Illustrator Service	Clothing & Footwear, Printing	203,589		
Julie Pudlowski Consulting Ltd	Printing	313,050		
Tradco Tchad Distribution	Water & Sanitation	133,463		
<b>Chile</b>				
Comercial E Industrial Libesa Ltda	Education Supplies	150,388		
Global Latina Ltda	Education Supplies	345,668		
Laser Disc Chile SA	Education Supplies, Warehousing	106,809		
Producciones Aplaplac Ltda	Communication Equip.	174,138		
<b>China</b>				
A Andrews & Co Ltd	IT & Office Supplies			665,426
Atbaby/Window International Trade (Beijing) Co Ltd	Education Supplies, Shelter/Field Equip.	103,938		
Beijing Cheng Xin International Trade	Clothing & Footwear, Communication Equip., Education Supplies, IT & Office Supplies, Medical Equip., Medical/Hygiene Kits, Nutrition, Printing, Shelter/Field Equip., Transport, Warehousing, Water & Sanitation	248,130	804,249	
Beijing Fu Ming Hao Tian International Trade Co Ltd	Clothing & Footwear, Communication Equip., Education Supplies, IT & Office Supplies, Medical Equip., Medical/Hygiene Kits, Nutrition, Printing, Shelter/Field Equip., Staff Supplies	203,350		
Beijing Fuminghaotian	Education Supplies, Shelter/Field Equip.			666,740
Beijing Jia Yu Tong Trade Corporation Ltd	Education Supplies		1,435,098	
Beijing Jinglingshun Auto Sales Co Ltd	Transport	206,060		
Beijing Shengjiafei Digital Technology Co Ltd	Communication Equip.	181,112		
Beijing U & 3 Trade Co Ltd	Clothing & Footwear, Education Supplies, IT & Office Supplies	547,619		
Beijing Wlld Prefabricated House Co Ltd	Warehousing	844,374		
Beijing Yibo Shunda Technology & Services Co Ltd	Communication Equip., Education Supplies, IT & Office Supplies	162,287		
China Educational Instrument	Education Supplies			442,344
China-Han Technical Development Corp	Education Supplies			835,423
Dandong Land Trade Company Ltd	IT & Office Supplies, Medical Equip., Water & Sanitation		320,170	
Dandong Sevsuns Trading Co Ltd	IT & Office Supplies, Transport, Warehousing, Water & Sanitation		526,167	
Department Of Water Resource, Gansu Province	Water & Sanitation	310,483		
Euro Suisse International Ltd	Education Supplies			400,650
Guilin Pharmaceutical Co Ltd	Pharmaceuticals			2,733,286
Haier Medical and Laboratory Products Co Ltd	Nutrition	1,146,417		
Hangzhou Cereal, Oils & Foodstuffs I/E Co Ltd	Clothing & Footwear, Education Supplies, Identification & Signage			1,286,052
HD Hudson Asia Ltd	Agriculture			1,730,519
Intex Syndicate Ltd	Education Supplies			121,968
ITI Company (Shanghai) Ltd	Education Supplies, IT & Office Supplies, Medical Equip., Medical Renewable, Water & Sanitation		520,941	1,734,518
Jiangxi Jiangling Motors Import & Export Co Ltd	Transport		152,622	
Maxleaf Stationery Ltd	Education Supplies			316,980
Maxshow Printing Co Ltd, Beijing	Education Supplies, Printing	156,923	116,802	
Moneray International Ltd	Medical Equip.			389,541
Ningbo Binbin Stationery Co Ltd	Clothing & Footwear, Education Supplies, IT & Office Supplies	102,918	2,157,797	1,227,100



Supplier	Commodities	Local	Regional	International
Project Office, Phcco, Gansu	Water & Sanitation	207,579		
Project Office, Phcco, Shaanxi	Water & Sanitation	123,428		
Qingdao Biomate Food Stuff Co Ltd	Nutrition	614,704		
Qingdao Gyoha Entech Co Ltd	Shelter/Field Equip.			2,446,403
Qingdao Koly Industrial Co Ltd	Shelter/Field Equip.	372,012		
Shandong Sanfeng Group Co Ltd	Water & Sanitation		427,984	
Shanghai Hewlett-Packard Co Ltd	Communication Equip., IT & Office Supplies	182,336		
Shanghai Kehua Bio-Engineering Co	Diagnostic Test Kits			207,154
Shanghai Pentagonal Mart Co Ltd	Warehousing			723,756
Sichuan Children's Publishing House	Printing	103,167		
Tianjin Wantex Import & Export Co	Education Supplies			253,546
Top Sources Trading Ltd	Education Supplies, IT & Office Supplies			627,109
Xinjiang International Economic Cooperation Co	Clothing & Footwear, Education Supplies, Identification & Signage, IT & Office Supplies, Medical Equip., Medical/Hygiene Kits, Shelter/Field Equip., Transport, Water & Sanitation	674,445	491,615	1,061,391
Yanbian Barnabas Trading Co Ltd	Clothing & Footwear, Shelter/Field Equip.	287,035		
Yushu Prefecture Education Bureau	Water & Sanitation	243,599		
Zhengzhou Nissan Automobile Co Ltd	Transport	349,281	252,521	
<b>Colombia</b>				
Carpas Miami Y/O Javier Soler	Shelter/Field Equip.	105,916		
Suministros GY O Ltda	Education Supplies, Medical/Hygiene Kits	115,832		
<b>Comoros (the)</b>				
Magasin Kashish / Abdoul El Hamid Mohamed	Education Supplies	122,895		
<b>Congo (the)</b>				
Societe Pour L'Industrie Et Le Commerce	Education Supplies	118,728		
<b>Côte d'Ivoire</b>				
Entreprise Mida	Education Supplies, Shelter/Field Equip.	122,237		
ETS Alpha	Education Supplies, IT & Office Supplies	419,863		
IDT (Innovation Design Technique)	Education Supplies	158,718		
Les Classiques Ivoiriens	Education Supplies, Printing		114,655	
Lonaci Print	Printing	157,079		
Menuiserie Brou Sarl	Education Supplies	651,305		
Rimco	IT & Office Supplies, Transport	240,242		
<b>Cuba</b>				
Almacenes Universales SA Camaguey	Water & Sanitation	149,801		
Corporacin Copextel SA Camaguey	IT & Office Supplies, Nutrition, Water & Sanitation	273,446		
Corporacion Cimex Camaguey	IT & Office Supplies, Nutrition, Transport, Water & Sanitation	131,415		
Darlock Business Corp SA	IT & Office Supplies, Nutrition, Water & Sanitation	725,519		
D'Vinni SA	Printing	119,231		
Girasol Overseas SA	Communication Equip., IT & Office Supplies, Nutrition, Water & Sanitation	302,676		
Grupo Kapan Internacional SA	Communication Equip., Education Supplies, IT & Office Supplies	233,673		
<b>Cyprus</b>				
Remedica Ltd	Pharmaceuticals			12,605,825
<b>Czech Republic (the)</b>				
Papirny Brno AS	Education Supplies, Medical Renewable, Printing			234,824
<b>Democratic People's Republic of Korea (the)</b>				
Beijing Jangdae Development Co Ltd	Printing	353,834		
General Bureau For Diplomatic Missions	Education Supplies, Fuel & Lubricants	168,780		

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

Supplier	Commodities	Local	Regional	International
Korea Apro Co	Communication Equip., Fuel & Lubricants, IT & Office Supplies, Printing, Water & Sanitation	185,814		
Korea Jinung Trading Company	Water & Sanitation	731,083		
World Food Programme	Transport	163,284		
<b>Democratic Republic of the Congo (the)</b>				
Amwili Sprl/Lubumbashi	Nutrition	300,000		
Aquilas Business	Education Supplies		159,416	
Etire Services	Identification & Signage, Printing	116,200		
ETS Kendy/Kolwezi	Water & Sanitation	121,967		
ETS Ndamwenge	Clothing & Footwear, Water & Sanitation	473,632		
ETS Quin Kaf/Lubumbashi	Rehab./Disability Supplies, Water & Sanitation	222,463		
Instaprint	Education Supplies, Identification & Signage, Printing	340,304		
Kinpress (Imprimerie Typo-Ofset)	Education Supplies, Printing	101,687		
La Colombiere	Clothing & Footwear	255,147		
Maison ML	Clothing & Footwear, Water & Sanitation	505,520		
MIS Maison D'Impression Et De Srigma	Identification & Signage, Printing	229,850		
Prodimpex	Transport	617,672		
Societe Kotecha	Fuel & Lubricants, IT & Office Supplies, Water & Sanitation	236,669		
<b>Denmark</b>				
Ambu A/S	Medical Equip.			1,395,987
Atea A/S	Communication Equip., IT & Office Supplies			9,326,568
Atlas Copco Kompressorteknik A/S	Transport, Water & Sanitation			154,463
Boxon A/S	Education Supplies, Medical Renewable			131,941
Bukkehave Corporation A/S	Transport			1,134,139
Canon Danmark A/S	IT & Office Supplies, Warehousing			578,834
Danimex Communication A/S	Communication Equip.			770,115
Danoffice ApS	Communication Equip., IT & Office Supplies			389,209
DHL Global Forwarding	Freight Forwarding			23,833,076
DSM Nutritional Products A/S	Nutrition, Pharmaceuticals			994,637
Faraone Danmark ApS	Education Supplies			1,135,120
Gemini Koncept Huset A/S	Identification & Signage			130,446
H Jessen Jørgensen A/S	Cold Chain Equip.			441,482
Johs, Gram-Hanssen A/S	Medical Equip.			126,904
Kjaer Group A/S	Transport			836,274
Kronlein Import & Export Agencies	Education Supplies, Identification & Signage, Medical Renewable, Nutrition			491,364
Kuehne & Nagel	Freight Forwarding			48,862,708
Monarflex A/S	Shelter/Field Equip., Water & Sanitation			256,644
Peter Justesen Company A/S	IT & Office Supplies			414,736
United Nations Population Fund	Medical Equip.	163,351		
Pureh2O A/S	Water & Sanitation			116,207
Scan Global Logistics	Freight Forwarding			31,794,259
Smith & Nephew A/S	Pharmaceuticals			137,051
Vestfrost A/S	Cold Chain Equip.			5,034,055
Zarges ApS	Education Supplies			561,130
<b>Djibouti</b>				
Napoleon	Communication Equip., Education Supplies, Printing	117,708		
SARL Marill Automotive	Transport	153,240		
Total Djibouti	Education Supplies, Fuel & Lubricants	128,483		

Supplier	Commodities	Local	Regional	International
<b>Dominican Republic (the)</b>				
Delta Comercial	Transport	212,245		
GSU Higiene & Eventos Y/O Jose Sanchez	Household Technology, Water & Sanitation		489,500	
Hiper Mercados OI	Shelter/Field Equip., Water & Sanitation	108,048		
Kill Systems	Water & Sanitation		292,500	
Solucorp	Communication Equip., Education Supplies, IT & Office Supplies	116,354		
Vitaset, SA	Nutrition			2,215,815
<b>El Salvador</b>				
Mega Futuro, SA De CV	Shelter/Field Equip.	130,000		
Unicomer, SA De CV	IT & Office Supplies, Nutrition	112,997		
<b>Ethiopia</b>				
Abebe Rahmeto H & O Furniture PLC	Education Supplies, IT & Office Supplies	321,584		
Africa Printing PLC	Printing	149,043		
Alta Computec PLC	Communication Equip., IT & Office Supplies	197,564		
Aquasan Manufacturing Ethiopia PLC	Water & Sanitation	129,574		
Bishan Gari Purification Industries PLC	Water & Sanitation	274,544		
CBBG Private Ltd Company	Education Supplies	119,376		
Double S Business Group PLC	Education Supplies, Shelter/Field Equip.	327,772		
Empde	Education Supplies	118,938		
Ethio-Asian Industries PLC	Household Technology	106,214		
Fame Leather & Canvas Sewing Factory PLC	Education Supplies, Printing	122,338		
Flamingo Printing Press PLC	Printing	100,340		
GED Private Ltd Company	Education Supplies, Printing,	173,558		
Gellatly Hankey & Co (Red Sea) SC	Education Supplies, IT & Office Supplies	133,371		
Hilina Enriched Food Processing Center PLC	Nutrition	6,418,339		
Libya Oil Ethiopia Ltd	Fuel & Lubricants	165,445		
Melaku Tadesse Mod, Household & Off, Prod, Ent,	Education Supplies	204,797		
Mono 2000 Advertising Services PLC	Printing	108,534		
National Oil Ethiopia PLC (NOC)	Fuel & Lubricants	258,609		
Rift Valley Water Technology PLC	Water & Sanitation	193,459		
Snap Trading and Industry PLC	Communication Equip., IT & Office Supplies	127,839		
Specialized Systems Engineering	Communication Equip., Education Supplies, IT & Office Supplies	215,850		
Technology Systems & Solutions PLC	Communication Equip.	194,914		
Total Ethiopia Share Co	Fuel & Lubricants	114,095		
Tulu Dadi General Trading PLC	Education Supplies, Printing	310,201		
Webget Technology PLC	Education Supplies, IT & Office Supplies, Printing	106,608		
<b>Finland</b>				
AB Crown Products Oy	Education Supplies, Medical Renewable			284,978
Huurre Insulation Oy	Cold Chain Equip.			283,132
Naps Systems Oy	Cold Chain Equip., Communication Equip.			420,157
Pa-Hu Oy	Medical Renewable			279,403
Sademan Oy	Nutrition			225,388
Verseidag Ballistic Protection Oy	Staff Supplies			276,225
<b>France</b>				
Africasoins SAS	Pharmaceuticals			4,901,800
Bio-Rad Laboratories	Diagnostic Test Kits			238,553
Flowserve Pompes	Water & Sanitation			806,009
G Feron E De Clebsattel SA	Staff Supplies			258,824

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

Supplier	Commodities	Local	Regional	International
Guerbet SA	Pharmaceuticals			2,340,910
Hachette Livre International	Printing			347,643
Interforum	Printing			373,310
Laboratoire Renaudin	Pharmaceuticals			507,241
LMS World Water Treatment Groupe GM	Water & Sanitation			366,224
Nutriset SAS	Nutrition, Pharmaceuticals			45,865,678
Omyacolor SA	Education Supplies			160,610
Panpharma SA	Pharmaceuticals			2,554,200
Pronal SA	Water & Sanitation			276,460
Sanofi Pasteur	Vaccines/Biologicals			77,916,524
Sofip Export	Education Supplies, IT & Office Supplies			1,971,234
Sovema	Water & Sanitation			272,632
Spengler SAS	Medical Equip.			108,328
Vergnet Hydro	Water & Sanitation			1,174,911
Zhendre SA	Cold Chain Equip.			1,342,440
<b>Germany</b>				
Abbott GmbH & Co KG	Diagnostic Test Kits, Laboratory Supplies			319,927
B Braun Melsungen AG	Medical Equip., Pharmaceuticals			776,100
Boehringer Ingelheim GmbH	Pharmaceuticals			138,708
Chempatex Medizinische	Medical Renewable			1,203,386
Deutsche Gesellschaft Fr Technisch	Pharmaceuticals			1,811,984
Fleischhacker GmbH & Co KG	Laboratory Supplies, Medical Equip., Medical Renewable, Medical/Hygiene Kits, Pharmaceuticals, Staff Supplies, Water & Sanitation			476,990
Hagemann & Partner Bildungsmedien	Nutrition			137,031
Helm Pharmaceuticals GmbH	Medical Renewable			354,348
Henke-Sass, Wolf GmbH	Medical Renewable			864,018
KBI Kunststoffbeutel Productions GmbH & Co	Pharmaceuticals			5,418,044
KD Medical GmbH Hospital Products	Medical Renewable			709,408
Kirsch Pharma GmbH	Pharmaceuticals			178,654
Lomapharm, Rudolf Lohmann GmbH KG	Pharmaceuticals			8,553,089
MSI GmbH	Nutrition			3,636,352
Partec GmbH	Laboratory Supplies			2,459,317
Phaesun GmbH	Cold Chain Equip., Water & Sanitation			178,409
Promens Packaging GmbH	Water & Sanitation			1,596,976
Roche Diagnostics GmbH	Laboratory Supplies			325,494
Rotexmedica GmbH	Pharmaceuticals			2,302,744
Seca GmbH & Co KG	Nutrition			3,513,663
Smurfit Kappa GmbH	Warehousing			666,476
Speedliner Mobility GmbH	Transport			297,015
Wilhelm Julius Teufel GmbH	Medical Renewable			145,464
<b>Ghana</b>				
Country Peace Ltd	Identification & Signage, Water & Sanitation	114,917		
Descraft Services Ltd	Clothing & Footwear, Education Supplies, IT & Office Supplies, Printing	162,502		
Freward Enterprise	Education Supplies, Water & Sanitation	208,705		
Interplast Ltd	Water & Sanitation	634,733		
Jomilet Enterprise	Water & Sanitation	176,733		
Kingdom Books & Stationery Enterprise	Education Supplies, IT & Office Supplies, Printing, Warehousing	211,311		
My Own Trading Stores	Agriculture, Identification & Signage, Water & Sanitation	267,056		



Supplier	Commodities	Local	Regional	International
Poly Tanks (Gh) Ltd	Water & Sanitation	112,317		
Qasad Enterprise	Water & Sanitation	192,710		
Royal Crown Press Ltd	Printing	305,563		
Select Business Solutions	Education Supplies, Printing	132,530		
Sharp Impressions	Printing	139,540		
YA Razak Trading Co Ltd	Water & Sanitation	101,923		
<b>Guatemala</b>				
Abbott Laboratorios SA	Pharmaceuticals			999,102
Merck SA	Laboratory Supplies, Water & Sanitation	124,229		
Servicomp De Guatemala, SA	Communication Equip., IT & Office Supplies	106,843		
<b>Guinea</b>				
Infographie 2000	Printing	126,425		
Total Guinea	Fuel & Lubricants	109,485		
<b>Haiti</b>				
Acra Petionville	Water & Sanitation	643,999		
Ator / Les Ateliers Oreste	Education Supplies	546,915		
Carribex SA	Water & Sanitation	985,782		
CBS Agency Import & Export	IT & Office Supplies	172,600		
Delog Services	Identification & Signage, IT & Office Supplies, Printing, Water & Sanitation	115,235		
Dopasmax	Education Supplies	1,143,500		
Editions Des Antilles	Printing, Water & Sanitation	133,335		
Ephrata Trading Center	IT & Office Supplies, Water & Sanitation	135,157		
Express Trailer Service	Warehousing	476,319		
Hispaniola Plant Vivero	Water & Sanitation	111,447		
Imprimerie Le Natal	Printing	166,381		
Joca Ebenisterie	Education Supplies	235,274		
Reefer Services SA	Warehousing	111,770		
Total Haiti SA	Fuel & Lubricants	272,930		
<b>Hungary</b>				
Pannonpharma Pharmaceutical Ltd	Pharmaceuticals			186,200
Teva Pharmaceutical Works	Pharmaceuticals			2,277,430
<b>India</b>				
Aadarsh Private Ltd	Education Supplies, Printing	377,342		
AB Imaging & Prints Pvt Ltd	Printing	119,617		
Ajanta Pharma Ltd	Pharmaceuticals			952,219
Ajay Industrial Corporation	Water & Sanitation		785,848	374,900
Alkem Laboratories Ltd	Pharmaceuticals			753,344
AOV International	Cold Chain Equip.			468,806
Army Printing Press	Printing	111,865		
Aurobindo Pharma Ltd	Pharmaceuticals			5,814,499
Bhabani Offset & Imaging Systems Pvt Ltd	Printing	190,960		
Bhaskar Power Projects (P) Ltd	IT & Office Supplies, Medical Equip., Water & Sanitation	152,366		
Biological E Ltd	Vaccines/Biologicals			126,887
Bird Meditech	Medical Equip.	118,484		
Blow Kings	Cold Chain Equip.			1,073,780
Brij & Co	Clothing & Footwear, Identification & Signage	154,631		
Calibre Chemicals Pvt Ltd	Nutrition			1,479,696
Cipla Ltd	Pharmaceuticals, Printing, Water & Sanitation			31,873,845

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

Supplier	Commodities	Local	Regional	International
Doctor Beli Ram & Sons	Nutrition	290,292		
Door Darshan Marketing	Clothing & Footwear, Nutrition, Printing, Warehousing, Water & Sanitation	145,591		
Emco Meditek Private Ltd	Medical Equip.	100,505		
Excel Advertising Agency, Patna	Identification & Signage, Printing	381,567		
FDC Ltd - International Division	Nutrition, Pharmaceuticals	131,965		287,388
Galentic Pharma (India) Pvt Ltd	Pharmaceuticals			510,969
Garg Sports International	Education Supplies	339,133		
GVS Trade Inc	Water & Sanitation	103,513		
Haffkine Bio-Pharmaceutical Corporation	Vaccines/Biologicals			7,949,875
Hetero Drugs Ltd	Pharmaceuticals			11,586,419
Hexagon Nutrition Pvt Ltd	Pharmaceuticals			223,145
Hindustan Syringes & Medical	Medical Renewable			2,009,046
Indo-Dane Textile Industries Pvt	Shelter/Field Equip.			145,500
IPCA Laboratories Ltd	Pharmaceuticals			2,855,853
Jaipur Printers Pvt Ltd	Printing	103,195		
KK Nag Ltd	Water & Sanitation			517,902
Kadam Marketing Ltd	IT & Office Supplies	223,912		
Kailash Paper Conversion Pvt Ltd	Printing	173,614		
Kanam Latex Industries Pvt Ltd	Medical Renewable			174,166
Kido Enterprises	Education Supplies			134,842
Kitchen Essential	Shelter/Field Equip., Water & Sanitation			1,552,767
Kumar & Company	Printing	123,322		
Lahore Music House	Education Supplies	212,059		
Lupin Ltd	Pharmaceuticals			351,367
M/S Sports Land Overseas Pvt Ltd	Education Supplies			327,997
Macleods Pharmaceuticals Ltd	Pharmaceuticals			451,229
Matrix Laboratories Ltd	Pharmaceuticals			9,666,123
MBI Kits International	Laboratory Supplies, Nutrition		253,299	
Medopharm	Pharmaceuticals			388,642
Micro Labs Ltd	Pharmaceuticals			9,120,159
Murliwala Agrotech Private Ltd	Nutrition			1,482,307
NK Jain Instruments Pvt Ltd	Laboratory Supplies			107,370
Navnirmithi, Mumbai	Education Supplies, Printing	256,245		
Nikhil Offset	Printing	972,196		
Orchid Biomedical Systems	Diagnostic Test Kits			2,205,514
Oudh Publishing House Nav Jyothi Press	Printing	110,234		
Panacea Biotec Ltd	Vaccines/Biologicals			160,032,804
Patna Offset Press	Printing	306,868		
Piramal Healthcare Ltd	Nutrition, Pharmaceuticals	198,402		5,766,216
Poddar Screen Printers	Printing	586,305		
Premier Medical Corporation Ltd	Diagnostic Test Kits			275,046
Print House India Pvt Ltd	Printing	309,402		
Print Vision Pvt Ltd	Printing	278,031		
Ranbaxy Laboratories Ltd	Pharmaceuticals			15,962,217
Reliable Art Printery	Printing	252,267		
Roopayan	Printing	258,338		
S Narayan & Sons	Printing	456,978		
Salter India Ltd	Nutrition	2,315,073		

Supplier	Commodities	Local	Regional	International
Sansiya	Clothing & Footwear, Education Supplies, Printing	212,557		
Serum Institute of India Ltd	Vaccines/Biologicals			51,349,240
Shantha Biotechnics Ltd	Vaccines/Biologicals			1,337,104
Shree Om Enterprises Pvt Ltd	Printing	155,731		
Sirmaxo Chemicals Pvt Ltd	Pharmaceuticals			566,971
Span Pumps Pvt Ltd	Water & Sanitation		353,069	
Sports Land Overseas Pvt Ltd	Education Supplies, Shelter/Field Equip.	232,757		
Strides Arcolab Ltd	Pharmaceuticals			3,744,919
Sutures India Pvt Ltd	Medical Renewable			1,198,622
Swapna Printing Works Pvt Ltd	Printing	205,180		
Tagros Chemicals India Ltd	Bednets/Insecticides,			528,800
Techno Relief Overseas India Pvt Ltd	Education Supplies, Shelter/Field Equip., Water & Sanitation			1,337,132
Thakral Computers Pvt Ltd	Communication Equip., IT & Office Supplies	552,439		
The Offsetters India Pvt Ltd	Printing	353,222		
Toyop Relief Pvt Ltd	Shelter/Field Equip.			1,480,612
Union Quality Plastics Ltd	Shelter/Field Equip.	205,853		
Vanguard Interiors Pte Ltd	IT & Office Supplies	195,955		
Vikrant Industries	Shelter/Field Equip., Water & Sanitation	102,242		
<b>Indonesia</b>				
CV Maju Mapan	Shelter/Field Equip.	110,225		
Officepro	Education Supplies, IT & Office Supplies, Printing	322,310		
PT Bio Farma (Persero)	Vaccines/Biologicals			15,005,842
PT Adivara Worldwide	Water & Sanitation	191,660		
PT Bramanta Sejahtera	Education Supplies	129,367		
PT Citra Grafika Pratama	Printing	116,559		
PT Citrawidya Wiyata	Education Supplies, Water & Sanitation	140,591		
PT Dunia Barusa	Transport	134,795		
PT Fajar Mas Murni	Laboratory Supplies	104,071		
PT Samudra Indah Perkasa	Water & Sanitation	315,363		
PT Dharma Polimetal	Medical Equip.			2,316,571
PT Inov Perdana Teknologi	Communication Equip.	146,234		
PT Pabrik Kertas Tjirwi Kimia Tbk	Education Supplies			845,699
<b>Iraq</b>				
Al Adib Printing Press	Education Supplies, Printing	331,061		
Al Hujurat Company	Water & Sanitation	1,350,365		
Al-Rad Co Trans, & Trade & Gen, Contracts Ltd	Laboratory Supplies	293,988		
Al-Saafa For Trading & Storing Co Ltd	Education Supplies	149,257		
Al-Sami General Trade Co Ltd	IT & Office Supplies, Water & Sanitation	137,160		
Belad Al Nakhil Co	Education Supplies	307,782		
Hajer Printing Press	Printing	219,350		
Mardeen Printing Press	Printing	173,850		
<b>Ireland</b>				
Medentech Ltd	Water & Sanitation			675,204
Trinity Biotech	Diagnostic Test Kits			1,238,945
<b>Israel</b>				
Engineering Center for Heating & A/C	Water & Sanitation	146,182		
Orgenics Ltd	Diagnostic Test Kits			11,671,563

## Annex 2

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

Supplier	Commodities	Local	Regional	International
<b>Italy</b>				
Beltapharm SpA	Pharmaceuticals			154,265
Biologici Italia Laboratories SRL	Pharmaceuticals			282,061
Bruno SRL	Water & Sanitation			108,415
Clementoni SpA	Education Supplies			155,752
Coelmo SRL	IT & Office Supplies, Medical Equip., Water & Sanitation			1,360,856
Euromec SRL	Water & Sanitation			127,506
Fazzini SRL	Medical Equip., Nutrition			818,642
Ferrino & C SpA	Shelter/Field Equip.			5,453,090
Gio'style Lifestyle SpA	Cold Chain Equip.			667,316
Karismedica SRL	Medical Equip.			198,260
Karrel SRL	Medical Equip.			108,764
Laboratorio Farmacologico Milanese	Pharmaceuticals			360,373
Novartis Vaccines and Diagnostics	Vaccines/Biologicals, Warehousing			33,904,078
Nuova Industrie Biscotti Crich SpA	Nutrition			370,611
Pharmatex Italia SRL	Pharmaceuticals			182,261
Saponerie M Fissi SpA	Water & Sanitation			220,346
<b>Japan</b>				
J Gerber & Company (Japan) Ltd	Transport			3,720,455
Japan BCG Laboratory	Vaccines/Biologicals			3,476,528
Nissan Trading Co Ltd	Transport			5,614,607
Sumitomo Chemical Co Ltd	Bednets/Insecticides			39,223,683
Toyota Motor Corporation	Transport	139,058		3,904,518
<b>Jordan</b>				
Beyond Art For Printing Services	Printing	194,103		
General Computers & Electronics Co	IT & Office Supplies	183,224		
Life Shield Systems	Medical Renewable		158,701	
<b>Kenya</b>				
Chujio Ceramics	Water & Sanitation	191,013		
Colour Creations	Clothing & Footwear, Identification & Signage, Printing		283,494	
Colourprint Ltd	Identification & Signage, IT & Office Supplies, Printing	119,878		
Davis & Shirliff Ltd	Water & Sanitation	212,173	190,091	
Delta Supplies 2000 (K) Ltd	Water & Sanitation		272,185	
Diamond Chemicals Ltd	Medical/Hygiene Kits, Water & Sanitation	163,598		
English Press Ltd	Education Supplies, Identification & Signage, Printing	882,356	211,211	
Insta Products (Epz) Ltd	Nutrition	793,530		1,788,430
Kentainers Ltd	Water & Sanitation		101,213	
Lisal Chemicals Company Ltd	Shelter/Field Equip., Water & Sanitation		130,602	
Metro Plastic Kenya Ltd	Water & Sanitation	190,617		
Nation Media Group Ltd	Education Supplies, Identification & Signage, Printing	105,789		
Population Services International	Water & Sanitation	347,801		
Printfast Ltd	Education Supplies, Printing	166,071		
Rift Valley Machineries	Fuel & Lubricants, Water & Sanitation	493,833	105,581	
Roto Moulders Ltd	Water & Sanitation		474,774	
Sight & Sound Ltd	Communication Equip., IT & Office Supplies, Printing	216,719		
Spartan Relief Supplies Ltd	Communication Equip., Education Supplies, Nutrition, Printing, Shelter/Field Equip., Staff Supplies, Water & Sanitation		265,353	

Supplier	Commodities	Local	Regional	International
Tarpo Industries Ltd	Shelter/Field Equip.		277,449	
Techno Relief Services Ltd	Clothing & Footwear, Education Supplies, Household Technology, IT & Office Supplies, Laboratory Supplies, Medical/Hygiene Kits, Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation"	938,264	4,549,877	
Tononoka Steels Ltd	Water & Sanitation	260,778		
Toyota East Africa Ltd	Transport	256,191		
<b>Lao People's Democratic Republic (the)</b>				
Pakpasack Stationery	Education Supplies, IT & Office Supplies, Printing	274,293		
Provincial Health Department Phongsaly Province	Water & Sanitation	112,813		
Xaignavong Group	Water & Sanitation	103,301		
Yaovai Printing	Education Supplies	193,384		
<b>Lesotho</b>				
Epic Printers	Printing	113,908		
<b>Liberia</b>				
Alternative Energy Inc	Medical Equip.	122,639		
Jeety Trading Corporation	Shelter/Field Equip.	116,906		
Kofi Armah/Carpentry Shop	Education Supplies	116,090		
Longman Liberia Books Inc	Printing	595,728		
Seku Sheriff Wood Workshop	Education Supplies	126,235		
Sethi Brothers	Agriculture, Education Supplies, Shelter/Field Equip.	101,585		
Stella Maris Polytechnic Bookstore	Printing	334,395		
<b>Luxembourg</b>				
Dometric Sarl	Cold Chain Equip.			5,572,760
<b>Madagascar</b>				
Badri	Education Supplies, Shelter/Field Equip., Water & Sanitation	259,140		
Chandarana & Cie	Education Supplies, IT & Office Supplies, Printing, Shelter/Field Equip.	303,902		
Cnapmad	Education Supplies, Printing	145,313		
Cominor	Education Supplies, Nutrition, Transport, , Water & Sanitation	138,441		
Ecoprim - Etude Conception Production Impression	Printing	167,791		
Imprimerie De Madagascar	Printing	200,158		
Madprint	Printing	254,321		
Menuiserie D'Art	Education Supplies	223,823		
MSM Madagascar	Printing	159,940		
Mye	Education Supplies, Printing	248,978		
Newprint	Printing	302,140		
Societe JB	Nutrition	402,853		
Sodim	Education Supplies, IT & Office Supplies	101,726		
Toyota Rasseta	Transport	171,805		
<b>Malawi</b>				
Classic Collection	Education Supplies, Printing	288,749		
Health Net Ltd	Bednets/Insecticides	294,750		
Osman Wholesalers	Transport	201,353		
Project Peanut Butter	Nutrition	691,298		
Robray Ltd	Shelter/Field Equip.	192,578		
Total Malawi Ltd	Fuel & Lubricants	185,549		
Valid Nutrition	Nutrition	975,826		



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

Supplier	Commodities	Local	Regional	International
<b>Malaysia</b>				
SM Pharmaceuticals Sdn Bhd	Pharmaceuticals			130,910
<b>Mali</b>				
ETS Amoudjata Dembl	Clothing & Footwear, Education Supplies, Medical Equip., Nutrition, Shelter/Field Equip., Transport, Water & Sanitation	256,720		
Imprim Color	Education Supplies, Printing,	113,683		
Imprim-Services Sarl	Communication Equip., Education Supplies, Printing	155,879		
Quincaillerie De La Jeunesse	Medical Equip., Transport, Water & Sanitation	129,151		
Total Mali	Fuel & Lubricants	572,536		
<b>Mauritania</b>				
ETS Abdallahi Ould Noueygued Freres	IT & Office Supplies	125,777		
<b>Mexico</b>				
Bolex SA De CV	Education Supplies			212,000
Bristol Myers Squibb De Mexico	Pharmaceuticals			100,650
Plasti Estril SA De CV	Pharmaceuticals			449,500
<b>Mongolia</b>				
Hurd Auto Co Ltd	Transport	123,797		
Mongol Ger Hujirt Co Ltd	Shelter/Field Equip.	105,017		
Nomin Trading Co Ltd	Communication Equip., Education Supplies, IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	177,484		
<b>Mozambique</b>				
Afritool Pty Ltd	IT & Office Supplies, Transport	397,663		
Industria Madeireira De Mocambique	Education Supplies	297,667		
Movarte - Mveis E Arte	Education Supplies	203,115		
Plural Editores Lda	Education Supplies	676,519		
Randcom Lda	Education Supplies	415,000		
Serigrafia Aquarius	Clothing & Footwear, Printing	169,015		
Spectrum Graphics Limitada	Education Supplies, Printing	127,425		
<b>Myanmar</b>				
Basin International Ltd	Clothing & Footwear, Communication Equip., Education Supplies, Household Technology, Identification & Signage, IT & Office Supplies, Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation	869,324		
Mahar Swe Printing & Advertising	Printing	140,683		
Man International Co Ltd	Printing	714,560		
Mercury Offset Printing	Printing	154,670		
Mingalar General Trading Co-Op Ltd	Clothing & Footwear, Communication Equip., Education Supplies, Household Technology, Identification & Signage, IT & Office Supplies, Nutrition, Printing, Shelter/Field Equip., Warehousing, Water & Sanitation	399,642		
Myanmar Ceramic Society	Water & Sanitation	114,565		
Myanmar Pipes & Accessories Co Ltd	Warehousing, Water & Sanitation	297,359		
Shwe Naing Ngan Printing House	Printing	961,702		
<b>Nepal</b>				
Innovative Forum For Community Development	Education Supplies	275,274		
<b>Netherlands (the)</b>				
Abbott Logistics BV	Pharmaceuticals			301,554
Development and Relief Corporation	Diagnostic Test Kits, Laboratory Supplies			6,031,081

Supplier	Commodities	Local	Regional	International
IDA Foundation	Medical Equip., Pharmaceuticals			124,464
Santpoort Project Supplies	IT & Office Supplies, Transport			169,624
Svizera Europe BV	Pharmaceuticals			827,193
The Medical Export Group BV	Laboratory Supplies, Medical Equip., Medical Renewable, Pharmaceuticals, Shelter/Field Equip.			6,712,543
<b>Niger (the)</b>				
Aga Elh Moumouni Ganda Ali	Education Supplies, IT & Office Supplies, Medical Equip., Water & Sanitation	102,900		
Etablissement Assoumana Alio	Education Supplies, Water & Sanitation	101,865		
ETS Hassane Salifou Ali	Clothing & Footwear, Shelter/Field Equip.	404,659		
Groupe Sanecom	Medical Equip., Printing	409,792		
Société De Transformation Alimentaire	Nutrition	7,611,562		
Total Niger	Fuel & Lubricants	137,571		
<b>Nigeria</b>				
Panar Ltd	Water & Sanitation	199,966		
<b>Norway</b>				
Compact A/S	Nutrition			4,416,388
Laerdal Medical A/S	Education Supplies, Medical Equip.			369,147
OB Wiik A/S	Warehousing			675,511
Protan A/S	Water & Sanitation			114,257
<b>Occupied Palestinian Territory</b>				
Al-Manarah International Co	Water & Sanitation	117,169		
Al-Shreef Sport	Clothing & Footwear, Education Supplies	114,318		
Computer Media Center	Communication Equip., IT & Office Supplies, Printing	158,418		
Hirbawi Investment & International Trade Co	Education Supplies, Printing	124,474		
<b>Oman</b>				
Saud Bahwan Automotive Llc	Transport			305,077
<b>Pakistan</b>				
Akbar & Zikria Pipes Pvt Ltd	Water & Sanitation	226,655		
Al-Aziz Textile Print	Clothing & Footwear, Identification & Signage, Printing	668,828		
Arshad Brothers	Education Supplies	168,298		
Arshad Stationery Mart	Education Supplies	164,528		
Bata Pakistan Ltd	Clothing & Footwear	424,399		
Bright Business Links	Clothing & Footwear	307,762		
Buraq Surgical Corporation	Medical Equip.			273,971
Colgate Palmolive (Pakistan) Ltd	Shelter/Field Equip., Water & Sanitation	781,116		
Contech International	Medical/Hygiene Kits	118,934		
Coral Trading & Contracting Co	Clothing & Footwear, Medical Renewable, Shelter/Field Equip.	313,391		
Fiber Craft Industries	IT & Office Supplies, Water & Sanitation	742,432		
Frontier Furnishers & Welding Works	Education Supplies, IT & Office Supplies	185,231		
Future I-Con Group	Education Supplies	979,158		
Goodlife (Guarantee) Ltd	Water & Sanitation	285,167		
H Nizam Din & Sons Pvt Ltd	Shelter/Field Equip.			1,343,450
H Sheikh Noor-Ud-Din & Sons Pvt Ltd	Medical Renewable, Shelter/Field Equip., Water & Sanitation	1,702,541		
IMGC Global Pvt Ltd	Warehousing, Water & Sanitation	1,139,429		
Indus Fibre Glass	IT & Office Supplies, Water & Sanitation	685,090		
Indus Motor Company Ltd	Transport	146,314		
International Industries Ltd	Water & Sanitation	541,605		

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

Supplier	Commodities	Local	Regional	International
Iqbal Book Corner	Education Supplies	423,733		
Iqbal Stationery Mart	Education Supplies	359,263		
KH Industries Pvt Ltd	Clothing & Footwear, Medical Renewable, Printing	1,704,499		
Kawsar Engineering Pvt Ltd	Water & Sanitation	605,603		
KSB Pump Co Ltd	Water & Sanitation	126,155		
Lasani Wood Furnishers	Education Supplies, IT & Office Supplies	161,178		
M/S AZ Traders	Education Supplies, IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	594,426		
M/S Instant Print System Pvt Ltd	Identification & Signage, Printing	120,607		
M/S Quality Medical Services	Medical Equip.	105,925		
M/S Sameer Enterprises	Medical/Hygiene Kits, Water & Sanitation	128,399		
M/S Time Stationers	Communication Equip., Education Supplies, IT & Office Supplies	276,954		
Mak Pump Pvt Ltd	Water & Sanitation	312,997		
Mark & Trade Excelsior	Water & Sanitation	291,230		
Marshace Enterprises	Education Supplies	222,548		
Mirza Traders	Water & Sanitation	163,440		
MKB Enterprises Pvt Ltd	Education Supplies	190,354		
MM United Traders	Water & Sanitation	619,343		
NB Tent & Textiles Pvt Ltd	Medical Renewable	1,125,067		
National FRP Industries Pvt Ltd	Water & Sanitation	487,942		
National Tent House	Shelter/Field Equip., Water & Sanitation	7,742,323		1,024,950
New Al-Fareed Stationers & Printers	Clothing & Footwear, Education Supplies	159,785		
Noble Enterprises	Education Supplies, Medical Equip., Medical/Hygiene Kits	152,224		
Pak Enterprises	Water & Sanitation	279,947		
Paramount Tarpaulin Industries	Shelter/Field Equip.			253,750
Prime Star Industries Pvt Ltd	Water & Sanitation	132,487		
Quicksilver Instruments	Medical Equip.			242,295
Rasheed Sons	Warehousing, Water & Sanitation	202,184		
Rustam Towel Pvt Ltd	Water & Sanitation	1,544,396		
SM Jaffer & Co	IT & Office Supplies, Water & Sanitation	264,402		
Sanaulla Textile Mills	Medical Renewable	626,918		
Shaan International	Education Supplies, IT & Office Supplies	235,086		
Shaco Enterprises	Medical Renewable, Medical/Hygiene Kits, Shelter/Field Equip., Water & Sanitation	1,063,622		
Shafisons Engineering Pvt Ltd	Water & Sanitation	422,410		
Shahid Trading Company	Education Supplies, Water & Sanitation	679,521		
Style Furnishers	Education Supplies, IT & Office Supplies	246,239		
Swabi Hand Pump Factory	Water & Sanitation	185,531		
Top Star Industries Pvt Ltd	Education Supplies	267,334		
Victory Pipe Industries Pvt Ltd	Water & Sanitation	847,211		
Worldwide Equipment Services	IT & Office Supplies, Water & Sanitation	135,979		
Zahra Industries Pvt Ltd	Clothing & Footwear	1,234,494		
<b>Panama</b>				
Fundacion Logistica Humanitaria	Education Supplies	119,628		
<b>Papua New Guinea</b>				
Plumtrade	Water & Sanitation	553,185		
<b>Peru</b>				
Mitsui Automotriz SA	Transport	117,833		

Supplier	Commodities	Local	Regional	International
<b>Philippines (the)</b>				
Accent-Micro Technologies Inc	Communication Equip., IT & Office Supplies	122,919		
Anssel Enterprises	Clothing & Footwear, Diagnostic Test Kits, Education Supplies, IT & Office Supplies, Laboratory Supplies, Medical Equip., Nutrition, Printing, Shelter/Field Equip., Staff Supplies, Transport, Water & Sanitation	648,301		
Berovan Marketing Inc	Education Supplies, Medical Equip., Nutrition, Printing	108,617		
Bestmed Pharma And General Merchandise	Education Supplies, Medical Equip., Printing, Water & Sanitation	119,356		
Central Home Furnishing Inc	Clothing & Footwear, Education Supplies, IT & Office Supplies, Nutrition, Printing, Shelter/Field Equip., Water & Sanitation	533,724		
Cofta Mouldings Corporation	Education Supplies, Water & Sanitation	148,967		
Contrade Enterprises Inc	Education Supplies, IT & Office Supplies, Printing, Staff Supplies, Water & Sanitation	112,636		
Early Learners Enterprise	Education Supplies, Water & Sanitation	113,797		
Ec-Tec Commercial	Education Supplies, Printing, , Water & Sanitation	345,145		
Educational Marketing Mentors	Education Supplies, Printing, Water & Sanitation	154,538		
Gem Stationery Inc	Education Supplies, IT & Office Supplies, Printing, Shelter/Field Equip., Staff Supplies	231,464		
JDES Enterprises	Clothing & Footwear, Education Supplies, IT & Office Supplies, Printing, Shelter/Field Equip., Staff Supplies, Water & Sanitation	158,483		
Jerrmed Distributors	Laboratory Supplies, Medical Equip.	104,460		
Transprint Corporation	Printing	117,122		
<b>Poland</b>				
Warsaw Pharmaceutical Works Joint Stock	Pharmaceuticals			254,051
<b>Republic of Korea (the)</b>				
LG Life Sciences Ltd	Vaccines/Biologicals			2,463,985
Standard Diagnostics Inc	Diagnostic Test Kits			3,370,788
<b>Romania</b>				
Infomed Fluids SRL	Pharmaceuticals			339,816
<b>Russian Federation (the)</b>				
FSUE of Chumakov Ipve, Rams	Vaccines/Biologicals			3,085,104
PKF Alma	Education Supplies, IT & Office Supplies, Rehab./Disability Supplies	149,753		
Yug-Lab	Education Supplies	211,449		
<b>Rwanda</b>				
Ecobe	Education Supplies, IT & Office Supplies, Transport	235,737		
Engen Rwanda Sarl	Fuel & Lubricants	191,232		
MTN-Rwandacell	Communication Equip.	216,784		
<b>Senegal</b>				
Autoprint	Printing	116,352		
Institut Pasteur De Dakar	Vaccines/Biologicals			1,561,546
<b>Serbia (Republic of)</b>				
Grafika Reznici	Printing	101,450		
<b>Sierra Leone</b>				
Chriskal Printing Enterprises	Education Supplies, Printing	195,956		
Print Point Ltd	Education Supplies, Printing, Warehousing	218,713		
Ro-Marong Industries Ltd	Education Supplies, Printing, Warehousing	244,696		
Sierra Leone National Petroleum Co Ltd	Education Supplies, Fuel & Lubricants	307,213		
<b>Somalia</b>				
Khayrdoon General Trading Co	Water & Sanitation	302,205		

## Annex 2

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

Supplier	Commodities	Local	Regional	International
Al Aqsa Gas Station	Fuel & Lubricants	244,240		
Artan G Trading Company	Water & Sanitation	145,800		
Bulaal Trading Company	Water & Sanitation	409,001		
<b>South Africa</b>				
A & M Office Equipment Pty Ltd	Education Supplies		1,520,736	
Aqualytic Cc	Water & Sanitation		165,381	
Arch Chemicals Pty Ltd	Water & Sanitation		258,424	
Brand Pack Pty Ltd	Warehousing, Water & Sanitation	474,301		
Bristol-Myers Squibb Pty Ltd	Pharmaceuticals			152,767
Bytes Document Solutions	IT & Office Supplies		268,536	
Ceramco Pty Ltd	Water & Sanitation		131,720	
CTP Printers	Printing, Warehousing		654,045	
D,H Brothers Ind, Pty Ltd	Pharmaceuticals		382,741	
Diva Nutritional Products Pty Ltd	Nutrition			6,556,281
Edeni Chemical Trading Cc	Pharmaceuticals, Water & Sanitation		218,080	
Griffin Exports Cc	Education Supplies, IT & Office Supplies, Shelter/Field Equip., Warehousing		313,296	
Grundfos South Africa Pty Ltd	Water & Sanitation			295,678
Kagiso BM Printing	Printing	293,962		
MSD Pty Ltd	Pharmaceuticals			613,405
Nissan South Africa Pty Ltd	Transport		179,311	
Reboni Furniture Group	Education Supplies, IT & Office Supplies, Printing		892,399	
Saubatech Pty Ltd	Medical Renewable			160,414
Seriti Printing Pty Ltd	Printing, Warehousing		118,323	
South African National Council for the Blind	IT & Office Supplies, Rehab./Disability Supplies		164,520	
Sugarequip	Nutrition		260,168	
Telfa TF Engineering Cc	IT & Office Supplies		239,472	
The Ranger Production Co SA Pty Ltd	Transport		144,545	
Townsend International Pty Ltd	Clothing & Footwear, Education Supplies, Identification & Signage, IT & Office Supplies, Warehousing			1,664,910
Wefco Marketing Cc	Agriculture			278,659
Xco Sport And Teamwear Pty Ltd	Education Supplies, Printing	141,897		
<b>Spain</b>				
Bombas Ideal SA	Water & Sanitation			123,942
Cartay Productos De Acogida SL	Medical/Hygiene Kits, Water & Sanitation			2,068,318
Laboratorio Aldo-Union SA	Pharmaceuticals			220,203
<b>Sri Lanka</b>				
Benham International Pvt Ltd	Clothing & Footwear, Education Supplies, Household Technology, Warehousing, Water & Sanitation	417,838		
Diesel & Motor Engineering PLC	Transport	133,273		
Gimhan Furnitures	Education Supplies, IT & Office Supplies, Medical Equip., Nutrition	576,957		
Gunaratne Offset Ltd	Printing	153,915		
Hunter & Company PLC	Transport, Water & Sanitation	277,371		
Infotechs Pvt Ltd	Medical Equip.	111,735		
Jaykay Marketing Services Pte Ltd	Household Technology, Shelter/Field Equip., Warehousing, Water & Sanitation	322,207		
Lallans Sports Goods Mnfctrer Pvt Ltd	Education Supplies	386,390		
Lanka Jathika Sarvodaya Shramadana	Education Supplies			165,504



Supplier	Commodities	Local	Regional	International
Metropolitan Office Pvt Ltd	Communication Equip., IT & Office Supplies, Transport	100,144		
Pilot Stationers Pte Ltd	Education Supplies	366,691		
Premium International Pvt Ltd	Medical Equip., Nutrition	180,978		
Sujith Furniture Manufacturers	Education Supplies, IT & Office Supplies, Nutrition	367,303		
Technomedics International Pvt Ltd	Medical Equip., Nutrition	246,935		
TVS Lanka Pvt Ltd	Nutrition, Transport	139,766		
Union Chemists Pte Ltd	Household Technology, Medical Equip., Warehousing, Water & Sanitation"	284,069		
Weerodara Stationery Pvt Ltd	Education Supplies	162,294		
Woodman Lanka Pte Ltd	Education Supplies	419,978		
<b>Sudan (the)</b>				
Albaraka Plastic Factory	Water & Sanitation	630,009		
Albatrik Trading & Services Co	Water & Sanitation	158,937		
Amira Printing & Publishing	Identification & Signage, Printing	244,852		
Azoom Plastic Factory	Water & Sanitation	302,457		
Diesel Generator Co Ltd	Cold Chain Equip., IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	946,522		
Eurochamp Ltd	Warehousing	137,862		
HMR Printing Press & Enterprise	Printing	184,492		
Hemedan International Soap Factory	Household Technology	215,911		
Hurria Printing Press	Printing	359,171		
Isnad Engineering Co Ltd	Education Supplies, Shelter/Field Equip.	157,997		
New Life Printing Press	Education Supplies, Printing	734,306		
Omaski Sai Infra Co Ltd	Water & Sanitation	531,346		
Petrocity Enterprises (Ns) Ltd	Fuel & Lubricants,	598,030		
Rnet Technologies Inc	Education Supplies, Printing	129,365		
Sharaf Banaga Fortrico/Ready Clothes	Clothing & Footwear	211,326		
Sudanese Tractor Co Ltd	Water & Sanitation	138,916		
Tawfig Soap Factory	Household Technology	509,581		
Techno Relief Services	Staff Supplies	2,280,753		
Technology of Submersible Pumps	Water & Sanitation	535,588		
United Engineering Services	Education Supplies, IT & Office Supplies	414,331		
<b>Swaziland</b>				
Swazi Design & Embroidery Studio Pty Ltd	Clothing & Footwear, Identification & Signage, Printing	117,875		
V&H Surgical and Patient Care Suppliers Pty Ltd	Laboratory Supplies	223,045		
<b>Sweden</b>				
Atlas Copco Compressor AB	Water & Sanitation			164,496
Biab International AB	Education Supplies			1,917,047
Hemocue AB	Laboratory Supplies			1,508,997
Kanmed AB	Medical Equip.			375,114
Sibir International AB	Cold Chain Equip.			1,247,903
Smurfit Kappa Lagamill AB	Medical Renewable, Warehousing			2,876,359
<b>Switzerland</b>				
BASF Agro BV, Arnhem	Bednets/Insecticides			23,602,287
Berlinger & Co AG	Cold Chain Equip.			336,596
Cruceff Switzerland AG	Vaccines/Biologicals			190,376,470
DSM Nutritional Products Europe Ltd	Nutrition, Pharmaceuticals			2,429,689
Hoffmann-La Roche Ltd	Pharmaceuticals			282,953

## Annex 2

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

Supplier	Commodities	Local	Regional	International
Int, Federation of Red Cross & Red Crescent Socs,	Medical/Hygiene Kits			678,400
Medela AG	Medical Equip.			569,698
Mepha Ltd	Pharmaceuticals			114,995
Novartis Pharma AG	Pharmaceuticals			21,203,676
Schering-Plough Central East AG	Pharmaceuticals			674,940
Vestergaard Frandsen Group SA	Bednets/Insecticides, Diagnostic Test Kits, Water & Sanitation			38,754,472
<b>Syria Arab Republic (the)</b>				
Judi Co for Trade & Furniture/MHD Nabil Tamer Agha	Education Supplies, Nutrition, Warehousing	258,144		
MHD Khaled & MHD Anas Rankousi Al Houda Co	Clothing & Footwear, Education Supplies, Laboratory Supplies	160,197		
<b>Tajikistan Republic (the)</b>				
Printing House Llc Polygraphgroup	Printing	138,893		
Murodov Ulugbek	Education Supplies	172,752		
Yusupov Sherzod	Communication Equip., IT & Office Supplies	170,553		
<b>Thailand</b>				
Advanced Country Education Co Ltd	Printing		768,194	
Amarin Printing and Publishing PLC	Printing		118,173	
Darnsutha Press Co Ltd	Printing		182,292	
Eastern Printing Public Co Ltd	Clothing & Footwear, Education Supplies, Identification & Signage, Printing		1,627,165	
Football Thai Factory Sporting Goods Co Ltd	Education Supplies		102,619	
Good Luck Steel Tubes Ltd	Water & Sanitation		335,650	
Hua Nam Printing Co Ltd	Education Supplies, Printing	117,543		
Nan Mee Industry Co Ltd	Education Supplies		138,427	
Pimolchai Suksakorn Co Ltd	Nutrition			568,680
RMA Automotive Co Ltd	Transport, Water & Sanitation			1,452,042
SC Stationery Industry Co Ltd	Education Supplies		232,427	
Saengroong Books Factory Co Ltd	Education Supplies, Printing		690,746	
Siam Quality Industries Co Ltd	Education Supplies		130,325	
Sirivatana Interprint Public Co Ltd	Printing		121,729	
Thantawan Industry Public Co Ltd	Education Supplies			247,371
Tyco Fire, Security And Services Ltd	IT & Office Supplies	297,969		
<b>Timor-Leste</b>				
Bravo International	Communication Equip.	134,500		
Startec Enterprises	Communication Equip., Nutrition, Water & Sanitation	113,421		
Sylvia Dili	Clothing & Footwear, Printing	176,565		
<b>Turkey</b>				
Atabay Pharmaceuticals Factory AS	Pharmaceuticals			293,800
Aydogdu Ofset Matb, Amb, San, Tic, Ltd	Printing	156,831		
Erbosan Erciyas Boru Sanayii Ve Ticaret AS	Water & Sanitation			102,815
<b>Uganda</b>				
Afroplast Enterprises Ltd	Water & Sanitation	192,625		
Asiatic Sports Ltd	Education Supplies	143,563		
Bidco Uganda Ltd	Shelter/Field Equip.		643,188	
Fountain Publishers Ltd	Education Supplies	102,050		
Hwan Sung Industries Ltd	Medical/Hygiene Kits, Warehousing	229,821		
New Vision Printing & Publishing Corp	Printing, Water & Sanitation	215,578		
Nile Fishing Co (Nifco) Ltd	Transport, Water & Sanitation	232,640		
Quick Color Print	Printing	171,218		

Supplier	Commodities	Local	Regional	International
Rajan Enterprises (U) Ltd	Education Supplies, Water & Sanitation		429,455	
RAPS Uganda Ltd	Communication Equip., IT & Office Supplies, Printing	186,483		
Roadmaster Cycles (U) Ltd	Printing, Transport	116,562		
Shell (Uganda)	Fuel & Lubricants	154,434		
Southern Range Nyanza Ltd	Clothing & Footwear, Water & Sanitation	153,420		
Techno Relief Services (U) Ltd	Clothing & Footwear, Household Technology, Medical/Hygiene Kits, Printing, Water & Sanitation	330,367		
<b>Ukraine</b>				
Verso-04	Printing, Transport	136,946		
<b>United Arab Emirates (the)</b>				
Abu Dhabi Medical Devices Co LLC	Medical Renewable			5,153,809
Gulf Pharmaceutical Industries	Pharmaceuticals			463,020
National Plastic & Building	Water & Sanitation			338,426
NK Global Fze	Education Supplies			144,298
N-R-S International Fzco	Shelter/Field Equip.			2,325,550
<b>United Kingdom (the)</b>				
Aegis Engineering Ltd	Staff Supplies			264,562
Armoured Project Vehicles Ltd	Transport			1,280,394
Avery Weigh -Tronix Ltd	Nutrition			114,619
Bestnet Europe Ltd	Bednets/Insecticides			1,065,000
Butyl Products Ltd	Water & Sanitation			193,085
Cromwell International	IT & Office Supplies			151,836
Delagua Water Testing Ltd	Water & Sanitation			183,283
Dulas Ltd	Cold Chain Equip.			2,117,160
Durbin PLC	Cold Chain Equip., Nutrition, Pharmaceuticals			1,229,536
Evenproducts Ltd	Water & Sanitation			1,437,825
Freeplay Energy UK Ltd	Education Supplies			526,079
Glaxosmithkline Export Ltd	Pharmaceuticals			491,342
Hattersley Aladdin Ltd	Cold Chain Equip.			463,481
Hydrachem Ltd	Water & Sanitation			806,936
Mallory International Ltd	Printing			103,255
Medreich PLC	Pharmaceuticals			7,316,865
Morningside Pharmaceuticals Ltd	Medical Renewable, Pharmaceuticals			4,417,413
Osprey Ltd	Water & Sanitation			892,930
Smith & Ouzman Ltd	Education Supplies	120,000		
Sollatek UK Ltd	Cold Chain Equip., Communication Equip.			144,627
Toyota Gibraltar Stockholdings Ltd	Transport			14,847,086
Wagtech International Ltd	Laboratory Supplies, Medical Equip., Water & Sanitation			587,056
<b>United Republic of Tanzania (the)</b>				
A to Z Textile Mills Ltd	Bednets/Insecticides			1,462,500
Jamana Printers Ltd	Printing	644,381		
Net Health Ltd	Bednets/Insecticides			158,610
Seifi School Centre	Education Supplies, Household Technology, Medical Equip., Medical Renewable, Shelter/Field Equip., Vaccines/Biologicals	263,464		
Tanzania Printing Services Ltd	Education Supplies, Printing		573,308	
<b>United States (the)</b>				
Approva Corporation	IT & Office Supplies			325,860

## Annex 2

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

Supplier	Commodities	Local	Regional	International
Atlantic Business Systems Inc	Communication Equip., IT & Office Supplies			3,140,597
Benhar Office Interiors LLC	IT & Office Supplies			103,448
Cardinal Scale Manufacturing Company	Nutrition			275,317
Challenge Dairy Products Inc	Nutrition			1,010,235
Chembio Diagnostics Systems Inc	Diagnostic Test Kits			357,614
Ciphertechs Inc	IT & Office Supplies			171,874
Cisco Systems Inc	IT & Office Supplies			614,709
Clarke Mosquito Control Products	Bednets/Insecticides			8,282,118
DLT Solutions LLC	IT & Office Supplies			585,600
Gaumard Scientific Company Inc	Education Supplies, Medical Equip.			284,248
Gilead Sciences Incorporated	Pharmaceuticals			233,280
Hatteras Press Inc	Printing			471,505
Hewlett Packard	IT & Office Supplies			1,312,978
Insight Direct USA Inc	Communication Equip., IT & Office Supplies			903,758
International Business Machines	IT & Office Supplies			407,905
Manhattan Information Systems Inc	Communication Equip., IT & Office Supplies			368,237
Microsoft Corporation	IT & Office Supplies			2,357,897
Oracle America Inc	IT & Office Supplies			101,405
Pfizer Inc	Vaccines/Biologicals			29,962,800
Procter & Gamble Company	Water & Sanitation			711,444
Retractable Technologies Inc	Medical Renewable			710,912
SAP America Inc	IT & Office Supplies			1,088,753
SHI International Corporation	Communication Equip., IT & Office Supplies			232,248
Sybase Inc	IT & Office Supplies			202,460
T & G Industries Inc	IT & Office Supplies			143,184
Tabatchnick Fine Foods Inc	Nutrition			9,190,764
Weigh and Measure LLC	Nutrition			459,498
Wisconsin Aluminum Foundry Co Inc	Medical Equip.			1,378,511
<b>Uzbekistan</b>				
Office Print	Printing	150,385		
Simfo Pvt	Education Supplies, IT & Office Supplies, Printing, Water & Sanitation	132,879		
<b>Viet Nam</b>				
Cong Ty TNHH Trm & Tt Kim Do	Printing	147,042		
<b>Yemen</b>				
Al-Fakhry For General Trading & Agencies	Household Technology, Nutrition, Transport, Water & Sanitation	226,643		
Ali Mohamed Ahmed Alhubaishi	Household Technology, Water & Sanitation	127,401		
Al-Noor	Education Supplies, Identification & Signage, Printing	107,334		
Garsan Stationery	IT & Office Supplies	165,956		
Maktabati Stationery	Clothing & Footwear, Education Supplies, IT & Office Supplies, Printing	171,882		
Nuzaily Trading & Appliances	Household Technology, IT & Office Supplies, Water & Sanitation	350,969		
Silver Filters Company	Water & Sanitation	122,104		
Tuhama Stationary	Education Supplies	149,697		
<b>Zambia</b>				
Amalgamated Steel Engineering Company	Water & Sanitation	103,604		
Kroupwood Company Ltd	IT & Office Supplies	120,210		
Micmar Investments Ltd	Cold Chain Equip., Water & Sanitation	183,351		

Supplier	Commodities	Local	Regional	International
New Horizon Printing Press	Printing	307,079		
Pharmanova Zambia Ltd	Water & Sanitation	101,056		
<b>Zimbabwe</b>				
Al Davis & Co Pvt Ltd	Water & Sanitation	545,582		
Bateman Water Treatment Zimbabwe	Water & Sanitation	277,708		
Beta Bricks	Water & Sanitation	108,815		
Chemplex Corporation Ltd	Water & Sanitation	1,984,351		
Fabs Projects	IT & Office Supplies, Shelter/Field Equip., Water & Sanitation	349,626		
Graniteside Electrical & Hardware	Clothing & Footwear, IT & Office Supplies, Water & Sanitation	169,060		
Lafarge Cement Zimbabwe Ltd	Water & Sanitation	132,559		
Longman Zimbabwe	Printing	12,755,785		
Loyal Crown International	Water & Sanitation	366,032		
Medsure Healthcare Pvt Ltd	Laboratory Supplies	430,118		
Nissan South Africa Pty Ltd	Transport	544,863		
Olivine Industries	Pharmaceuticals, Water & Sanitation	413,231		
ORT Enterprises Pvt Ltd	Printing	115,680		
Pacprint	Printing	102,000		
Tassa Enterprises Pvt Ltd	Education Supplies	122,847		
Total Zimbabwe	Fuel & Lubricants	170,838		
TSTimber Pvt Ltd	Water & Sanitation	105,935		
Unilever Zimbabwe	Pharmaceuticals	132,200		
Univern Enterprises T/A Sth, Reg, Trading Co	Water & Sanitation	133,502		
V and W Engineering Pvt Ltd	Water & Sanitation	356,977		
ZPH Publishers	Printing	319,493		



## Annex 3

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

Country/territory	Value (US\$)	Country/territory	Value (US\$)	Country/territory	Value (US\$)
Afghanistan	41,716,145	Georgia	749,085	Philippines (the)	15,102,451
Albania	3,758,554	Ghana	26,711,625	Romania	289,641
Algeria	447,626	Guatemala	1,873,177	Russian Federation (the)	1,222,551
Angola	23,214,675	Guinea	18,114,756	Rwanda	6,961,720
Argentina	737,999	Guinea-Bissau	4,049,032	Samoa	3,051
Armenia	943,374	Guyana	593,197	Sao Tome and Principe	217,658
Azerbaijan	96,332	Haiti	52,469,968	Saudi Arabia	27,561
Bangladesh	53,249,106	Honduras	3,699,806	Senegal	10,897,827
Barbados	515,055	India	90,726,783	Serbia (Republic of)	1,162,722
Belarus	2,332,403	Indonesia	4,457,857	Sierra Leone	32,960,642
Belize	64,794	Iran (Islamic Republic of)	539,169	Solomon Islands	110,385
Benin	7,669,041	Iraq	6,520,824	Somalia	19,937,265
Bhutan	542,512	Jamaica	231,784	South Africa	2,264,305
Bolivia	2,088,648	Jordan	537,196	Sri Lanka	10,441,837
Bosnia and Herzegovina	1,166,871	Kazakhstan	911,156	Sudan (the)	71,545,407
Botswana	423,202	Kenya	69,029,058	Suriname	22,991
Brazil	5,619,807	Kiribati	52,739	Swaziland	1,401,139
Bulgaria	89,267	Kyrgyzstan	5,268,782	Syria Arab Republic (the)	1,640,679
Burkina Faso	19,890,707	Lao People's Democratic Republic (the)	4,825,727	Tajikistan Republic (the)	7,987,232
Burundi	12,821,235	Lebanon	1,983,044	Thailand	868,458
Cambodia	6,335,848	Lesotho	1,861,848	The former Yugoslav Republic of Macedonia	105,992
Cameroon	10,785,665	Liberia	9,480,594	Timor-Leste	2,132,626
Cape Verde	461,628	Madagascar	14,823,184	Togo	7,252,894
Central African Republic (the)	6,746,907	Malawi	47,629,012	Tunisia	80,976
Chad	29,153,855	Malaysia	91,090	Turkey	390,235
Chile	1,854,066	Maldives	226,712	Turkmenistan	4,224,860
China	10,518,937	Mali	30,907,074	Uganda	23,892,431
Colombia	735,823	Mauritania	4,472,297	Ukraine	752,930
Comoros (the)	1,381,775	Mexico	1,808,538	United Arab Emirates (the)	2,826,208
Congo (the)	5,415,987	Moldova (Republic of)	571,413	United Republic of Tanzania (the)	26,805,683
Costa Rica	92,234	Mongolia	3,740,097	Uruguay	131,566
Côte d'Ivoire	22,942,369	Montenegro	103,696	Uzbekistan	12,039,410
Croatia	172,975	Morocco	12,549,548	Vanuatu	136,834
Cuba	3,914,729	Mozambique	12,162,117	Venezuela	267,244
Democratic People's Republic of Korea (the)	17,207,185	Myanmar	18,586,092	Viet Nam	21,929,212
Democratic Republic of the Congo (the)	82,457,922	Namibia	358,126	Western Sahara	8,614
Djibouti	2,540,474	Nepal	15,328,845	Yemen	25,732,909
Dominican Republic (the)	1,082,130	Nicaragua	3,508,977	Zambia	18,052,500
Ecuador	239,937	Niger (the)	41,974,519	Zimbabwe	99,564,833
Egypt	1,207,297	Nigeria	87,871,975		
El Salvador	3,012,823	Occupied Palestinian Territory	6,635,984		
Equatorial Guinea (of)	779,067	Oman	134,573		
Eritrea	8,757,752	Pakistan	157,330,450		
Ethiopia	70,651,071	Panama	420,556		
Fiji	1,761,923	Papua New Guinea	3,156,823		
Gabon	1,587,691	Paraguay	146,110		
Gambia (the)	2,418,793	Peru	3,906,201		

## 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
Algeria	2	0	Mexico	6	6
Argentina	2	1	Nepal	2	2
Australia	16	5	Netherlands (the)	55	41
Austria	7	3	Niger (the)	1	1
Bangladesh	4	4	Norway	12	10
Belgium	45	29	Occupied Palestinian Territory	2	1
Bolivia	2	0	Oman	10	5
Brazil	1	0	Pakistan	59	45
Bulgaria	1	0	Peru	1	1
Canada	6	3	Poland	2	1
Chile	1	1	Romania	1	1
China	141	86	Saudi Arabia	2	2
Congo (the)	1	1	Senegal	1	0
Croatia	2	1	Sierra Leone	1	1
Cyprus	18	16	Singapore	2	1
Czech Republic (the)	1	1	Slovakia	2	1
Denmark	213	126	Slovenia	1	0
Dominican Republic (the)	1	1	South Africa	38	29
Egypt	8	7	Spain	28	16
Ethiopia	3	2	Sweden	41	32
Finland	21	10	Switzerland	31	23
France	92	62	Thailand	21	13
Germany	225	141	The former Yugoslav Republic of Macedonia	4	1
Ghana	1	1	Turkey	17	7
Greece	2	1	Uganda	2	2
Guatemala	2	2	Ukraine	2	2
Hungary	5	3	United Arab Emirates (the)	41	25
India	242	154	United Kingdom (the)	227	158
Indonesia	10	6	United Republic of Tanzania (the)	3	3
Iran (Islamic Republic of)	2	2	United States (the)	98	58
Iraq	2	1	Viet Nam	1	1
Ireland	8	5	Yemen	1	1
Israel	7	7	Zimbabwe	6	1
Italy	75	43			
Japan	17	8			
Kenya	15	8			
Lebanon	1	1			
Luxembourg	4	4			
Madagascar	1	1			
Malawi	3	3			
Malaysia	18	13			

## Acronyms and abbreviations

ACTs	Artemisinin Combination Therapies
AMC	Advance Market Commitment
ARVs	Antiretrovirals
BMGF	Bill and Melinda Gates Foundation
CCCs	Core Commitments for Children in humanitarian action
CEO	Chief Executive Officer
CRC	Convention on the Rights of the Child
DFID	Department for International Development (UK)
DTI	Danish Technological Institute
DTU	Technical University of Denmark
FAO	Food and Agriculture Organization of the UN
GAVI	Global Alliance for Vaccines and Immunization
GFATM	Global Fund to Fight AIDS, Tuberculosis and Malaria
GPEI	Global Polio Eradication Initiative
GTZ	Deutsche Gesellschaft für Technische Zusammenarbeit GmbH
HIV	Human Immunodeficiency Virus
HIV/AIDS	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome
IFFIm	International Finance Facility for Immunization
IFRC	International Federation of Red Cross and Red Crescent Societies
IOM	International Organization for Migration
LLIN	Long Lasting Insecticidal Net
LTA	Long-Term Arrangement
MDGs	Millennium Development Goals
MI	Micronutrient Initiative
MIT	Massachusetts Institute of Technology
MoU	Memorandum of Understanding
MSF	Médecins Sans Frontières
MT	Metric tonnes
MVP	Meningitis Vaccine Project
NGO	Non-governmental organization
OCHA	UN Office for the Coordination of Humanitarian Affairs
OPV	Oral Polio Vaccine
ORS	Oral Rehydration Salts
PATH	Program for Appropriate Technology in Health
PMITCT	Prevention of Mother to Child Transmission of HIV
RUSF	Ready-to-Use Supplementary Food
RUTF	Ready-to-Use Therapeutic Food
SAM	Severe Acute Malnutrition
SMS	Short Message Service
UK	United Kingdom of Great Britain and Northern Ireland
UN	United Nations
UN Malaria Envoy	United Nations Secretary General's Special Envoy for Malaria
UNAIDS	Joint UN Programme on HIV/AIDS
UNDP	UN Development Programme
UNFPA	UN Population Fund
UNHCR	UN High Commissioner for Refugees
UNHCT	UN Humanitarian Country Team
UNHRD	UN Humanitarian Response Depot
UNICEF	UN Children's Fund
UNIDO	UN Industrial Development Organization
USA	United States of America
USAID	US Agency for International Development
US\$	US dollar
WASH	Water, Sanitation and Hygiene
WB	World Bank
WFP	World Food Programme
WHO	World Health Organisation
WHOPES	WHO Pesticide Evaluation Scheme
\$	US dollar





If more than 20,000 kids died today in some disaster, the world would talk about nothing else. Because those 20,000 died of a mosquito bite, or a microbe, too few people will talk about them at all.

*UNICEF Executive Director, Anthony Lake, 2010*





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