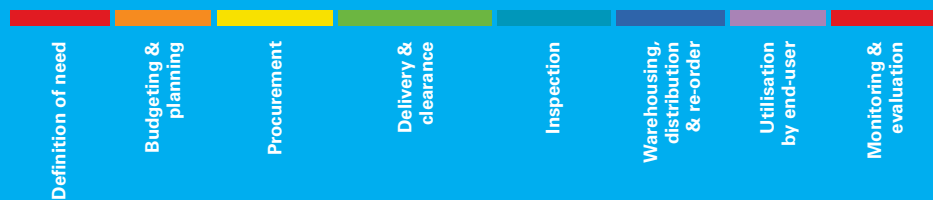


**2012** Supply | **Supply Chains**  
Annual Report | **for Children**



Definition of need

Budgeting & planning

Procurement

Delivery & clearance

Inspection

Warehousing, distribution & re-order

Utilisation by end-user

Monitoring & evaluation

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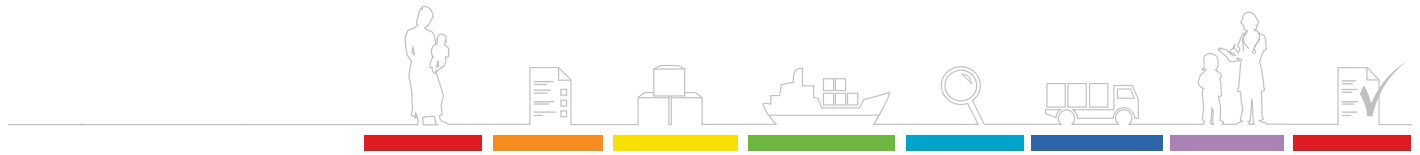
## About UNICEF

UNICEF works in more than 190 countries and areas 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 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)









# Introduction

2012 was a critical year for Supply, as UNICEF rolled out a global SAP-based Enterprise Resource Planning system (VISION) and implemented International Public Sector Accounting Standards (IPSAS). In parallel, Supply Division (SD) undertook a physical move into a new automated warehouse and office complex (provided by the Danish Government in the Copenhagen Freeport) involving over 300 staff and 26,000 pallets of supplies.

Much effort and time has gone into supporting these changes at the Country and Regional Office levels, and in SD. The adjustment to new premises, workflows, processes and technology contributed to a 4 per cent decrease in the value of regular programme orders compared to 2011, with UNICEF procuring \$1.86 billion worth of supplies globally for children and women during the year. In addition, \$608 million worth of services were procured. The new systems and standards have begun to offer clear advantages in terms of visibility, efficiency and oversight. These gains are expected to become increasingly evident as systems further stabilise.

SD activities in influencing markets, innovation and supporting supply chain strengthening continued apace during the year, with substantial achievements in terms of reduced prices, reduced supply chain costs and the introduction of new products.

With less than 1000 days remaining to meet the Millennium Development Goals (MDGs), and as service delivery is a critical component in several of the MDGs, this year's Supply Annual Report aims to contextualise the linkages, barriers and opportunities of the supply chains that UNICEF and partners work on to ensure children and women have equitable access to life-saving supplies. A focus on optimising each segment of a supply chain and the linkages between segments is essential to ensure better impact on UNICEF's programmatic objectives.

Improving the efficiency and effectiveness of UNICEF's large supply chain network requires working on internal and external processes and procedures, and strengthening our interactions with the wide range of partners we collaborate with every day.

Internally, UNICEF is introducing new tools, approaches and technical capacities to optimise the supply chain activities we manage. Performance objectives such as reduced stock-outs, lower transport costs and timely delivery have been established and are monitored on a regular basis.

Externally, we are helping strengthen national supply chains in partnership with governments and other stakeholders. Together, we are optimising global supply chains by improving key interfaces and dependencies based on analysis and evidence. The testing of temperature-controlled sea shipments from supplier to implementing partner, streamlining packaging and deliveries, using text message alerts to warn of temperature breaches, improving the traceability and monitoring of products via barcoding, and strategic tendering for local transport provision will help us realise these goals. Building a professional network of supply chain managers is also critical to these achievements.

Strong supply chains will deliver better results for children and their families, and will support the realisation of their rights to health, education, nutrition and protection wherever they live.

# Supply chain optimisation

The demand for supplies to support programmes for children is at unprecedented levels. Increased international funding is being made available to help countries achieve the MDGs, new products are being developed to more effectively achieve results for children, and dynamic partnerships and innovative approaches are tackling market issues to help achieve improved value for money and sustainability, and to meet demand.

As programmes scale up and focus more acutely on reaching unreached children and communities, the complexity and weakness of a variety of supply chains become more apparent. Overcoming the inherent challenges that multiple products, a range of partners, different demand patterns and varied localised contexts present is difficult. It involves not only efforts to improve individual supply chain sectors, but also the interplay between each so as to mitigate bottlenecks and supply barriers.

UNICEF's efforts related to overall supply chain improvement are managed through three strategic components: optimising UNICEF's supply chains, optimising supply chain interfaces between governments, partners and UNICEF, and capacity development and professionalisation of the supply chain.

**Although supply chains vary according to the commodity group, the main segments of each supply chain are described below:**



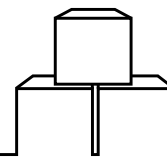
## **Definition of need**

Working with governments to design programmes and identify which supplies are needed and in what quantities



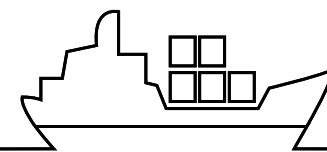
## **Budgeting & planning**

Identifying the amount and timing of the required budget and funding sources, and scheduling orders to ensure supplies arrive when and where needed



## **Procurement**

Buying the right products at the right price and quality via detailed specifications, competitive tendering, smart contracting and innovative funding mechanisms



## **Delivery & clearance**

Arranging transportation from UNICEF warehouses or direct from suppliers to the port-of-entry and customs clearance



### Optimising UNICEF's supply chains

With a focus on internal processes and supply chain activities directly managed by UNICEF through the introduction of new tools, approaches and technical capacities, we aim to generate efficiency gains and cost reduction, while at the same time ensuring due diligence and appropriate risk mitigation within our internal operational processes.

### Optimising the supply chain interfaces between governments, partners and UNICEF

Multiple interfaces between partners, systems, financial flows, demand forecasts, product and service suppliers and strategic approaches lead to increased supply chain complexity, and can be a source of bottlenecks. Recognising these challenges and re-engineering supply chain operations to effectively manage these interfaces requires careful evidence-based coordination and a collaborative approach to improvements.

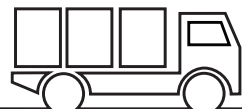
### Capacity development and professionalisation of the supply chain through the sharing of know-how and south-to-south learning

A network of supply chain professionals with both broad and highly specialised expertise needs to be nurtured and developed if overall supply chain improvements are to be fully realised and sustained. While UNICEF invests heavily in the ongoing professional development of our own supply community, the Organization is also committed to supporting partners and governments in developing their supply chain capacities. This includes making our supply-related syllabus and training content available to others, leveraging the expertise of our global partner network and facilitating the sharing of this expertise between government partners as a south-to-south knowledge exchange.



#### Inspection

Verifying the supplies received are of the correct quantity, condition and quality



#### Warehousing, distribution & reorder

Transporting supplies through a series of in-country warehouse or distribution points right to the end-user



#### Utilisation by end-user

Supplies are provided to children and mothers as part of programme implementation by governments and partners



#### Monitoring & evaluation

Closing the feedback loop in terms of on-time delivery and whether supplies were fit for purpose – to continuously improve products for children and strengthen supply chains

# Integrated ERP system – improving efficiency, accountability and visibility

In November 2012, an escalation of conflict in the eastern part of the Democratic Republic of the Congo (DRC) culminated with the temporary capture of Goma by the rebel M23 group. All access to Goma was closed, and the normal supply trucks using routes from Kenya could take weeks to reach the affected population.

In order to fast track the emergency response for key commodities, supply staff in the Regional Office and SD assessed the warehouse inventories of neighbouring countries to identify relevant supplies that could be sent across the borders as soon as they reopened. Supplies from Rwanda and Uganda were sent to Goma and to refugee camps on the border, reducing delivery time by as much as two weeks.

This was only possible due to the Organization-wide introduction of VISION in January 2012 – an integrated enterprise software utilising SAP technology that aims to make UNICEF more efficient and effective.

As with any system of this scale, technical and process challenges have had to be overcome, but as the VISION system stabilised, its advantages started to be felt. Tens of thousands of transactions are managed via the system, bridging the gap between headquarter, regional and country offices. VISION makes the UNICEF supply chain fully visible. VISION allows all orders to be tracked from creation right to the point of delivery to governments or implementing partners. And as the DRC example highlights, it also provides current data on inventory levels in field offices allowing for optimised warehouse inventory management, supporting the Organization's commitment to real time monitoring of supply chains.

Furthermore, the system facilitates improved oversight of procurement and includes automated checks and control points, reducing potential delays due to unspecified or incorrect information when orders are placed. A single UNICEF system reduces the learning curve for staff deployed to support emergencies or when relocated. Basically, when a country needs support, anyone trained in VISION can help from anywhere in the Organization.

## Procurement process efficiency

A part of our procurement strategy is to pool UNICEF's spend across countries to achieve better prices and terms. A Long Term Arrangement (LTA) is issued to a supplier and maintained in VISION so that multiple Country Offices (COs) can draw on the LTA for their needs. Compared to a paper-based approach to contract sharing, a single ERP system allows this strategy to be much more efficiently implemented and monitored.





Young children, most from DRC, playing with toys from a UNICEF Early Childhood Development kit in Rwamwanja refugee camp in Western Uganda, following the escalation of conflict in and around Goma in late 2012.



# The supply community

UNICEF's supply activities require knowledgeable and skilled staff to support the diverse and interlinked elements of the supply chain. The graph below reflects UNICEF's response to the increased complexity and intensity of the UNICEF supply operation between 2005 and 2012. During this period, supply throughput increased by 70 per cent from \$1.1 billion to \$1.86 billion, while UNICEF's supply community grew from 620 to 855 staff (38 per cent).

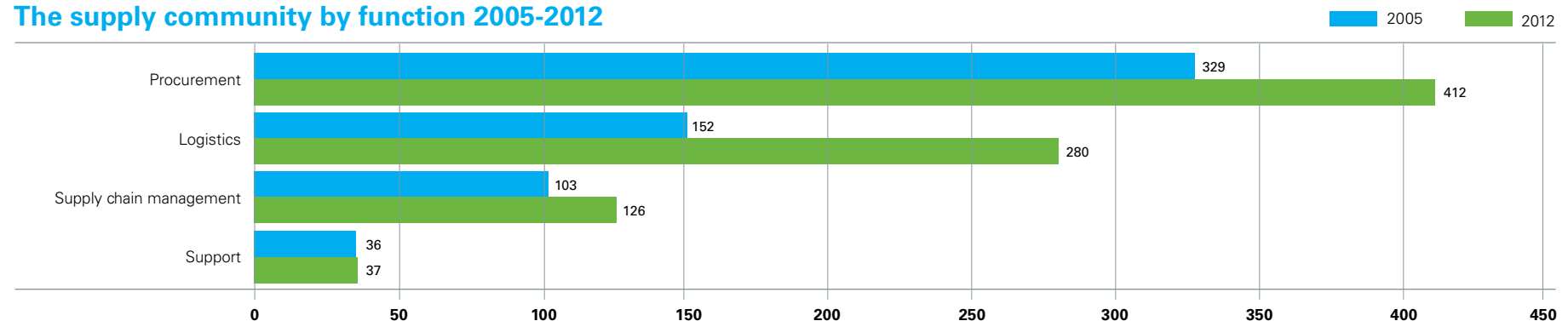
As innovation and technology influence the effectiveness and range of life-saving products available, UNICEF procurement specialists have expanded their knowledge beyond supply, demand and quality. Work on financial innovation initiatives and market research are reducing funding interruptions and increasing value for money.

With countries increasingly focused on reaching unreached children and mothers, UNICEF's supply community is helping to bridge gaps and surmount barriers that prevent commodities arriving where they are needed. In recent years, an intensified focus on delivery – which includes shipping, customs

clearance, warehousing and distribution – has contributed to an 84 per cent increase in the number of UNICEF logistics staff.

The supply chain management function, which combines procurement and logistics, has also grown by 22 per cent since 2005. These staff support supply chain optimisation activities that complement countries' own procurement and logistics strengths. In the last seven years, there has been a steady growth in UNICEF's advisory role as governments gain expertise in managing their own supply chains.

The supply community by function 2005-2012





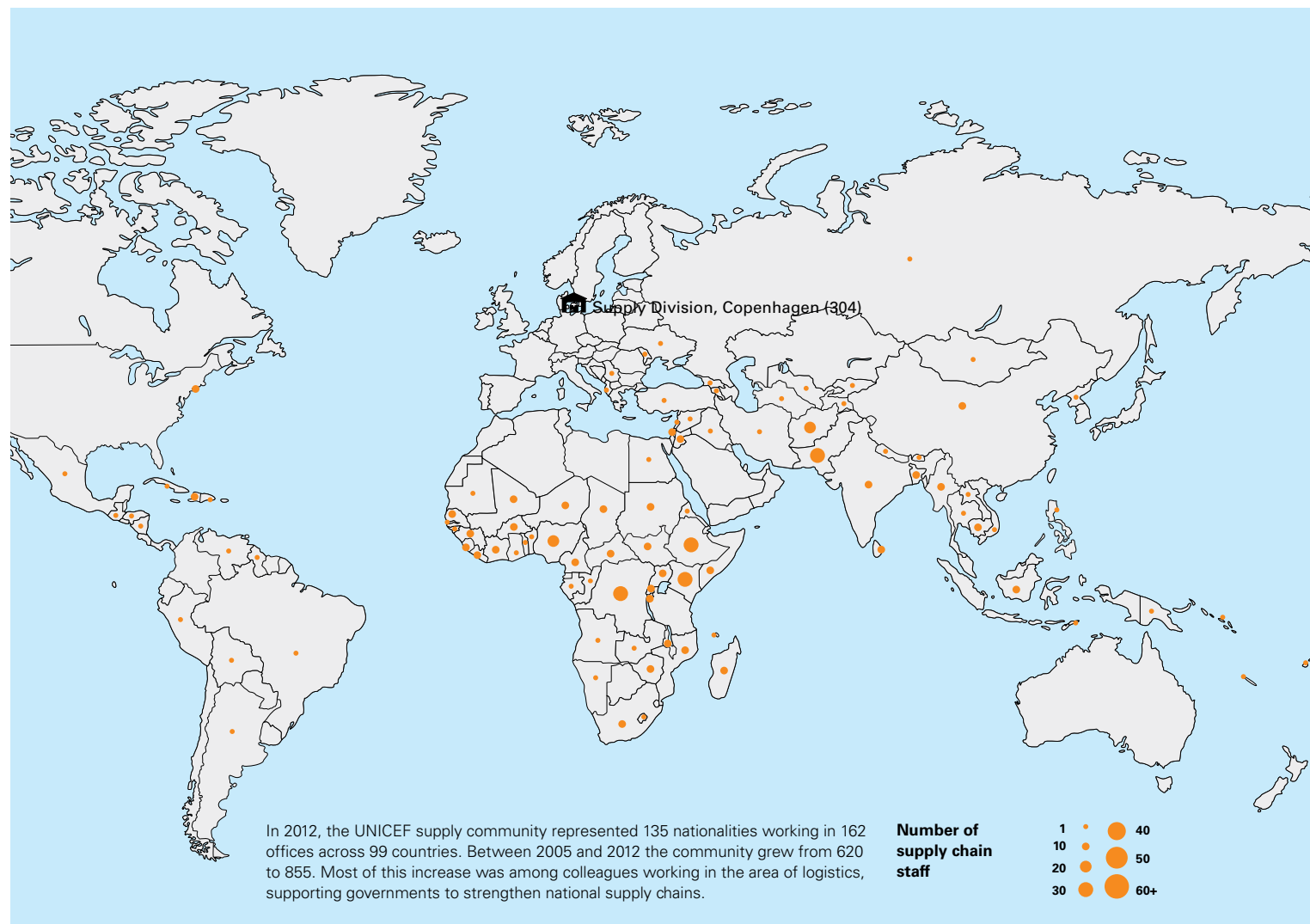


## Where we are

Training and professional development activities designed for UNICEF procurement and logistics staff are also being adapted and applied by governments and other partners investing in the professionalisation of their own supply chain workforces.

Opportunities afforded by emerging technologies are helping the supply community to become more electronically based. This is accelerating access to information on the movement of supplies, as well as their quality and use. UNICEF's commitment to transparency is reflected in the amount of information being made available to governments and others who want to keep up to date with UNICEF's work – from cold chain logistics to market analyses and product innovation.








Staff providing support services to the supply function cover a range of disciplines, including human resources, information technology, knowledge sharing and communication. The number of support staff has remained steady, but the focus of their work has transformed in response to the demands and dynamics of supply chain optimisation.



# Developing and strengthening end-to-end supply chains

UNICEF often focuses on specific segments of the supply chain in support of governments and country programmes. However, there are situations where governments request more comprehensive support. Differences in economy, geography, local infrastructure and governance can result in a range of obstacles that governments must overcome if critical supplies are to reach children and families wherever they live.

Where governments request such support, UNICEF is more directly engaged in end-to-end supply operations to ensure the right supplies are delivered to where they are needed at the right time. These projects are in line with national government programmes and health priorities, and are led by the government with support from UNICEF Country Offices.

	Areas of engagement	Description	Activities
	Comprehensive system strengthening	Support to development of national procurement and distribution systems	<p>Projects are initiated by governments requesting capacity development and the establishment of supply chains to make the availability of essential medicines at district-level and in primary health centres reliable and predictable.</p> <p>UNICEF's role can initially include direct supply operations, but is primarily advisory, focusing on technical assistance and training on multiple segments of the supply chain, including modernising processes for storage and documentation, inventory control and distribution, and optimising interfaces.</p> <p>Each programme plan is designed to improve government processes and the capacity of supply chain managers.</p>
	Strengthening supply chains for integrated measles campaigns and child health days	Typically used in fragile environments	These are often more complex projects where the supply chain needs to deliver multiple health products simultaneously as part of a time-bound surge campaign. An existing supply chain network for the delivery of a particular product is often utilised to distribute other important supply items at the same time. For example, a child being immunized against measles may also receive Vitamin A supplements, de-worming tablets and a bed net while visiting the health centre.
	Emergency response support	Procurement and in-country delivery of life-saving commodities and provision of supply and logistics expertise	Depending on the nature of the emergency, UNICEF's supply response typically focuses on multiple elements to overcome supply chain interruptions, including identifying quality local suppliers, building local skills in emergency kit packing and establishing new warehouse hubs to preposition key commodities in anticipation of a scaled-up response or future emergencies.
<b>Strengthening supply chains for targeted commodity groups</b>	 Cold chain equipment and logistics	Fulfil a government commitment to improve children's health outcomes by addressing supply chain bottlenecks that contribute to stock-outs, waste and inefficient performance	Commodity-specific projects may focus on improving national and subnational supply planning and the development of improved procurement and sourcing strategies, procedures and processes. Others may target optimising the interface between governments/partners and the UNICEF managed supply chain segments.
	 Long lasting insecticidal bed nets		
	 Products related to HIV testing and treatment		
	 Nutrition products		



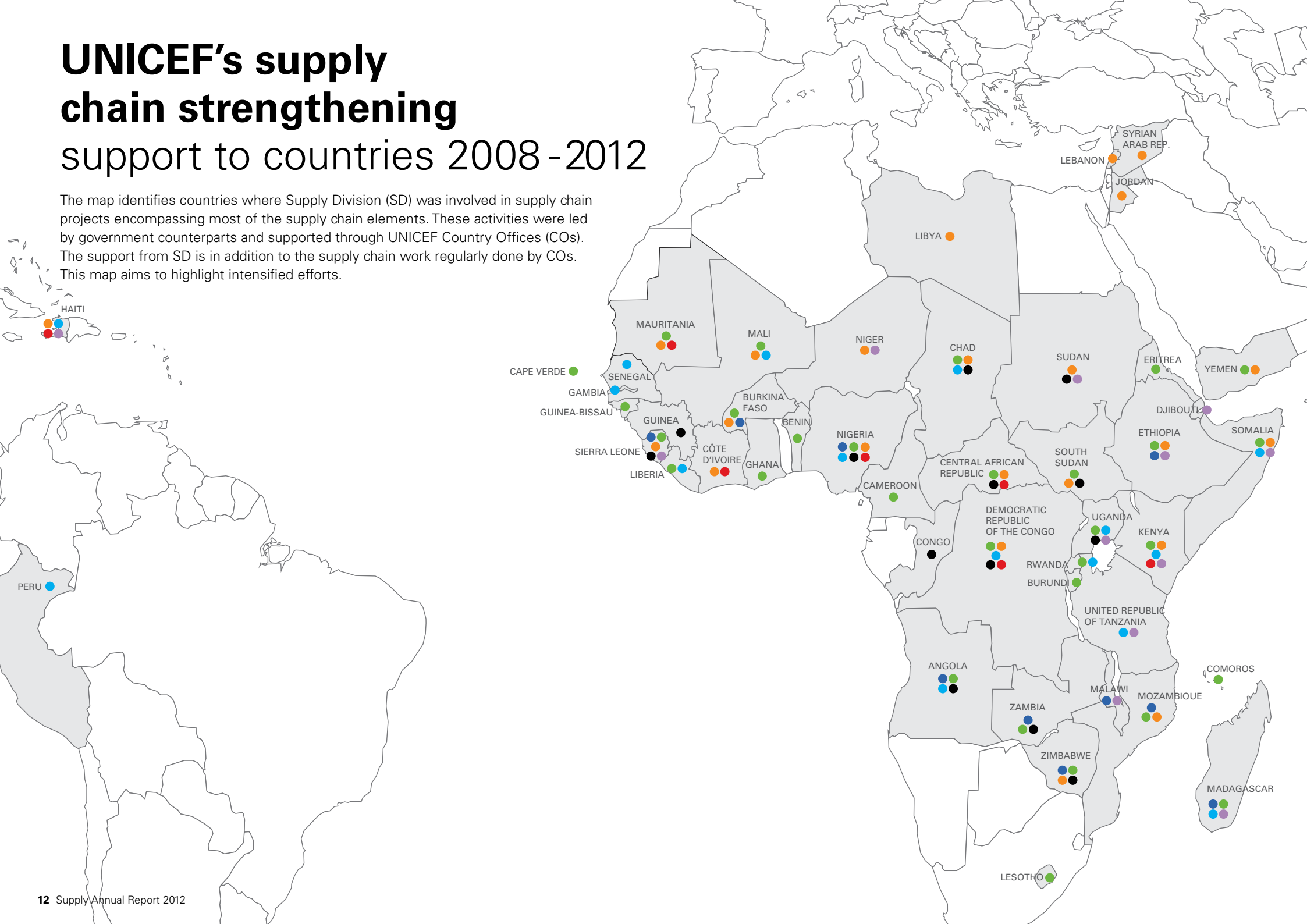


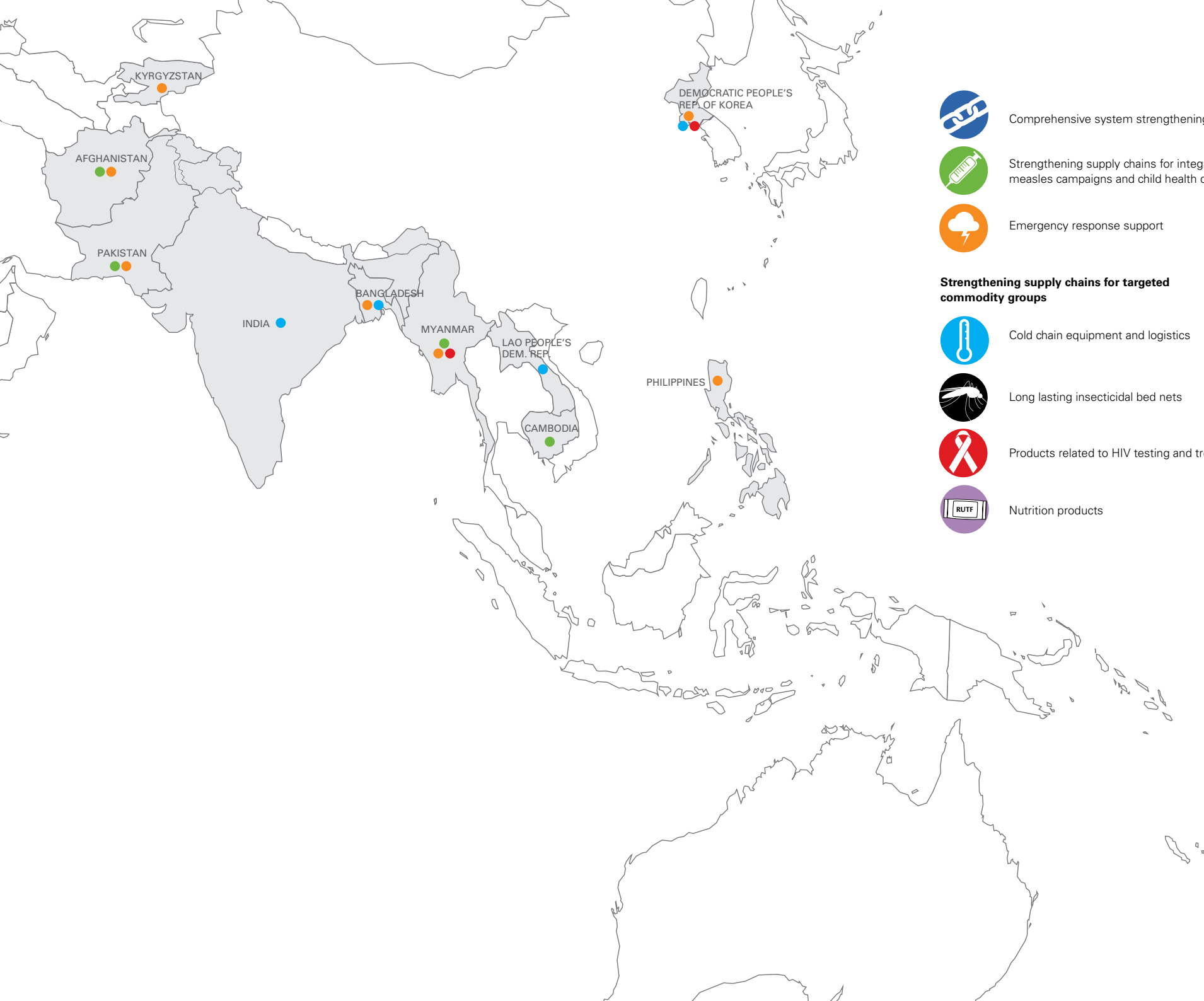
## People that Deliver

A professional and supported supply chain workforce at country level is vital in reaching populations in need of life-saving commodities. UNICEF is one of 70 international and local agencies that form the People that Deliver partnership that is advocating and helping build global and national capacity to develop, support and retain the national workforces necessary for the effective, efficient and sustainable management of health supply chains.

# UNICEF's supply chain strengthening support to countries 2008-2012

The map identifies countries where Supply Division (SD) was involved in supply chain projects encompassing most of the supply chain elements. These activities were led by government counterparts and supported through UNICEF Country Offices (COs). The support from SD is in addition to the supply chain work regularly done by COs. This map aims to highlight intensified efforts.





Comprehensive system strengthening



Strengthening supply chains for integrated measles campaigns and child health days



Emergency response support

**Strengthening supply chains for targeted commodity groups**



Cold chain equipment and logistics



Long lasting insecticidal bed nets



Products related to HIV testing and treatment



Nutrition products





A community health nurse speaks to a group of mothers about the Prevention of Mother to Child Transmission of HIV at the Kasunga District Hospital in Malawi.





# Comprehensive supply chain engagement and the exit challenge

UNICEF engagement with governments to improve supply chains is often initiated when local supply chains break down and delivery systems fail. When this happens, the immediate priority for the country and for UNICEF is to identify which essential supplies are not getting through – and to procure and deliver these as fast as possible to where they are needed. UNICEF’s longer term capacity development goals related to supply chain strengthening, and the eventual handover to governments, are often more challenging than meeting the immediate supply needs.

In 2003, an estimated one million people in Malawi were living with HIV, a prevalence of 14 per cent, and the country had a weak health supply chain infrastructure. As an interim measure, and with funding from the Global Fund against AIDS, Tuberculosis and Malaria (GFATM), the Ministry of Health asked UNICEF to provide and distribute lifesaving anti-retrovirals (ARVs) and other HIV supplies.

In parallel, efforts to build the capacity of the national system in line with standards defined as part of the country’s health sector-wide approach strategy were given priority. The areas identified for capacity development included the redesign of systems and the training of Government counterparts in sourcing, procurement, quality assurance and distribution.

An independent evaluation recently concluded that after eight years of engagement, UNICEF and partners had established a cost effective supply chain for HIV related commodities in Malawi. This has contributed to the steady decrease in HIV related deaths in the country from 80,000 in 2005 to less than 45,000 in 2011.

In 2012, UNICEF handed over the procurement of HIV related supplies to the Voluntary Pooled Procurement mechanism established by GFATM. The evaluation highlighted that the intended capacity development had been less effective than anticipated, resulting in delays in the handover of supply chain functions to the Government.

UNICEF’s engagement in Malawi is a reminder that effective and sustainable capacity development in health supply chains requires a comprehensive approach that operates at the individual and organizational levels, and relies on an enabling environment and a strong legislative framework. It requires government leadership, transparency, accountability and partner coordination.

Joint efforts on the part of all stakeholders can address the complex and interrelated capacity development components, and garner the necessary long term investment and political commitment to bring about sustainable results – even after the immediate supply chain challenges have been tackled.

It is these lessons and experiences that UNICEF draws on when engaging in comprehensive supply chain strengthening programmes, such as the Free Health Care Initiative in Sierra Leone and the Essential Medicines Logistics Implementation Programme in Zambia.

# Cold chain – the backbone of immunization programmes

UNICEF provides procurement and technical support to countries seeking to optimise their cold chain system as part of governments' commitments to provide all children with access to vaccines.

UNICEF works closely with governments to assess countries' cold chain needs, and update and implement strategies that include technical guidance on the procurement of equipment and the training of local workforces to install and maintain cold chain infrastructure. Cold chain technical guidelines and reference documents are published online for the benefit of procurement partners and counterparts ([www.unicef.org/supply](http://www.unicef.org/supply)).

Cold chain volume requirements have increased significantly in the last 30 years. Cold chain systems require investment and revitalisation to keep pace with the ever-increasing capacity required for the safe storage and transport of vaccines and other heat-sensitive products.

## Speaking volumes: a growing need for cold chain support

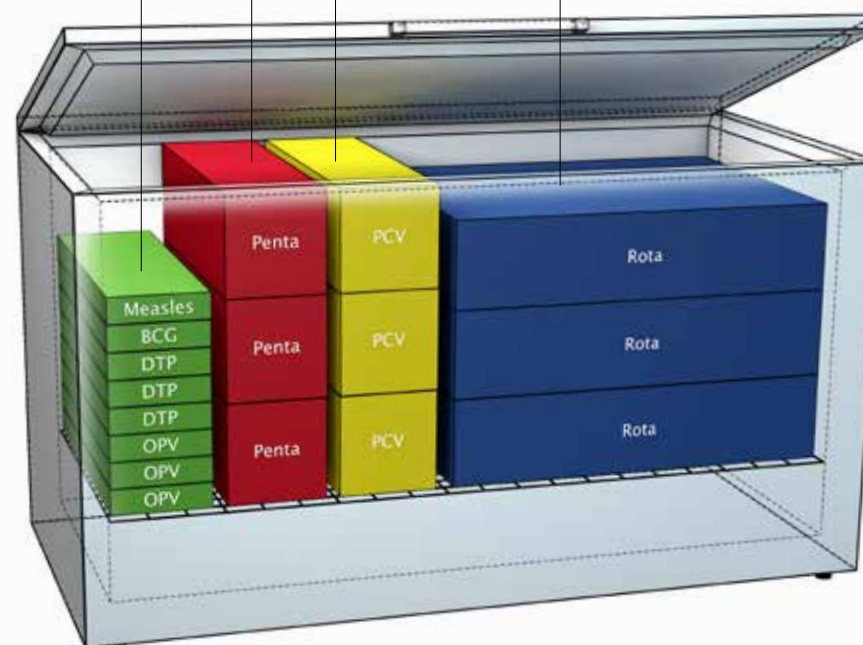
The illustration below represents vaccines that have become available to children in their first year of life. These indicative volumes may vary according to the way a supplier packages particular vaccines. UNICEF partners and industry are working to streamline packaging and presentation to reduce the space required to store and transport.

In 2004, countries began switching from DTP to pentavalent vaccine, which adds protection against hepatitis B and haemophilus influenzae type b. In single dose presentations, a full course of pentavalent takes up 41cm<sup>3</sup> but this volume may decrease as 10-dose presentations become more available.

In the 70s and 80s, countries established immunization programmes mainly comprising vaccines against diphtheria, tetanus and pertussis (DTP), measles, polio (OPV) and tuberculosis (BCG). A fully immunized child would receive all four vaccines which would occupy 28 cm<sup>3</sup> of refrigerator space.

In 2009, countries began introducing pneumococcal vaccine (PCV) which takes up 41cm<sup>3</sup> of cold chain space for each fully immunized child. This volume may change with advancements in vaccine presentations.

In 2011, countries began introducing rotavirus vaccines. Multi-dose presentations of RV vaccine could reduce this cold chain requirement, represented here as occupying 143 cm<sup>3</sup> for a fully immunized child.



## Cold chain optimisation in action

### Bangladesh

In 2012, UNICEF and partners began to support the Government in upgrading its cold chain storage capacity at the central level. The efforts cover the current deficit for routine vaccines and prepare for the introduction of new vaccines, and measles second dose (MSD) and pneumococcal in 2013. UNICEF's efforts to help in the procurement and installation of ten custom-sized walk-in cold rooms in the national stores in Dhaka proved to be technically complex because of unique building specifications.

### Peru

In 2012, Peru requested UNICEF procurement services support for the optimisation of its cold chain system, purchasing nearly \$18 million worth of cold chain equipment in 2012-13. UNICEF provided technical advice on product specification and logistical assistance in placing and fulfilling orders for over 1000 solar refrigerators and freezers, and nearly 13,000 compression refrigerators and freezers. UNICEF helped facilitate the interfaces between authorities managing the vaccine supply. Training of the cold chain workforce in the installation of new cold chain equipment is developing local capacity and ensuring that, from the Andes to the Amazon, all children have equitable access to vaccines.

### The United Republic of Tanzania

In preparation for the introduction of pneumococcal and rotavirus vaccines, UNICEF worked with the Government and donor partners to establish 37 walk-in cold rooms across the country: eight at central level and one in each region. Technical training in installation, use and preventive maintenance, and a step-by-step installation video for cold chain technicians are helping to build internal capacity and reduce the need for external technical support.



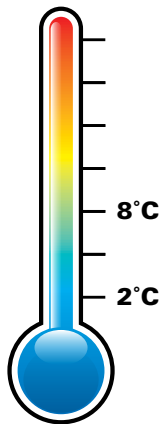
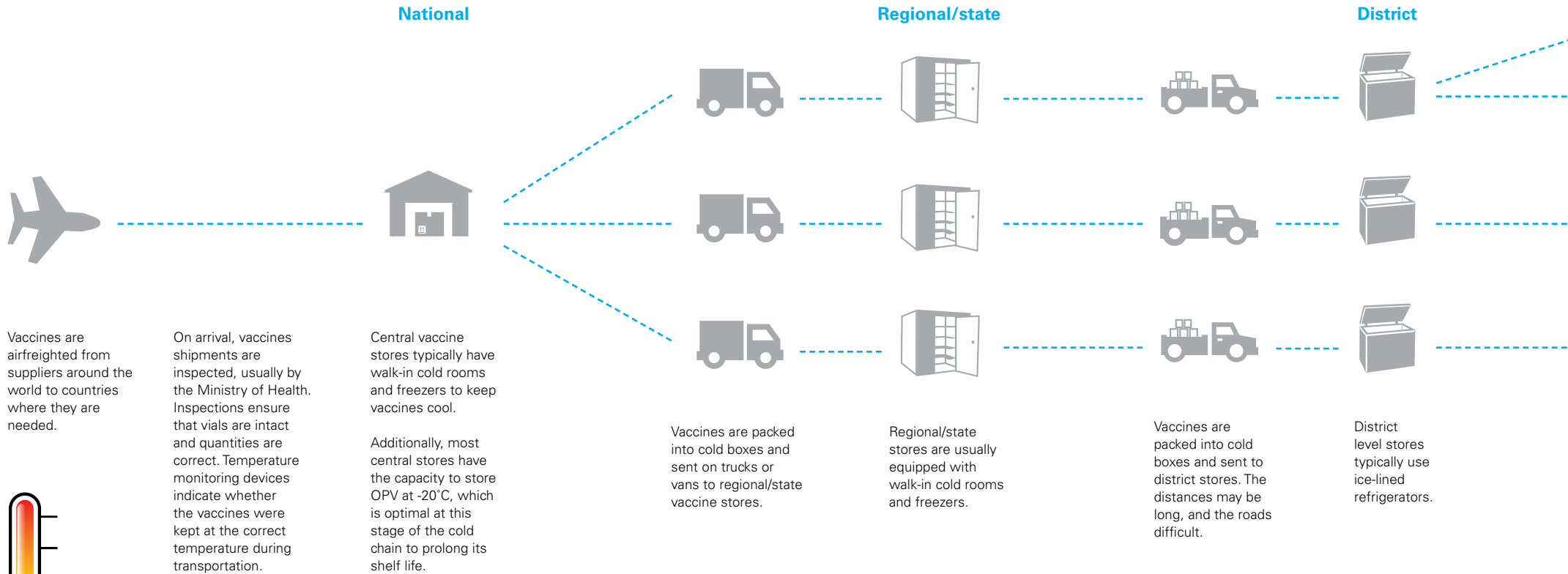
### Uptake of solar direct drive equipment

Since solar direct drive (SDD) refrigerators became available in 2010, 25 countries have introduced this new technology, which is cleaner and more reliable than kerosene or gas. SDDs store thermal energy in ice, water or phase-change material and can maintain a constant 2° to 8°C for up to ten days. SDD units are being used in locations where temperatures may reach 43°C.



# A journey along the cold chain

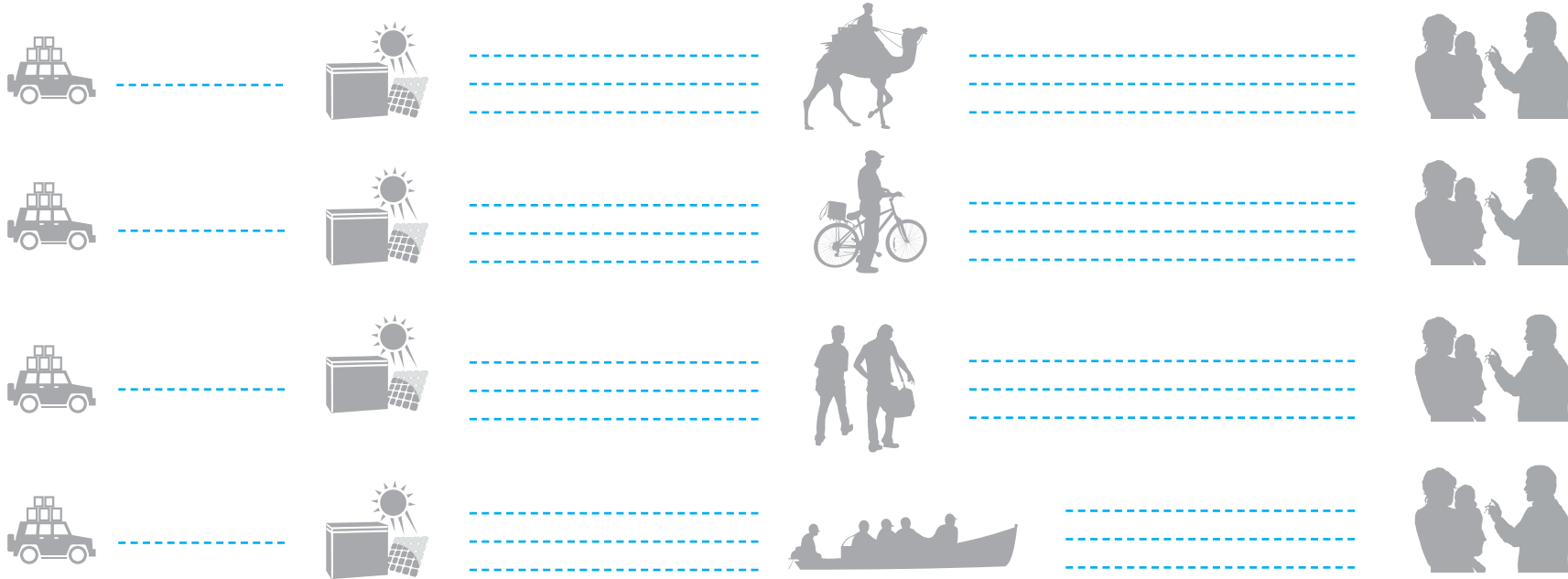
To preserve quality and safety, vaccines must be kept at a constant temperature between 2° and 8°C from the time they leave the supplier until they reach the child.





### Primary health centre

### Community



From district stores, vaccines are packed into cold boxes and taken to numerous primary health centres. Most centres have refrigerators powered by bottled gas, kerosene or solar energy.

While many families are able to bring their children to primary health centres to be immunized, others may live too far away or do not have the means to travel to these centres.

At primary health centres, health workers pack vaccines into portable carriers. On foot, by boat, on pack animals, bicycle and motorbikes – health workers use any means available to reach every child.





## UN Commission – overcoming supply chain barriers

The UN Commission on Life-Saving Commodities for Women and Children was established in 2010 to reduce barriers and increase access to 13 life-saving commodities that together could save 16 million lives by 2015. UNICEF is supporting efforts on optimising the supply chain for ten of the maternal, newborn and child health commodities. The United Nations Population Fund is focused on the three remaining reproductive health supplies.

Overcoming supply chain barriers for these commodities requires the support of a large number of stakeholders from the international community, national governments and the private sector who have mobilised and set ambitious goals and strategies. The issues for each commodity are diverse and often complex, ranging from the unavailability of some products in child-friendly formulations, to a lack of national health policies or the resources and infrastructure necessary for widespread uptake of these products at a national level.

Partner commitments and tangible actions continue to crystallise. UNICEF provided expertise and direct support to address supply chain issues for several commodities, with particular focus on high burden countries including: Bangladesh, Ethiopia, India, Kenya, Niger, Nigeria, Pakistan, the Democratic Republic of the Congo, the United Republic of Tanzania and Uganda.



**UNICEF is the leading procurer of 10 of the commodities prioritised by the UN Commission**

**Maternal health**

- Oxytocin
- Misoprostol
- Magnesium sulfate

**Newborn health**

- Injectable antibiotics
- Antenatal corticosteroids
- Chlorhexidine
- Resuscitation devices

**Child health**

- Amoxicillin dispersible tablets
- Oral rehydration salts and zinc



**Treats postpartum haemorrhage**

Eight million women annually experience postpartum haemorrhage (PPH), accounting for one in four maternal deaths. PPH deaths occur mostly in resource-limited countries with high home birth rates. Oxytocin and other uterotonics are effective in the prevention of PPH but are not widely available in these settings. In addition, oxytocin is temperature-sensitive, and quickly loses effectiveness if stored above 30°C. Often adequate cold chain storage is unavailable at the national level to keep oxytocin at the right temperature. UNICEF is working to support governments to integrate oxytocin in their national immunization cold chain strategies.

**Treats newborn asphyxia**

Globally, about one quarter (814,000) of all neonatal deaths are caused by asphyxia, usually in the first 24 hours after birth. The majority of the deaths could be prevented by basic neonatal resuscitation. However in low-resource settings, this equipment is not available, and health workers are not trained in basic resuscitation techniques.

Through its support of the Help Babies Breathe and Help Babies Survive initiatives, UNICEF is working to increase demand for resuscitation devices in countries with high neonatal deaths. UNICEF is focused on identifying and implementing innovative solutions for re-usable and low-cost suction devices and improving the quality standards for existing and new devices.



**Treats pneumonia**

An estimated 1.2 million children die annually from pneumonia. Amoxicillin and other antibiotics can prevent the majority of pneumonia related deaths for as little as \$0.21 per treatment. Still, only 30 per cent of children with suspected pneumonia are treated with antibiotics. UNICEF is working to increase the supplier base for dispersible amoxicillin tablets which can be dissolved in water or breast milk to ensure the right dosage is given to children, and is helping produce clearer guidelines for community health workers on how to effectively treat pneumonia in children.



**Treats diarrhoea**

Almost 800,000 children under 5 die from diarrhoea each year. WHO and UNICEF recommend a combined therapy of low-osmolarity ORS plus zinc to treat diarrhoea in children. Together, they decrease the duration and severity of diarrhoeal episodes and reduce the likelihood of re-infection for 2-3 months. Only one-third of children with diarrhoea in developing countries receive ORS+zinc treatment.



Efforts by UNICEF and partners on co-packaging or co-dispensing ORS+zinc seek to improve awareness among caregivers and health providers about the combined therapy's effectiveness and to make treatment simpler and more convenient. Work with suppliers is also under way to boost the availability of flavoured ORS to make the treatment more acceptable to children.



# Middle Income Countries – a procurement strategy for more equitable access to new vaccines

Middle Income Countries (MICs) are defined by the World Bank as those with a Gross National Income (GNI) between \$1,026 and \$12,475 per person. In 2012 there were 111 MICs, including some of the world's most populous countries: China, India, Indonesia and Nigeria. Of the 48 African countries, 22 have achieved MIC status – a number which is projected to grow to 32 by 2025. Although the national economies of MICs may be dynamic compared to those of Low Income Countries (LICs), MICs have a far greater proportion of the world's poor.

Partnerships between the global health and donor communities have primarily focused on strengthening immunization programmes in LICs. MICs that exceed a GNI of \$1,550 are not eligible for financial support from the GAVI Alliance and countries surpassing this threshold will gradually transition to full self-financing over a five-year period. For many MICs, the market price for new vaccines – which could be over four times more expensive than GAVI-funded prices – puts them out of reach.

In addition to vaccine affordability, the successful introduction of new vaccines requires countries to have functioning infrastructure, effective cold chain equipment, a trained supply chain workforce, and a political commitment to ensure national immunization programmes are in demand and cover all children. Where these elements are not in place, MICs are falling behind LICs when it comes to the introduction of pneumococcal conjugate vaccine (PCV) and rotavirus (RV) vaccine into their national immunization programmes. These vaccines protect children from the leading causes of preventable death: pneumonia and diarrhoea. The human papillomavirus (HPV) vaccine, which protects young women from cervical cancer, is also currently not accessible to millions of girls.

In 2012, UNICEF worked with governments, donors and suppliers to prepare and implement a procurement strategy to support MICs in achieving equitable access to new vaccines by assuring a sustained supply and better pricing. The strategy focuses on:

- aggregation of MICs' vaccine demand forecasts to ensure early visibility on projected growing demand for vaccines which eventually encourages competition and better pricing
- pooling countries vaccine procurement to increase the predictability of demand, reduce transaction costs to suppliers and make investments in vaccine production less risky
- working with industry in setting reference prices that can be accessed by MICs to serve as a benchmark for conducting bilateral negotiations
- publishing results of market analyses on vaccines to inform governments on the availability of new vaccines.

By the end of 2012, 19 MICs had expressed their interest in participating in the recently issued tender which aims to support establishing affordable, sustainable supplies of PCV, RV and HPV vaccines.

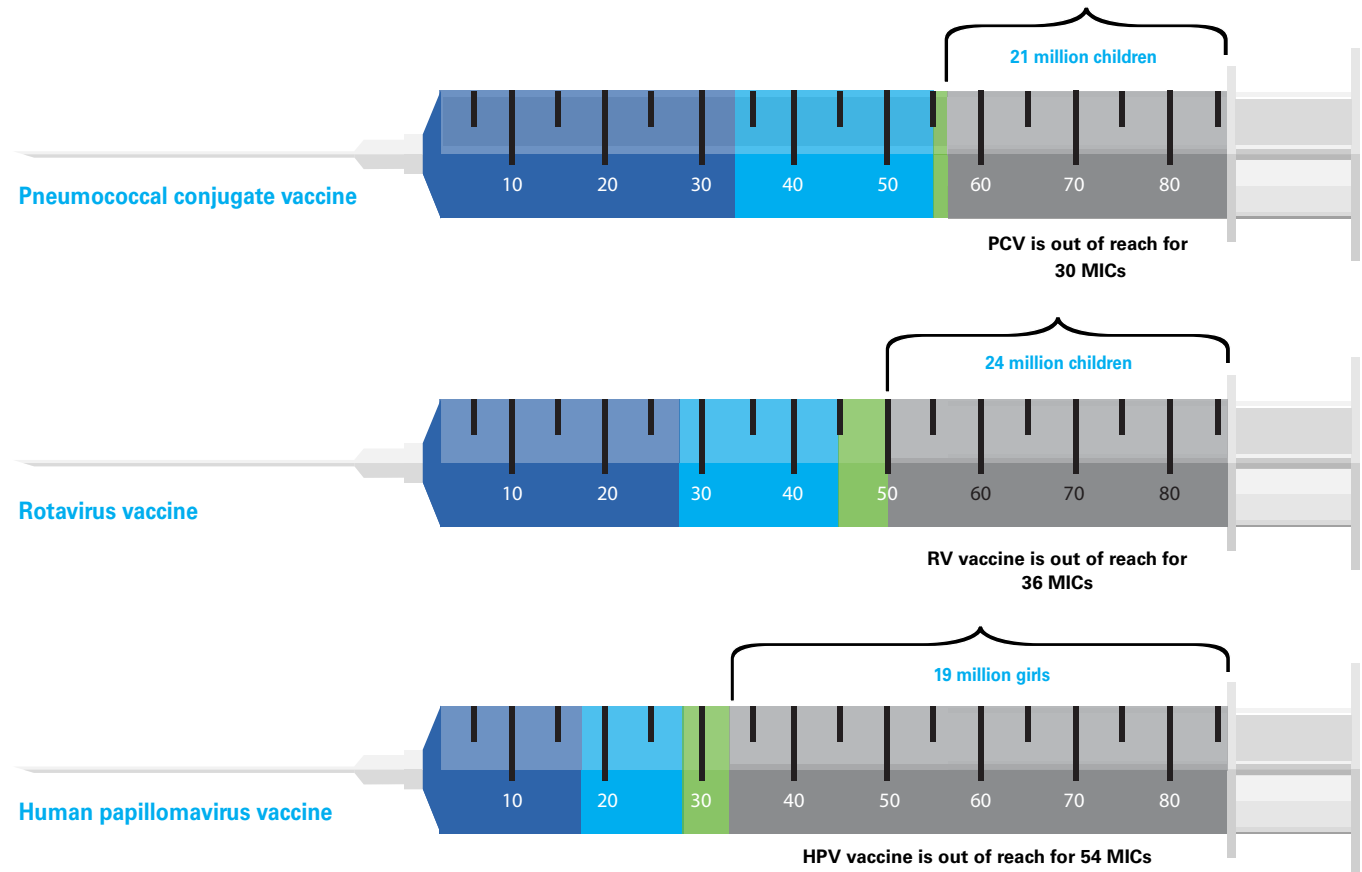


## Introduction of new vaccines (by number of MICs)

MICs with a GNI exceeding \$1,550 are ineligible for GAVI financial support. Access to vaccines requires affordable prices, effective cold-chain infrastructure and government commitment.

Year of introduction into national immunization programmes by MICs

- By 2012
- In the next 5 years
- In the next 10 years
- No plans – the vaccine is out of reach



## Committed to transparency

Information on the availability and pricing of vaccines and other critical supplies reduces the risk of governments and partners paying unsustainably high prices, which may lead to their inability to afford them in the future. This also gives suppliers critical information that they need to be more competitive and offer better prices.

Pricing data and up-to-date market analyses on UNICEF-procured vaccines and other essential products are available online at [www.unicef.org/supply](http://www.unicef.org/supply)

# RUTF supply chain management – generating value for money

For more than a decade, UNICEF and partners have worked together to expand the supplier base, increase production capacity, and ensure high quality standards for Ready-to-Use Therapeutic Food (RUTF) – a vital product that saves the lives of children suffering severe acute malnutrition (SAM).

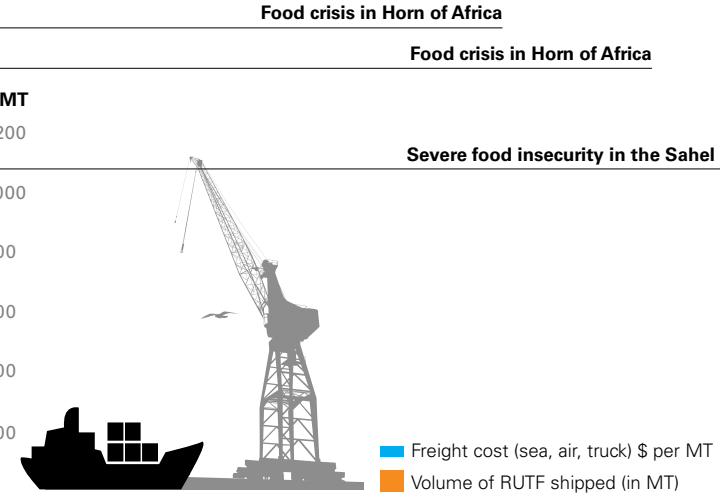
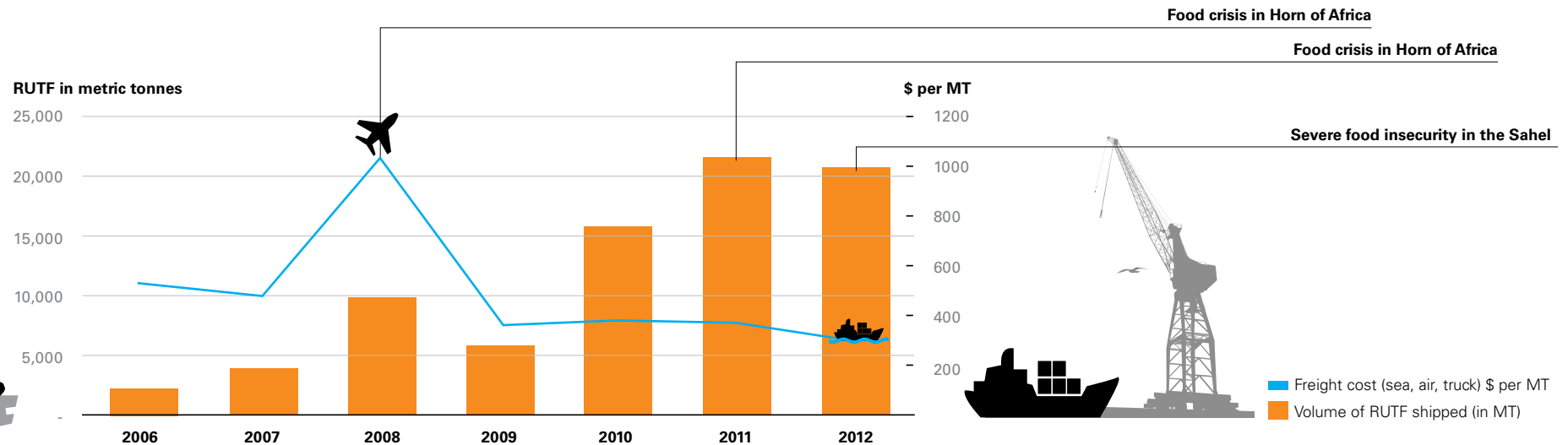
Ensuring a steady and sustainable supply of RUTF is the result of intense collaboration between UNICEF, the World Food Programme (WFP), WHO, Médecins Sans Frontières (MSF) and others. The availability, quality and affordability of RUTF depend on defining needs, planning and accurate forecasting.

For example, more accurate data on the number of children in programme countries expected to require nutrition supplementation during emergencies helps suppliers plan production to meet anticipated requirements. With increased availability and a more diverse supplier base, RUTF can be transported by

sea rather than by air, and prepositioned before it is needed. Advocating for generic packaging means competition is driven by humanitarian, rather than commercial, imperatives – levelling the playing field amongst suppliers.

These efforts have resulted in significant efficiency gains. In 2012, the volume of RUTF shipped by UNICEF was 21,031 MT, and the total cost of shipping dropped by 25 per cent.

Volume of RUTF shipped by UNICEF in 2006 to 2012 and the correlating freight costs \$ per MT







### **Local products for local needs**

Supporting local and regional food manufacturers to become qualified RUTF suppliers – particularly in Africa – means RUTF is available closer to where the needs are most critical. Three new RUTF suppliers were approved in programme countries (Haiti, Sierra Leone and the Sudan) in 2012, increasing the number of suppliers to 22. Nearly 13,000 MT of RUTF were procured from suppliers in Africa over the year, representing 45 per cent of the total RUTF procured in 2012.

UNICEF also identified three RUTF suppliers (Ethiopia, Madagascar and Niger) with the potential to increase production capacity to meet their local needs, and also to export to neighbouring countries. The first purchase of this kind was from a Niger supplier which exported 102 MT of RUTF to Nigeria during the Sahel food crisis. To allow suppliers with sufficient time to scale-up their production capacity, small volumes were ordered at first. Suppliers met the challenge in terms of volumes and making the required arrangements for export documents and transportation.

### **Strengthening in-country logistics**

Since it first came onto the market in 2000, the skyrocketing demand for RUTF has created new warehousing and distribution needs. In 2012, to help strengthen in-country logistics capacity, UNICEF, in partnership with WFP, identified the need for a supply chain manual specifically for nutrition products. This will provide clear guidance to governments, logisticians and implementing partners on the storage, handling and distribution of RUTF and other nutrition items.

Ethiopia is piloting the supply chain assessments that will shape the in-country guidance and the findings will be more broadly applied to other countries procuring RUTF. In 2012, UNICEF and WFP logistics, warehousing and inspection staff began assessing how efficiently supplies moved from the port of entry (Addis Ababa) to their final destination. The findings will help pinpoint where disruptions and delays prevent the smooth functioning of the supply chain. Based on these assessments, recommendations will be made on how to overcome the bottlenecks, to be included in the manual which is expected to be completed in 2013.

# Supply emergency response

In 2012, UNICEF Supply Division delivered \$47 million worth of off-shore emergency supplies to 47 countries. Although the number of emergencies was lower compared to 2011, the complexity of these emergencies was high.

## Syria and the region

The emergency in the Syrian Arab Republic entered its second year in 2012, with an estimated 4 million people, including 2 million children inside Syria affected, and an additional 2 million people displaced across the region. Goods worth more than \$11 million were locally procured in the region during 2012, at significant cost savings.

In the first part of the year, the supply and logistics response focused on the provision of safe drinking water and sanitation facilities, including 36,000 baby - and 46,000 adult hygiene packs. The latter part of 2012 focused on winterisation efforts. Winter is a particularly difficult and dangerous time for infants and children. UNICEF estimates that at least 75,000 children required immediate provision of warm clothes and blankets. UNICEF urgently sourced and procured children's clothing kits and blankets, along with other winter supplies from around the region and internationally. From October 2012, 204,000 winter clothing kits were procured for Syria.

Transport routes, fuel shortages and other challenges also presented difficulties in terms of getting supplies into Syria. UNICEF worked closely with three of its regular freight forwarders to scale up their capacity to respond to an emergency in the region. Utilising multiple sea, air and land transport corridors into the region, UNICEF remained flexible in often variable transport and logistics conditions. Thanks to 12 supply and logistics staff deployments to the region, temporary warehouse hubs in Amman and Mersin, and the expertise of contracted freight forwarders, UNICEF was able to establish an effective supply chain.





### The Sahel crisis

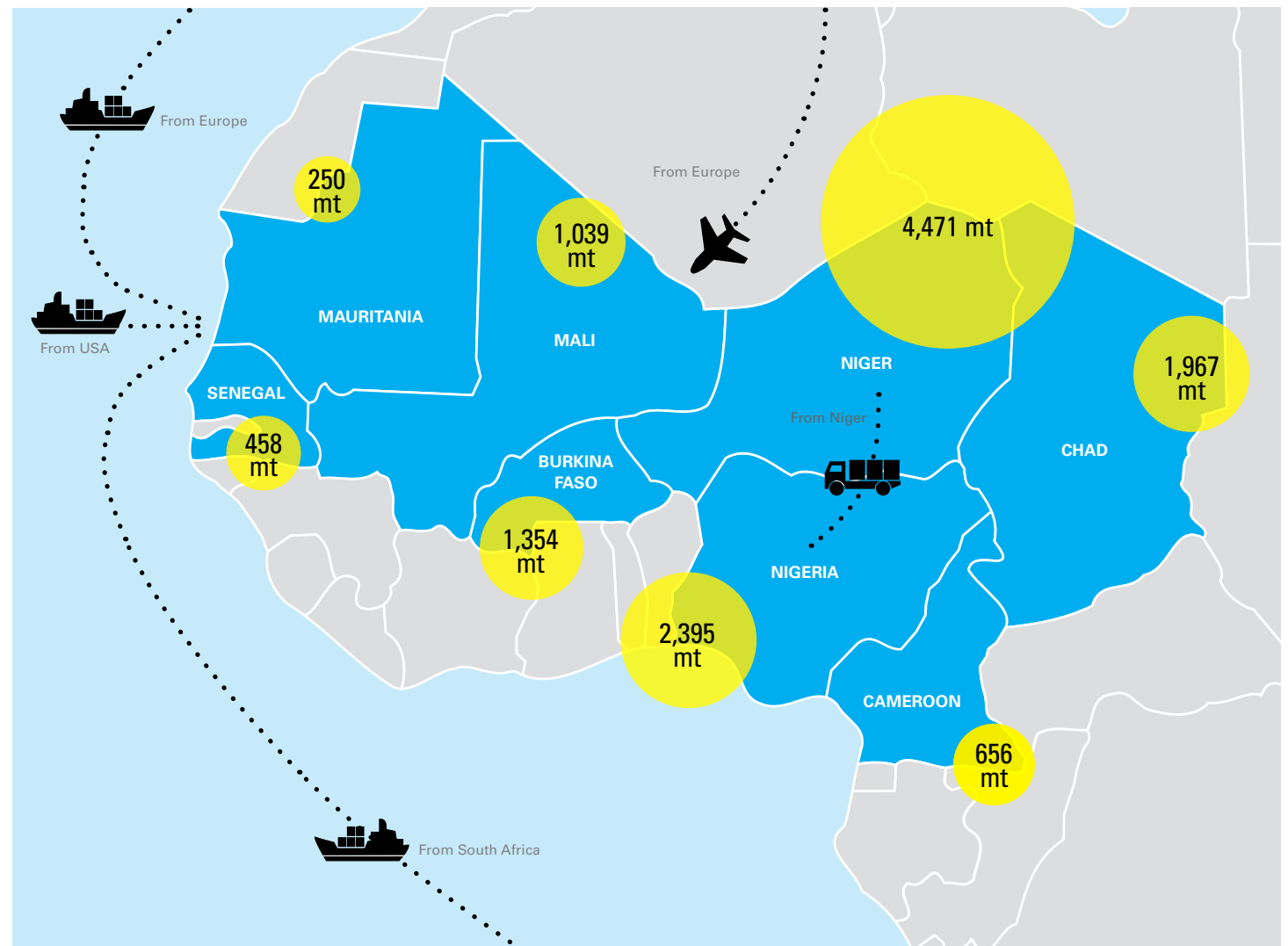
Poor rainfall across the Sahel over several seasons, culminating in widespread crop failures in 2011, led to food shortages in southern Mauritania, western Mali, western Niger, northern Cameroon and parts of Burkina Faso and Chad. Elsewhere, the Sahel region experienced a reduced and late harvest. A larger than usual demand for cereals was partially responsible for driving up food prices. In addition, conflict in northern Mali created a parallel emergency where more than 350,000 people in the north fled their homes to the south or to neighbouring countries.

Over 18 million people faced food insecurity across the Sahel in 2012, and more than 4 million children under 5 years old were at risk of acute malnutrition. Some 1.1 million of these children were at risk of severe acute malnutrition (SAM) and in need of life-saving treatment.

In 2011, as the first signs of a nutrition crisis loomed, UNICEF began procuring RUTF from regional and international suppliers. Forward planning helped secure the \$46 million needed to prepare for the crisis. UNICEF worked with governments to preposition RUTF in affected areas before the peak lean season (July – September). UNICEF procured 12,590 MT of RUTF and treated more than 927,000 children with SAM during the year.

In addition to nutrition supplies, emergency health kits, family water kits, education supplies, bed nets and essential medicines were sent to the region.

### Shipping corridors and RUTF volumes – the Sahel crisis





# Innovation – better pneumonia diagnostics

Pneumonia is the leading cause of death in children worldwide, killing an estimated 1.2 million children under 5 each year. These deaths are mostly preventable. Vaccinating against haemophilus influenzae type b, pneumococcus, measles and whooping cough (pertussis) is the most effective way to prevent pneumonia, and antibiotics in the right formulations can treat the disease, while diagnostic tools help with early detection.

Without x-ray machines and laboratory tests, accurate diagnosis of pneumonia can be difficult in rural health clinics and other resource limited settings. Misdiagnosis or the incorrect dosage of antibiotics can put children at greater risk.

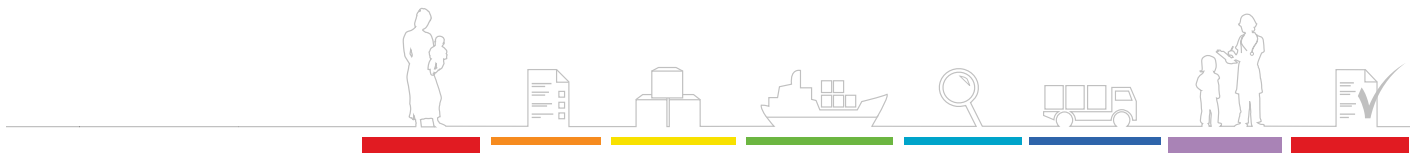
In these settings, community health workers (CHWs) are trained to detect fast breathing, a danger sign for pneumonia, and diagnose the disease by observing and counting how quickly a child's chest rises and falls in one minute. Field assessments and feedback from CHWs suggest new approaches are needed to improve the design of the tools to help them count breaths more accurately.

For CHWs, the ideal solution would be a low-tech, low-cost device that could automatically detect pneumonia, could withstand extreme environmental conditions and would not be reliant on electricity. While developments for new and more intuitive pneumonia diagnostic tools are on the horizon, rapid diagnostics tests that can be given at the point of care are not currently available.



## Acute respiratory infection timer

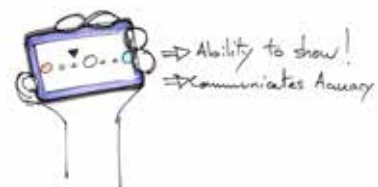
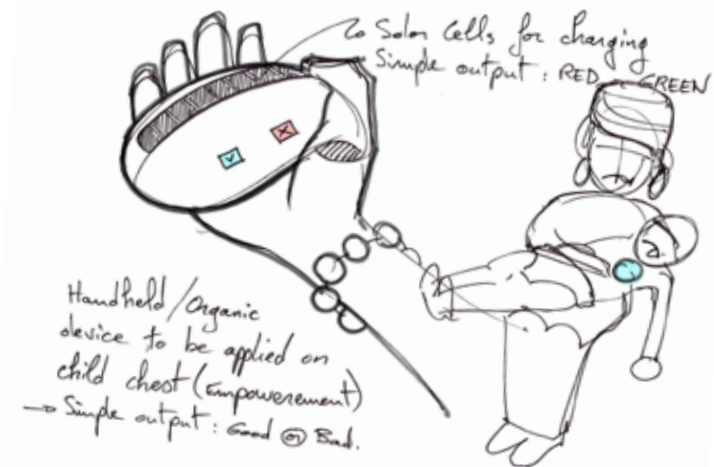
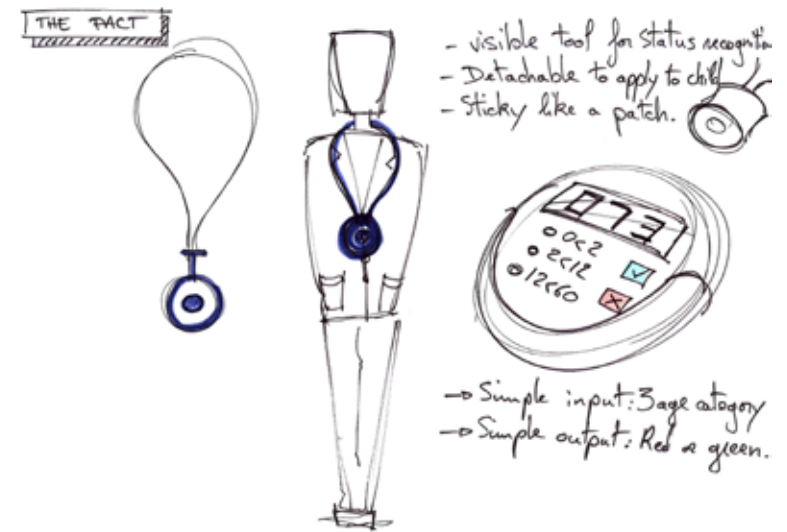
WHO guidelines for the diagnosis of pneumonia by CHWs in children 2-12 months old is 50 or more breaths per minute. For children from 12 months to 5 years the threshold is 40 breaths per minute.



UNICEF is working with WHO, the Bill and Melinda Gates Foundation (BMGF), USAID and representatives of civil society, industry and academia to bring the health workers' concept of the ideal diagnostic device to reality. In 2012, UNICEF hosted a pneumonia diagnostics workshop in Copenhagen where partners:

- consolidated a common platform to address the challenges of improving pneumonia diagnostic devices
- outlined three and five year roadmaps addressing tools, partners, research and regulatory policy, that would provide a foundation for the development of new pneumonia diagnostic devices
- defined initial criteria for the evaluation of products and devices.

For more information on the progress of UNICEF's pneumonia diagnostics innovation project, visit: [www.unicefinnovation.org](http://www.unicefinnovation.org)

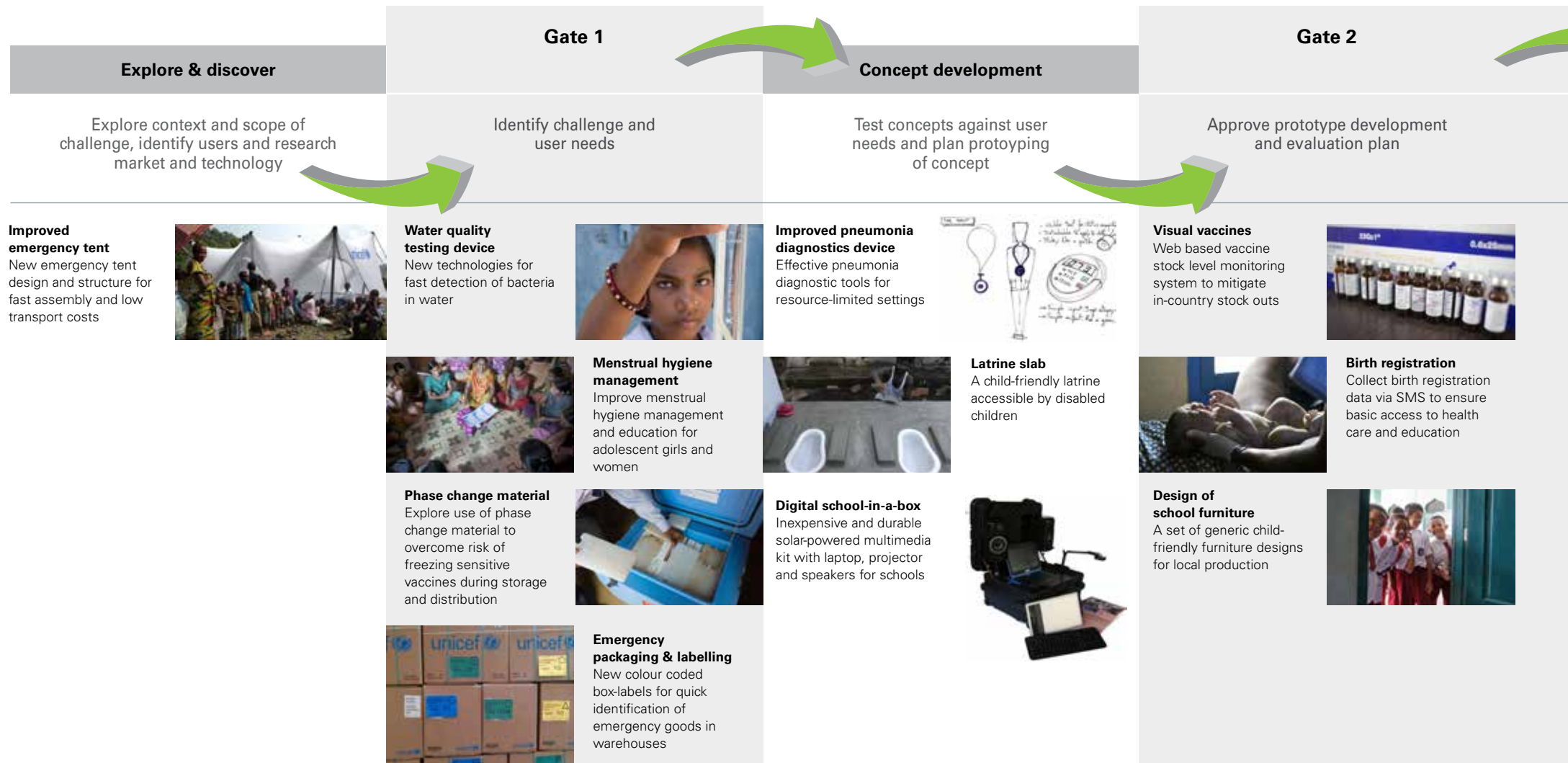




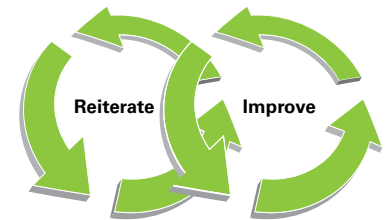
# Innovation project pipeline

In 2012, the process for submitting and launching an innovation project was further refined to better support staff from across the Organization to identify, develop and implement innovations in line with UNICEF's priority areas for improving the lives of children and women. Part of streamlining the process was the establishment of an Innovation Review Board (IRB).

The IRB provides guidance and direction to project leads, and helps track each innovation initiative throughout the project lifecycle. As outlined in the below matrix, UNICEF is currently working on a number of exciting innovation projects, each at a different phase of the process.







The innovation process is ongoing as we work to ensure the products and services we implement best meet the needs of children and women.

**Innovation website**  
In 2012, UNICEF launched a website ([www.unicefinnovation.org](http://www.unicefinnovation.org)) as a platform for engaging external partners in our innovation work and to help identify fresh ideas and solutions.

**Automatic chlorine generator**  
An easy-to-use machine to generate chlorine at the household level



**Jerry can**  
A sustainable and collapsible water can suitable for different climates



**Rapid FTR**  
Speed up family tracing and reunification of unaccompanied and separated children in emergencies via mobile phones



**Neonatal suction device**  
A re-usable, low-cost bulb suction device for treatment of newborn asphyxia



**ORS+zinc co-packaging**  
User-friendly co-packaging of ORS+zinc to optimise treatment of diarrhoea



**Project Mwana**  
Use of mobile phones to improve early infant diagnosis of HIV and post-natal care

**Amoxicillin dispensing**  
Design customisable packaging for dispensing correct dosages depending on treatment need

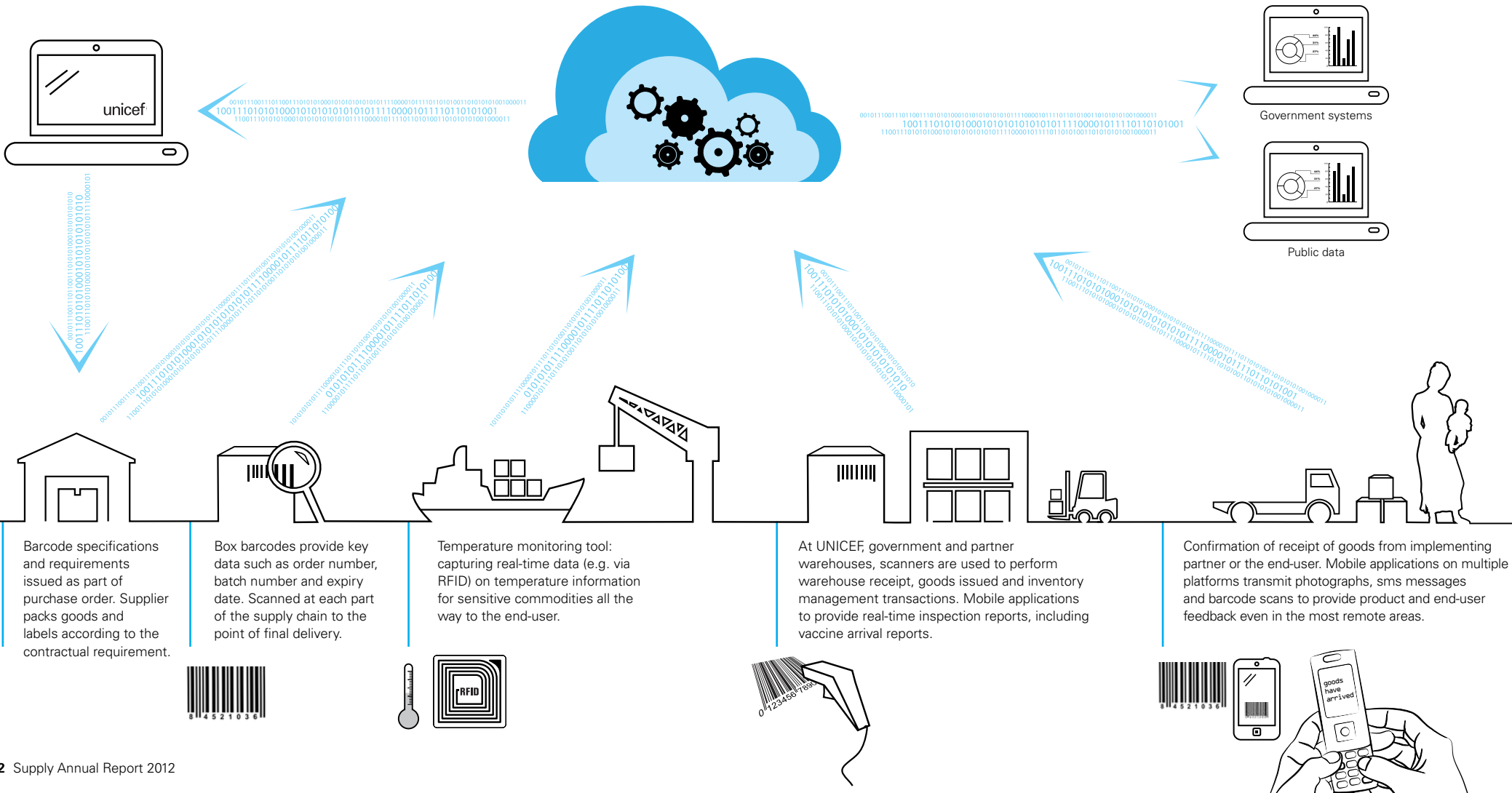


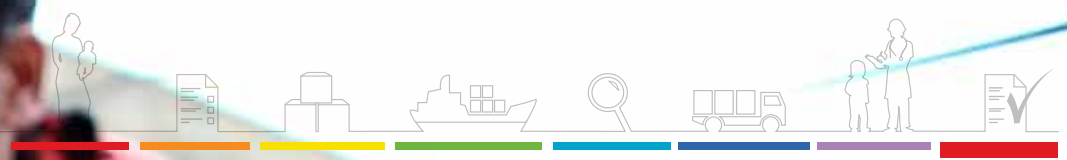
**Solar direct drive vaccine refrigeration**  
Using the sun to keep vaccines cool in countries with limited or unstable power supplies



# Future scoping – technology closing the monitoring loop

Supply chain visibility until point of use is the pot of gold at the end of the supply chain rainbow. With dramatic advances in technology, network coverage and mobile device proliferation, we are entering a period where ‘seeing’ supply chains through to the last mile is becoming a reality. Taking advantage of the 2012 roll-out of a global ERP system, UNICEF is now in a position to match core supply data with vital inputs from a variety of partners, providers and users, each one making use of new technology. Over the next five years, UNICEF and partners will be working on an ambitious plan to create a supply chain information network that will increase transparency, improve efficiency and capture feedback, including from the communities we serve.



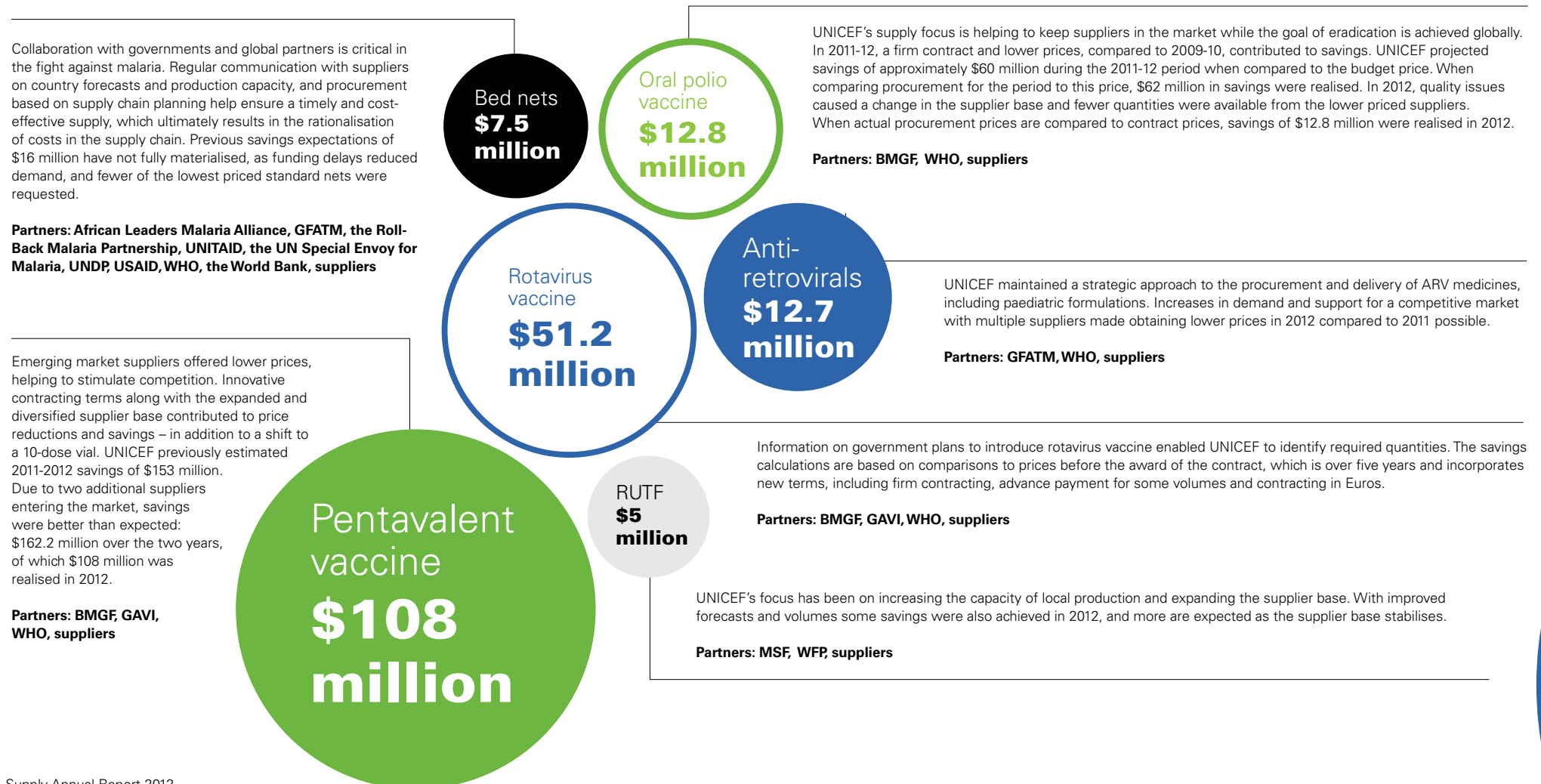


# 2012 savings achieved for essential commodities

UNICEF's procurement strategies support the increased availability and affordability of essential commodities, as well as the diversity of the supplier base. The implementation of these strategies requires the close collaboration of global health partners, donors, governments and suppliers. Market variables such as supply fluctuations and product quality require continuous monitoring, and effective strategies must be responsive and flexible in making the adjustments necessary to meet demand.

In 2012, procurement strategies and innovative financing mechanisms generated savings of over \$197 million, as outlined below.

The savings achieved were 93 per cent of what was projected for 2012.



Collaboration with governments and global partners is critical in the fight against malaria. Regular communication with suppliers on country forecasts and production capacity, and procurement based on supply chain planning help ensure a timely and cost-effective supply, which ultimately results in the rationalisation of costs in the supply chain. Previous savings expectations of \$16 million have not fully materialised, as funding delays reduced demand, and fewer of the lowest priced standard nets were requested.

**Partners: African Leaders Malaria Alliance, GFATM, the Roll-Back Malaria Partnership, UNITAID, the UN Special Envoy for Malaria, UNDP, USAID, WHO, the World Bank, suppliers**

Emerging market suppliers offered lower prices, helping to stimulate competition. Innovative contracting terms along with the expanded and diversified supplier base contributed to price reductions and savings – in addition to a shift to a 10-dose vial. UNICEF previously estimated 2011-2012 savings of \$153 million. Due to two additional suppliers entering the market, savings were better than expected: \$162.2 million over the two years, of which \$108 million was realised in 2012.

**Partners: BMGF, GAVI, WHO, suppliers**

UNICEF's supply focus is helping to keep suppliers in the market while the goal of eradication is achieved globally. In 2011-12, a firm contract and lower prices, compared to 2009-10, contributed to savings. UNICEF projected savings of approximately \$60 million during the 2011-12 period when compared to the budget price. When comparing procurement for the period to this price, \$62 million in savings were realised. In 2012, quality issues caused a change in the supplier base and fewer quantities were available from the lower priced suppliers. When actual procurement prices are compared to contract prices, savings of \$12.8 million were realised in 2012.

**Partners: BMGF, WHO, suppliers**

UNICEF maintained a strategic approach to the procurement and delivery of ARV medicines, including paediatric formulations. Increases in demand and support for a competitive market with multiple suppliers made obtaining lower prices in 2012 compared to 2011 possible.

**Partners: GFATM, WHO, suppliers**

Information on government plans to introduce rotavirus vaccine enabled UNICEF to identify required quantities. The savings calculations are based on comparisons to prices before the award of the contract, which is over five years and incorporates new terms, including firm contracting, advance payment for some volumes and contracting in Euros.

**Partners: BMGF, GAVI, WHO, suppliers**

UNICEF's focus has been on increasing the capacity of local production and expanding the supplier base. With improved forecasts and volumes some savings were also achieved in 2012, and more are expected as the supplier base stabilises.

**Partners: MSF, WFP, suppliers**





## Projected savings

UNICEF and its partners will continue to generate savings and value for money in the years ahead. Based on current contracts and demand, in addition to the \$197 million in savings realised in 2012, projected savings in the coming five years will be a minimum of \$810 million.

UNICEF's capacity to secure savings will depend on its strategic, evidence-based procurement decisions, innovative financing and on partnerships that contribute to creating healthy markets.

# Procurement and supply overview 2012

UNICEF procured supplies and services valued at \$2.468 billion

## UNICEF's major programmatic commodity groups

(in \$ millions)



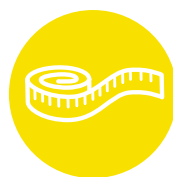
Vaccines  
**\$1,053**

- > 1.9 billion doses for 96 countries
- > 554.1 million immunization syringes
- > \$29.7 million worth of cold chain equipment



Pharmaceuticals  
**\$226**

- > 361 million de-worming tablets
- > 19.7 million packs of ARV formulations to treat 1,230,000 HIV patients
- > \$12 million worth of co-trimoxazole
- > 23.2 million malaria treatments



Nutrition  
**\$145**

- > 29,140 MT of RUTF
- > 447 million vitamin A capsules shipped
- > 71 million sachets of oral rehydration salts
- > 113 million zinc tablets
- > 271 million sachets of multiple micronutrient powder



Medical supplies and equipment  
**\$92**

- > 18.1 million malaria rapid diagnostic test kits
- > 14 million HIV rapid diagnostic test kits
- > 101,000 medical kits



International freight  
**\$74**

- > 7,000 international shipments



Bed nets  
**\$69**

- > 18.5 million bed nets for 39 countries



Construction  
**\$69**

- > Procured construction services in 32 countries, including facilities for education/child development (84%), water and sanitation (8%), and health (2%)



Water and sanitation  
**\$47**

- > 371 million water purification tablets
- > 57,000 hygiene kits
- > 12,000 family water and sanitation kits



Education  
**\$39**

- > 93,000 classroom kits
- > 15,000 Early Childhood Development kits
- > 15,000 recreation kits



Printing  
**\$38**

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

## Supplier countries in which procurement exceeded \$10 million

(based on country of invoice, in \$ millions)

UNICEF makes great efforts to buy supplies where they are used. Almost two thirds of the top 33 supplier countries are countries where UNICEF has development programmes.

Haiti **\$13**  
 United States **\$287**  
 Canada **\$11**

United Kingdom **\$52**  
 France **\$167**  
 Belgium **\$349**  
 Netherlands (the) **\$11**  
 Switzerland **\$158**  
 Germany **\$30**  
 Denmark **\$109**  
 Italy **\$25**

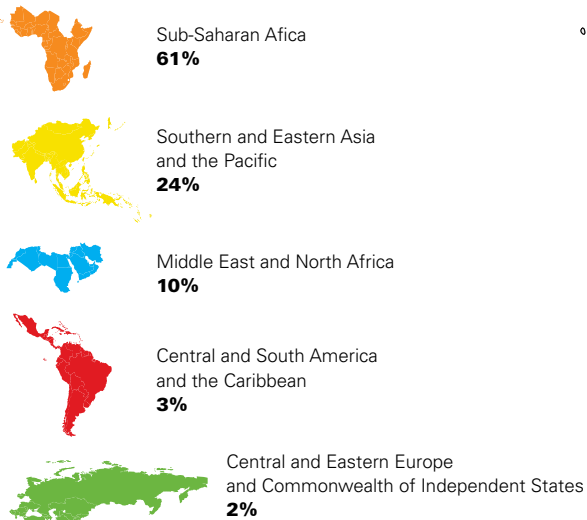
China **\$28**  
 Japan **\$14**

Afghanistan **\$10**  
 Israel **\$11**

## Where UNICEF supplies were used

(by percentage)

Close to two thirds of the UNICEF supplies delivered went to sub-Saharan Africa (an increase of six per cent over 2011).



Mali **\$12**  
 Nigeria **\$12**  
 Niger (the) **\$24**  
 Democratic Republic of the Congo (the) **\$15**  
 South Africa **\$20**  
 South Sudan **\$13**  
 Uganda **\$16**  
 Malawi **\$16**  
 Zimbabwe **\$25**  
 Kenya **\$19**  
 United Republic of Tanzania (the) **\$12**  
 Ethiopia **\$27**

Indonesia **\$28**  
 Thailand **\$10**  
 Bangladesh **\$12**  
 Sri Lanka **\$11**  
 India **\$558**  
 Pakistan **\$44**



## The courage to deliver assistance

Community health workers are a lifeline for the world's most vulnerable children. Tirelessly and with quiet courage, these skilled men and women provide basic health care to children and families in the poorest slums and in the remotest villages.

In Pakistan, between May 2012 and June 2013, 14 polio health workers and 4 security staff assigned to vaccination teams were murdered. In Nigeria, 9 have been killed in similar attacks. The Nigerian deaths reawaken the recent memory of 25 colleagues who died in a car bombing at the United Nations building in Abuja on 26 August 2011.

UNICEF condemns this senseless violence and urges leaders and communities to protect health workers who continue to remind the world that children's health is a priority for all.



# UNICEF global procurement statistics

## **Annex 1 (page 40)**

UNICEF procurement by country/area and US\$ value, aggregating local, country to country and international figures.

## **Annex 2 (page 42)**

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

## **Annex 3(a) (page 74)**

Destination countries/areas for UNICEF procured commodities, aggregating local, country to country and international procurement.

## **Annex 3(b) (page 76)**

UNICEF countries/areas where services were used, aggregating local, country to country and international procurement.

## **Annex 4 (page 77)**

Number of companies invited to bid by Supply Division and responses received, by country/area.

You can view a list of contracts awarded by Supply Division here:

[http://www.unicef.org/supply/index\\_27009.html](http://www.unicef.org/supply/index_27009.html)

## **Local**

Goods and services procured by Country Offices for local delivery and subject to the principle of competitive bidding from local suppliers.

## **Country to country**

Goods and services procured on behalf of another country, or international procurement by Country or Regional Offices, and subject to the principle of competitive bidding.

## **International**

Goods and services procured by Supply Division, or by Country Offices through Direct Order arrangements, or by other Headquarter Divisions and subject to the principle of international competitive bidding.

# Annex 1

UNICEF procurement by country/area and US\$ value, aggregating local, country to country and international figures

Country/area	Value (\$)	Country/area	Value (\$)
Afghanistan	10,428,535	El Salvador	854,744
Albania	748,440	Equatorial Guinea	57,825
Algeria	716,799	Eritrea	370,995
Angola	3,140,272	Ethiopia	26,523,984
Argentina	7,971,857	Fiji	516,108
Armenia	260,066	Finland	2,204,050
Australia	4,843,709	France	166,622,858
Austria	591,468	Gabon	404,863
Azerbaijan	304,015	Gambia (the)	164,577
Bangladesh	11,702,945	Georgia	558,421
Barbados	277,194	Germany	30,344,699
Belarus	243,880	Ghana	3,009,369
Belgium	349,224,213	Greece	694,330
Belize	269,960	Grenada	18,500
Benin	1,674,537	Guatemala	2,403,285
Bhutan	443,035	Guinea	3,981,913
Bolivia (Plurinational State of)	3,993,092	Guinea-Bissau	3,077,789
Bosnia and Herzegovina	908,150	Guyana	170,515
Botswana	243,878	Haiti	13,178,917
Brazil	7,899,041	Honduras	228,560
Bulgaria	1,076,185	Hungary	345,994
Burkina Faso	8,569,678	India	557,673,455
Burundi	3,273,354	Indonesia	27,812,428
Cambodia	2,211,421	Iran (Islamic Republic of)	436,477
Cameroon	2,063,285	Iraq	4,253,829
Canada	10,830,462	Ireland	2,237,763
Cape Verde	133,120	Israel	10,557,318
Central African Republic (the)	3,789,236	Italy	24,696,658
Chad	8,997,151	Jamaica	321,703
Chile	1,913,975	Japan	13,873,685
China	28,081,492	Jordan	8,506,945
Colombia	3,522,939	Kazakhstan	609,902
Comoros (the)	864,352	Kenya	18,604,959
Congo (the)	1,642,615	Kiribati	37,117
Costa Rica	1,201,039	Kyrgyzstan	2,331,838
Côte d'Ivoire	8,035,548	Laos People's Democratic Republic (the)	1,281,681
Croatia	970,147	Latvia	48,574
Cuba	1,523,848	Lebanon	6,663,915
Cyprus	7,605,900	Lesotho	384,047
Czech Republic (the)	102,895	Liberia	6,464,925
Democratic People's Republic of Korea (the)	2,106,250	Libya	172,959
Democratic Republic of the Congo (the)	15,408,102	Lithuania	86,530
Denmark	109,348,527	Luxembourg	7,108,394
Djibouti	403,550	Madagascar	9,416,877
Dominican Republic (the)	3,133,777	Malawi	15,680,924
Ecuador	2,298,505	Malaysia	5,675,588
Egypt	1,583,794	Maldives	331,330



Country/area	Value (\$)	Country/area	Value (\$)
Mali	11,536,725	Spain	1,869,751
Mauritania	1,634,476	Sri Lanka	11,311,556
Mauritius	91,362	State of Palestine	6,611,788
Mexico	4,172,195	Sudan (the)	2,883,467
Micronesia	32,100	Suriname	68,722
Mongolia	744,340	Swaziland	545,581
Montenegro	408,599	Sweden	9,368,518
Morocco	413,540	Switzerland	158,239,007
Mozambique	5,235,231	Syrian Arab Republic (the)	6,898,145
Myanmar	4,055,052	Tajikistan	997,935
Namibia	619,031	Thailand	10,238,262
Nepal	4,971,248	The former Yugoslav Republic of Macedonia	330,831
Netherlands (the)	10,577,441	Timor-Leste	1,492,508
New Zealand	446,852	Togo	1,695,508
Nicaragua	850,496	Trinidad and Tobago	57,000
Niger (the)	24,142,231	Tunisia	318,493
Nigeria	12,321,128	Turkey	3,480,345
Norway	1,278,966	Turkmenistan	178,364
Oman	177,462	Uganda	15,813,221
Pakistan	44,136,335	Ukraine	2,012,742
Panama	1,004,837	United Arab Emirates (the)	7,087,919
Papua New Guinea	159,776	United Kingdom	52,409,692
Paraguay	330,253	United Republic of Tanzania (the)	11,765,335
Peru	2,337,348	United States	286,911,753
Philippines (the)	5,658,732	Uruguay	1,624,580
Poland	305,902	Uzbekistan	1,279,583
Portugal	234,539	Vanuatu	7,612
Qatar	8,570	Venezuela	694,064
Republic of Korea (the)	6,778,483	Viet Nam	337,479
Republic of Moldova	619,543	Yemen	6,419,943
Romania	3,116,447	Zambia	7,672,860
Russian Federation (the)	9,383,231	Zimbabwe	24,914,173
Rwanda	1,855,300		
Saint Lucia	52,974		
Sao Tome and Principe	12,713		
Saudi Arabia	63,627		
Senegal	3,802,367		
Serbia (Republic of)	2,265,165		
Seychelles	33,605		
Sierra Leone	2,894,148		
Singapore	841,646		
Slovakia	752,444		
Slovenia	6,002		
Solomon Islands	31,667		
Somalia	2,468,563		
South Africa	20,101,221		
South Sudan	12,591,415		

## Annex 2

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

Supplier	Commodities	Local	Country to country	International
<b>Afghanistan</b>				
Afghan ICT Solution	Communication Equip., Other Services	43,133	183,198	
Afghanistan Center for Training and Development	Other Services	357,693		
Afghanistan Reliable Technology Services	Other Services	210,625		
Al Kawsar Co Ltd	Water & Sanitation	179,768		
Aria Stationary Ltd	Education Supplies, Medical Equip., Water & Sanitation	234,277		
Danish Assist. to Afghan Rehab. & Tech.Training	Other Services	1,317,275		
Essa Jawid Ltd	Education Supplies	796,958		
Feroogh Noor Media Group	Other Services	268,862		
Ghafar Ishan Ltd	IT & Office Supplies, Medical Equip.	42,545	83,690	
Io Global Services Pvt Ltd	Other Services	230,820		
Khalid Durrani Auxiliary Service Co	Other Services	107,770		
Lapis Ltd	Other Services	214,841		
M Aryoubi Store	IT & Office Supplies, Water & Sanitation	165,779		
National Fuel Co Ltd	Fuel & Lubricants, Other Goods, Printing, Water & Sanitation	947,436		
New Jabel Saraj Transport	Nutrition, Other Services	775,156		
Pixel Entertainment	Other Services	272,758		
Senan Construction Co	Other Services	247,310		
Social and Humanitarian Assistance Org. (SHAO)	Other Services	423,299		
Zadran Group Of Companies	Other Services, Water & Sanitation	566,949		
<b>Angola</b>				
Ajuda de Des, de Povo para Povo (ADDP)	Other Services	111,609		
Edicoes De Angola (EAL) Lda	Printing	857,435		
EMP - Trans Lda	Other Services	170,769		
GB Consultores Reunidos Lda	Other Services	184,320		
KPMG Angola	Other Services	103,600		
Servico De Logistica E Carga (SLC) SA	Other Services	148,480		
Toyota De Angola Sarl	Transport	212,400		
<b>Argentina</b>				
Adecco Specialties SA	Other Services	259,057		
Anselmo L Morvillo SA	Printing	173,978		
Baires Print SA	Printing	164,968		
Benefits SA	Other Services	131,920		
Compañía Comercializadora Integral (CCI) SRL	Other Services	225,606		
Cotecsud Sase	Other Services	478,052		
Covedisa SA	Other Services	354,331		
Dicopack SA	Water & Sanitation			715,696
Full Marketing SA	Other Services	431,206		
Latinoamerica Dona SA	Other Services	514,185		
Organización Coordinadora	Other Services	205,404		
Paula Del Castillo SRL	Other Services	347,773		
Soluciones De Contacto SA	Other Services	618,316		
Unidadcom Empresa & Comuidad SA	Other Services	115,899		
<b>Australia</b>				
Australian Council for Educational Research	Other Services		2,550,810	258,391
Codan Ltd	Communication Equip., Other Goods			381,543
Southern Cross University	Other Services			176,025
<b>Austria</b>				
Sandoz GmbH	Pharmaceuticals			354,591

Supplier	Commodities	Local	Country to country	International
<b>Bangladesh</b>				
Bangladesh Progressive Enterprise Press Ltd	Printing	209,108		
Bitopi Advertising Ltd	Other Services	186,378		
Brac University	Other Services	223,649		
Dhaka Ahsania Mission	Other Services	359,562		
Evergreen Printing and Packaging	Education Supplies, Printing	718,582		
Expressions Ltd	Other Goods & Services, Printing	510,703		
Goodwill Trade International	Education Supplies, Printing, Transport	338,882		
Group 4 Securitas Bangladesh	Other Services	156,456		
Human Development Research Centre (HDRC)	Other Services	237,739		
Hussain Polymers	Water & Sanitation		119,168	
icddr,b	Other Services	385,345		
Incepta Pharmaceuticals Ltd	Pharmaceuticals	261,413		
Intergraphic Ltd	Printing	165,033		
Linde Bangladesh Ltd	Other Services	197,649		
Masro Printing & Packaging Ltd	Printing	187,503		
Orchid Printers	Education Supplies, Printing	14,625		117,180
Partners In Health and Development	Other Services	450,747		
Practical Action	Other Services	433,983		
Renata Ltd	Nutrition, Pharmaceuticals	446,188		550,000
Smart Services Ltd	Other Services	317,459		
Square Pharmaceuticals Ltd	Pharmaceuticals	105,237		782,625
Thakral Information Systems Private Ltd	IT & Office Supplies	238,218		
The Nielsen Company (Bangladesh)	Other Services	596,800		
Toon Bangla Ltd	Other Services	209,050		
<b>Belgium</b>				
Agence Europ. pour le Dév. et la Santé (AEDES)	Other Services		1,534,830	
Alpinter SA/NV	Shelter/Field Equip.			969,089
Becton Dickinson International	Laboratory Supplies, Medical Renewable			13,808,163
BIEF SA	Other Services		124,286	
GlaxoSmithKline Biologicals SA	Vaccines/Biologicals			322,056,837
Hera	Other Services		249,773	
Innogenetics NV	Diagnostic Test Kits			144,629
Laboratoria Wolfs NV	Pharmaceuticals			465,082
Michiels Fabrieken NV	Nutrition			6,343,428
Purna Pharmaceuticals NV	Pharmaceuticals			1,779,460
Refritec BV/BA	Cold Chain Equip.			368,868
SITA	Other Services			487,416
<b>Benin</b>				
Bufalo	Education Supplies	174,715		
Magnificat Edition	Education Supplies, Printing	122,188		
<b>Bolivia (Plurinational State of)</b>				
Asisco SRL	Other Services	160,661		
Dell World Trade LP	IT & Office Supplies	180,267		
Nexus Comunicacion Total	Other Services	255,916		
Odbol Comercializadores De Ormachea	IT & Office Supplies, Printing	158,099	1,244	
Podema SRL	Other Services	172,022		
Team Consult	Other Services		141,075	
Tics Empresarial Agencia En Comun	Other Services	199,634		



## Annex 2

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

Supplier	Commodities	Local	Country to country	International
<b>Bosnia and Herzegovina</b>				
INNOVA Management Consulting	Other Services	120,562		
<b>Brazil</b>				
Appco Group Brazil	Other Services	263,557		
Bio-Manguinhos	Vaccines/Biologicals			4,802,676
Ibope Inteligencia Pesquisa E Consultoria Ltda	Other Services	115,654		
International Fundraising	Other Services	138,535		
Sos Sat Tecnologia Em Servicos Dirigidos Ltda	Other Services	177,374		
<b>Bulgaria</b>				
Marketing-V Ltd	Water & Sanitation			367,233
Supernova Media	Other Services	100,072		
<b>Burkina Faso</b>				
Aceca International Sarl	Other Services	101,231		
Afrik Consulting	Other Services	117,445		
Azimut De Travaux Et Fournitures	Education Supplies, Transport	126,366		
Cadis-Burkina Sarl	Other Services	215,325		
Eniam-Bâtiment Sarl	Education Supplies, Other Goods and Services, Shelter/Field Equip.	316,808		
Entreprise De Construction G&F	Other Services	617,898		
Entreprise De Construction Woumtaba	Other Services	152,039		
Entreprise Gen. En Const. Electriques (EGCE)	Other Services	680,806		
Entreprise Generale De Services	Other Services	368,098		
Forbat Afrique	Other Services, Water & Sanitation	101,429		
Genedis Burkina Sarl	Water & Sanitation	259,105		
Graphi Imprim	Printing	111,745		
Groupe Satar Plastique	Nutrition, Water & Sanitation	275,307		
Hydrass-Burkina	Other Services, Water & Sanitation	873,127		
Institut Supérieur Des Sciences	Other Services		919,467	
Le Mobilier Oubda Placide	Education Supplies	154,361		
Madicom /TPC	Other Services	262,147		
Saira International Sarl	Other Services, Water & Sanitation	133,622		
Societe Nationale de Transit du Burkina (SNTB)	Other Services	122,621		
Temfor	Other Services	130,863		
<b>Burundi</b>				
Channel Research Tanganyika	Other Services	110,920		
Cite Des Jeunes Don Bosco	Education Supplies, Other Goods & Services	166,487		
Delta Construction Sa	Other Services	694,118		
Gitec	Other Services	100,546		
Maimo	IT & Office Supplies, Other Goods & Services, Printing	119,079		
Maison Electro Xerographic Mex	Education Supplies, Identific, & Signage, Printing	141,962		
Organisation d'Appui à l'auto - Promotion (OAP)	Water & Sanitation	128,500		
<b>Cambodia</b>				
3D Graphics Publishing	Printing	113,337		
Te Aik Hong Office Machines	Communication Equip., IT & Office Supplies, Transport, Water & Sanitation	268,942	945	
Total Cambodge	Fuel & Lubricants	117,623		
<b>Cameroon</b>				
Cami Toyota	Transport, Water & Sanitation	17,286	109,760	
Messapresse	Other Goods, Printing	316,951		
Nziko (Ets)	Nutrition, Water & Sanitation	144,774		

Supplier	Commodities	Local	Country to country	International
Société Camerounaise de Raffinage Maya (SCRM)	Printing, Water & Sanitation	100,234		
Transimex SA	Other Services	289,691		
<b>Canada</b>				
Banner Pharmacaps (Canada) Ltd	Pharmaceuticals			1,635,584
Capra International Inc	Other Services		129,626	
Christie Communications Ltd	Other Services			104,775
Dundex	Other Services		717,334	124,110
International Bureau for Children's Rights (IBCR)	Other Services		248,269	
Intervax	Vaccines/Biologicals			3,719,725
Open Text Corporation	IT & Office Supplies			120,134
Theophile Ntambwe	Other Services		104,412	
Universalia Management Group	Other Services		167,883	128,000
University of British Columbia	Other Services		300,789	
<b>Central African Republic (the)</b>				
Alpha Constructions	Other Services	223,745		
CFAO Centrafrique	Other Goods & Services, Transport	206,393	186,406	
Immo Concept Sarl	Other Services	408,082		
Interco	Other Services	406,338		
Le Maçon	Other Services	250,410		
Total Centrafrique	Fuel & Lubricants	248,255		
<b>Chad</b>				
Abakar Moussa Chaffa	Other Services	406,863		
Al Amanna Transport	Other Services	177,840		
Bandar	Other Services	152,325		
Boutique Al Amal	Education Supplies, Printing, Shelter/Field Equip.	152,113		
Complexe	Other Services	402,611		
Continental Group	Water & Sanitation	389,227		
Cop Gard	Other Services	205,185		
D&G Production	Other Services	126,776		
Entreprise Etoile Brillante	Water & Sanitation	100,826		
Etoile De Ville	Other Services, Water & Sanitation	151,079		
ETS Hout-Hout	Other Services	945,149		
ETS MHM	Clothing & Footwear, IT & Office Supplies, Nutrition, Shelter/Field Equip., Water & Sanitation	308,657	14,720	
ETS Wadi Moura	Other Services	170,860		
Ibrahim Tidjani	Communication Equip., Shelter/Field Equip., Transport, Water & Sanitation	295,481	859	
Illustrator Service	Communication Equip., Printing	491,077		
Imprimerie Koubia	Education Supplies, Printing	185,845		
Julie Pudlowski Consulting	Other Goods & Services, Printing	350,801	31,950	
Malack Sarl	Other Services	132,999		
<b>Chile</b>				
Vigo Consultores SA	Other Services	173,436		
<b>China</b>				
A Andrews & Co Ltd	IT & Office Supplies		33,752	164,182
Beijing Cheng Xin International	Education Supplies, IT & Office Supplies, Medical Equip., Nutrition, Printing, Water & Sanitation	18,205	413,814	
Beijing Fu Ming Hao Tian Int. Trade Co Ltd	Education Supplies, Shelter/Field Equip., Water & Sanitation	52,910	53,768	37,835
Beijing Hongyuboda Technology	Communication Equip., IT & Office Supplies	40,843	109,139	
Beijing Zhongyuan Ltd	Laboratory Supplies	114,106		

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

Supplier	Commodities	Local	Country to country	International
Child Frontiers Ltd	Other Services		582,476	102,385
China Educational Instrument	Education Supplies			618,367
China National Medical Equipment Co Ltd	Laboratory Supplies		274,090	
China-Han Technical Development Corp Ltd	Education Supplies			838,150
Comparative Education Research	Other Services		166,974	
Dandong Land Trade Company Ltd	IT & Office Supplies, Laboratory Supplies, Medical Equip., Warehousing, Water & Sanitation		339,466	
Dandong Sevsuns Trading Co Ltd	IT & Office Supplies, Medical Equip., Medical Renewable, Transport, Water & Sanitation	1,119	694,149	
Dandong Tianfu Trade Co Ltd	Fuel & Lubricants, IT & Office Supplies, Transport, Warehousing, Water & Sanitation	34,401	79,020	
Dandong Zhongwei Industrial Trading Corp.	IT & Office Supplies, Laboratory Supplies, Medical Equip., Nutrition, Shelter/Field Equip., Transport, Warehousing, Water & Sanitation	13,917	476,562	
Euro RSCG Advertising Co Ltd	Other Services	463,363		
Euro Suisse International Ltd	Communication Equip., Education Supplies			719,354
Guilin Pharmaceutical Co Ltd	Pharmaceuticals			4,747,407
Haier Electrical Appliances Corp Ltd	Cold Chain Equip.		5,600	783,650
Hangzhou Cereals, Oils & Foodstuffs I/E	Education Supplies, Identific, & Signage, IT & Office Supplies, Medical Renewable	862	298,121	990,764
Intec Products Inc	Diagnostic Test Kits			720,173
ITI Company (Shanghai) Ltd	Education Supplies, Identific, & Signage, Medical Equip., Medical Renewable, Nutrition, Shelter/Field Equip., Water & Sanitation	13,050	1,279,660	393,502
Jiangsu Geology and Engineering Co Ltd	Other Services		1,249,000	
Jinhua Longtai Import & Export Trading Co Ltd	Education Supplies			663,705
Maxleaf Stationery Ltd	Education Supplies			937,420
Moneray International Ltd	Medical Equip.			254,400
National Center For Educational Technology	Other Services	141,529		
Ningbo Binbin Stationery Co Ltd	Education Supplies, IT & Office Supplies, Warehousing		206,524	714,915
North China Pharmaceutical Company	Pharmaceuticals			932,661
Qingdao Mehel International	Medical Renewable			150,662
Shanghai Kehua Bio-Engineering Co	Diagnostic Test Kits			166,179
Shanghai Pentagonal Mart Co Ltd	Warehousing			784,918
Tianjin Wantex Import and Export	Education Supplies	162,664	65,478	212,806
Tianjin Yorkool International	Bednets/Insecticides			1,043,090
Top Sources Trading Ltd	Education Supplies, Identific, & Signage			1,754,960
Xinjiang Int. Econ. Cooperation Corp	Education Supplies, Shelter/Field Equip., Water & Sanitation	64,248	419,749	
Zhejiang Daji Medical Instruments Co Ltd	Laboratory Supplies, Medical Equip., Nutrition	41,266	128,068	
<b>Colombia</b>				
Atento Colombia SA	Other Services	158,956		
Bitacora Consultores Ltda	Other Services	184,433		
Centro Nacional De Consultoria	Other Services	118,965		
Sherytel Soluciones	Other Services	252,982		
Universidad De Los Andes	Other Services	201,229		
Universidad Nacional De Colombia	Other Services	186,099		
<b>Comoros (the)</b>				
Graphica Imprimerie	Other Goods & Services, Printing	218,579		
<b>Congo (the)</b>				
Afric' Ingenierie & Consulting (AIC)	Other Services	252,228		
Bur. d'Etudes du Bât. et des Trav. Pub. (BEBATP)	Other Services	171,897		

Supplier	Commodities	Local	Country to country	International
<b>Côte d'Ivoire</b>				
2TD	Other Services	184,662		
Abeda Sarl	Other Services	145,705		
Aviso-Côte D'Ivoire Multi-Média	Other Services	129,679		
Batiment Travaux Publics	Other Services	148,997		
Compagnie D'Ingenierie Geologique	Other Services	124,973		
Deriksa	Other Services	344,534		
EICA	Other Services	103,453		
EMEBCI	Other Services	337,592		
EMI	Other Services	104,175		
Enterprise 2 AA Services	Other Services	108,953		
Entreprise Mida	Education Supplies	167,234		
Esquisse	Education Supplies, Printing, Staff Supplies	104,023		
ETS Alpha	Education Supplies, Other Goods & Services	277,819		
ETS Fomba Coulibaly	Other Services	100,928		
ETS Nes	Other Services	191,531		
ETS Silue Nahouo	Other Services	181,706		
ETS Toure Moussa	Education Supplies	101,046		
Vigassistance	Other Services	126,376		
<b>Cuba</b>				
Comercial Figueroa SRL	Agriculture, Cold Chain Equip., Education Supplies, IT & Office Supplies, Medical Equip., Nutrition, Other Goods, Printing, Transport, Water & Sanitation	672,518		
Grupo Kapan Internacional SA	Communication Equip., IT & Office Supplies, Other Goods, Printing	140,952		
Molinos Trade SA	Printing	132,135		
<b>Cyprus</b>				
Remedica Ltd	Pharmaceuticals, Warehousing			7,577,900
<b>Democratic People's Republic of Korea (the)</b>				
Korea Apro Co	Fuel & Lubricants, IT & Office Supplies, Other Goods, Transport, Water & Sanitation	629,653		
Korea Eurasia Trading Company	Fuel & Lubricants	151,241		
Korea Kwangmyong Trading Group	Water & Sanitation	103,866		
Korea Natural Stone Processing	Medical Equip., Other Goods, Warehousing, Water & Sanitation	502,173		
Korea Paekma Trading Corporation	Fuel & Lubricants, Printing	129,548		
Sun Energy Balkuang Joint Company	Fuel & Lubricants	145,678		
<b>Democratic Republic of the Congo (the)</b>				
Adneyd	Printing	127,700		
Apede	Other Services	167,690		
Batisseurs Independants Du Congo	Other Services	289,317		
Bilem Impressions	Printing	354,537		
CMCT Fcb	Other Services	147,412		
CNRD	Other Services	218,198		
Congo Graphic	Printing	126,000		
Connecteo	IT & Office Supplies, Other Services	230,400	147,300	
Engen DRC	Fuel & Lubricants	101,266		
ETS Kanane	Clothing & Footwear	240,932		
Fonds de Dév. des Services de Santé (FDSS)	Other Services	2,826,196		
Getraco	Other Services	414,821		
Graphic Systems	Printing	359,807		



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Supplier	Commodities	Local	Country to country	International
Human Dignity in the World (HDW) Goma	Other Services	124,800		
Instaprint	Education Supplies, Printing	1,335,585		
Int. Relief Friendship Foundation (IRFF)/FISA	Other Services	183,229		
Kinpress (Imprimerie Typo-Offset)	Education Supplies, Printing	145,333		
KPMG Congo DRC	Other Services	532,750	15,900	
La Colombière	Clothing & Footwear	132,011		
Lec Sprl	Other Services	158,757		
Maison ML	Clothing & Footwear, Nutrition, Water & Sanitation	396,612		
MDF Afrique Centrale	Other Services	132,804		
Prodimpex	IT & Office Supplies, Transport	1,224,458		
Sadi	Other Services	139,693		
Societe De Genie Et De Construction	Other Services	190,994		
Societe Kotecha	Fuel & Lubricants, Water & Sanitation	105,580		
Sogin	Other Services	122,269		
<b>Denmark</b>				
Allianceplus A/S	IT & Office Supplies, Other Goods & Services			477,255
Alulock ApS	Education Supplies			694,464
Ambu A/S	Medical Equip.			762,580
Atea A/S	Communication Equip., IT & Office Supplies, Other Goods		1,167,174	8,360,702
Boxon A/S	Education Supplies			417,960
Canon Danmark A/S	IT & Office Supplies, Other Goods		76,000	175,685
Damco International A/S	International Freight Forwarding			8,681,903
Danimex Communication A/S	Communication Equip., Other Goods		35,078	331,351
DHL Global Forwarding (Denmark) A/S	International Freight Forwarding			1,581,768
DSM Nutritional Products A/S	Nutrition			2,465,435
Freeport Security Aps	Other Services			188,279
Gemini Konzept Huset A/S	Identific, & Signage			107,162
Hewlett-Packard Aps	Other Services			100,081
Jacobsen Catering Service Aps	Other Services			128,235
Jettes Bus	Other Services			112,774
Johs. Gram-Hanssen A/S	Medical Equip., Water & Sanitation		195,920	329,082
Kemp & Lauritzen A/S	Identific, & Signage, IT & Office Supplies, Other Services			209,459
Kjaer Group A/S	Transport			2,297,737
Kronlein Import & Export Agencies	Education Supplies, Identific, & Signage, Nutrition			297,617
Kuehne & Nagel A/S	International freight forwarding, Other Services		898,003	37,075,256
Novo Nordisk A/S	Pharmaceuticals			501,428
Peter Justesen Company A/S	Communication Equip., IT & Office Supplies, Other Goods and Services		30,432	151,270
Scan Global Logistics A/S	International Freight Forwarding			26,339,172
Smith & Nephew A/S	Pharmaceuticals			210,020
Statens Serum Institut	Pharmaceuticals, Vaccines/Biologicals			1,417,054
TDC A/S	Other Services			465,542
Vestfrost A/S	Cold Chain Equip.			9,254,943
<b>Djibouti</b>				
Ecopsis SA	Other Services	126,209		
<b>Dominican Republic (the)</b>				
Vitaset SA	Nutrition		198,720	2,539,660
<b>Ecuador</b>				
Ayala Consulting	Other Services		1,459,200	

Supplier	Commodities	Local	Country to country	International
<b>Egypt</b>				
Above and Below	Other Services	245,129		
<b>El Salvador</b>				
Mega Futuro SA De CV	Nutrition, Shelter/Field Equip.	122,275		
<b>Ethiopia</b>				
Aau Special Fund Account	Other Services	152,124		
Abaderway International	Cold Chain Equip., Communication Equip., Education Supplies, IT & Office Supplies, Medical Equip., Nutrition, Other Goods, Shelter/Field Equip., Water & Sanitation	331,283	7,921	
ABH Services PLC	Other Services	1,083,727		
Abiy Afework Building Contractor	Other Services	468,004		
Adib Development PLC	Transport	278,153		
Africa Printing PLC	Other Goods, Printing	434,433		
Akakas Logistics PLC	Other Services, Transport	255,194		
Alta Computec PLC	IT & Office Supplies	319,637		
Atlantic Freight Transport	Other Services	155,177		
Birtukan Tsegaye Yilma	Printing	200,672		
Bishan Gari Purification Industries PLC	Laboratory Supplies, Water & Sanitation	390,897		
Breakthrough International Consultancy PLC	Other Services	165,745		
Edomias International PLC	Other Services	284,332		
Ethioder PLC	Other Services, Transport	196,636		
Flamingo Printing Press PLC	Printing	182,111		
GED Private Ltd Company	Education Supplies, IT & Office Supplies, Printing	192,433		
Gellatly Hankey & Co	Education Supplies, IT & Office Supplies, Other Goods & Services, Print.	102,439	1,341	
Geshen Transport PLC	Other Goods & Services, Transport	1,020,200		
Hagbes PLC	Transport	264,155		
Hilina Enriched Foods Processing Center PLC	Nutrition	9,948,979		379,224
Jarco Consulting PLC	Other Services	390,318		
KK Building Contractor	Other Services	171,238		
Labora International Trading PLC	Medical Equip.	111,400		
Maky TX Trading	Education Supplies	233,246		
Mekonnen Seid Private Freight	Other Services	299,987		
Melaku Tadesse Mod. House, & Off. Prod. Ent.	IT & Office Supplies	218,071		
Merit Management Consult PLC	Other Goods & Services	262,581		
National Oil Ethiopia PLC (NOC)	Fuel & Lubricants	241,717		
Orbit Engineering & Construction PLC	Other Services	226,904		
Rabco General Construction PLC	Other Services	277,270		
Region 5 Transport & Construction Company	Other Goods & Services, Transport	999,052		
Rift Valley Water Technology PLC	Water & Sanitation	136,457		
Snap Trading and Industry PLC	Education Supplies, IT & Office Supplies, Printing, Water & Sanitation	245,174		
Star Printing Press	Medical Renewable, Printing	393,923		
Tewodros Tefera Car Rental	Other Services	367,333		
Total Ethiopia Share Co	Fuel & Lubricants	104,660		
Ultimate Printing Press PLC	Education Supplies, Medical Renewable, Printing	491,089		
WLP Film Production & Advertising PLC	Other Services	389,933		
<b>Fiji</b>				
Oceanic Communication Ltd	Other Services	127,891		
<b>Finland</b>				
AB Crown Products Oy	Education Supplies			605,954

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Supplier	Commodities	Local	Country to country	International
Naps Systems Oy	Communication Equip., Other Goods & Services		67203	174,796
Porkka Finland Oy	Cold Chain Equip.			900,028
Sademan Oy	Nutrition			254,010
<b>France</b>				
Africasoins SAS	Pharmaceuticals			2,103,295
Agencinox	Medical Equip.			153,699
Bayer SAS	Household Technology			659,300
Bio-Rad Laboratories	Diagnostic Test Kits			545,373
Hachette Livre International	Education Supplies, Printing		329,860	286
Hydroconseil	Other Services		93,070	315,797
IEC Telecom	Communication Equip., Other Goods & Services, Shelter/Field Equip.		124,599	78,701
Labaronne-Citaf SAS	Water & Sanitation			451,323
Laboratoire Renaudin	Pharmaceuticals			851,338
Magnum Photos Sarl	Other Services		170,000	
Médécins Sans Frontières	Printing			111,428
Nutriset SAS	Nutrition, Pharmaceuticals			46,323,333
Orange Logic Europe Sarl	Other Services			120,000
Panpharma SA	Pharmaceuticals			1,598,562
Photalia SAS	Cold Chain Equip.			1,429,014
Sanofi Pasteur	Vaccines/Biologicals			104,434,389
Savonnerie De L'Atlantique	Water & Sanitation			135,169
Sofip Export	Education Supplies, IT & Office Supplies		410,269	319,978
Sovema	Water & Sanitation			432,830
Total Outre-Mer	Fuel & Lubricants		100,558	
Vergnet Hydro	Water & Sanitation			1,409,329
Zhendre SA	Cold Chain Equip.			870,337
<b>Gabon</b>				
Multipress Gabon	Printing	141,407		
<b>Germany</b>				
Abbott GmbH & Co KG	Diagnostic Test Kits, Laboratory Supplies			154,772
B Braun Melsungen AG	Pharmaceuticals			142,385
Chempatex Medizinische	Medical Renewable, Nutrition			2,324,749
Fleischhacker GmbH & Co KG	Diagnostic Test Kits, Laboratory Supplies, Medical Equip., Medical Renewable, Medical/Hygiene Kits			183,142
GTZ GmbH	Laboratory Supplies, Pharmaceuticals			3,227,978
Helm Medical GmbH	Medical Renewable			2,379,258
Henke-Sass Wolf GmbH	Medical Renewable			662,685
Hexal AG	Pharmaceuticals			204,556
KBI Kunststoffbeutel Productions GmbH & Co	Pharmaceuticals			3,357,011
KD Medical GmbH Hospital Products	Medical Renewable			1,111,023
Kirsch Pharma GmbH	Pharmaceuticals			170,644
Lomapharm, Rudolf Lohmann GmbH KG	Pharmaceuticals			4,979,791
MSI GmbH	Nutrition			3,509,169
Partec GmbH	Laboratory Supplies			467,163
Phaesun GmbH	Cold Chain Equip., Water & Sanitation			647,809
Promens Packaging GmbH	Water & Sanitation			1,387,690
Rotexmedica GmbH	Pharmaceuticals			531,849
Rudolf Riester GmbH	Medical Equip.			151,434
Seca GmbH & Co KG	Nutrition, Water & Sanitation			2,062,258

Supplier	Commodities	Local	Country to country	International
Smurfit Kappa GmbH	Warehousing			646,807
Solar23 GmbH	Water & Sanitation			262,122
Speedliner Mobility GmbH	Transport		57,750	329,360
Youth Media Consulting	Other Services		130,756	
<b>Ghana</b>				
Interplast Ltd	Water & Sanitation	460,044		
KPMG Ghana	Other Services	133,711		
Participatory Development Association	Other Services	450,175		
PricewaterhouseCoopers (Ghana) Ltd	Other Services	104,013	57,541	
Royal Crown Press Ltd	Printing	207,437		
<b>Greece</b>				
Demo SA Pharmaceutical Industry	Pharmaceuticals			522,197
<b>Guatemala</b>				
Abbott Laboratorios SA	Pharmaceuticals			1,053,922
Centro De Comunicación Para El	Other Services	308,303		
Saul Martinez Producciones	Other Services	113,197		
<b>Guinea</b>				
Association Tinkisso Eau Nutrition	Water & Sanitation	138,365		
Batir	Other Services	141,062		
ECB-TP	Other Services	146,225		
ECG	Other Services	168,030		
EDF	Other Services	159,620		
EHC	Other Services	152,963		
EJC	Other Services	175,020		
ETS Ali Khaleb Salah Fawaz	Water & Sanitation	130,335		
Guitrab	Other Services	131,127		
Leader Services	Other Services	134,320		
Moly Travaux	Other Services	108,835		
Pride/Guinée Revenus Locaux	Other Services	198,621		
Socadi	Other Services	460,918		
Total Guinee	Fuel & Lubricants	166,515		
<b>Guinea-Bissau</b>				
Africa Furo E Construcão	Other Services	515,722		
Baga-Baga Construcões Lda	Other Services	116,961		
Enasac SA	Other Services	363,610		
Global Services Lda	Education Supplies, Other Goods & Services, Printing	148,040		
Grupo Siper Lda	Other Services	239,294		
Obras De Thomas	Other Services	163,609		
Pama Construcões	Other Services	318,527		
Servico De Agua E Saneamento (SAS)	Other Services	305,816		
<b>Haiti</b>				
Archiplus	Other Services	224,407		
Ateliers Oreste (ATOR)	Education Supplies, Printing	466,883		
Batir et Restaurer	Other Services	117,608		
Best Deal Car Rental	Other Services	126,451		
Bourvil SA	Other Services	250,324		
Brides	Other Services	108,942		
Centre de Form et d'Enc Techn	Other Services	106,960		
Classic Location	Other Services	128,189		



## Annex 2

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

Supplier	Commodities	Local	Country to country	International
Club Indigo	Other Services	139,061		
Compagnie De Distribution (COD)	Water & Sanitation	122,597		
Consultation Plus	Other Services	248,969		
Delog Services	Identific, & Signage, Other Goods & Services, Printing	139,958		
Empire Rent a Car and Truck Service	Other Services, Transport	127,106		
Enaco	Other Services	164,316		
Equipement Plus	Other Services	122,625		
Etienne Jc Company of Transport	Other Services, Transport	621,750		
EXL Consulting Group	Other Goods & Services, Printing	122,669		
GB Design	Other Services	425,704		
GBS	Agriculture, Communication Equip., Other Services	192,440		
Global Home & Office Smart SA	Education Supplies, IT & Office Supplies, Other Goods & Services	107,871		
Ihfosed	Other Services	314,751		
Institut Haitien De L'Enfance	Other Services	450,000		
Jedco SA	Other Services	2,294,124		
La Perle SA	Water & Sanitation	118,147		
Le Contracteur SA	Other Services	241,580		
Lopas SA	Other Services	545,249		
Meds & Food For Kids In Haiti	Nutrition	919,770		
Office Star	Education Supplies, IT & Office Supplies, Medical Equip., Other Goods & Services	105,771		
Pap Securite Company SA	Other Services	229,551		
Pisaco	Other Services	357,880		
Sodec International	Other Services	568,396		
Total Haiti SA	Fuel & Lubricants, Other Goods	422,497		
<b>Hungary</b>				
Pannonpharma Pharmaceutical Ltd	Pharmaceuticals			177,838
Teva Pharmaceutical Works	Pharmaceuticals			137,951
<b>India</b>				
Ajanta Pharma Ltd	Pharmaceuticals			1,358,830
Ajay Industrial Corporation	Water & Sanitation		93,338	960,497
Alkem Laboratories Ltd	Pharmaceuticals			187,732
AOV International	Cold Chain Equip.			452,972
Apex International	Cold Chain Equip.			113,066
Attitude	Other Services	252,106		
Aurobindo Pharma Ltd	Pharmaceuticals			15,143,330
Avalon Information Systems Pvt Ltd	Other Services	317,962		
Bace Marketing Pvt Ltd	Other Services	130,379		
Bharti Airtel Ltd	Other Services	135,630		
Biological E Ltd	Vaccines/Biologicals			36,522,602
Blow Kings	Cold Chain Equip.		19,175	761,092
Calibre Chemicals Pvt Ltd	Nutrition			1,701,433
Caxton Offset Private Ltd	Other Services	109,657		
Centre for Advocacy and Comm. Pvt Ltd	Other Services	111,005		
Centre for Media Studies	Other Services	410,005		
Cipla Ltd	Pharmaceuticals, Warehousing			17,225,431
Community Led Total	Other Services		283,459	
Compact India Pvt Ltd	Nutrition			5,345,697
Corporate Housekeeping Services	Other Services	252,689		

Supplier	Commodities	Local	Country to country	International
Deloitte Touche Tohmatsu	Other Services	763,662		
DGM India Internet Marketing	Other Services	130,534		
DRAFTFCB Ulka Advertising Pvt Ltd	Other Services	205,613		
Economic Research Foundation	Other Services			269,905
EPS Designs India Pvt Ltd	Other Services	429,278		
Ernst and Young Private Ltd	Other Services	147,933		
FDC Ltd	Pharmaceuticals			163,743
G4S Secure Solutions (India)	Other Services	486,445		
Galentic Pharma (India) Pvt Ltd	Pharmaceuticals			301,909
Garg Sports International	Education Supplies	299,665		
Group M Media India Private Ltd	Other Services	1,098,980		
Haffkine Bio-Pharmaceutical Corporation	Vaccines/Biologicals			19,816,580
Hetero Labs Ltd	Pharmaceuticals			29,992,232
Hindustan Latex Family	Other Services	832,745		
Hindustan Plastics	Education Supplies	125,432		
Hindustan Syringes & Medical	Medical Renewable			9,331,559
Hindustan Thompson Associates Pvt	Other Services	494,970		
Icra Management Consulting	Other Services	5,033,722	85,434	
Idiscoveri Education Pvt Ltd	Other Services	100,021	92,238	
Indian Inst. of Health Man. Research (IIHMR)	Other Services		351,583	
IL and FS Education and Technology	Other Services	150,242		
IMRB International	Other Services	209,688		
Intas Pharmaceuticals Ltd	Pharmaceuticals			667,804
International Institute for Population Sciences	Other Services	198,535		
INTV	Other Services	241,622		
IPCA Laboratories Ltd	Pharmaceuticals			3,819,556
Ipe Global Pvt Ltd	Other Services	8,720,063		
Kanam Latex Industries Pvt Ltd	Medical Renewable			281,216
KK Nag Ltd	Water & Sanitation			261,740
Lopez Design Pvt Ltd	Other Services	107,526	82,279	
MBI Kits International	Nutrition			142,465
Mccann Erickson India Pvt Ltd	Other Services	1,532,742		
Medicare Industries	Water & Sanitation			134,910
Medopharm	Pharmaceuticals			4,994,283
Mensa Design Private Ltd	Other Services	108,091		
Mepro Pharmaceuticals Pvt Ltd	Pharmaceuticals			156,390
Metamorphosis Film Junction	Other Services	166,188		
Micro Labs Ltd	Pharmaceuticals			16,945,202
Milan Laboratories (India) Pvt Ltd	Pharmaceuticals			1,194,555
Mudra Online Technologies Pvt Ltd	Other Services	129,838		
Mylan Laboratories Ltd	Pharmaceuticals			45,333,563
Narang Medical Ltd	Medical Equip., Medical Renewable			520,473
New Concept Information Systems	Other Services	536,027		
New Dilip and Company	Clothing & Footwear, Identific. & Signage, Other Goods, Shelter/Field Equip.	481,895		
Nielsen (India) Private Ltd	Other Services	860,555		
Nikhil Offset	Other Services	736,462	1,862	
Nutrivita Foods Pvt Ltd	Nutrition			258,060
Ogilvy and Mather Private Ltd	Other Services	142,921		

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Supplier	Commodities	Local	Country to country	International
Ogilvyone Worldwide	Other Services	241,022		
Orchid Biomedical Systems	Diagnostic Test Kits			1,761,075
Panacea Biotec Ltd	Vaccines/Biologicals			832,451
Parkash Woollen Industries	Shelter/Field Equip.			464,400
Piramal Enterprises Ltd	Nutrition, Pharmaceuticals			3,302,118
Poddar Screen Printers	Identific, & Signage	459,434		
Population Services International	Other Services, Water & Sanitation	907,520		
Pragati Development Consulting	Other Services	9,243,678		
Premier Medical Corporation Ltd	Diagnostic Test Kits			1,938,864
Priyanka (India) Pvt Ltd	Water & Sanitation			102,243
Quantum Business Management	Other Services	189,305		
Ranbaxy Laboratories Ltd	Pharmaceuticals			14,349,449
Randstad India Ltd	Other Services	3,433,564		
Riddhi Management	Other Services	596,948		
Salter India Ltd	Nutrition	237,238		
Serum Institute of India Ltd	Vaccines/Biologicals			254,583,814
Shantha Biotechnics Ltd	Vaccines/Biologicals			1,777,928
Shiraz Adam Chakera	Other Services		103,071	
Sirmaxo Chemicals Pvt Ltd	Pharmaceuticals			755,353
Span Pumps Pvt Ltd	Water & Sanitation			505,817
Sparsh Bpo Services Ltd	Other Services	563,340		
SPC Management Services	Other Services	2,856,485		
Streamflow Polyweave Pvt Ltd	Shelter/Field Equip.			174,720
Strides Arcolab Ltd	Pharmaceuticals			2,559,235
Sutures India Pvt Ltd	Medical Renewable			497,790
Swapna Printing Works	Other Services	115,459		
Syrex Infoservices India	Other Services	550,205		
Tagros Chemicals India Ltd	Bednets/Insecticides			762,280
Tata Consultancy Services Ltd	Other Services			626,946
TCI Xps	Other Services	250,813	8,805	
Techno Relief Overseas India Pvt Ltd	Shelter/Field Equip., Water & Sanitation			107,214
The Communication Hub	Other Services	145,797		
Toyop Relief Pvt Ltd	Water & Sanitation			165,600
VKA Polymers Pvt Ltd	Bednets/Insecticides			730,480
White Rabbit	Other Services	167,067		
<b>Indonesia</b>				
Bendahara Pengeluaran	Other Services	203,699		
CV Cahaya Mario	Water & Sanitation	133,331		
Departemen/Pelmas Fkui	Other Services	194,959		
Lembaga Eijkman	Other Services	296,805		
Pmpk Fk Ugm	Other Services	198,088		
PT Aplikanusa Lintasarta	Other Services	128,110		
PT Appco Direct	Other Services	638,246		
PT Bio Farma (Persero)	Vaccines/Biologicals			19,879,333
PT Chitose Indonesia Mfg.	Education Supplies, IT & Office Supplies		721,297	
PT Jayapura Jayapura	Water & Sanitation	112,814		
PT Tritama Wirakarsa	Bednets/Insecticides	364,230		
Pusat Riset Epidemiologi	Other Services	380,709		
Pusat Studi Kedokteran Tropis Ugm	Other Services	130,520		

Supplier	Commodities	Local	Country to country	International
Rektor Universitas Hasanuddin	Other Services	101,850		
Seameo - Recfon	Other Services		560,001	
SG Support Services Sdn Bhd	Other Services	348,315		
Tegar Amalia Cv	Water & Sanitation	158,206		
Toko Mubatar Jaya	Water & Sanitation	142,431		
UD Kreatif Bangunan	Water & Sanitation	134,440		
<b>Iran (Islamic Republic Of)</b>				
Eefachy Kar Co	Other Services	121,408		
<b>Iraq</b>				
Al Adham Engineering Services Co Ltd	Communication Equip., IT & Office Supplies, Other Goods & Services, Staff Supplies	595,664		
Al Saafa	IT & Office Supplies, Water & Sanitation	160,505		
Al Sami General Trade Co Ltd	Communication Equip., IT & Office Supplies, Nutrition, Other Services, Staff Supplies, Water & Sanitation	1,205,666		
Al Tanadhur General Contractor Co	Other Services	146,660		
Azad Mohamad Salih Bureau	Other Services	100,614		
Belad Al Nakhil Co	Communication Equip., IT & Office Supplies	218,325		
Burj Al-Dyar	Other Services	264,848		
City Centre	Clothing & Footwear	101,275		
Earthlink Company	Other Services	269,432		
Geopolicity Inc	Other Services	63,020	36,998	
SECB - University Of Technology	Other Services	160,000		
<b>Ireland</b>				
Janssen Pharmaceutical	Pharmaceuticals			137,808
Medentech Ltd	Water & Sanitation			780,985
Ovelle Ltd	Pharmaceuticals			222,912
Trinity Biotech	Diagnostic Test Kits			708,300
<b>Israel</b>				
Odis Filtering Ltd	Water & Sanitation		150,953	
Orgenics Ltd	Diagnostic Test Kits, Laboratory Supplies			9,350,787
United Motor Trade Co	Transport		520,050	
<b>Italy</b>				
Alfa Intes	Pharmaceuticals			655,065
Beltapharm SpA	Pharmaceuticals			366,577
Biologici Italia Laboratories SRL	Pharmaceuticals			529,961
Caprari SpA	Water & Sanitation			340,745
Coelmo SRL	Cold Chain Equip., IT & Office Supplies, Water & Sanitation		9,188	150,103
Colombo Smart Plastic SpA	Cold Chain Equip.			115,447
Development Researchers' Network	Other Services		118,400	
Fazzini SRL	Medical Equip., Nutrition			1,263,572
Ferrino & C SpA	Shelter/Field Equip.			1,574,884
Fulton Medicinali SpA	Pharmaceuticals			370,890
Ginevri SRL	Medical Equip.			199,702
Industria Farmaceutica Nova Argenti SpA	Pharmaceuticals			143,197
L Molteni & C dei F A Societa di Esercizio SpA	Pharmaceuticals			157,985
Novartis Vaccines and Diagnostics	Vaccines/Biologicals			15,461,626
Nuova Industrie Biscotti Crich SpA	Nutrition			250,929
Pharmatex Italia SRL	Pharmaceuticals			541,509
Tasco SRL	Water & Sanitation			376,208



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Supplier	Commodities	Local	Country to country	International
<b>Japan</b>				
Fujirebio Inc	Diagnostic Test Kits			100,320
J Gerber & Company (Japan) Ltd	Transport		956,069	2,095,473
Japan BCG Laboratory	Vaccines/Biologicals, Warehousing			2,503,144
Nissan Trading Co Ltd	Transport		32,274	567,533
Sumitomo Chemical Co Ltd	Bednets/Insecticides			6,472,451
Toyota Motor Corporation	Transport			948,034
<b>Jordan</b>				
Bashiti Amman West Stores	IT & Office Supplies, Medical Equip., Other Goods, Water & Sanitation	435,869	534,116	
Daraghmeh Bros Co	Clothing & Footwear	219,136		
G4S Secure Solutions Int. (Jordan)	Other Services	75,136	149,557	
General Computers & Electronics Co	IT & Office Supplies, Other Goods, Printing		111,698	
Jordan Resources Est	Transport	256,012		
King Hussein Foundation's Inf. and Res. Centre	Other Services	107,797		
Penal Reform International	Other Services		106,320	
Realsoft Advanced Applications	Other Services	95,722	71,000	
Roder Hts	Shelter/Field Equip.	1,109,186		
Safe Environment for Oil & Gas Co	Other Services	1,986,870		
Sharekat Al Ata'a Lil Tajhezat Wa	Other Services	252,776		
Universal Equipment Ltd	Transport	333,805		
<b>Kenya</b>				
Alpha Knits Ltd	Identific, & Signage, Printing		134,880	
Alpha Logistics Services (EPZ) Ltd	Other Goods	260,805		
CfBT Education Trust	Other Services		397,187	
Chujio Ceramics	Water & Sanitation	121,877	140,800	
Comex Holding Ltd	Other Services		468,551	
Dimension Data East Africa Ltd	IT & Office Supplies		194,180	
English Press Ltd	Other Goods, Printing	85,099	16,775	
Gina Din Corporate Comm. Ltd	Other Services	109,119		
Insta Products (EPZ) Ltd	Nutrition			5,895,798
Kenpoly Manufactures Ltd	Shelter/Field Equip.		116,300	
Kuehne & Nagel A/S	Other Services		312,899	
Polucon Services (K) Ltd	Other Services		398,005	
Printfast Ltd	Education Supplies, Printing	52,203	51,436	
Prog. for Appropriate Tech. in Health (PATH)	Other Services	197,668		
Ramco Printing Works Ltd	Printing	107,887		
Rift Valley Machinery Services	Other Goods, Water & Sanitation	8,346	178,413	
Tarpo Industries Ltd	Education Supplies, Shelter/Field Equip.	128,936		
Techno Brain Bpo Ites Ltd	Other Services	135,357		
Techno Relief Services Ltd	Education Supplies, Laboratory Supplies, Other Services, Pharmaceuticals, Shelter/Field Equip., Staff Supplies, Water & Sanitation	804,534	1,530,122	
Toyota Kenya Ltd	Transport	164,833	18,857	
Universal Corporation Ltd	Pharmaceuticals			1,967,463
<b>Kyrgyzstan</b>				
Association on Health Promotion	Other Services	101,893		
Institute of Health	Other Services	146,473		
Iveria Ltd	Water & Sanitation	131,181		
Osh Injstroy Ltd	Other Services, Water & Sanitation	501,946		
Scientific Research and Design	Other Services	452,822		

Supplier	Commodities	Local	Country to country	International
<b>Lao People's Democratic Republic (the)</b>				
Provincial Health Department	Water & Sanitation	629,736		
<b>Lebanon</b>				
Akil Bros	Clothing & Footwear, Printing	359,900		1,491,920
Arab Printing Press SAL	Printing			1,701,958
Batakji Furniture	Clothing & Footwear	270,158		
Dalal Steel Industries Sarl	Education Supplies, Other Goods, Staff Supplies		326,000	
Dar El Kotob SAL	Printing	42,760		563,298
Fairco International SAL	Education Supplies	254,830		
Ghassan Khalil	Other Services		100,243	
Sainik Trading	Shelter/Field Equip.	230,405		
Younes Bros Sarl	Water & Sanitation		53,662	510,595
<b>Liberia</b>				
Adraho Construction Co	Other Services	105,737		
Africa Motors (Liberia) Inc	Transport	105,000		
Atlantic Engineering	Other Services	125,464		
Bar Engineering & Construction Co	Other Services	218,206		
Boywe Construction & Engineering	Other Services	100,718		
CTG Engineering & Construction	Other Services	118,171		
Exclusive Super Store	Clothing & Footwear, Printing, Water & Sanitation	100,590		
Gilgal Construction and Engineering Co	Other Services	171,520		
Gilsa Construction Co	Other Services	120,618		
Graceval Construction & Associates	Other Services	110,974		
Guaranteed Enterprise Ltd	Other Services	109,859		
Henriao International Inc	Other Services	107,132		
Jusmat Engineers (Lib) Ltd	Other Services	121,354		
Lamda Consult Ltd	Other Services	447,407		
Longman Liberia Books Inc	Printing	194,000		
Mulkol Engineering & Construction Co	Other Services	189,508		
Nafa Construction Co	Other Services	219,266		
Nuohn River Basin	Other Services	113,540		
PGL Construction Co	Other Services	293,200		
Phoenicia Architecture	Other Services	113,114		
Professional Maintenance Contractor	Other Services	177,576		
Pyramid Group International	Other Services	122,542		
Transparent Construction	Other Services	126,453		
Triple W Corporation Inc	Other Services	105,457		
Urban Builders	Other Services	123,659		
Venture Liberia Inc	Other Services	247,381		
Win Builders & Materials	Other Services	179,401		
Yatta Contractual Services Inc	Other Services	109,876		
Younkan Contractors	Other Services	134,677		
Zakimah Continental Holding Company	Other Services	104,590		
<b>Luxembourg</b>				
Dometic Sarl	Cold Chain Equip.			6,998,388
Proman SA	Other Services		110,006	
<b>Madagascar</b>				
Cominor	Education Supplies, IT & Office Supplies, Water & Sanitation	103,209		
Ecoprim Etude Conception Production Imp.	Education Supplies, Printing	106,669		

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

Supplier	Commodities	Local	Country to country	International
Entreprise Generale De Construction	Other Services	209,648		
Entreprise Generale Tanjona	Other Services	522,416		
Entreprise Haika Construction	Other Services	216,731		
Entreprise Herimanana	Other Services	436,864		
Entreprise Mailaka	Other Services	299,119		
Entreprise Rabekoto	Other Services	211,449		
Entreprise Rambola	Other Services	216,632		
Entreprise Soavelo	Other Services	480,174		
Entreprise Vola	Other Services	377,236		
Evaluation Resource Center (ERC)	Other Services	106,706		
Fc Btp Fenomanana	Other Services	100,777		
Focus Development Association	Other Services	133,762		
Global Vision Com	Other Services	165,531		
Menuiserie D'Art	Education Supplies, IT & Office Supplies	140,438		
Moore Stephens Llp	Other Services	64,000	156,200	
Société JB	Nutrition	317,924		1,195,207
Tan 2000 Construction	Other Services	321,364		
<b>Malawi</b>				
Airtel Malawi Ltd	Other Services	103,404		
Amg Global	Other Services	107,658		
Aquabor International Ltd	Other Services	234,225		
Capital Furniture Company Ltd	Education Supplies, IT & Office Supplies	406,473		
Clinton & Evans	Other Services	624,919		
Design Printers	Printing	148,196		
Fattani Offset Printers	Education Supplies, Printing	134,782		
Heag Integrated Systems Ltd	IT & Office Supplies, Other Services	64,032	44,267	
Ital Business Construction	Other Services	689,067		
Keiretsu Construction	Other Services	282,931		
Liu Construction Company	Other Services	913,176		
M & G Industries	IT & Office Supplies, Warehousing	520,085		
Malawi Institute of Management	Other Services	113,094		
Mantino Ltd	Other Services	117,023		
Mapanga Furniture Ltd	IT & Office Supplies	128,739		
Mercantile International	Printing	140,228		
Nangaunozge Building Contractor	Other Services	709,637		
O&M IT/S and Management Services	Other Services	554,214		
Project Peanut Butter	Nutrition	961,844		
Roja Constructions	Other Services	103,211		
SR Nicholas Ltd	Other Services	3,060,000		
Saifro Ltd	Other Services	394,231		
SDV Malawi Ltd	Other Services	445,381		
Sunder Furniture Ltd	IT & Office Supplies	495,450		
Total Malawi Ltd	Fuel & Lubricants	118,416		
Union Building Contractors	Other Services	1,008,006		
Valid Nutrition	Nutrition	706,852		
Wadonda Consult	Other Services	160,218		
<b>Malaysia</b>				
Asian Support Direct Sdn Bhd	Other Services	1,532,708		
SG Global Support Services Sdn Bhd	Other Services	656,692		

Supplier	Commodities	Local	Country to country	International
SM Pharmaceuticals Sdn Bhd	Pharmaceuticals			2,348,403
Symphony BPO Solutions Sdn Bhd	Other Services	142,901		
Vizeum Media Services (M) Sdn Bhd	Other Services	104,236		
<b>Mali</b>				
Beretela Electronique	Clothing & Footwear, Communication Equip., Education Supplies, IT & Office Supplies, Medical Equip., Nutrition, Shelter/Field Equip., Water & Sanitation	112,620	2,731	
Cedref	Other Services	120,691		
E/SE De Construction N'Tiobala	Other Services	345,555		
E/SE Naman Construction	Other Services	185,674		
Ebancam	Other Services	379,675		
EMCA Sarl	Other Services	168,398		
Entreprise Cisse Forage	Other Services	250,306		
Entreprise Moulaye Emmanuel Toure	Other Services	698,784		
Entreprise Terist	Other Services	409,661		
Fatoumata Touré	Clothing & Footwear, Education Supplies, Nutrition, Transport, Water & Sanitation	614,463		
Graphique Industrie	Printing	132,072		
Groupement D'Entreprises	Other Services	463,960		
Groupement Sid/Sertas	Other Services	151,988		
Imprim Color	Printing	3,099,410		
Imprim-Services	Printing	118,076		
Moussa Doucoure	Other Services, Transport, Water & Sanitation	149,509		
Quincaillerie De La Paix	Agriculture, Clothing & Footwear, Education Supplies, Fuel & Lubricants, Medical Equip., Nutrition, Printing, Shelter/Field Equip., Transport, Water & Sanitation	449,843		
Quincaillerie Ibrahima Koita	Clothing & Footwear, Education Supplies, Medical Equip., Nutrition, Transport, Water & Sanitation	371,161		
SDV	Other Services	112,880		
Sodema	Water & Sanitation	413,033		
Total Mali	Fuel & Lubricants	216,671		
<b>Mauritania</b>				
Agence Zemour Voyage	Other Services	107,552		
Bureau D'Etudes Et De Cons. En Ingen. (BECI)	Other Services	241,855		
Ets Ahmedou O/ Melainine	Other Services	143,013		
Star Oil Mauritania	Fuel & Lubricants, Other Goods	213,564		
Trans-Logistics	Clothing & Footwear, Cold Chain Equip., Education Supplies, Household Technology, Shelter/Field Equip., Water & Sanitation	120,121		
<b>Mexico</b>				
Ecco Servicios De Personal	Other Services	184,048		
Fundraisers Mexico S De RL De C	Other Services	2,146,192		
<b>Morocco</b>				
Manpower	Other Services	169,505		
<b>Mozambique</b>				
Afritool Pty Ltd	Transport	183,599		
Arkay Plastics Mozambique Lda	Water & Sanitation	165,475		
Brithol Michcoma (Moc) Lda	IT & Office Supplies, Printing	304,605		
KPMG	Other Services	191,077		
Lurio Empreendimentos Lda	Other Services	103,833		



## Annex 2

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

Supplier	Commodities	Local	Country to country	International
Moexport Lda	Education Supplies	130,362		
Movarte	IT & Office Supplies	472,545		
Plural Editores Lda	Education Supplies, Warehousing	787,082		
Randcom Lda	Education Supplies	582,860		
Serigrafia Crescente	Printing	154,011		
We Consult	Other Services	123,151		
<b>Myanmar</b>				
Basin International Ltd	Clothing & Footwear, Communication Equip., Education Supplies, Household Technology, Identific, & Signage, Medical Equip., Medical Renewable, Medical/Hygiene Kits, Nutrition, Shelter/Field Equip., Warehousing, Water & Sanitation	877,452		
Best Colour Co Ltd	Printing	554,411		
Mahar Swe Advertising Co Ltd	Printing	141,268		
Mingalar General Trading Co-Op Ltd	Clothing & Footwear, Communication Equip., Education Supplies, Identific, & Signage, Medical Renewable, Nutrition, Printing, Shelter/Field Equip., Water & Sanitation	361,283		
Myanmar Pipes & Accessories	Water & Sanitation	336,630		
Natural Sky Trading Co Ltd	Other Goods, Shelter/Field Equip.,	137,413		
STWM General Services Co Ltd	Other Services	134,400		
<b>Namibia</b>				
John Meinert Printing	IT & Office Supplies, Printing	106,764		
Legal Assistance Centre	Other Services	149,780		
Lifeline/Childline Namibia	Other Services	100,469		
<b>Nepal</b>				
Creative Press Pvt Ltd	Printing	183,526		
Innovative Forum For Community Dev.	Education Supplies	113,672		
Maxpro P Ltd	Other Services	840,343		
Multisys P Ltd	Communication Equip.	168,756		
New Era P Ltd	Other Services	228,429		
Social Development and Promotion Center	Other Services	116,952		
Youth for World Nepal (YWN)	Other Services	109,215		
<b>Netherlands (the)</b>				
Abbott Logistics BV	Pharmaceuticals			444,970
Civil Registration Centre for Development	Other Services		204,197	34,775
Enraf-Nonius BV	Medical Equip.			140,960
IDA Foundation	Medical Renewable, Pharmaceuticals			1,101,290
Kit Royal Tropical Institute	Other Services		135,000	
Maastricht University	Other Services		106,896	
Medical Export Group BV	Diagnostic Test Kits, Laboratory Supplies, Medical Equip., Medical Renewable, Medical/Hygiene Kits		83,082	6,506,369
Netherlands Vaccine Institute (NVI)	Vaccines/Biologicals			717,123
<b>Niger (the)</b>				
Abdou Tankari	Other Services, Transport	109,079		
Cat Logistics	Other Services	128,167		
CGC International	Other Services	243,007		
Dep - Fast	Printing	207,192		
EI Moctar Oumarou Taffa	Clothing & Footwear, Education Supplies, Nutrition, Shelter/Field Equip., Water & Sanitation	249,589		
Elhadj Moumouni Ganda Ali	Education Supplies	169,896		

Supplier	Commodities	Local	Country to country	International
Entreprise Madeb	Other Services	149,573		
Ets Maïga Halidou Aboubacar	Clothing & Footwear, Shelter/Field Equip., Water & Sanitation	199,699		
Gadnet Securite	Other Services	111,698		
Groupe Sanecom	Medical Equip., Printing	179,899		
Hamdallaye Meubles	Education Supplies, Transport	123,783		
Hassane Salifou Ali	Shelter/Field Equip.	561,537		
I Kada	Other Services	178,487		
Loule Commerce	Other Services, Transport	113,901		
Mahamadou Bagourme	Other Services, Transport	120,453		
Na-Allah Aboubacar	Communication Equip., Nutrition, Transport, Water & Sanitation	141,462	1,216	
Société Transformation Alimentaire	Nutrition	17,604,533		388,136
Total Niger	Fuel & Lubricants, Other Goods	210,705		
Unilever Niger SA	Printing, Water & Sanitation	221,248	12,569	
<b>Nigeria</b>				
Akintola Williams Deloitte	Other Services	8,078,517		
Bakerns Nigeria Ltd	Clothing & Footwear, Printing, Shelter/Field Equip., Warehousing, Water & Sanitation	107,325		
Continental Research Ltd	Other Services	185,059		
Dimension Data (West Africa) Ltd	Other Goods		162,769	
Marvel Allied Sevice Ltd	Other Services	117,300		
Mediaserve Prints Ltd	Printing	259,278		
Petra Digital Press	Communication Equip., Printing	183,075		
Population Council	Other Services	149,886		
<b>Norway</b>				
Braillo Norway A/S	Rehab./Disabilities			134,822
GC Rieber Compact A/S	Nutrition			669,883
OB Wiik A/S	Warehousing			183,925
<b>Pakistan</b>				
AC Nielsen Pakistan	Other Services	122,435		
Adult Basic Education Society	Education Supplies	134,288		
Aga Khan University Dept	Other Services		360,650	
Agility Logistics Pvt Ltd	Other Services	185,770		
Al-Aziz Textile Print	Identific, & Signage, Printing	157,150		
Al-Farooq Traders	Education Supplies, Printing	475,923		
Ali Abdullah Enterprises	Water & Sanitation	113,191		
Ali Brothers	Other Services	537,665		
Al-Waheed & Sons	Other Services	242,225		
Amazon Corporation	Other Services	288,435		
Apex Consulting Paksitan (ACP)	Other Services	692,797		
Bajaur Construction Company	Other Services	110,484		
Balach Contractor	Other Services	245,305		
Buraq Surgical Corporation	Medical Equip.			276,830
Ce Pak Constructors Pvt Ltd	Other Services	168,342		
Center for Research & Security	Other Services	148,557		
Chand Engineering Works	Education Supplies, IT & Office Supplies	115,171		
Chip Training and Consulting	Other Services	6,053,458		
Computer Data Solutions	IT & Office Supplies, Water & Sanitation	967,626		
Comrade Engineers and Contractors	Other Services	174,949		
Comsats Institute of Information	Other Services	171,872		

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

Supplier	Commodities	Local	Country to country	International
Contact Plus Pvt Ltd	Other Services	133,092		
Coral Trading & Contracting Co	IT & Office Supplies, Medical/Hygiene Kits	706,977		
Crystal Engineering Services	Other Services	507,523		
EGS Pvt Ltd	Other Services	158,617		
Engineering Services Consultants	Other Services, Water & Sanitation	109,859		
Ernst & Young Ford Rhodes	Other Services	490,028		
Falcon Surgical Co Pvt Ltd	Medical Equip.			101,122
Famous Electric	Other Services	371,780		
Greenstar Social Marketing	Other Services	1,357,801		
H Nizam Din & Sons	Water & Sanitation	164,840		
H Sheikh Noor-Ud-Din & Sons Pvt Ltd	Shelter/Field Equip., Water & Sanitation	609,999		
Haris Enterprises Pvt Ltd	Other Services	376,845		
Hi Star Associates	Other Services	128,908		
High Rise Pvt Ltd	Other Services	102,532		
IMGC Global Pvt Ltd	Education Supplies, Water & Sanitation	301,816		
Innovative Development Organization	Other Services	201,663		
Integrated Health Services	Other Services	1,556,646		
Interflow Communications Pvt Ltd	Other Services	2,987,853		
Iqbal Stationery Mart	Education Supplies	128,547		
Kestral Spd Pvt Ltd	Other Services	226,649		
King Faisal Multi Sign Service	Identific, & Signage, IT & Office Supplies, Printing	242,103		
M/S Ghulam Rasool & Co	Other Services	219,882		
M/S Muhammad Tariq Khan & Co	Other Services	108,767		
M/S Multi Mecc	Other Services	139,025		
M/S Printage	Education Supplies	128,676		
M/S Sajjad Akhtar & Co	Other Services	123,016		
M/S Widecon	Other Services	146,808		
Makhdooms Printing Press	Printing	155,380		
Mir Salam Khan & Brothers	Other Services	193,498		
Mountain Institute For Educational	Other Services	210,086		
Nasrullah Khan & Company	Other Services	132,989		
National Engineering Services	Other Services	137,587		
National Tent House	Water & Sanitation	312,942		
NB Tents & Textiles Pvt Ltd	Clothing & Footwear, Printing, Warehousing, Water & Sanitation	481,756		
New Al-Fareed Stationers & Printers	Education Supplies, Printing	261,682		
New Khalil Printings	Identific, & Signage, Printing	357,114		
Nexus Enterprise	Warehousing, Water & Sanitation	105,405		
Nizam Traders	Clothing & Footwear, Education Supplies, Identific, & Signage, IT & Office Supplies,	232,535		
Opal Studios	Clothing & Footwear, Identific, & Signage, Other Goods, Printing, Water & Sanitation	171,622		
Oxford Policy Management Ltd	Other Services	199,824		
Pak Enterprise	Other Services	975,623		
Pak Serve Pvt Ltd	Other Services	296,829		
Pakistan Insitute of Legistlative Development	Other Services	100,702		
Paramount Tarpaulin Industries	Shelter/Field Equip., Warehousing, Water & Sanitation	647,113		
Polyset Industries Pvt Ltd	Warehousing	113,416		
Prime Services	Other Services	1,621,964		
Quick Process	Other Goods, Printing	125,215		

Supplier	Commodities	Local	Country to country	International
Rana Yasir Iftikhar	Other Services	1,168,125		
Riaz Ud Din Engineering Pvt Ltd	Other Services	242,275		
Riz Consulting	Other Services	160,603		
Sameer Enterprises	Education Supplies, Medical Equip., Medical/Hygiene Kits	579,110		
Shahid Trading Company	Education Supplies	219,782		
SM Jaffer & Co	IT & Office Supplies, Other Services, Water & Sanitation	37,396	121,140	
Soc Films	Other Services	110,672		
Soc. for Comm. Supp. for Prim. Educ. in Baloch.	Other Services	130,527		
Sosec Consulting Services	Other Services	276,855		
Spectrum Communications	Other Services	310,370		
Syed Builders	Other Services	146,172		
Techno Consult International	Other Services	604,763		
Tenure Constructions Pvt Ltd	Other Services	198,155		
UBC CoNVertec Pvt Ltd	Printing	219,413		
UCC Pvt Ltd	Other Services	201,348		
Wackenhut Pakistan Pvt Ltd	Other Services	1,309,256		
Zee Brothers Pvt Ltd	Other Services	149,471		
<b>Peru</b>				
Advantage Consulting SAC	Other Services	223,103		
Personnel Advantage SAC	Other Services	194,725		
<b>Philippines (the)</b>				
AM Ramos Trading	Clothing & Footwear, Education Supplies, Water & Sanitation	523,905		
Anssel Enterprises	Water & Sanitation	148,344		
Appco Direct International	Other Services	563,310		
Central Home Furnishing Inc	Education Supplies, Nutrition, Water & Sanitation	266,480		
Contrade Integrated Depot Inc	Education Supplies, Printing	203,574		
Educational Marketing Mentors	Education Supplies, Printing	245,789		
Goetz Moving & Storage Inc	Other Services	118,431		
Golden Smiles Merchandise	Water & Sanitation	128,780		
Integrated Waste Management Inc	Water & Sanitation	384,818		
JDES Enterprises	Education Supplies, Water & Sanitation	134,481		
Mediators Network for Sustainable Peace Inc	Other Services	120,816		
Nextgen Commercial	Clothing & Footwear, Education Supplies, IT & Office Supplies, Printing, Transport, Water & Sanitation	351,665	460	
Quantum Solutions Philippines Inc	Other Services	117,272		
Transprint Corporation	Education Supplies, Printing	101,682		
UP-CPH Foundation Inc	Other Services	153,567		
<b>Poland</b>				
Warsaw Pharmaceutical Works Joint Stock	Pharmaceuticals			224,585
<b>Republic of Korea (the)</b>				
LG Life Sciences Ltd	Vaccines/Biologicals			3,643,297
Standard Diagnostics Inc	Diagnostic Test Kits			3,061,404
<b>Romania</b>				
AMG Comservice SRL	Education Supplies, IT & Office Supplies, Printing	121,393		
Infomed Fluids SRL	Pharmaceuticals			2,179,387
<b>Russian Federation (the)</b>				
FSUE of Chumakov Ipve. Rams	Vaccines/Biologicals			8,844,330
<b>Rwanda</b>				
Akagera Business Group	Transport	10,395	95,712	



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

Supplier	Commodities	Local	Country to country	International
Ecobe	Education Supplies, Other Services	225,820		
Engen Rwanda Sarl	Fuel & Lubricants	433,338		
Great Lakes Communication	Printing	118,030		
Ipsos Synovate	Other Services	144,450		
<b>Senegal</b>				
Alminko	Household Technology, Water & Sanitation	105,840		
Gadec/Senegindia	Other Services	460,824		
Hics/Scieps	Other Services	186,487		
King Fahd Palace Hotel	Other Services	200,663		
KPMG Audit Senegal	Other Services		123,750	
Play Therapy Africa (Pta)	Other Services	9,153	143,280	
Simpa	Water & Sanitation	107,578		
World Vision International	Other Services	350,624		
<b>Sierra Leone</b>				
Akal (SI) Ltd	Other Services	188,984		
Broad Solutions	Other Services	117,007		
Dreamperfect Solutions	IT & Office Supplies, Other Services	194,671		
NP (SL) Ltd	Fuel & Lubricants	313,802		
Project Peanut Butter	Nutrition	291,824		
Ramsy Medical Laboratories	Other Services	100,345		
<b>Singapore</b>				
Asia-Pacific Regional Network	Other Services		230,000	
Daiei Papers (S) Pte Ltd	Education Supplies, Printing		232,062	
Herman Miller Asia Pte Ltd	IT & Office Supplies, Other Goods		136,446	
<b>Slovakia</b>				
Monarflex sro	Water & Sanitation			108,186
PKP Bardejov sro	Nutrition			600,878
<b>Somalia</b>				
Abshir Musa & Co	Other Services	112,545		
Al Aqsa Gas Station	Fuel & Lubricants	107,359		
Bulaale General Trading & Construction Co	Other Services	128,177		
General Engineering Construction Co	Other Services	135,691		
Rainbow Security Company	Other Services	138,432		
Score2	Other Services	373,767		
Tawhid Engineering and Construction Co	Other Services	196,063		
Yellow House Company	Other Services	126,330		
<b>South Africa</b>				
Centre for Education Policy (CEPD)	Other Services	227,836	55,270	
Diva Nutritional Products Pty Ltd	Nutrition			10,718,943
Economic Policy Research Institute	Other Services		87,648	195,294
Edeni Chemical Trading Cc	Water & Sanitation			183,100
Grundfos South Africa Pty Ltd	Water & Sanitation			197,863
Inst. of Health Programs and Systems (IHPS)	Other Services	272,053		
International Fundraising Sa	Other Services	298,978		
Kaelo Engage	Other Services	140,059		
M Projects Cc	Other Services	272,507		
Magic Travel (Pty) Ltd	Other Services	309,183		
Mustek Ltd Eastern Cape	IT & Office Supplies		124,179	
Mvula Trust	Other Services	235,423		

Supplier	Commodities	Local	Country to country	International
North-West University	Other Services	182,671		
Oxford Policy Management Ltd	Other Services	177,371		
Prækelt Foundation	Other Services	141,787		
Reboni Furniture Group	Education Supplies, IT & Office Supplies	44,608	666,360	
Roche Products Pty Ltd	Laboratory Supplies			596,160
Rucc Construction Pty Ltd	Other Services	262,951		
Sandpaper Clothing Manufacturers	Clothing & Footwear, Education Supplies, Warehousing		175,758	
Seriti Printing Pty Ltd	Printing, Warehousing	25,005	161,166	
South African Medical Research	Other Services		11,184	439,048
Southern Africa HIV and AIDS	Other Services		280,648	
Wings Corporate Travel Pty Ltd	Other Services	200,006		
<b>South Sudan</b>				
Afex	Other Services	107,600		
Afristar International Ltd	Identific, & Signage, Other Goods & Services, Printing	164,023		
Boom Boom Investments	Other Services	130,031		
Canaction Enterprise Ltd	Clothing & Footwear, Communication Equip., Fuel & Lubricants, Other Goods & Services, Transport, Water & Sanitation	475,029	73,739	
Creative Designers & Screen Printer	Communication Equip., Identific, & Signage, Printing	394,583		
Dalbit International Ltd	Fuel & Lubricants	151,800		
East Africa Aquatech Drilling Ltd	Other Services	280,483		
Gasco Ltd	Other Services	454,817		
GIZ (Deutsche Gesellschafts fur Internationale Zusammenarbeit)	Other Services	1,033,172		
Hydro Water Well (SS) Ltd	Other Services		300,500	
Hydrotech Services Ltd	Other Services	293,295		
KPMG Kenya	Other Services	122,976		
Omaski Sai Infra Co Ltd	Other Services	275,000		
Palmtree Ltd	Other Services	100,600		
PNR Services Ltd	Other Services	622,487		
RedR UK	Other Services	100,997		
SDV Logistics (S)	Other Services	140,654		
Southern Sudan Drilling Services	Other Services	179,673		
Techno Spar Drilling Co Ltd	Other Services	135,592		
Tor Gai Jiok Construction And	Other Services	250,622		
Trojan Enterprises (SS) Ltd	Fuel & Lubricants, IT & Office Supplies, Other Services	2,618,832		
Universal Hydro Engineers & Contractors	Other Services	229,945		
UN Office for Project Services (UNOPS)	Other Services	1,128,131		
Warehousing Logistics Company Ltd	Other Services	232,849		
Warrior Security Services	Other Services	290,315		
Watsan Engineering Services Ltd	Other Services	144,158		
<b>Spain</b>				
Cartay Productos De Acogida SL	Water & Sanitation			220,370
Fundacion Dara Internacional	Other Services		163,980	
Jomipsa	Education Supplies			117,748
Laboratorio Aldo-Union SA	Pharmaceuticals			132,969
<b>Sri Lanka</b>				
Alpha Industries Pvt Ltd	IT & Office Supplies	92,521	26,477	
Bobby Construction	Other Services	179,518		
Central Engineering Cons. Bureau (CECB)	Other Services	113,340		

## Annex 2

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

Supplier	Commodities	Local	Country to country	International
Dharmadasa Construction	Other Services	1,276,459		
Gimhan Furnitures	IT & Office Supplies, Medical Equip.	236,158	10,476	
Lallans Sports Goods Manufacturers	Education Supplies, Other Services	500,891	10,470	
Lapro Technologies Pvt Ltd	Communication Equip., IT & Office Supplies, Printing, Water & Sanitation	109,736	39,792	
MMGS Architects	Other Services	111,488		
Richard Trading Co Pvt Ltd	Education Supplies	268,833	21,658	
Sisira Builders Pvt Ltd	Other Services	2,431,123		
Squire Mech Engineering Pvt Ltd	Other Services	1,562,013		
VV Ramanthan & Company	Other Services	1,033,079		
Wahid Construction	Other Services	1,725,963		
<b>State of Palestine</b>				
Abu Fulan Company for Gen. Contracting	Other Services	497,147		
Al Hallaq Company	Other Services	170,471		
Al Saleh for Building and Construction Co	Other Services	283,179		
Alpha International for Research	Other Services	127,110		
Al-Shahbaa Company	Other Services	150,716		
Biotech Medical Supply	Laboratory Supplies, Water & Sanitation	143,241		
Computer Media Center	Communication Equip., IT & Office Supplies	187,238	4,191	
International Drug Store	Nutrition	130,838		
Jawad Kuhail Company Ltd	Other Services	313,501		
Lemix Co Ltd	Laboratory Supplies	117,357		
Marwanco Company	Water & Sanitation	198,139		
Medical Supplies and Services	Education Supplies, Laboratory Supplies, Medical Equip., Nutrition	241,684		
Mena Investment Co	Transport	227,868		
Mushatah for Plastic Industry	Water & Sanitation	169,652		
New Delta Contracting Co	Other Services	184,605		
Palcon Company	Other Services	176,219		
Techno-Line Medical Ltd	Laboratory Supplies, Medical Equip., Water & Sanitation	264,323		
Union Motors Ltd	Transport		240,208	
Yaser Office	Other Services	380,268		
Zant Co for Medical Supplies & Labs	Medical Equip., Shelter/Field Equip., Water & Sanitation	541,652		
<b>Sudan (the)</b>				
Globecom Systems Inc	Communication Equip., IT & Office Supplies, Other Goods & Services		130,223	
Samil Industrial Company	Nutrition		1,523,216	
Sudanese Tractors Company Ltd	IT & Office Supplies		421,127	
Tawfig Soap Factory	Water & Sanitation		107,500	
Technology of Submersible Pumps	Water & Sanitation		197,100	
<b>Swaziland</b>				
IBFAN Africa	Other Services		168,350	
<b>Sweden</b>				
Atlas Copco Secoroc AB	Water & Sanitation			201,029
Biab International AB	Education Supplies, Identific, & Signage, IT & Office Supplies			3,917,667
Bording Halmstad AB	Education Supplies			105,047
Hemocue AB	Laboratory Supplies			247,267
Sibir International AB	Cold Chain Equip.			502,797
Smurfit Kappa Lagamill AB	Medical Renewable			4,122,271
<b>Switzerland</b>				
Atiks SA	Other Services			168,562
BASF Agro BV Arnhem	Bednets/Insecticides			19,178,203

Supplier	Commodities	Local	Country to country	International
Berlinger & Co AG	Cold Chain Equip.		550	381,782
Crucell Switzerland AG	Vaccines/Biologicals			94,542,325
Hoffmann-La Roche Ltd	Pharmaceuticals			261,410
Int. Fed. of Red Cross and Red Cres. Socs.	Medical/Hygiene Kits			205,695
International Social Service	Other Services		116,079	
Medela AG	Medical Equip.			679,718
Mepha Ltd	Pharmaceuticals			196,516
Novartis Pharma Services AG	Pharmaceuticals			7,534,510
Open Systems Ag	Other Services			906,604
Sharp Electronics Schweiz AG	Other Services			132,687
Solstice Human Capital	Other Services		122,213	
Vestergaard Frandsen Group SA	Bednets/Insecticides, Laboratory Supplies			31,529,915
<b>Syrian Arab Republic (the)</b>				
Accad	Clothing & Footwear	868,277		
Al Amir Co for Food Products	Nutrition	521,253		
Al Attar for Trade	IT & Office Supplies, Medical Equip., Shelter/Field Equip.	121,444		
Al Houda Co	Clothing & Footwear, Shelter/Field Equip., Water & Sanitation	150,559		
Al Houda Sarl	Shelter/Field Equip., Water & Sanitation	2,948,144		
Al Mounakkel	Education Supplies	544,498		
Al Sebai for Teaching Aids	Education Supplies, IT & Office Supplies	182,310		
Hisham Al Sebai	Education Supplies	116,811		
Puremedic/Maysaa Rejleh	Medical/Hygiene Kits, Staff Supplies, Water & Sanitation	242,084		
Rend Child Kingdom/Mhd Sadek	Education Supplies	156,878		
Salhani Printing Est	Printing	132,146		
Ziad Nadam for Household Trading	IT & Office Supplies	173,043		
<b>Tajikistan</b>				
Cjsc Lex Expert	Other Services	138,641		
Llc Farzot	Other Services	161,348		
PE Sobirov A	Education Supplies, Household Technology, IT & Office Supplies, Other Goods	170,756		
<b>Thailand</b>				
Adecco Phaholyothin Recruitment Ltd	Other Services	164,997		
Advanced Country Education	Printing		1,238,730	
Appco Ltd	Other Services	1,964,642		
Datapro Computer Systems Co Ltd	Communication Equip., IT & Office Supplies, Other Goods		102,878	
Eastern Printing Public Co Ltd	Printing		181,384	
Ogilvyone Worldwide Ltd	Other Services	1,100,334		
Phongwarin Printing Ltd	Printing		138,132	
Pimolchai Suksakorn Co Ltd	Education Supplies, Nutrition		25,856	820,040
Public Health Solutions Ltd	Other Services	113,209		
Ratana Apparel Cares Ltd Part	Medical Renewable		222,440	
SG Global Support Services Sdn Bhd	Other Services	445,947		
Siam Quality Industries Co Ltd	Education Supplies		146,253	
Sirivatana Interprint Plc	Printing		406,115	
Thantawan Industry Plc	Medical Renewable			103,095
<b>Timor-Leste</b>				
Boa Ventura	Education Supplies, IT & Office Supplies, Other Goods, Printing, Shelter/Field Equip.	167,893		
Lay Shop	Other Goods, Water & Sanitation	280,182		



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Supplier	Commodities	Local	Country to country	International
New Star Co Ltd	Water & Sanitation	260,720		
<b>Togo</b>				
ETS Ipacom	Printing	114,353		
Forages Technic-Eau Togo (Sarl)	Other Services	101,735		
<b>Turkey</b>				
Atabay Pharmaceuticals Factory AS	Pharmaceuticals			246,550
Berrin Akman	Other Services	264,662		
Eduser Danismanlik Consultancy	Other Services	219,700		
Erbosan Erciyas Boru Sanayii Ve Ti	Water & Sanitation			248,053
Iris Iletisim Cozumleri	Other Services	309,637		
Meşe Iletişim Hiz Dan Ve Tic Aş	Other Services	168,783		
Meteksan Printing & Industrial	Education Supplies			469,350
Uluslararası Çocuk Merkezi Derneği	Other Services	125,643		
<b>Uganda</b>				
Africa Broadcasting (U) Ltd	Other Services	407,448		
Childfund International	Other Services	619,731		
China Geo-Engineering Corp (U) Ltd	Other Services, Water & Sanitation	624,729		
Clinic Equipment Ltd	Shelter/Field Equip.	267,343		
Communication for Dev. Foundation	Other Services	200,142		
D-Mark Company Ltd	Other Services	285,432		
Farst Africa Ltd	Other Services		360,041	
Galaxy General Supplies	Other Services	106,785		
GI Logistics Ltd	Education Supplies, Medical/Hygiene Kits		247,705	
Hippo Technical Services Ltd	Other Services	185,259		
Hydratech Uganda Ltd	Other Services	134,882		
Innovation Africa Ltd	Other Services	179,437		
Kol Services Ltd	Other Services	312,694		
Makerere Univ. School of Public Health	Other Services	153,711		
Montrose International Associates LLP	Other Services		136,901	
Mukwano Industries (U) Ltd	Water & Sanitation		450,042	
New Vision Printing & Publishing	Communication Equip., Other Goods & Services, Printing	435,694		
Nile Fishing Co (NIFCO) Ltd	Transport	329,129	69,522	
Precise Diagnostic & Medical Supplies	Diagnostic Test Kits, Laboratory Supplies, Medical Equip., Medical Renewable, Pharmaceuticals, Water & Sanitation	108,977		
Rajan Enterprises (U) Ltd	Medical/Hygiene Kits, Printing, Water & Sanitation	13,121	1,146,327	
Royal Techno Industries Ltd	Other Services	391,626		
Shell (Uganda)	Fuel & Lubricants	266,990		
Spedag Interfreight Uganda Ltd	Other Services, Warehousing	237,428		
Sumadhura Technologies Ltd	Other Services	975,309		
Techno Relief Services (U) Ltd	Clothing & Footwear, Education Supplies, Medical Renewable, Shelter/Field Equip., Warehousing, Water & Sanitation	132,211	101,850	
Text To Change Mobile Ltd	Other Services	144,825		
Uganda Telecom	Other Services	298,280		
<b>Ukraine</b>				
Arena	Other Services	176,580		
Fisco Inform Llc	Other Services		149,418	
Statinformconsulting	Other Services	523,005		
UISR After O Yaremenko	Other Services	185,699		
Ukrainian Conference Service Center	Other Services, Transport	172,962		

Supplier	Commodities	Local	Country to country	International
<b>United Arab Emirates (the)</b>				
Abu Dhabi Medical Devices Co LLC	Medical Renewable			1,626,559
Gulf Pharmaceutical Industries	Pharmaceuticals			990,048
Mogadishu Stars General Trading Llc	Other Services		2,106,886	
NRS International Fzco	Shelter/Field Equip.			1,569,977
<b>United Kingdom</b>				
Aegis Engineering Ltd	Staff Supplies			130,875
Armoured Project Vehicles Ltd	Other Goods, Transport			604,542
Avery Weigh-Tronix Ltd	Nutrition			145,550
Chancellor, Mast. & Schol. of Univ. of Oxford	Other Services		221,535	
Consider Solutions Ltd	Other Services			237,040
Coram Children's Legal Centre	Other Services		207,520	
Cranfield Management Development Ltd	Other Services			527,884
Cromwell Tools Ltd	Education Supplies, IT & Office Supplies, Other Goods, Warehousing		64,364	196,450
Crown Agents for Overseas Gov. and Ad. Ltd	Nutrition, Water & Sanitation			2,066,696
Delagua Water Testing Ltd	Water & Sanitation			140,794
Development Pathways Ltd	Other Services		160,300	
Dulas Ltd	Cold Chain Equip.			2,859,749
Durbin PLC	Pharmaceuticals			672,252
EG Sheppard Moscow Llp	Other Services			353,320
Education For Change Ltd	Other Services		138,011	117,290
Evenproducts Ltd	Water & Sanitation			126,754
Everychild	Other Services		68,775	74,466
Fairey Industrial Ceramics Ltd	Water & Sanitation			130,957
Foster Refrigerator	Cold Chain Equip.			540,185
Hattersley Aladdin Ltd	Cold Chain Equip.			284,817
Humanitarian Outcomes	Other Services		272,826	
Hydrachem Ltd	Water & Sanitation			509,020
Imperial College Consultants Ltd	Other Services			235,602
Institute of Development Studies	Other Services		630,987	
International Education Partners	Other Services		326,260	
Jankel Armouring Ltd	Transport			712,360
JBS Executive Education Ltd	Other Services			1,008,492
Kifani Solutions Ltd	Other Services		660,840	
Lifeline Technologies Trading Ltd	Education Supplies			279,054
Liverpool School of Tropical Medicine	Other Services		514,981	365,871
London School of Hygiene & Tropical Med.	Other Services		46,070	149,200
Masdar (UK) Ltd	Other Services		225,960	
Medreich PLC	Pharmaceuticals			7,171,705
Morningside Pharmaceuticals Ltd	Medical Renewable, Pharmaceuticals			4,810,266
Northampton Centre for Learning Behaviour Ltd	Other Services		125,131	
Osprey Ltd	Water & Sanitation			500,974
Overseas Development Institute	Other Services		335,298	
Oxford Policy Management Ltd	Other Services		1,937,643	
P & La	Other Services			121,650
Remonsys Ltd	Cold Chain Equip.			335,757
S Brannan & Sons Ltd	Cold Chain Equip.			116,013
Safehands For Mothers	Other Services		141,431	
Scorch London Ltd	Other Services			104,223

## Annex 2

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

Supplier	Commodities	Local	Country to country	International
Sollatek UK Ltd	Cold Chain Equip.			118,238
Strategic Agenda Llp	Other Services		9,990	109,562
Telespazio Vega Uk Ltd	Other Services		661,425	5,450
Toyota Gibraltar Stockholdings Ltd	Transport		1,416,142	8,626,811
True Energy Ltd	Cold Chain Equip.			1,100,739
University of Oxford	Other Services		135,245	
University of York - PRDU	Other Services		892,657	
Valid International Ltd	Nutrition, Other Services		398,891	
Walkgrove Ltd	Other Services			129,980
Wicksteed Leisure Ltd	Education Supplies			694,234
<b>United Republic of Tanzania (the)</b>				
Amca Inter-Consult Ltd	Other Services	173,158		
Ardhi University	Other Services	132,159		
Humanne Homes (T) Ltd	Other Services		177,173	
Ifakara Health Institute	Other Services	150,360		
Innovex Development Consulting Ltd	Other Services	110,112		
Institute of Development Studies	Other Services	161,712		
Jamana Printers Ltd	Education Supplies, Printing	435,503	716,855	
Net Health Ltd	Bednets/Insecticides			8,035,993
Sokoine University of Agriculture	Other Services	349,551		
<b>United States</b>				
Accenture Llp	Other Services			367,288
Access Bio Inc	Diagnostic Test Kits			4,176,311
Alliance Sourcing Inc	Other Services			116,774
American Institutes For Research (AIR)	Other Services		2,384,095	
Atlantic Business Products	Other Services			154,569
Atlantic Business Systems Inc	IT & Office Supplies, Other Goods		12,822	1,627,379
Avenir Analytics	Other Services			497,139
Bankable Frontiers Associates	Other Services		148,374	
Black Box Network Services	Other Goods & Services			100,530
Booz Allen Hamilton	Other Services			116,706
BT Ins Inc	Other Services			238,001
Cabinet School-to-School	Other Services		135,192	
Challenge Dairy Products Inc	Nutrition			772,115
Chembio Diagnostics Systems Inc	Diagnostic Test Kits			3,181,349
Cisco Systems Inc	Other Goods & Services			233,507
Cisco Webex Llc	Other Services			172,130
Citrix Systems Inc	IT & Office Supplies, Other Goods			188,491
CMC Americas Inc	Other Services			312,640
Code Llc	Other Services			168,485
Collins Building Services Inc	Other Services			230,627
Columbia Group for Children	Other Services		230,245	
Columbia University Trustees	Other Services		240,874	
Community Systems Foundation	Other Services		782,393	1,878,853
Compunnel Software Group Inc	Other Services			346,973
Consolidated Carpet Tw	Other Services			870,530
Dalberg Consulting Us Llc	Other Services			134,000
DLT Solutions Llc	Other Services			110,276
E-Cornell	Other Services			227,500

Supplier	Commodities	Local	Country to country	International
Edesia	Nutrition			3,649,169
Elizabeth Glaser Pediatric Aids Fd	Other Services			318,168
FHI Development 360 Llc	Other Services		2,491,000	
Forrest Solutions	Other Services			977,940
Gartner Inc	Other Services			109,225
Gilead Sciences Incorporated	Pharmaceuticals			121,040
Globalsource IT	Other Services			195,545
Globecomm Systems Inc	Communication Equip., IT & Office Supplies, Other Goods & Services		99,461	65,840
Gurbakh Enterprises Llc	Other Services			137,408
Harvard Business Publishing	Other Services			150,935
Hatteras Press Inc	Other Goods, Printing			320,994
Hewlett Packard	IT & Office Supplies, Other Goods & Services			1,506,818
Hughes Development Inc (HDI)	Other Services		731,900	
Identserv Inc	Other Services			137,875
Insead	Other Services			1,685,200
Insight Direct USA Inc	IT & Office Supplies, Other Goods			978,000
International Business Machines (IBM)	IT & Office Supplies, Other Goods			288,886
International Coach Federation	Other Services			116,095
International Food Policy Research	Other Services		343,747	
International Solutions Group	Other Services			257,366
Intrahealth International Inc	Other Services		311,466	
JB Technologies	Other Services			635,140
John Snow Incorporated (JSI)	Other Services		126,043	
Johns Hopkins University	Other Services		163,816	96,109
Kineo Group Inc	Other Services			287,395
KPMG Llp	Other Services			205,282
Macro International Inc	Other Services		342,365	
Madurasoft	Other Services			1,025,468
Maestral International Llc	Other Services		440,864	39,603
Maganti IT Resources Llc	Other Services			129,675
Mana Nutritive Aid Products Inc	Nutrition			3,683,140
Manhattan Information Systems Inc	IT & Office Supplies, Other Goods & Services		1,996	345,695
Manoff Group Inc	Other Services			325,984
Merck & Co Inc	Vaccines/Biologicals			6,432,750
Microsoft Corporation	IT & Office Supplies, Other Goods			2,864,635
Miske Witt & Associates Inc	Other Services		215,238	
Oracle America Inc	IT & Office Supplies			296,932
Orasure Technologies Inc	Diagnostic Test Kits			150,000
Pfizer Inc	Vaccines/Biologicals			174,528,900
Planson International Corporation	Communication Equip., IT & Office Supplies, Water & Sanitation			104,340
PricewaterhouseCoopers Llp	Other Services			126,142
Procter & Gamble Company	Water & Sanitation			1,062,493
Rapid Access Communication	Other Goods			174,756
Recruit 121 Llc	Other Services			106,925
Replogle Globes Inc	Education Supplies			137,873
Resource Search Company Inc	Other Services			177,840
Retractable Technologies Inc	Medical Renewable			4,589,660
Rjl Resources Inc	Other Services			185,046
Robert Half International Inc	Other Services			1,244,815



## Annex 2

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

Supplier	Commodities	Local	Country to country	International
Samyu Associates Llc	Other Services			105,420
SAP America Inc	IT & Office Supplies			2,967,033
SHI International Corp	IT & Office Supplies, Other Services		536	386,852
Shimali Senanayake	Other Services			134,240
Softech International Resources Inc	Other Services			122,880
Softerware Inc	Other Services		237,700	
SS Infotek Inc	Other Services			128,041
Stanton-Hill Research Llc	Other Services			120,150
Sundancer Refrigeration Inc	Cold Chain Equip.			409,139
Sungard Availability Services Lp	Other Services			2,159,652
SVI America Corporation	Other Services			334,023
Symantec Corporation	IT & Office Supplies			163,110
T & G Industries Inc	Other Services			143,175
Tabatchnick Fine Foods Inc	Nutrition			4,286,263
The Coaches Training Institute	Other Services			328,450
Thoughtworks Inc	Other Services		568,868	
University Of North Carolina	Other Services		562,670	58,673
Value Consulting Llc	Other Services			233,612
Vision For Development	Other Services		274,877	
Weigh And Measure Llc	Nutrition			397,586
Wisconsin Aluminum Foundry Co Inc	Medical Equip.			118,410
Yaltech Consulting Inc	Other Services			240,640
<b>Uruguay</b>				
Alsor SRL	Education Supplies, Medical Renewable, Printing, Shelter/Field Equip.	110,387		
Bay SA	Other Services	263,529		
Meralir SA	Other Goods, Printing, Warehousing,	107,059		
Teomac SA	Other Services	144,519		
<b>Uzbekistan</b>				
Dabana	Other Services		102,583	
<b>Yemen</b>				
Al-Adel for General Trading	Water & Sanitation	635,375		
Alangaz Workshop	Education Supplies, Other Goods & Services, Shelter/Field Equip.	143,700		
Al-Awadhi Furniture & General Services	Water & Sanitation	920,982		
Al-Jeel Al-Jadeed Group	Education Supplies, IT & Office Supplies, Printing	258,958		
G4S Security Solution Yemen	Other Services	159,249		
Interaction in Development	Other Services	1,134,695		
Onex Design and Advert	Printing	168,255		
Right Media for Trading	Other Goods & Services, Printing	124,683		
Silver Filters Company	Water & Sanitation	344,250		
Stallion Security & Safety Services	Other Services	225,836		
Sufian Office for General Trading	Other Services	140,214		
<b>Zambia</b>				
Amalgamated Steel Engineering Ltd	IT & Office Supplies, Other Goods	173,324		
Ansco Ground Water Ltd	Other Services	143,124	48,470	
China Gansu Engineering Corporation	Other Services	1,179,638		
Goman Advertising Ltd	Other Services	221,170		
Image Promotions	Other Services	235,289		
Mecb Consulting Ltd	Other Services	124,710		
Micmar Investments Ltd	Other Goods	486,556		

Supplier	Commodities	Local	Country to country	International
New Horizon Printing Press	IT & Office Supplies, Other Services, Printing	245,224		
Ruralnet Association Ltd	Other Services	239,672		
Southern Hemisphere	Other Services	154,245		
Sumadhura Technologies Ltd	Other Services	535,953		
Tata (Z) Ltd	Transport	631,620		
Unza School Of Medicine	Other Services	164,773		
World Food Programme	Other Goods, Transport, Warehousing		100,050	
WRC Consultants Ltd	Other Services	289,395		
Zambezi Drilling & Exploration Ltd	Other Services	882,229		
<b>Zimbabwe</b>				
Al Davis & Co Pvt Ltd	Water & Sanitation	267,074		
Burco Zimbabwe (Private ) Ltd	IT & Office Supplies, Other Services	269,977		
Bushpump Manufacturing	Agriculture	139,097		
Centre for British Teachers	Other Services	916,704		
Chemplex Corporation	Water & Sanitation	263,670		
Chisipite Drilling	Other Services	1,607,728		
College Press Publishers	Printing	989,284		
Crown Agents Zimbabwe	Other Services	8,390,172		
Deloitte Advisory Services	Other Services	465,250		
Destiny Ventures Pvt Ltd	Other Services	1,163,790		
Dorothy Duncan Centre Trust	Other Services	158,493		
Eagletron International	Agriculture	244,700		
Hydroproject Pvt Ltd	Other Services	1,752,887		
Jimat Development Consultants	Other Services		128,829	
KPMG	Other Services	153,280		
Kwalani Publishing House	Printing	200,502		
Longman Zimbabwe	Printing	271,982		
Medsure Healthcare Pvt Ltd	Laboratory Supplies	214,372		
MM African Technologies Pvt Ltd	Laboratory Supplies, Staff Supplies, Water & Sanitation	171,763		
National Printing & Packaging	Printing	260,000		
Stewart Scott Zimbabwe	Other Services	472,233		
Strauss Logistics Ltd	Fuel & Lubricants	499,998		
Trium Corporation Pvt Ltd	Other Services	756,439		
V and W Engineering	Agriculture	419,646		
Varichem Pharmaceuticals Ltd	Pharmaceuticals			197,786
World Bicycle Relief	Transport	1,372,487		
Zol	Other Services	110,282		

## Annex 3(a)

Destination countries/  
areas for UNICEF  
procured commodities,  
aggregating local, country  
to country and international  
procurement

Country/area	Value (\$)	Country/area	Value (\$)	Country/area	Value (\$)
Afghanistan	31,586,162	Ethiopia	139,812,895	Niger (the)	42,329,660
Albania	2,695,791	Fiji	1,379,946	Nigeria	88,043,888
Algeria	456,920	Gabon	621,308	Oman	19,713
Angola	24,171,345	Gambia (the)	3,422,341	Pakistan	195,686,980
Antigua and Barbuda	1,281	Georgia	1,632,688	Panama	228,349
Argentina	1,144,701	Ghana	46,022,211	Papua New Guinea	5,836,089
Armenia	1,336,186	Guatemala	752,291	Paraguay	46,322
Azerbaijan	126,931	Guinea	15,044,060	Peru	21,114,544
Bangladesh	55,258,358	Guinea-Bissau	2,584,140	Philippines (the)	21,872,368
Barbados	70,212	Guyana	514,830	Republic of Moldova	2,347,934
Belarus	1,442,055	Haiti	6,904,342	Romania	232,024
Belize	41,447	Honduras	5,141,716	Russian Federation (the)	180,531
Benin	17,401,604	India	23,170,130	Rwanda	14,920,900
Bhutan	500,033	Indonesia	1,649,411	Saint Kitts and Nevis	2,053
Bolivia (Plurinational State of)	2,049,394	Italy (HQ location)	2,216	Saint Lucia	3,182
Bosnia and Herzegovina	236,233	Iran (Islamic Republic of)	3,595,951	Saint Vincent and the Grenadines	7,557
Botswana	110,493	Iraq	288,056	Samoa	34,273
Brazil	981,825	Jamaica	196,127	Sao Tome and Principe	278,705
Bulgaria	20,817	Jordan	4,940,324	Saudi Arabia	43,967
Burkina Faso	18,699,903	Kazakhstan	110,835	Senegal	10,750,506
Burundi	15,654,855	Kenya	66,675,064	Serbia	249,217
Cambodia	6,124,943	Kiribati	110,853	Seychelles	2,160
Cameroon	31,530,986	Kosovo	862,682	Sierra Leone	16,864,363
Cape Verde	126,424	Kyrgyzstan	3,668,198	Solomon Islands	203,047
Central African Republic (the)	6,051,737	Lao People's Democratic Republic (the)	3,032,313	Somalia	24,866,619
Chad	30,598,691	Lebanon	3,493,141	South Africa	294,148
Chile	175,818	Lesotho	850,771	South Sudan	18,601,864
China	1,214,958	Liberia	4,784,142	Sri Lanka	4,434,912
Colombia	106,180	Libya	849,418	State of Palestine	9,627,915
Comoros (the)	1,171,347	Lithuania	6,200	Sudan (the)	70,249,872
Congo (the)	6,170,506	Madagascar	25,999,753	Suriname	93,457
Cook Islands	17,003	Malawi	71,657,282	Swaziland	485,885
Costa Rica	259,127	Malaysia	56,955	Switzerland (HQ location)	428,054
Côte d'Ivoire	23,284,439	Maldives	171,746	Syrian Arab Republic (the)	12,628,291
Croatia	136,135	Mali	35,454,540	Tajikistan	3,972,860
Cuba	2,182,068	Marshall Islands	7,094	Thailand	105,686
Democratic People's Republic of Korea (the)	21,621,701	Mauritania	5,230,678	The former Yugoslav Republic of Macedonia	43,965
Democratic Republic of the Congo (the)	86,970,017	Mexico	251,239	Timor-Leste	2,184,243
Denmark (HQ location)	1,784,259	Micronesia (Federated States of)	40,667	Togo	5,778,966
Djibouti	2,477,528	Mongolia	2,226,703	Trinidad and Tobago	45,286
Dominica	3,182	Montenegro	56,804	Tunisia	126,424
Dominican Republic	112,343	Morocco	13,194,133	Turkey	330,092
Ecuador	67,592	Mozambique	30,364,134	Turkmenistan	3,041,627
Egypt	1,412,797	Myanmar	23,838,755	Turks & Caicos Islands	1,129
El Salvador	1,795,320	Namibia	303,161	Uganda	19,413,583
Equatorial Guinea	1,494,816	Nepal	12,303,608	Ukraine	131,876
Eritrea	6,818,149	Nicaragua	2,947,290	United Arab Emirates (the)	8,867

<b>Country/area</b>	<b>Value (\$)</b>
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United Republic of Tanzania (the)	48,500,775
United States (HQ location)	11,723,324
Uruguay	327,950
Uzbekistan	7,803,209
Vanuatu	167,632
Venezuela (Bolivarian Republic of)	145,138
Viet Nam	12,544,431
Yemen	41,334,231
Zambia	47,007,905
Zimbabwe	102,376,627

## Annex 3(b)

UNICEF countries/areas where services were used, aggregating local, country to country and international procurement

Country/area	Value (\$)	Country/area	Value (\$)	Country/area	Value (\$)
Afghanistan	10,204,095	Gambia (the)	407,354	Peru	2,832,820
Albania	663,898	Georgia	527,343	Philippines (the)	2,537,515
Algeria	652,004	Ghana	4,099,088	Republic of Moldova	688,120
Angola	4,756,657	Guatemala	1,115,400	Romania	651,767
Argentina	6,151,254	Guinea	3,835,352	Russian Federation (the)	225,227
Armenia	250,359	Guinea-Bissau	3,104,530	Rwanda	2,456,812
Azerbaijan	501,889	Guyana	236,403	Saint Vincent and the Grenadines	1,025
Bangladesh	8,406,435	Haiti	12,955,846	Sao Tome and Principe	106,240
Barbados	455,740	Honduras	200,258	Saudi Arabia	435,868
Belarus	208,044	India	51,780,076	Senegal	5,268,552
Belgium (HQ location)	205,843	Indonesia	5,720,072	Serbia	798,597
Belize	294,814	Iran (Islamic Republic of)	465,132	Sierra Leone	4,002,552
Benin	1,760,438	Iraq	3,476,026	Solomon Islands	46,510
Bhutan	342,277	Italy (HQ location)	1,652,600	Somalia	9,722,988
Bolivia (Plurinational State of)	2,449,892	Jamaica	112,538	South Africa	4,678,796
Bosnia and Herzegovina	807,447	Jordan	5,350,478	South Sudan	17,922,835
Botswana	462,565	Kazakhstan	1,029,605	Sri Lanka	9,306,651
Brazil	2,555,322	Kenya	5,610,064	State of Palestine	3,566,366
Bulgaria	604,984	Kiribati	33,482	Sudan (the)	2,309,213
Burkina Faso	6,567,534	Kosovo	898,103	Swaziland	434,488
Burundi	3,603,989	Kyrgyzstan	2,737,635	Switzerland (HQ location)	3,239,934
Cambodia	1,797,282	Lao People's Democratic Republic (the)	751,325	Syrian Arab Republic (the)	232,278
Cameroon	2,484,940	Lebanon	873,832	Tajikistan	1,408,878
Cape Verde	16,280	Lesotho	1,782,266	Thailand	7,510,329
Central African Republic (the)	3,195,184	Liberia	7,903,856	The former Yugoslav Republic of Macedonia	602,561
Chad	10,068,970	Libya	9,722	Timor-Leste	1,424,232
Chile	1,673,165	Madagascar	7,304,648	Togo	1,818,680
China	1,620,293	Malawi	16,620,898	Tunisia	207,475
Colombia	3,375,220	Malaysia	3,211,704	Turkey	2,467,550
Comoros (the)	1,460,210	Maldives	335,741	Turkmenistan	734,030
Congo (the)	2,211,588	Mali	7,903,299	Uganda	13,073,809
Costa Rica	774,758	Mauritania	1,768,523	Ukraine	1,735,733
Côte d'Ivoire	7,529,551	Mexico	3,839,016	United Arab Emirates (the)	124,123
Croatia	756,189	Mongolia	543,734	United Republic of Tanzania (the)	3,365,802
Cuba	148,230	Montenegro	713,038	United States (HQ location)	62,556,685
Democratic People's Republic of Korea (the)	674,945	Morocco	562,829	Uruguay	1,303,490
Democratic Republic of the Congo (the)	15,791,829	Mozambique	4,380,226	Uzbekistan	2,133,526
Denmark (HQ location)	26,694,096	Myanmar	2,118,105	Vanuatu	22,254
Djibouti	577,140	Namibia	918,123	Venezuela (Bolivarian Republic of)	452,697
Dominican Republic	162,022	Nepal	4,228,351	Viet Nam	720,523
Ecuador	875,064	Nicaragua	433,221	Yemen	4,446,175
Egypt	1,286,679	Niger	6,049,822	Zambia	10,010,523
El Salvador	435,607	Nigeria	16,288,020	Zimbabwe	24,634,488
Equatorial Guinea	430,126	Oman	454,317		
Eritrea	1,614,769	Pakistan	35,457,605		
Ethiopia	14,646,162	Panama	1,940,087		
Fiji	777,993	Papua New Guinea	532,092		
Gabon	372,229	Paraguay	310,240		



# Annex 4

Number of companies invited to bid by Supply Division and responses received, by country/area

Country/area	Number of invitees	Number of Responses	Country/area	Number of invitees	Number of Responses
Argentina	11	8	Monaco	2	2
Australia	9	5	Morocco	1	0
Austria	30	12	Mozambique	1	0
Bangladesh	17	12	Netherlands (the)	103	62
Belgium	41	27	Niger (the)	1	1
Botswana	1	0	Nigeria	4	0
Brazil	8	1	Norway	24	16
Bulgaria	1	0	Oman	3	0
Burkina Faso	1	1	State of Palestine	1	1
Canada	13	5	Pakistan	14	4
China	124	79	Peru	2	0
Croatia	1	0	Poland	8	6
Cuba	6	0	Portugal	2	1
Cyprus	21	14	Romania	1	1
Czech Republic (the)	6	3	Russian Federation (the)	2	0
Denmark	161	94	Saudi Arabia	4	1
Dominican Republic (the)	1	1	Senegal	3	0
Egypt	4	3	Seychelles	2	2
Ethiopia	2	1	Sierra Leone	1	1
Finland	24	11	Singapore	1	0
France	103	72	Slovakia	2	2
Germany	195	113	Somalia	1	0
Ghana	1	0	South Africa	30	22
Greece	7	6	Saudi Arabia	1	0
Guinea-Bissau	1	1	Republic of Korea (the)	14	9
Haiti	1	1	Spain	36	20
Hungary	8	5	Sri Lanka	3	2
India	346	210	Sudan (the)	1	1
Indonesia	7	5	Sweden	30	20
Ireland	9	3	Switzerland	36	19
Israel	8	6	Syrian Arab Republic (the)	1	0
Italy	81	53	Thailand	8	5
Japan	9	6	Turkey	27	10
Jordan	17	8	United Arab Emirates (the)	52	23
Kenya	21	10	Uganda	4	3
Lebanon	11	4	United Kingdom	265	160
Luxembourg	14	13	United Republic of Tanzania (the)	4	2
Madagascar	2	2	United States	131	66
Malawi	3	2	Zambia	1	1
Malaysia	11	6	Zimbabwe	5	2
Mexico	4	1			

## Warehouse snapshot

In 2012, UNICEF Supply Division moved into a new 20,000 m<sup>2</sup> warehouse - the largest humanitarian warehouse in the world – storing 850 essential items. The high-bay area alone is 24m high, 150m long and 63m wide, with 36,000 pallet locations and eight robot cranes. The almost completely automated warehouse can handle 1500 pallets a day. As well as running the facility, 30 warehouse staff also provide emergency and logistics support in the field.



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