



Update on UNICEF, Gavi & WHO tools & resources

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Procurement strengthening tools

CAPACITY DEVELOPMENT

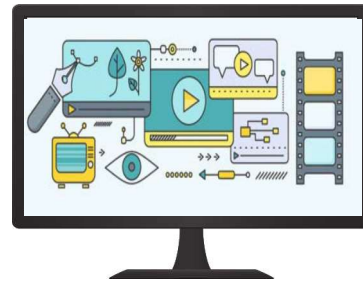
KNOWLEDGE EXCHANGE



Strategic Vaccine Procurement Assessment Toolbox

A standardized methodology for governments to assess their own national vaccine procurement processes

Available at [unicef.org | UNICEF Supply Division](https://www.unicef.org/unicef-supply-division)



Strategic Vaccine Procurement e-learning course

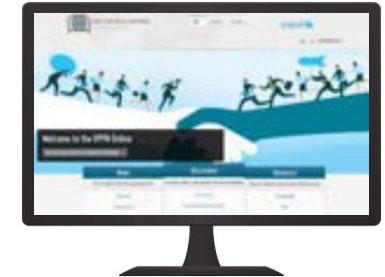
e-course to guide users on how to identify & understand the strategic vaccine procurement cycle & processes to ensure sustainable access to affordable vaccines.

Available on Agora [here](#).



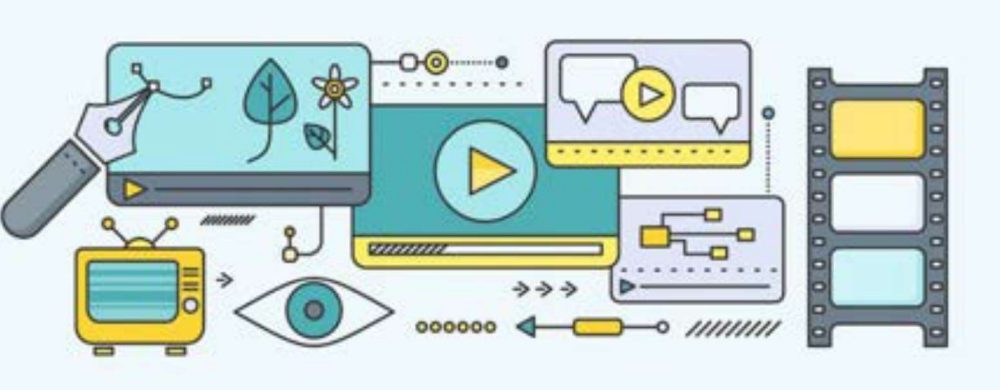
Vaccine Procurement Practitioners Exchange Forum (VPPEF)

Country buyers & Partners Exchange good practices & expertise
9 Forums held since 2015
2020 eVPPEF (online)
Increasing demand from members & partners



Vaccine Procurement Practitioners Network (VPPN)

Online platform
Exchange
>45 countries represented
Knowledge sharing/ development - Monthly webinar/ e-discussions



5 -6 hours learning time

Collaborative approach
(Authors + peer reviewer process)

7 Modules:
(1) Intro (2) VM (3) MI
(4) Regulatory (5) FP&B
(6) SVP (7) M&E

Launched:
Q1 2023

Collaborative Approach

Content developed with **multiple** partners:

- CHAI, DCVMN, Gates Foundation, Gavi, the Vaccine Alliance, Government partners (Canada, DFID, Estonia, Norway), IFPMA, MSF, PATH, UNICEF SD (CC, HRC, MSDEU, MSFC, VC), WHO












Partners consulted:

- PAHO
- USAID
- World Bank

Vaccine Procurement Practitioners Network (VPPN)

PURPOSE

To provide inputs and concrete recommendations that will guide on prioritizing efforts and resources as to achieve the goal of the VPPN *“to serve as a platform for continuous exchange of theoretical and practical knowledge, joint learning and collaborative problem solving related to vaccine procurement in MICs & Gavi Transitioning Countries.”*

Announcements	Timeline	About us	Members	Discussions	Country Profiles	Library	Themes	Videos	Events	Albums
										
Key messages broadcasted to all members.	VPPN's own Facebook page. All the latest postings on the network.	Background information on the VPPN - its history, purpose, values, and partners.	A very important page! Connect with other members – search, chat, email privately.	This is a core knowledge sharing area for our community of practice. All previous VPPN Discussions are archived here.	Information on VPPN country members, data & statistics, related discussions and relevant resources.	All VPPN resources can be searched here (Note: only VPPN resources are available in this search, the TechNet-21 Library menu option is a separated search function.)	Content searchable by key themes/ topics.	Catalogue of video presentations, including the Zoom recordings of the 2020 Knowledge Sharing Sessions/ Webinars.	VPPEFs, Workshops, events posted by members.	Catalogue of photos.



Invitation

An invitation to join the VPPN (and TechNet) was sent to your email



Registration.

Your email is your username

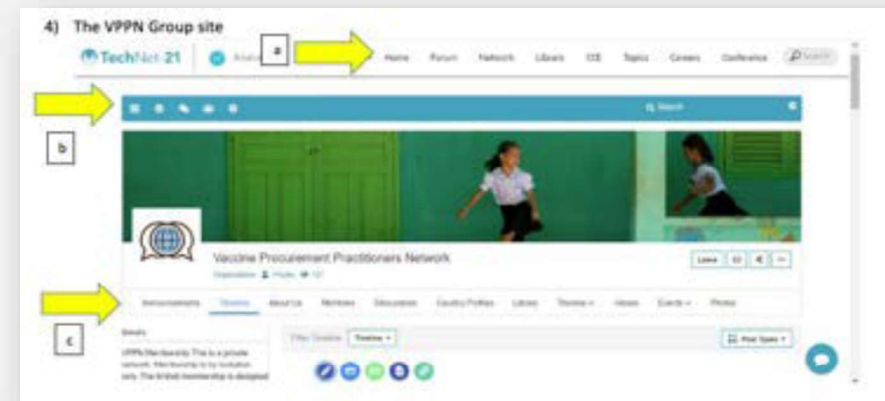
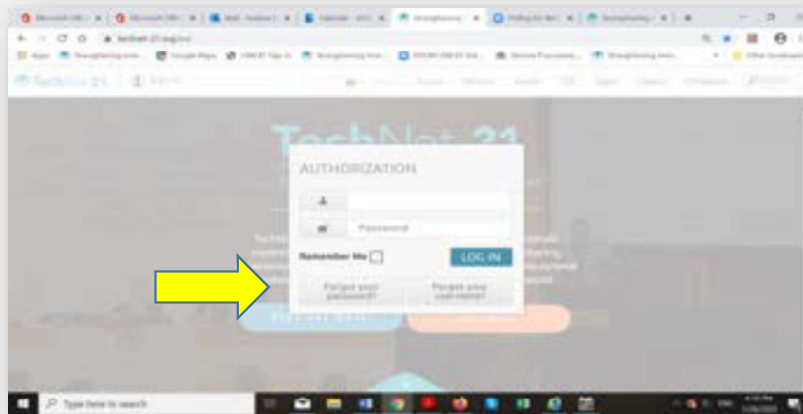
Retrieve credentials

Click on "Forgot your password" to create a new password



Instructions

Please be sure to review the instructions in the two Quick Sheets handouts that will be shared: "How to Register and Manage Alerts" and "How to use the VPPN"



UNICEF resources



Useful resources

Annual Vaccine Industry Consultation

[link](#)

Contracts Awards

[link](#)

Emergency stockpile availability (OCV/Meningococcal/YFV)

[link](#)

Strategic Tender Calendar

[link](#)

Supply Chain Dashboard

[link](#)

UNICEF Market Notes

[link](#)

UNICEF Product Menu

[link](#)

Vaccine Pricing data

[link](#)

UNICEF.org



The IFSP toolbox Overview



Toolbox objectives

- Make material available online for countries and partners to use
- Improve forecasting and planning of vaccines, related products and cold chain equipment
- Introduce a standard approach to capacity-building

Development approach

Understand country processes

Develop strategies

Develop and adapt material

Collect inputs from partners and pilot in countries

Update toolbox material

Strategies guiding the toolbox



Ensure establishment and institutionalization of government-led forecast teams



Establishment of quality processes for forecasting and coherence with budget planning



Standardize forecast methods and ensure data quality



Institutionalize forecast KPIs to monitor forecast accuracy and use



Invest in staff capacity building

Toolbox content

Coordination and establishment of forecast teams

Assessment tool

Training Resources

Country cases and communication materials

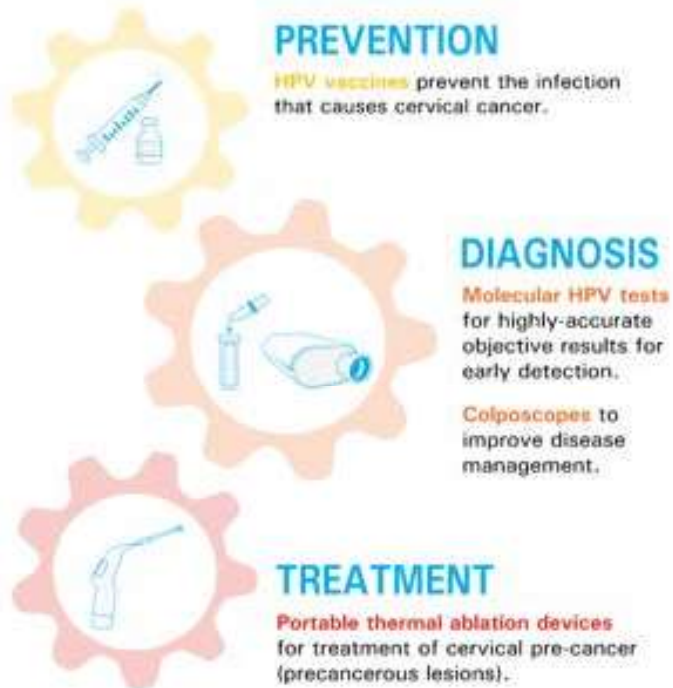
Forecast methodologies and selection of appropriate method

Performance Monitoring and KPI description

Supply planning and budgeting

The UNICEF Cervical Cancer Toolkit

UNICEF provides countries and partners access to a comprehensive range of affordable and quality-assured supplies for cervical cancer elimination programmes.



Cervical cancer is the fourth most common cancer in women, affecting over half a million and killing more than 300,000 each year.

- UNICEF has developed a “[Cervical Cancer Toolkit](#)”.
- The toolkit covers HPV vaccines, HPV diagnostics, portable treatment devices for cervical pre-cancer available through UNICEF.
- For more information, please visit [Cervical-cancer-toolkit-January-2023.pdf \(unicef.org\)](#)

Outline of Key Financing Instruments

Procurement Services Center

June 2023

unicef  | for every child

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**Standard
pre-financing
“VII Subscription”**

Addresses recurring cashflow delays – agreed VII ceiling

- Formal access to VII Capital Fund (“credit card like mechanism”) allocated country ceiling accompanied by technical assistance as part of a VII Plan
- Countries pay back after delivery of goods and Statement of Account (“SoA”)
- Scope: All commodities that can be procured via SD

“Ad-hoc” pre-financing

Addresses non-recurring temporary disbursement delays – approval on a case-by-case basis

- Delayed self-funded Country disbursement, grants or multi-lateral arrangement (e.g., World Bank loan)
- Scope: All commodities that can be procured via SD

**Providing financial backing
for Special Contracts**

- UNICEF negotiates firm commitments with suppliers employing non-standard contractual terms. Objectives of individual special contracts vary depending on UNICEF's specific requirement and prevailing market conditions, include:
 - Improved pricing (and therefore savings)
 - Accelerated or guaranteed availability of supplies
 - Market shaping

Examples of key VII achievements:

- \$650m throughput achieved in 2021 in response to the Covid crisis.
- \$111m financing deployed in 2022 to secure and accelerate the procurement of 2.5m cartons of RUTF in the context of the nutrition crisis.

Middle Income Countries Financing Facility (MFF)

- Targeted at Middle Income Countries (“MICs”) that do not typically receive donor support (anymore) and have lagged in the introduction and scale-up of vaccines and other essential health supplies, leading to avoidable mortality and morbidity.
- To address these barriers and global inequities, UNICEF has launched the MFF which will allow these countries to benefit from UNICEF’s procurement scale, access, market expertise and affordable pricing. The MFF builds on the successful experience of the VII.
- MFF offers both (hybrid) **pre-financing and special contracting** (as appropriate) modalities to support access, for **larger amounts** compared to previously available financing tools, including to support *multi-year firm contracting*.
- Examples of how countries have benefitted from activities which are supported under the MFF are as follows:
 - **Cash-flow delays** - Country pre-financings have accelerated the delivery of supplies to countries by typically between 3 to 6 months (budget release delays were backed-up by country repayment commitments).
 - **Procurement law restrictions** - Addressing countries inability to provide advance payment due to national procurement law restrictions: As a pilot transaction with Indonesia, UNICEF was able to waive (pre-finance) 70% of the advance payment obligation based on a repayment commitment from the country at the time of delivery which secured timely access to PCV via placement of POs with suppliers and enabled the introduction scale up in the country during 2022. Indonesia is otherwise not able to meet UNICEF’s standard advance payment requirement given their national procurement law restrictions.
 - **Market shaping** - Special contracts have resulted in accelerated or guaranteed availability of supplies, reduced lead times, and improved pricing. HPV is an example, where multi-year commitments have resulted in the ability to negotiate 11-13% price reductions. Aggregated demand from multiple MICs and long-term forecast commitments may support negotiation of price reductions for other vaccines as well.

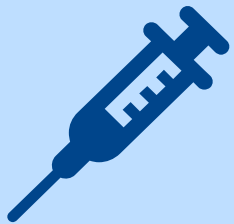
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Gavi MICs Approach: Overview

The MICs Approach addresses key threats to equity and sustainability

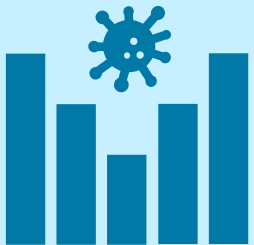
Problem statement

Objectives



MICs are lagging behind in introducing critical vaccines, presenting a threat to inter-country equity

Drive the sustainable introduction of PCV, rotavirus, and HPV vaccines in former- and select never-Gavi eligible countries



Risk of backsliding, heightened by the pandemic, exacerbates intra-country inequities and jeopardises the legacy of Gavi investments

Prevent and mitigate backsliding in vaccine coverage in former-Gavi eligible countries

The MICs Approach is guided by explicit outcomes, reflecting its clear focus on results



Mitigating backsliding

90% of former-Gavi countries with **>90%** pre-COVID DTP3 coverage restore coverage back above this threshold & remaining countries **arrest the decline** and begin an **upward trajectory**



Reducing zero-dose

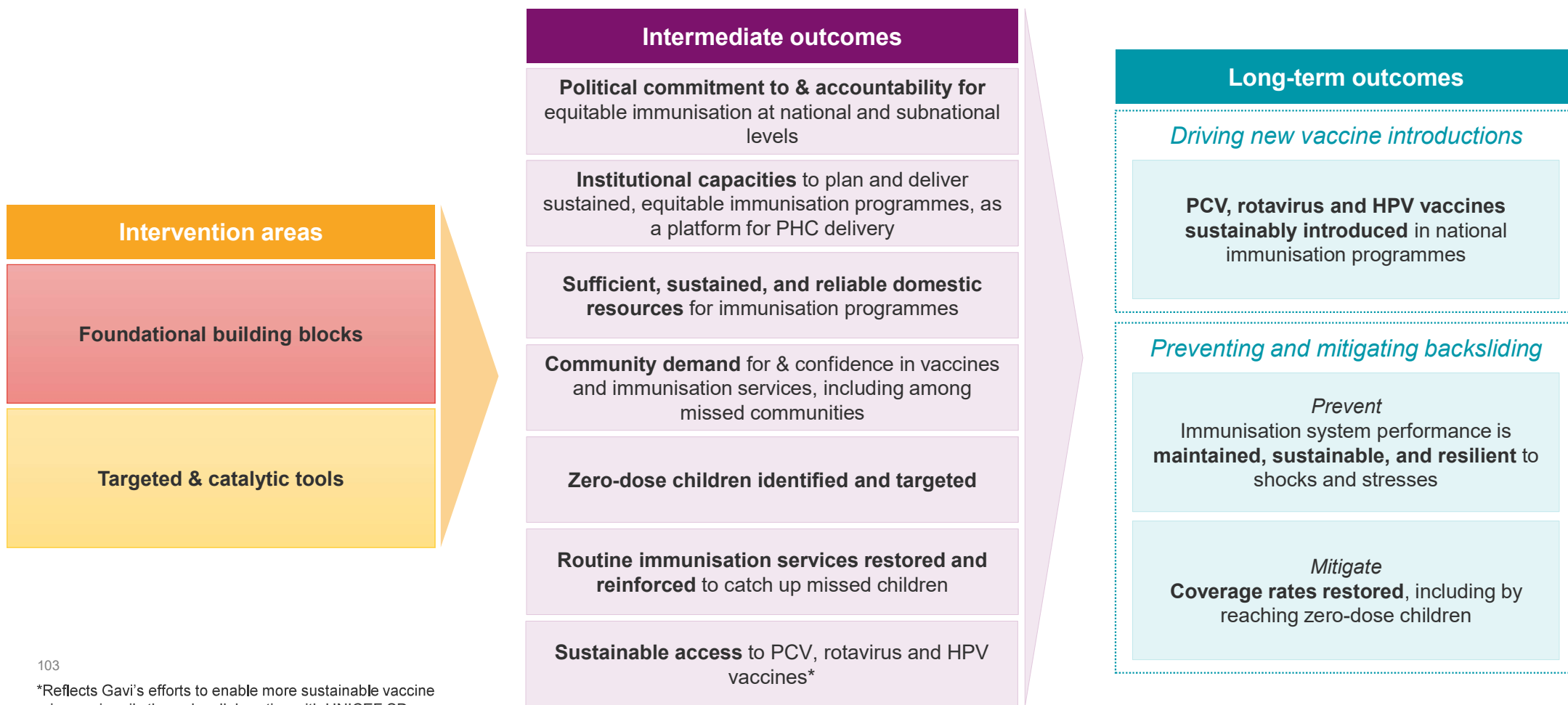
Reduce the number of zero-dose children by **230,000** in former-Gavi countries



New vaccine introductions

Introduce **8-10** new vaccines and reach **4M-6M** children/adolescents

Gavi aims to achieve the MICs Approach objectives through a clear theory of change



The Foundational Building Blocks

Addressing systemic issues across middle-income countries

Gavi works hand-in-hand with core and expanded partners to strengthen the enabling environment for new vaccine introductions and sustainable immunisation programmes, with efforts including:



Providing regional and multi-country **technical assistance**



Supporting **peer-to-peer learning** platforms

(Peer-to-peer country knowledge exchange platform, the [Linked Immunisation Action Network](#), builds on the pre-existing Learning Network for Countries in Transition (LNCT), but now includes all MICs-eligible countries and is dedicated towards supporting countries to achieve the MICs Approach objectives)



Galvanising **political commitment**

Targeted and Catalytic Tools

Targeted engagement with countries interested in or actively planning new vaccine introductions



Dedicated in-country technical assistance via relevant core and expanded partners



Flexible funding to cover time-limited, **one-off costs** related to new vaccine introductions



Vaccine **catalytic financing** for half of the first birth (or target) cohort



Assistance accessing **pooled procurement** as a mechanism to support sustainable access to new vaccines including sustainable prices

Countries and economies eligible under the MICs Approach as of July 2022

Former-Gavi eligible countries			Never-Gavi eligible countries*		
Angola	Guyana	Sri Lanka	Algeria	Kosovo	Saint Lucia
Armenia	Honduras	Timor-Leste	Belize	Lebanon	Saint Vincent and the Grenadines
Azerbaijan	Indonesia	Ukraine	Cabo Verde	Maldives	Samoa
Bhutan	Kiribati	Uzbekistan	Dominica	Marshall Islands	Tonga
Bolivia	Moldova	Viet Nam	Egypt	Micronesia	Tunisia
Cuba	Mongolia		El Salvador	Morocco	Tuvalu
Georgia	Nicaragua		Eswatini	Occupied Palestinian territory	Vanuatu
			Fiji	Philippines	Venezuela
			Grenada		
			Iran		

106 Note that countries retain their eligibility through the duration of the Gavi 5.0 strategic period

*Includes World Bank classified lower middle-income countries, IDA-eligible economies and Venezuela following Gavi Board approval as eligible under the MICs Approach in the absence of a World Bank classification

Summary of MICs Approach support modalities

Intervention area	MICs Approach objective		Support available	Type of support	Recipient types
	Backsliding	NVIs			
Foundational Building Blocks	✓	✓	- Advocacy - Regional and multi-country initiatives - P2P knowledge sharing platform	Regional and global level initiatives	Core and expanded partners
Country specific tools		✓	Country-specific technical assistance	Country-specific support to support NVIs	Core and expanded partners, via countries
		✓	Flexible, one-off support for new vaccine introduction costs	Country-specific support to support NVIs	Countries and their implementing partners
		✓	Innovative Financing Mechanism	Support to UNICEF SD for financing mechanism	UNICEF SD
		✓	Vaccine Catalytic Financing	Start up vaccine financing for countries, equivalent to half of the first target cohort	Countries via UNICEF SD or PAHO RF
	✓		Targeted Interventions	Country-specific support to mitigate backsliding	Countries and their implementing partners
Fragility			Vaccine costs for fragile MICs	Time-limited routine vaccine costs for countries and associated essential logistics support	Countries via UNICEF SD or PAHO RF
			Technical assistance for fragile MICs	Essential technical assistance from partners	Core and expanded partners

Thank you

Information on the Gavi MICs Approach is available online:
[Gavi's approach to engaging with Middle Income Countries](#)

Market Intelligence – WHO resources

Johanna Fihman
Technical Officer, Global Access, WHO



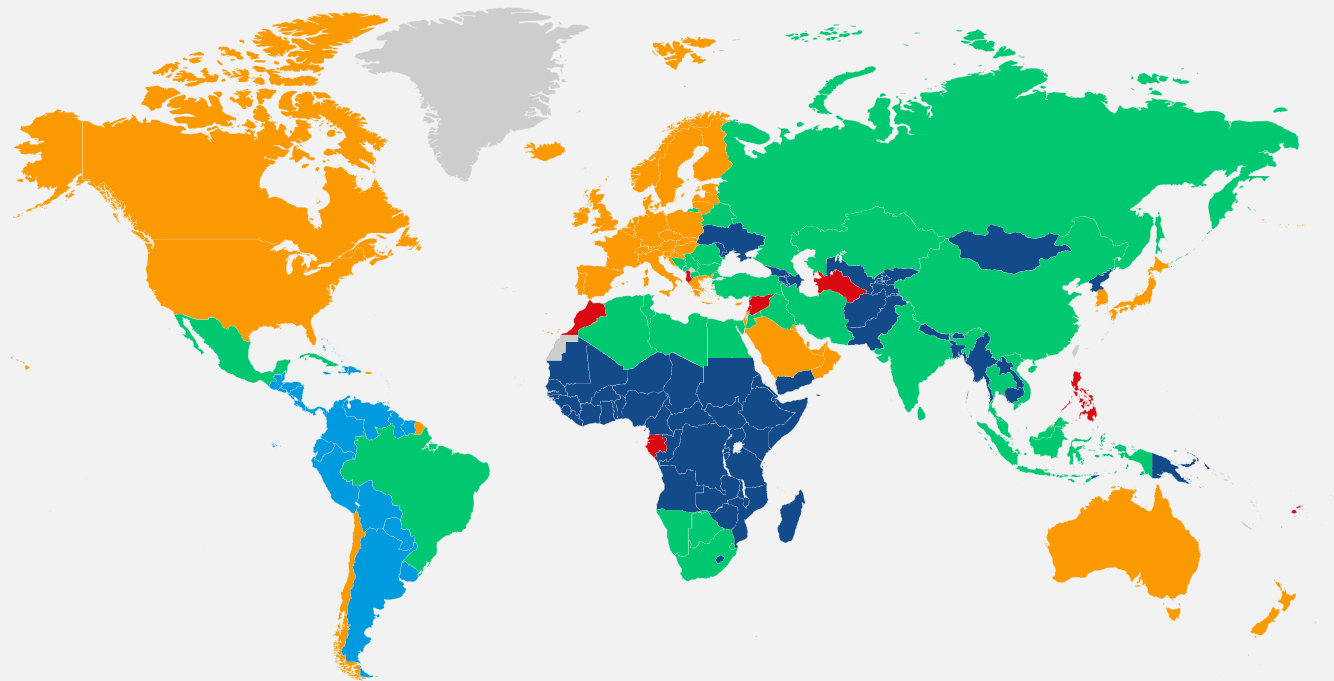
**World Health
Organization**

Expanded global view

Vaccine supply is planned and distributed to serve a **global market** – consumption in one country impacts others

WHO aims to provide visibility on:

- **All vaccines** – independent of global funding schemes
- **All countries** – independent of procurement method
- **All suppliers** – independent of PQ status of their products
- **All payors** – independent of the public or private status
- **All populations** – independent of recommendation for use



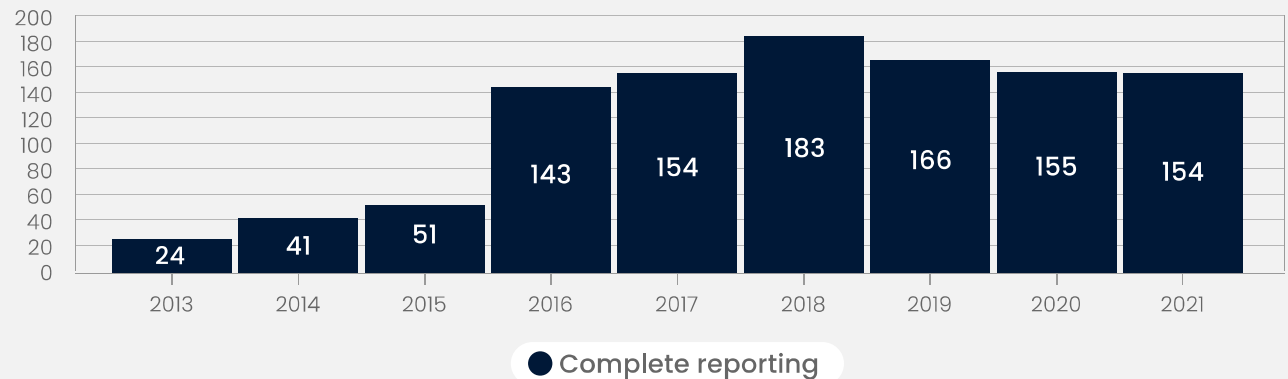
Data is collected annually through the WHO/UNICEF JRF

- Countries report vaccine purchases through the WHO UNICEF Joint Reporting Form
- It includes questions on products, volumes, procurement mechanism, contract length and prices

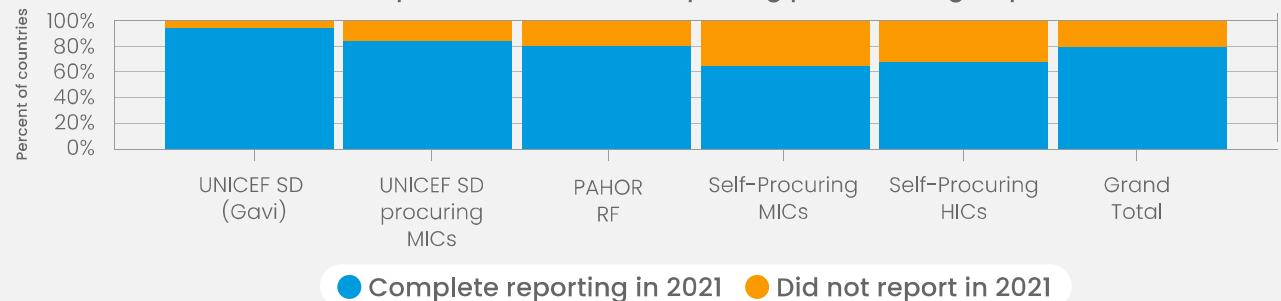


The level of reporting has slightly decreased since the C-19 pandemic and introduction of e-JRF

Evolution of reporting 2013–2021



Proportion of countries reporting per income group



A peer-to-peer platform is available on WHO website: MI4A

MI4A vaccine purchase database

- Contains information on vaccines purchased, volumes, price, procurement mechanism
- Country name is **anonymized** to respect confidentiality

MI4A Full Product List

- Contains list of all available vaccine available for procurement regardless of their prequalification status



Vaccine Purchase Database Countries can access the information online



- Information can be filtered by region, by income group and other criteria and allows for comparison of prices paid by different countries
- Example below shows how PCV prices paid in SEARO compares to other self procuring MICs in other regions

Regi	Income	Gavi/Non	Country	Year	Vaccine	Manufacturer	Presentation	Age Num	Number of Dose	Procurement Mechanism	Contract Le	Price per Dose
SEARO	LMIC	Non-Gavi	LMIC4018	2021	MMR	Serum Institute of India Pvt. Ltd.	Vial	5	9000	UNICEF SD	1 year	\$ 1.47
SEARO	LMIC	Non-Gavi	LMIC4018	2021	PCV13	Pfizer	Vial	4	48000	UNICEF SD	1 year	\$ 2.90
SEARO	LMIC	Non-Gavi	LMIC4018	2021	HPV4	Merck Vaccines	Vial	1	22990	UNICEF SD	1 year	\$ 4.50
SEARO	UMIC	Non-Gavi	LMIC4021	2021	HPV2	PT Bio Farma (Persero)	Vial	1	138739	Self-procurement	5 years	\$ 1.25
SEARO	UMIC	Non-Gavi	LMIC4021	2021	HPV4	Merck Vaccines	Vial	1	138739	Self-procurement	5 years	\$ 1.25
SEARO	UMIC	Non-Gavi	LMIC4021	2021	PCV13	Pfizer	Vial	1	1656600	Self-procurement	5 years	\$ 6.39
SEARO	UMIC	Non-Gavi	LMIC4043	2021	HPV4	Merck Vaccines	Vial	1	400000	UNICEF SD	1 year	\$ 4.50
SEARO	UMIC	Non-Gavi	LMIC4043	2021	MMR	Serum Institute of India Pvt. Ltd.	Vial	10	800000	Self-procurement	1 year	\$ 1.40

Regi	Income	Gavi/Non	Country	Year	Vaccine	Manufacturer	Presentation	Age Num	Number of Dose	Procurement Mechanism	Contract Le	Price per Dose
WPRO	LMIC	Non-Gavi	LMIC4003	2021	PCV13	Pfizer	Vial	4	7000000	Self-procurement	1 year	\$ 1.95
SEARO	UMIC	Non-Gavi	LMIC4021	2021	PCV13	Pfizer	Vial	1	1656600	Self-procurement	5 years	\$ 6.39
AFRO	UMIC	Non-Gavi	UMIC4046	2021	PCV13	Pfizer	Pre-filled syringe	1	3399030	Self-procurement	3 years	\$ 16.56
EMRO	LMIC	Non-Gavi	LMIC4039	2021	PCV10	GlaxoSmithKline Biologicals SA	Vial	1	680000	Self-procurement	3 years	\$ 16.80
EURO	UMIC	Non-Gavi	UMIC4041	2021	PCV13	Pfizer	Pre-filled syringe	1	3308725	Self-procurement	2 years	\$ 19.59
EURO	UMIC	Non-Gavi	UMIC4041	2021	PCV13	Pfizer	Pre-filled syringe	1	3308725	Self-procurement	2 years	\$ 19.59
EURO	UMIC	Non-Gavi	UMIC4021	2021	PCV10	GlaxoSmithKline Biologicals SA	Pre-filled syringe	1	11905	Self-procurement	1 year	\$ 21.00
EURO	UMIC	Non-Gavi	UMIC4036	2021	PCV13	Pfizer	Pre-filled syringe	1	958360	Self-procurement	1 year	\$ 24.37
EURO	UMIC	Non-Gavi	UMIC4039	2021	PCV13	Pfizer	Pre-filled syringe	1	400	Self-procurement	3 years	\$ 25.63
EURO	UMIC	Non-Gavi	UMIC4020	2021	PCV10	GlaxoSmithKline Biologicals SA	Pre-filled syringe	1	320000	Self-procurement	2 years	\$ 35.38
EURO	UMIC	Non-Gavi	UMIC4040	2021	PCV13	Pfizer	Pre-filled syringe	1	110000	Self-procurement	3 years	\$ 40.85

Leveraging

The Full Product List provides information on all available products



- The MI4A Products List provides a snapshot overview of vaccine products available for procurement – irrespective of their WHO prequalification status
- This list reflects information reported by countries through the 2022 Joint Reporting Form (JRF) and is supplemented / amended with available information gathered through separate consultations

Source: MI4A 2022 Vaccine Product List

MI4A 2022 VACCINE PRODUCTS LIST

The MI4A Products List provides a snapshot overview of vaccine products available for procurement – irrespective of their WHO prequalification status – as of August 2022.

This list reflects information reported by countries through the 2022 Joint Reporting Form (JRF) and is supplemented / amended with available information gathered through separate consultations. As part of the MI4A project, WHO conducts in-depth global market studies where the list of available vaccines can be considered comprehensive and up to date. Studies conducted so far include BCG, D&T-containing, measles-containing, meningococcal, HPV, and pneumococcal vaccines. For all the other vaccines it should be noted that this list may not be complete and may be missing some products whose availability is not documented through public reported data and sources.

For reference the list of WHO Prequalified vaccines is available on the WHO website: https://www.who.int/immunization_standards/vaccine_quality/PQ_vaccine_list_en/en/.

For additional information please contact MI4A@who.int.

Vaccine	WHO PQ	Manufacturer	Dosage Form	Commercial Name (where available)
Arthrix	No	Kazakh	10	Y. pestis EV line N1EG attenuated (lyophilized)
Arthrix	No	Ministry of Defense, Russia	10	
BCG	No	Administración Nacional de Laboratorios e Institutos de Salud	10	
BCG	No	Administración Nacional de Laboratorios e Institutos de Salud	20	
BCG	Yes	Aj Vaccines A/S	10	BCG Vaccine (former SSI - Statens Serum Institut)
BCG	No	Aj Vaccines A/S	20	BCG vaccine (former SSI - Statens Serum Institut)
BCG	No	BCG Vaccine Laboratory, Chennai	10	
BCG	No	BCG Vaccine Laboratory, Chennai	20	
BCG	No	Biomed Lublin	10	Arztubercul vaccine (Jscetepionka przeciwnitkowa)
BCG	No	BioVac	20	BCG VACCINE SSI ID
BCG	Yes	Bui Bio - National Center of Infectious and Parasitic Diseases Ltd	10	BCG Vaccine
BCG	Yes	Bui Bio - National Center of Infectious and Parasitic Diseases Ltd	20	BCG Vaccine
BCG	No	Chengdu Institute of Biological Products Co., Ltd	5	BCG Vaccine for intradermal injection - 0.25mg
BCG	No	Fundacao Atauilpho de Favia	10	BCG vaccine
BCG	No	GreenSignal Bio Pharma Limited	10	BCG vaccine 10 (Freeze Dried)
BCG	No	GreenSignal Bio Pharma Limited	20	BCG vaccine (freeze Dried) - Intradermal
BCG	No	ImmunoBiology Ltd		T-Biovac
BCG	No	Institut Pasteur de Tunis	20	BCG vaccine, freeze-dried - Pasteur 1178 P2 strain
BCG	No	Instituto Biológico de São Paulo	20	BCG vaccine, freeze-dried - Instituto Biológico de São Paulo

Ten Global Market Studies performed so far covering key vaccines

MI4A Market Studies

- Meningococcal meningitis
- Pneumococcal
- Human rabies
- Typhoid
- Hepatitis A
- BCG
- D&T containing
- HPV
- Measles containing
- Malaria





World Health
Organization





Update on Hexavalent & DTwP-Containing Vaccines

Andisheh Ghazieh
Contracts Manager
UNICEF Supply Division

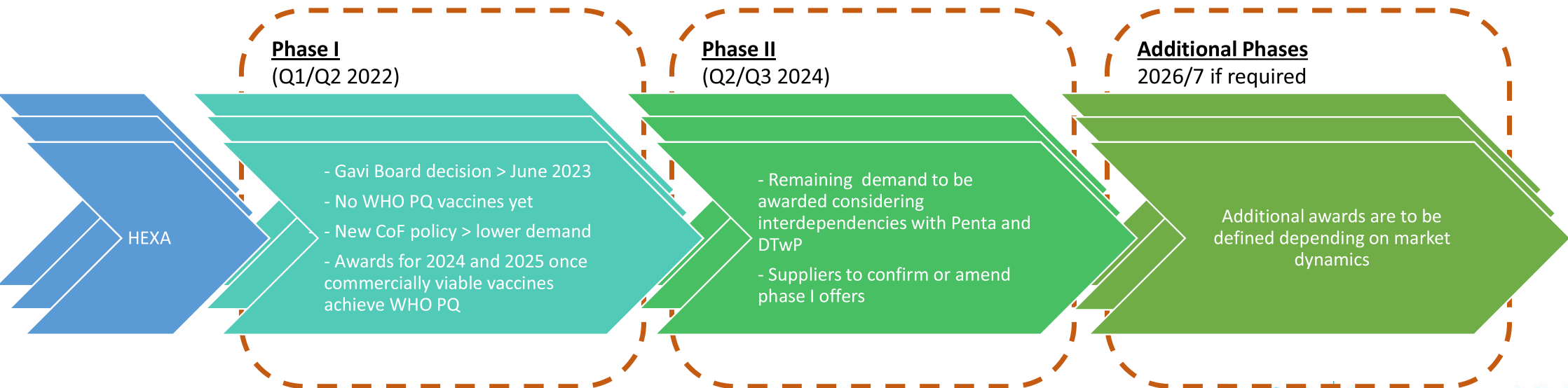
Hexavalent & DTwP-containing tender recap

The whole-cell Pertussis Hexavalent vaccine is a combination of whole cell Pentavalent and IPV vaccine, based on a 4-dose immunization schedule versus a combination schedule of 3-dose Penta + 1-dose DTwP booster + 2-dose IPV.

In November 2018, the Gavi Board approved in-principle support for Hexavalent, subject to (i) a vaccine being licensed, (ii) recommended for use by WHO, (iii) WHO prequalified, and (iv) with met market attributes met that support its successful implementation.

In 2022, considering that the above conditions were met or expected to be met, Gavi was planning to request the Board to open a funding window for Hexavalent. However, Gavi Board postponed such decision to June 2023.

In Q1 2022, UNICEF launched a multi-phase DTwP-containing tender to proceed with awards for DTwP, Pentavalent and Hexavalent for the period 2023-2027, while allowing management of cross-antigen demand development during the introduction and supply transition towards hexavalent.



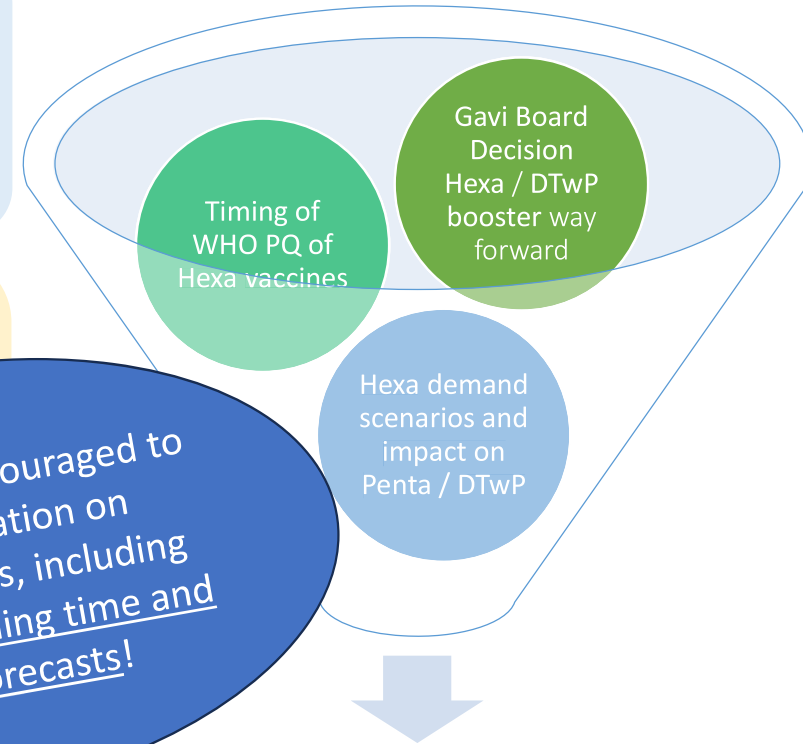
Hexavalent updates & impact moving forward

- **Gavi Board approval of Hexavalent expected in June 2023:**
 - Followed by program implementation and update of demand scenarios
 - First country applications expected in Q3/Q4 2023
 - Commencement of supply expected in 2024
- **DTwP booster 2YL will be moving forward.** Timing of implementation to be decided with partners.

- **Hexavalent vaccine pipeline:**
 - Manufacturer A achieved WHO PQ in Q4 2022 but decided to discontinue production plans and vaccine was delisted
 - Manufacturer B expected to achieve WHO PQ in Q3/Q4 2023, available supply in 2024
 - Manufacturer C and D expected to achieve WHO PQ in 2024, available supply in 2025
 - Manufacturer E and F expected to achieve WHO PQ by 2025, available supply in 2027

- **UNICEF considering awards for supply in 2024 -2025** based on commercially viable vaccines aligned with tender objectives for:
 - Gavi demand
 - Non-Gavi demand (MICs)
- **Phase II award strategy** considering Gavi decision, timing of WHO PQ and **demand scenarios**
- **Publication of DTwP-containing market note** in advance of phase II of the tender

Countries are encouraged to share information on hexavalent plans, including indicative switching time and demand forecasts!



Timing and Award Strategy for Phase II of Tender