

Vaccine Procurement Practitioners Exchange Forum



Session Title: One single price for self-procuring countries; Capacity building of UNICEF to influence markets

Convenor: The Philippines

Participants: Askar, Oya, Carla, Laura, Silvia, Carolina, Theresa, Angela, Gian, Selenge, Jonathan

Summary of discussions:

1. The Philippines understood that self-procuring countries have access to UNICEF prices. Suggestion is also to pool /aggregate demand from self-procuring countries, conduct a tender on their behalf to secure a UNIT PRICE but allow each country to conduct the procurement/contracting directly with manufacturers. UNICEF SD stated that this could be explored in the future. It will be important that there is a commitment from countries on purchases.
2. UNICEF SD have done this type of procurement with mixed results. It is called “reference prices” and it is seen as a “ceiling” for prices. But demand was not baked up in terms of security. Demand needs a commitment. How can make this mechanism more attractive for suppliers?
3. The Philippines is ready to embark on multi-year procurement and their demand is certain. However, all countries need to provide certainty for their portion of the demand in order to make this mechanism work.
4. Robust forecasts is important for multi-year procurement. It is critical that suppliers believe in projections. Pricing for vaccine depends on the type of vaccine and can be different per year. For some vaccines prices do not changes for a number of years.
5. UNICEF prices are public, fees are standard which allows countries to estimate costing for vaccines quite precisely.
6. Similarly to many other countries the Philippine law does not allow pre-payment. Every year a special provision is obtained to allow advanced payment to UN agencies. This is not sustainable. There is no plan to amend the law.
7. The Philippines is requesting to UNICEF to be the consignee of the vaccines as it is costing substantial resources to clear vaccines, handling costs and transport them. UNICEF noted that it is a matter of the government policies. It makes sense for certain goods to make tax exemptions.