



Journey to Collaborative Procurement

PAHO Procurement & Health in the Americas

PAHO



Pan American Health Organization



World Health Organization
REGIONAL OFFICE FOR THE Americas



01

**About PAHO and It's
Revolving Funds**

02

**Our Procurement
Approach**

03

**Added value for
Countries &
Suppliers**

PAHO Procurement Mechanisms



42 countries & territories



34 countries & territories

Member States
Procuring through
PAHO Revolving
Funds

The Mission PAHO Procurement Mechanisms

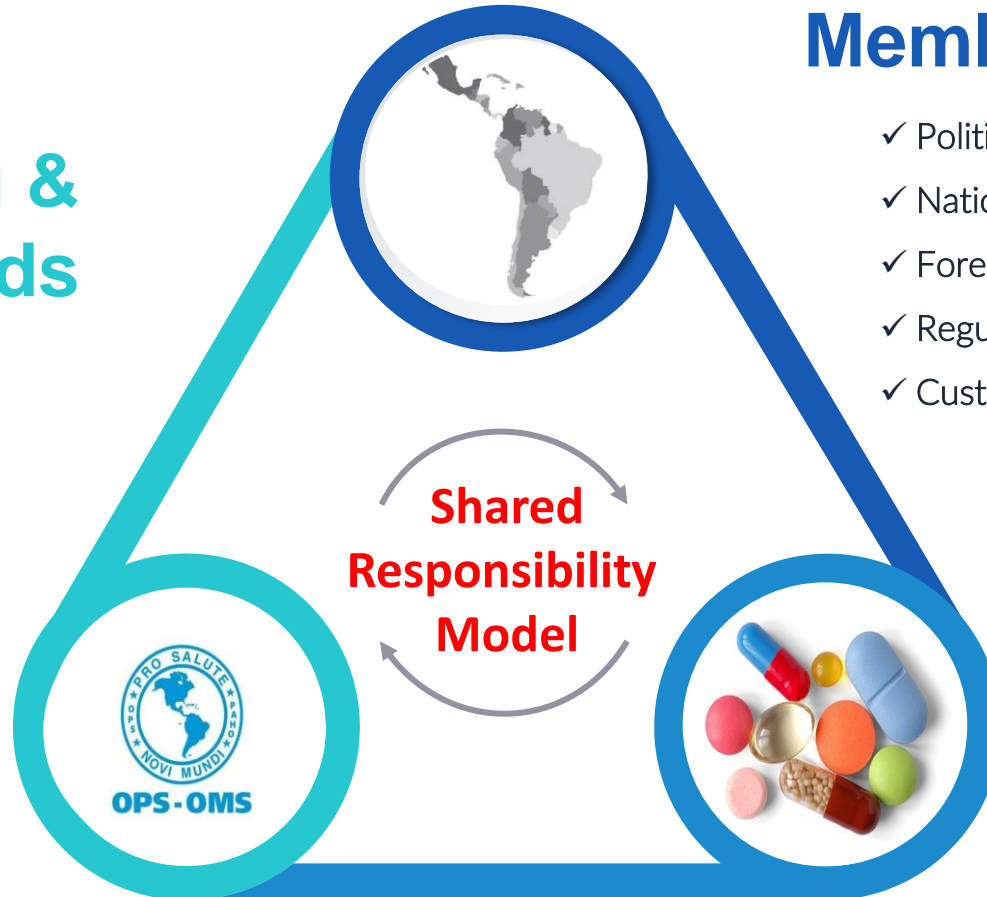
- **To improve access** to quality, safe and effective vaccines, medicines and health supplies
- **To ensure affordability**, and promote efficient and sustainable health systems

Member States
Procuring through
PAHO Revolving
Funds

Shared Responsibility Model

PAHO Revolving & Strategic Funds

- ✓ Technical Support in Supply Chain
- ✓ Regional Demand Consolidation
- ✓ Market Intelligence
- ✓ Supplier Engagement & Contract Management
- ✓ Sourcing & Procurement
- ✓ Logistics operations



Member States

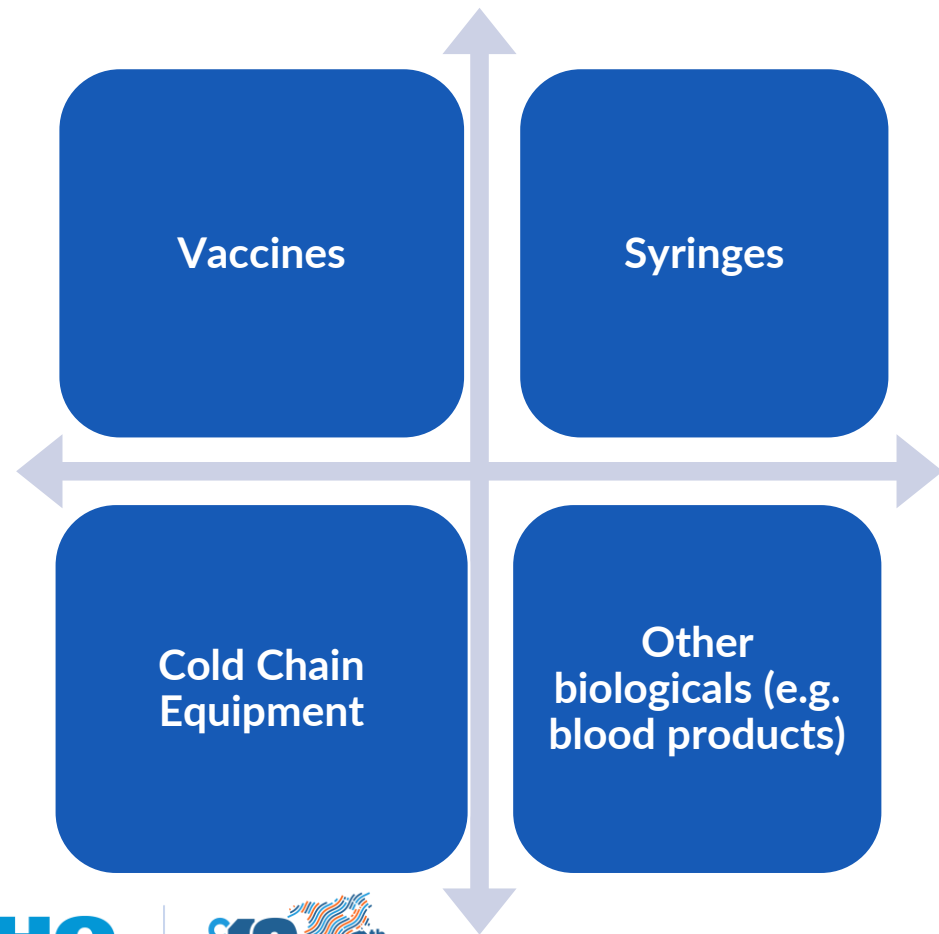
- ✓ Political and Technical commitment
- ✓ National Budget
- ✓ Forecast & Demand Planning
- ✓ Regulatory Authorities
- ✓ Customs clearance & national logistics

Suppliers

- ✓ Quality products
- ✓ Timely Supply
- ✓ Innovation, Research & Development
- ✓ Cold Chain / International Transportation
DAT DPU

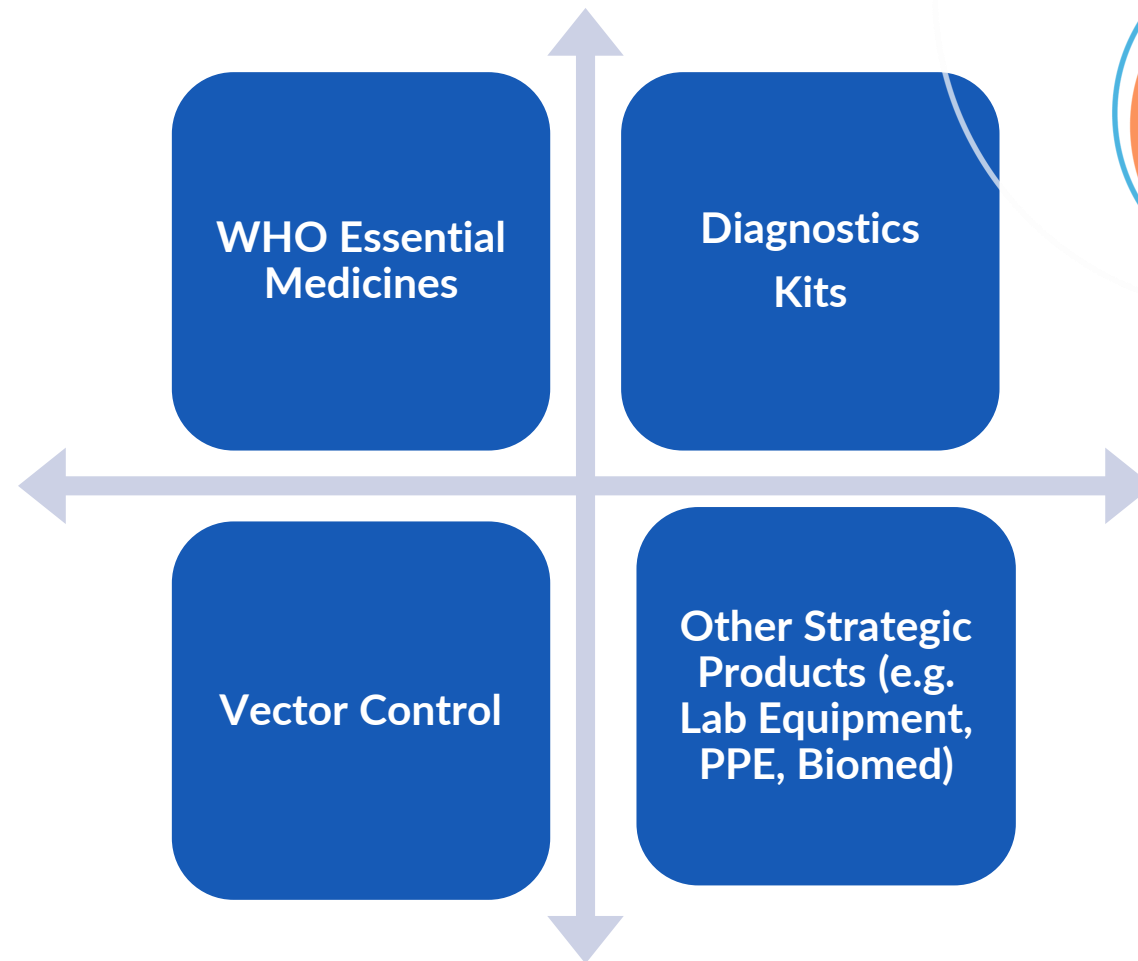
PAHO Revolving Fund

www.paho.org/revolvingfund



PAHO Strategic Fund

www.paho.org/strategicfund



TOP COMMODITIES (USD 1,398 MILLIONS during 2021)



Vaccines, antigens and toxoids



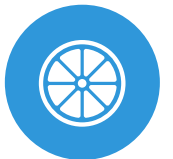
Antiretroviral medicines



Laboratory, Reagents & Scientific Equipment



CCE, syringes & safety boxes



Nutrition



Anti-Tuberculosis medicines



Disease vector mngt. & control



Rapid Diagnostic Test



Antiviral medicines (HCV)



Neglected tropical diseases (NTDs)

Key Features of PAHO Revolving Funds



Source-to-Contract

ITB, Technical and Financial Requirements, Award, LTA Supply Allocation

Logistics

Manufacturer arranges freight and deliver DAT



Country Demand Planning

Technical Support on Demand Planning & Consolidation

Procure-to-Pay

Price Estimates, Purchase Order, Credit Line 60 days

Customs Clearance & Distribution

National Authorities responsible for clearance, storage and distribution

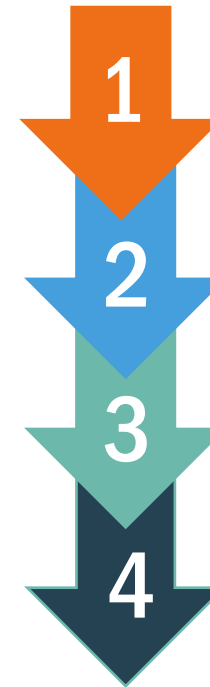
Procurement Process of PAHO Revolving Funds

PAHO's International Logistics for Vaccines and Pharmaceuticals

Over 3,000 Shipments every year



PAHO 's High Level Steps



Purchase order sent to suppliers & consignee

Suppliers is responsible for the delivery up to airport of destination (DPU incoterm 2020)

Insurance of 110% Total PO value by supplier

Supplier sends shipping documents to PAHO and consignee at least 5 days prior delivery date

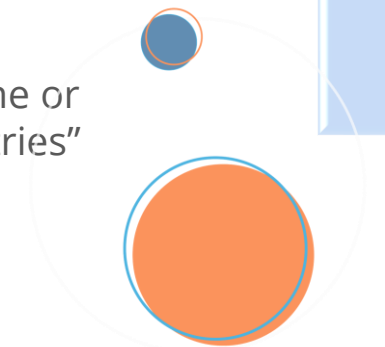
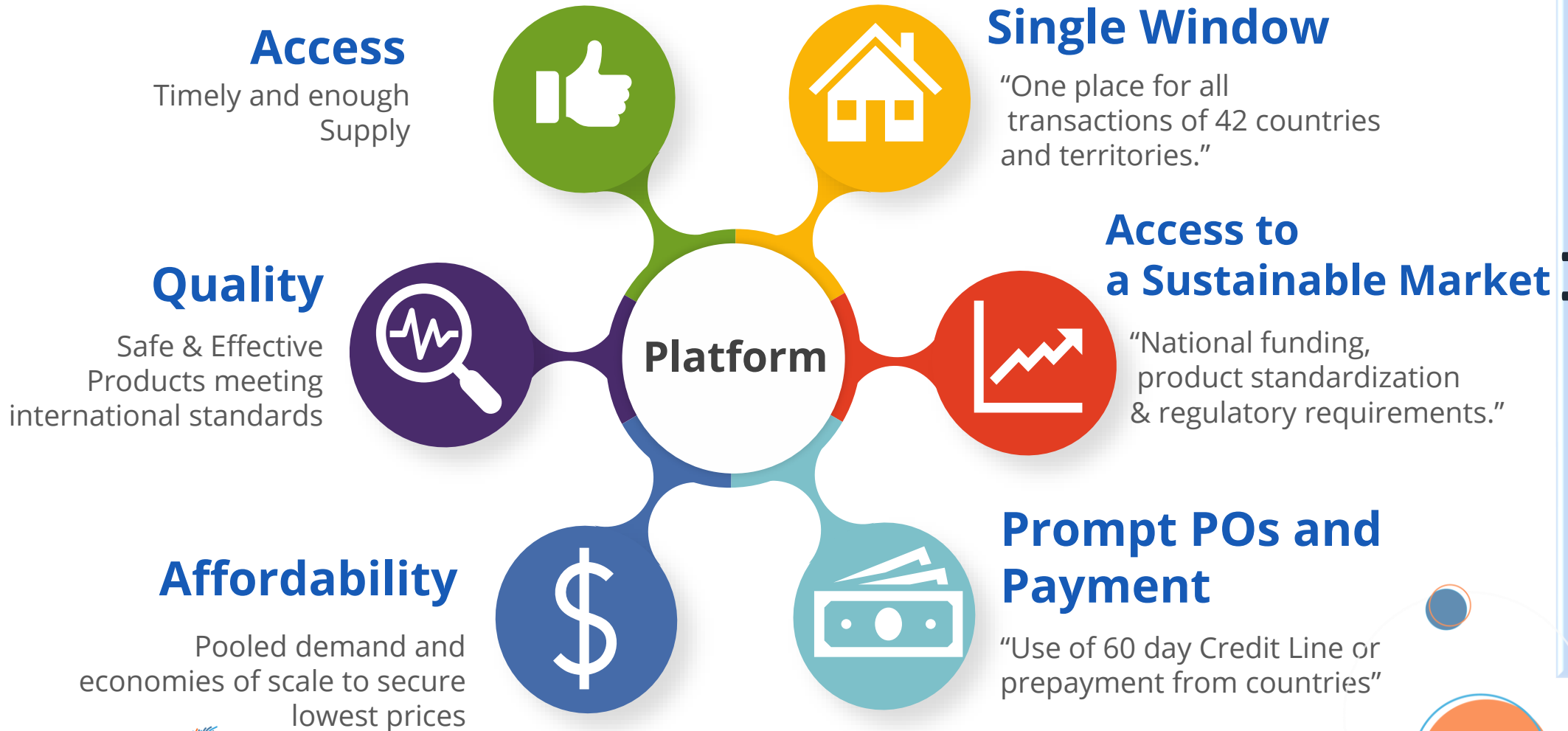
Shipment execution & arrival follows WHO 's Guidelines International Packaging and Shipping of Vaccines, and any related update for COVID-19



Platform for Value Creation for Countries & Suppliers

Countries

Suppliers



ANTICIPATED CHALLENGES WHEN PROCURING ...

Multi-source – Sole/Single Source

- Single price for all the region
- Limited eligible sources for key products

02

Restrictions

03

- Patents and other IP related issues
- Licenses & Exclusive distributors for some Member States

Demand

- Demand forecasting and supply chain management at country level
- Procurement planning vs Emergency
- Small requests & minimum order quantity (MOQ)
- Labeling

01

Performance

04

- On time deliveries
- Long Production Lead-times & limited stocks
- Regulatory & logistic capacity

Market dynamics

05

- Decentralized markets
- Direct commercial relations
- Regional limited coverage
- Supplier engagement for LATAM




A row of international flags flying on tall poles against a background of green trees. The flags include the United States, Mexico, and others. The scene is bright and sunny.

“One country cannot achieve what 39 countries can do together. Solidarity & Pan Americanism are alive principles” Minister of Health, Bahamas, Sep 2019



THANK
YOU!

www.paho.org

PAHOWHO   
OPSPAHO 

#HealthForAll
#MentalHealth
#GetVax
#pahowho
#BeatNCDs
#UniversalHealth



Pan American
Health
Organization



World Health
Organization
REGIONAL OFFICE FOR THE Americas

PAHO

Healthier together.