

Crown agents. Public procurement of medicines funded by the state budgets 2015-2016

7th February, 2017

Christine Jackson /

Principal Procurement Consultant
of Crown Agents



Crown Agents is a high impact enterprise/

Over

10 years

Crown Agents has been successfully working in Ukraine with different partners on a number of projects, being an active participant of positive transformations in the country

We have helped to introduce efficient processes and modern international standards in medical procurement in Ukraine

We cooperate with the Ministry of Health of Ukraine since 2015

\$ 31 936 612

TOTAL CONTRACT
VALUE

=

314 NOMENCLATURE ITEMS
FOR BOTH PROGRAMS:
oncology medicine, laboratory
reagents, medical devices



CHILD ONCOLOGY
PROGRAM

\$15 030 179



ADULT ONCOLOGY
PROGRAM

\$16 906 433

December 2016

Final deadline for completing procurement stipulated in the contract

15% of contracted items
delivered ahead
of schedule

7% of contracted items
delivered behind
the schedule

Suppliers

77

COMPANIES
EXPRESSED THEIR
INTEREST IN TENDERS

29

COMPANIES BECAME
THE SUPPLIERS

45%

OF MEDICINES PROCURED
DIRECTLY FROM MANUFACTURERS
rather than network distributors

Budget and savings in 2015 in comparison to 2014

84%

nomenclature items were
purchased at lower prices



44,5%

average price reduction per
one nomenclature item



37,9%

opportunity saving of budget
funds for procurement of
oncology medicines in 2015



\$ 29 250 751,75

total budget 2015 for 168
nomenclature items



\$ 17 MLN.

opportunity saving in
monetary terms

¹source: independent research of Prashant Yadav, Director of Healthcare, Harvard Medical School, William Davidson Institute

Manufacturing quality in 2015 procurement

70%

SRA* APPROVED

14%

NON SRA
APPROVED BUT GMP

16%

OTHER

* SRA - *Drug regulatory authorities of Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Romania, Slovak Republic, Slovenia, Spain, Sweden, The Netherlands, United Kingdom, United States and Japan

- Open and transparent specifications
 - Inclusion of proven manufacturers and suppliers in the process
 - Transparent evaluation criteria which includes:
 - Quality of product
 - Technical and financial competence of proposed suppliers
 - Timely delivery
 - Compliance with Crown Agents' due diligence processes
 - Price
 - Timely contract placement and robust contract management
 - Close monitoring of delivery, clearance, receipt, storage and distribution
 - Payment to suppliers in accordance with the contract terms
-

Honest and Ethical

Anti-fraud, bribery and corruption

Work with those who share our approach

No anti-competitive behaviour

Project purpose

Transparency

Honest with our clients and stakeholders

Committed to equal opportunity and non-discrimination

No links to political parties

Integrity

Honor contractual agreements

Celebrate diversity

Environmentally responsible

Avoid conflicts of interest

Compliance with the law

Respect and uphold the law

Child protection & slavery

Pay all necessary taxes

Comply with sanctions

- As a UK company, Crown Agents is committed to UK law governing its conduct no matter where in the world they are
- Crown Agents does not offer, pay, solicit, receive, authorize, collude or condone payment of bribes
- Crown Agents is committed to sharing information and strengthening collective action to eliminate fraud, bribery and corruption
- All Crown Agents' business partners are expected to uphold the same standards



The framework contract for the new programmes was agreed upon and signed between **October 27 and December 1, 2017**. Crown Agents is accepting responsibility and will do everything in its power to carry out the assignment as quickly, smoothly and efficiently as possible

Total cost of programmes

UAH 1 066 778 700

Program No.	Description
IV	Centralized procurement of medications and medical products for the development of blood donation and its components
XIX	Centralized procurement of medicines and medical products for healthcare institutions for treatment of patients with cardiovascular and cerebrovascular diseases
XX	Centralized procurement of consumables for peritoneal dialysis
XXI	Centralized procurement of endoprostheses and sets of implantation instruments
XXIII	Centralized procurement of consumables to determine the glucose level in the blood, glycosylated hemoglobin
XXIV	Centralized procurement of medicines for patients with viral Hepatitis B and C
XXVI	Centralized procurement of test-systems for HIV diagnostics, ART follow-up and monitoring patients for HIV infection progression, determination of HIV resistance to antiviral drugs, conducting reference studies
XXVII	Reproductive health - Centralized procurement of contraceptives for women with serious diseases
XXVIII	Reproductive health - Centralized procurement of medicines for emergency medical care in case of bleeding
XXIX	Reproductive health - Centralized procurement of medicines for treatment of neonatal respiratory distress syndrome
XXXIII	Centralized procurement of medicines and consumables for pediatric dialysis
XXXVII	Centralized procurement of medicines for substitution therapy

- 423 individual items in the 12 programmes
 - Procurement has been launched for all items
 - All ITBs / RFQs will be completed by end of February
 - Results will be presented to MOH by end of March
 - Crown Agents contractual obligation to complete the tender and evaluation process and place the contracts is 90 days
-

Thank you for attention /