



# Medical Procurement of Ukraine



[mpu.gov.ua](https://mpu.gov.ua)



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## Centralized supply chain of medical goods in Ukraine: how does it work

Deputy GM on Customer Experience Management  
and International Relations of the MPU





# Navigating our path



**25.10.2018**

MPU's  
establishment

**2020**

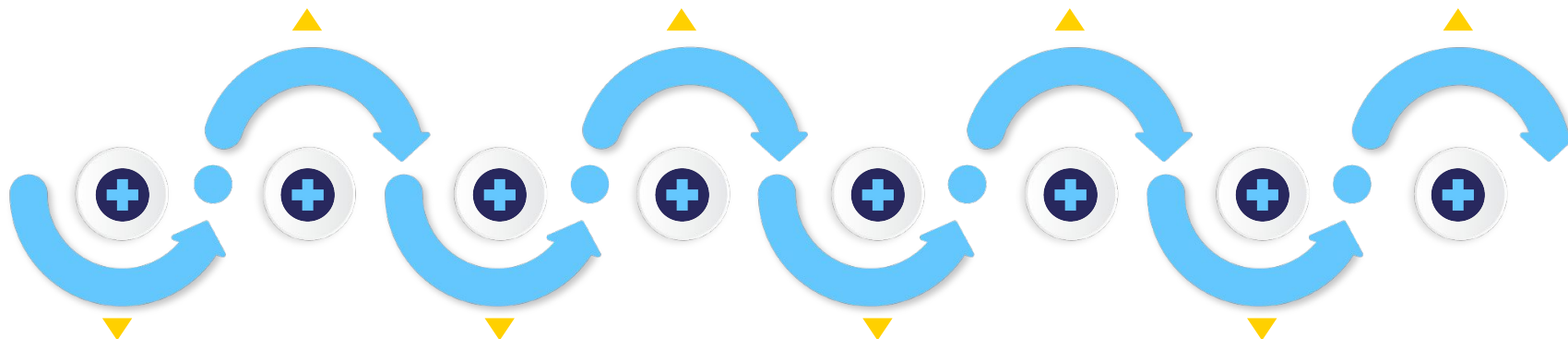
First procurement  
under the centralized  
programs of the MoH

**2022**

Procurement of the  
high-price innovative  
medicines (MEAs)

**2024**

Three-year  
procurement planning  
for medical goods



**2015-2016**

Launch of the  
healthcare reform  
in Ukraine

**2019**

First purchases  
at the Global  
Fund budget

**2020-2021**

Obtaining the  
Central Procurement  
Agency status

**2023**

Procurement of the  
vaccines, MRI`s and  
linear accelerators



# What is our focus centered on?



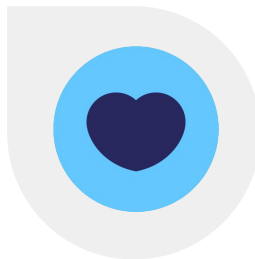
**Medical Procurement of Ukraine is the national agency that transforms the medical supply system to improve the quality of life of Ukrainians**

▶ Comprehensive provision of healthcare facilities with the necessary medical goods



▶ Modernization of infrastructure and logistics capacities

▶ Development of institutional and financial sustainability of MPU



▶ Ukraine Recovery in the healthcare sector



# VALUE OF MPU FOR THE

## UKRAINIANS





# Ukrainian pharmaceutical market



2023\*



105.16

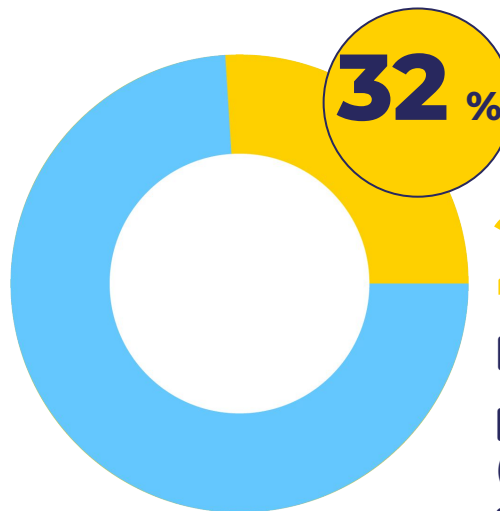


bln UAH



Ukrainian pharmaceutical market size, bln UAH (with VAT)

74 %  
Retail



32 % MPU procurements

26 %

Public procurements (through Prozorro system)

\*Analytical information is provided by



Support in Market Development



# Ukrainian pharmaceutical market structure



2023\*



25.5

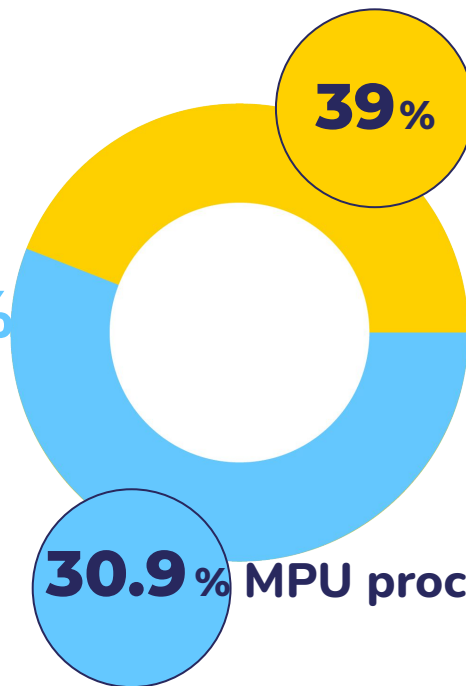


bln UAH



Procurement for public funds as a segment (through Prozorro system)

56.1 %  
Medicines



39% MPU procurements

43.9 %  
Medical devices

30.9% MPU procurements

\*Analytical information is provided by



Support in Market Development



# Procurement of medicines and medical goods for 2023 as of **June 17, 2024**

The total amount of contracts

**8.567**  
billion UAH



The goods have been delivered to the warehouse

**5.815**  
billion UAH



Goods have been delivered to hospitals

**5.222**  
billion UAH







# Procurement 2024



In 2024, MPU purchased medicines, medical devices and equipment under centralized programs of the Ministry of Health and within the **UNITED24 initiative**

## Medicines and medical devices

Purchased

**249** items

The total amount  
of contracts

**1.04** billion  
UAH

## UNITED24

Purchased

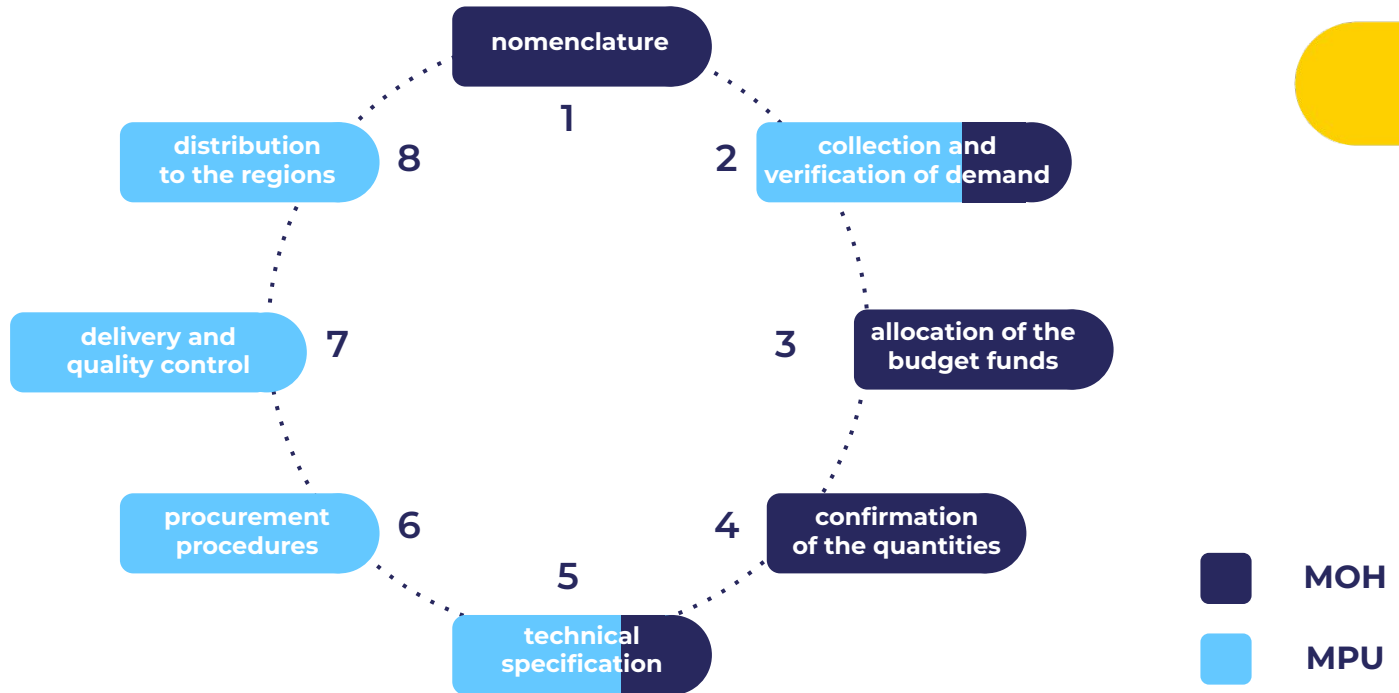
**22**  
items

The total amount  
of contracts

**168.3** million UAH



# Centralized supply chain



Full list of drugs and medical devices you can find by the [link](#)



# Business processes



**UPSTREAM**

Demand collection

Processing of purchase requests

Categorical work

Procurement procedure

Signing the contract

Payments and accounting

Acceptance of goods

Distribution and delivery

Monitoring of stocks

**DOWNSTREAM**





# **MPU: UPSTREAM AND DOWNSTREAM PROCESSES FOR NATIONAL SUPPLY CHAIN**





# Step 1:

## Demand collection, verification, and stocks monitoring

### External IT ecosystem



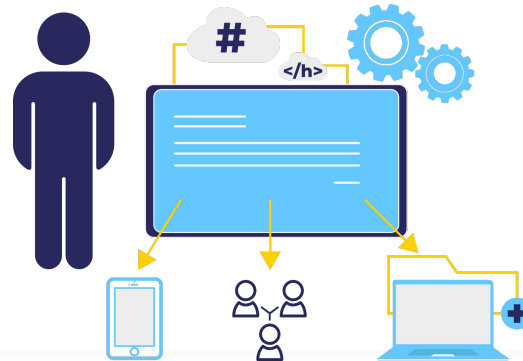
### MedData

In-house development bringing transparency through the digitalisation of processes and data, introduced at the beginning of healthcare reform



### e-Stock\*

National solution aimed at improving the management and control of medical products



*\*under development/implementation*



## Step 2:



## Suppliers` engagement and procurement tools



**SAP Ariba: a secure tool for interaction with suppliers throughout the entire process**

It is used for market consultations with suppliers, surveys, and contracting

Register in SAP via the [link](#)



**Bidding platform for tendering processes**

### **Core principles:**

- fair competition
- ensuring savings and efficiency
- openness and transparency
- non-discrimination of participants
- prevention of corruption



**Prozorro Market: an electronic catalog for swiftly purchasing standard goods**

It functions as a marketplace for public customers, facilitating purchases through the supplier request for proposals tool.



# Authorized electronic platforms



- The authorized electronic platform is a part of Prozorro through which Customers and Suppliers work in the system.
- All actions of procurement participants are carried out through a personal account on the electronic platform.
- The current list of authorized electronic platforms can be found on the Prozorro website at the link <https://prozorro.gov.ua/majdanchiki-prozorro>
- Choose an authorized electronic platform → register on the authorized electronic platform → sign the contract with authorized electronic platform → start work in the system.
- The support service of the chosen authorized electronic platform helps and advises participants at all stages of the procurement process.



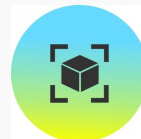
IZI.TRADE



ДЕРЖЗАКУПІВЛІ  
ОНЛАЙН



PUBLIC  
BID



TENDER.UUB.COM.UA



PLAY  
TENDER

SmartTender

zakupivli pro

Tender  
online

gov  
AUCTION



e.tender

3 Zakupki.ua

NEWTEND



## Step 3: Contract

### execution



## Important points for suppliers

### + Currency of the contract is exclusively UAH

for non-residents MPU makes payment in selected currency equivalent (USD or EUR)

### + Bank guarantee

MPU implements advance payment based on a bank guarantee after signing of the contract

### + Delivery terms DAP/DDP Kyiv region

this provision cannot be changed due to specific of state enterprise regulation

### + Term of delivery

MPU establishes the exact date of expected delivery at the time of the tender procedure based on the product's stocks, and it cannot be changed

### + Date of delivery

is the delivery of the products to the destination point and signature of Acceptance Certificate for the products (after visual or laboratory control if necessary)

### + Shelf life 70%

the general requirement for medicines is 70% of the total shelf life at the date of delivery, and for medical devices is 75% of the total shelf life at the date of delivery

### + International pack

for the military period, medicines registered in Ukraine can be supplied in original international packaging.





## Step 4: Delivery to regions



The Medical Supply branch of the MPU or authorized  
Logistics Partner

- ⊕ Ensuring the entire cycle of medical supply
- ⊕ Optimization of the logistics process
- ⊕ Stock of critically needed items in the warehouse
- ⊕ Minimizing the risks of treatment interruption





**MPU: Special projects for Ukrainians in  
collaboration with the MOH of Ukraine,  
UNITED24**





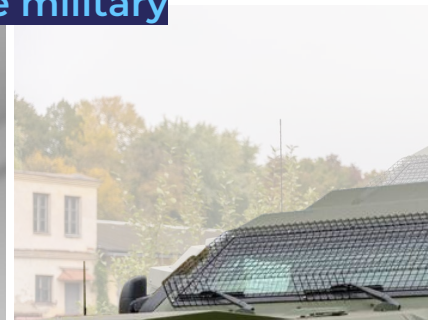
# Purchases within UNITED24



**UNITED24, announced by President of Ukraine Volodymyr Zelenskyy:** the MPU has purchased over 100,000 units of medical devices and equipment amounted to more than 1.3 billion UAH – for medics and the military

Particularly, we are talking about:

- ambulances
- ultrasound machines
- neurosurgical microscopes
- C-Arm X-Ray machines
- generators
- ALV devices
- neonatal intensive care units



**UNITED24**

**"ARMOR SAVES LIVES"**







# Procurement of medicines under managed entry agreements



2022 –2023

In 2022, MPU concluded contracts for procuring 11 items of innovative medicines:

- +** **Risdiplam**  
for the treatment of spinal muscular atrophy (SMA)
- +** **Anti-inhibitor coagulant complex**  
for the treatment of hemophilia
- +** **C1-esterase inhibitor human injection**  
for the treatment of primary immunodeficiencies
- +** **Idursulfase, velaglucerase alfa, galsulfase, elosulfase alfa, imiglucerase, laronidase, alglucosidase alfa**  
for the treatment of rare diseases

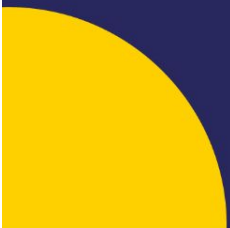
In 2023, MPU concluded the contract for procuring a medicinal product:

- +** **Taliglucerase alfa**  
for the treatment of orphan diseases

All contracts are concluded for **three years**



# **OPEN DATA AND COMPLIANCE AS INTEGRAL PARTS OF THE NATIONAL SUPPLY CHAIN**





## Open data: to streamline the monitoring of medical supply needs, MPU launched the MedData system in

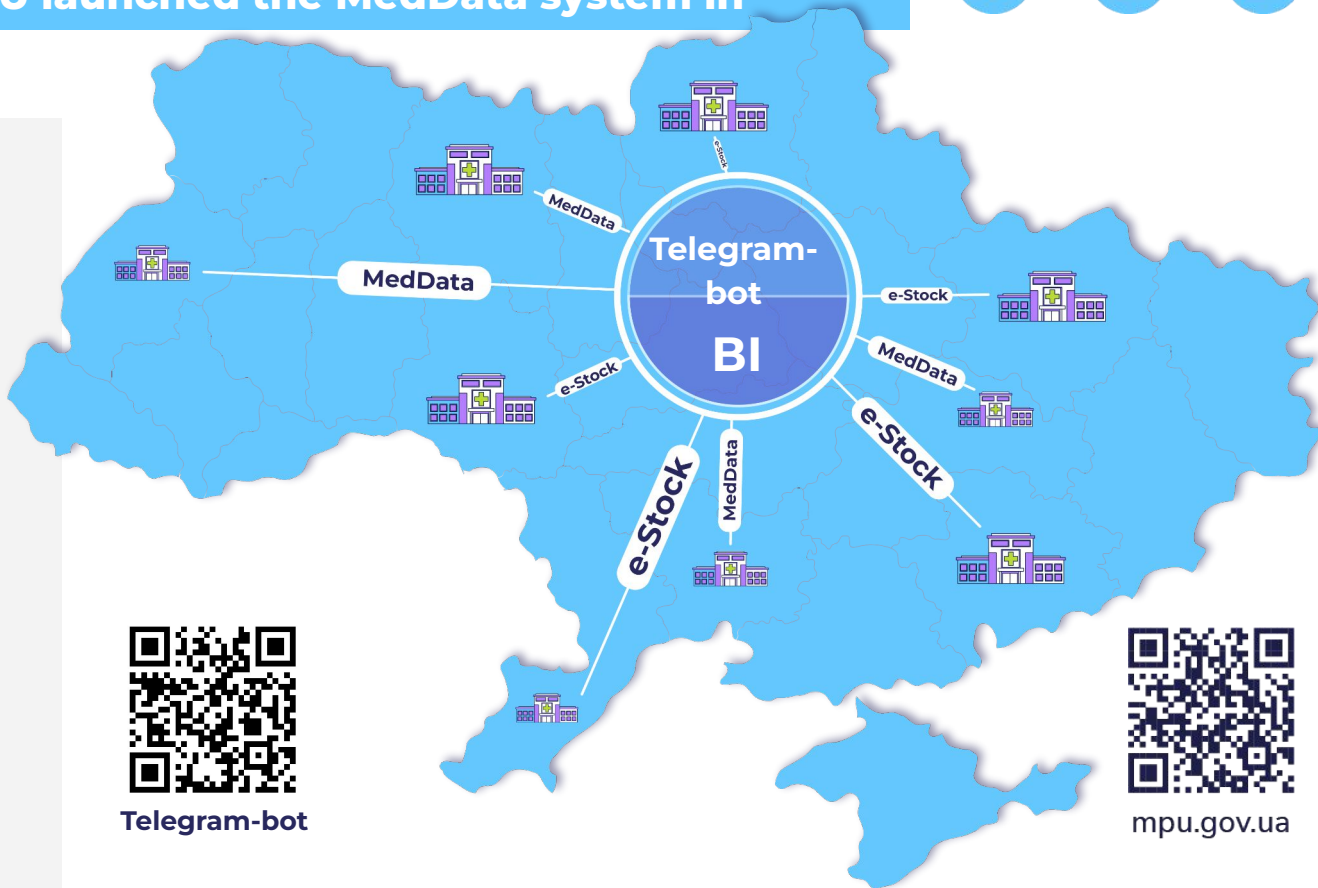


### Open data:

Hospitals of Ukraine twice per month report to **MedData** about the stocks of medicines and medical devices.

The number of **medical facilities** registered in the system:

**2 thousand**



Telegram-bot



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# Anti-Corruption Policy



## Basics of policy

- regularly internal vetting and training of staff;
- managing conflicts of interest and corruption risks;
- ensuring cooperation only with verified partners and suppliers;
- implemented compliance control system for reporting potential violations.



## ISO 37001:2016

**In 2022, the MPU has been certified according to the anti-bribery standard ISO 37001:2016.**

**In 2023, the MPU successfully underwent the annual audit and confirmed compliance with the ISO 37001 requirements.**

Compliance with the standard confirms the implementation of the best global practices in the field of anti-corruption.







# **PROZORRO MARKET: INSTRUMENT FOR PUBLIC PROCUREMENT IN UKRAINE**



# E-catalog as a marketplace

## Platforms

- Create an interface
- Provide technical support for customers and suppliers

## MPU and others central purchasing organizations

- Add a product
- Create categories and profiles
- Qualifie suppliers



## Government

- Creates "rules of the game"
- Policy-making

## Prozorro

- Defines the catalog architecture
- Administers the central database

# prozorro market

**>9.8 bln UAH**

total sales 2024\*

**>2 000**

unique customers

\*as of June 26, 2024

## SIMPLE

When purchasing through the e-catalog, the contracting authority does not need to:

- prepare tender documentation
- prepare technical requirements
- conduct supplier qualification

## FAST

Average procurement duration via e-catalog:

Average duration of the request for proposals

procedure – **9 days**

## RELIABLE

All suppliers are verified by the administrator

The qualification of suppliers in the e-catalog is conducted by MPU

## COST-SAVING

Ability to get a better price using a quote request

The average savings through the e-catalog – **16%**



# Q&A session





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"Medical Procurement of Ukraine"**

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