



unicef  | for every child

Supply Annual Report **2018**

Creating Shared Value



Cover photo: Aranza, a 1 year old Venezuelan, plays in a UNICEF-supported Child Friendly Space in Rumichaca, Ecuador, where she received a sanitation kit and other supplies

Young girls wash their hands and cool off at an EU-funded, UNICEF-supported water point in Togwajaale, Somaliland. The town's first ever clean and sustainable water system provides potable water for 70,000 people

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Antoinette attends the postnatal clinic at the Ebolowa Regional Hospital in Cameroon, with her daughter Natasha, 18 months, who tested negative for HIV. UNICEF helped implement a new Early Infant Diagnosis device here so that patients now receive same day testing, results and medication



Totul, 5 years old, displays a drawing on his chalkboard during a class at a pre-primary school in Bangladesh. UNICEF has an early childhood development kit available for procurement, which includes items to encourage the development and social interaction of children

Creating shared value

Procuring supplies for children is not as simple as buying products off the shelf: it requires a complex orchestration of efforts among many partners. The business sector is one key partner that UNICEF has worked closely with over the years to conceptualize, produce and deliver supplies – creating shared value for children, together. This report highlights many examples of where engagement with the business sector has contributed to the health, safety and well-being of children and their families.

Shared value can derive from different engagement modalities, such as philanthropic and corporate social responsibility, market shaping, product innovation and strategic procurement. For UNICEF, creating shared value means maximizing impact for children and their families. For businesses, this approach also provides a portal for entering new markets, supporting local economies and fostering sustainability.

In 2018, UNICEF procured \$3.486 billion worth of goods and services from over 11,000 businesses. Behind these figures are an array of strategies employed to achieve shared value for children. For example, by analysing and publicly sharing market information, UNICEF fosters competition, promotes fair pricing and influences investments. UNICEF also engages directly with businesses and governments to improve supply chains so that supplies of assured quality reach children where and when they need them.

While the report highlights many of these achievements, it also draws attention to the opportunities where further value can be created for children and young people. Together, we can do more to:

Strengthen our collaborations. Each year UNICEF convenes industry consultations in areas such as vaccines, medicines, sanitation and nutritional products. In 2018 UNICEF convened 11 forums, bringing together nearly 1000 participants from governments, suppliers and other partners. These platforms provide a critical opportunity to discuss strategic directions and alignment and better understand industry challenges and market perspectives, with the common goal of achieving results for children.

Embark on new innovations. Over the years, collective efforts have achieved much progress in safeguarding the health and well-being of children. Yet there are many areas where gaps remain. UNICEF and partners are working to identify, develop and, most importantly, scale new products targeting areas of unmet need for children. For instance, UNICEF worked with suppliers to modify the design of latrines used during emergencies so that they are accessible for children with impaired mobility.

Foster healthy markets. The development of a product is not enough – a sustainable market must also be in place for that product to reach children. UNICEF works with partners to optimize markets for existing products, and shape markets for new ones. For example, UNICEF is mobilizing stakeholders to address the Sustainable Development Goal of ending open defecation by 2030. Together, we hope to catalyse change in local markets to promote self-sustaining supply and demand chains for household toilets and sanitation services.

As the world celebrates the 30th anniversary of the *Convention on the Rights of the Child*, this is a critical moment for UNICEF to further leverage the strengths and capacities of business as a change agent for children. Through innovative thinking, hard work and close engagement, these collaborations will continue to drive results for every child.

Etleva Kadilli, Director, UNICEF Supply Division

Creating Shared Value

*A boy in southern Afghanistan plays with a ball
after being vaccinated against polio*



Fit-for-purpose products through the decades

For more than seventy years, UNICEF has worked with governments and engaged with businesses and partners to develop products and deliver them at scale, so that as many children as possible can benefit. In more recent years, UNICEF's impact on children's lives has been enhanced by guiding research and development, encouraging innovation to solve identified problems and supporting more local production.



1940s

The essentials

UNICEF was founded in December 1946 at the United Nations General Assembly. In the immediate aftermath of the Second World War, the organization procured basic survival essentials such as milk and clothing for children affected by the conflict. The mass purchase of these basic off-the-shelf products marked the beginning of UNICEF's engagement with business. All children were treated equally, establishing from the outset that UNICEF was there to help every child.

Photo: Children in the Philippines receive milk after the Second World War

The midwifery kit

In a small village in the Philippines in the 1950s, a UNICEF midwife who was training local midwives became frustrated that new supplies had to be ordered one by one from Manila. Wouldn't it be easier if all the materials needed by one midwife could be supplied in a pre-packaged, complete kit? She passed her idea on to her supervisor and the UNICEF midwifery kit was created soon after.

Photo: Midwives in Iran bathe new-borns



1950s



1970s

Water pumps

A hand-powered water pump can make clean drinking water available by drawing it from underground. In 1975, UNICEF, WHO and the Government of India recognized the need for a better pump than was available on the market. By 1984 after extensive UNICEF engagement with the industry to promote product development, 36 companies were producing 100,000 of the new pumps every year. Today, the India Mark II and III are the most widely used hand pumps in the world.

Photo: Boy in India at water pump



1980s

Oral rehydration salts

Oral rehydration salts (ORS) and zinc are a cost-effective treatment for childhood diarrhoea, a leading cause of death in children under five. In the 1980s, UNICEF launched a major effort to expand the use of ORS to save children's lives. UNICEF suppliers have been required since 2006 to offer an ORS formula with adjusted salt concentrations to improve its effectiveness. In 2014, UNICEF further enhanced diarrhoea treatment by co-packaging ORS with zinc, which reduces the disease's severity.

Photo: A child in China receiving ORS



Vaccine vial monitors

UNICEF procures billions of doses of life-saving vaccines each year, all of which need to be kept within a temperature range to maintain potency. The vaccine vial monitor (VVM) is a small circle that is placed or printed on a vaccine vial and changes colour as it is exposed to heat. Health workers rely on the monitors to determine whether a vaccine will still be potent and effective. Since 2004, VVMs have become part of UNICEF's minimum standards for all vaccine purchases. By fully adopting this technology, UNICEF has helped health workers all over the world make informed decisions about the viability of the vaccines they are administering.

Photo: Vial of polio vaccine with VVM in Ghana



1990s

School-in-a-box

One of UNICEF's most well-known products is the School-in-a-box, the idea for which came from a staff member. It was first used after the Rwandan genocide to quickly provide the tools to support learning. It contains a range of essential school supplies for a teacher and 40 children, each of whom receive their own notebook, slate, pen and pencil. The inside lid of the box can be used as a blackboard. For the latest iteration of the box, UNICEF has worked with business to apply Universal Design principles to help children with disabilities: for example, by adding tactile features to globes and plasticised posters, a magnifying glass to rulers, and teaching clocks with braille.

Photo: A woman opening a School-in-a-box in Nigeria



Ready-to-use therapeutic food

UNICEF first procured this life-saving nutritional paste from just one supplier in 2000, the originating manufacturer. A strategic decision was then taken to support new market entrants so that the base of suppliers meeting UNICEF quality standards would expand to support capacity increase, including close to beneficiaries. By the end of 2018, nearly two thirds of the volume of the ready-to-use therapeutic food procured by UNICEF came from countries where UNICEF implements programmes. This has reduced the time it takes to reach children, potentially contributed to local economies and established a more sustainable market with a reduced carbon footprint for this strategic product (see page 18).

Photo: A child in Chad eating RUTF

2000s

Personal protective equipment

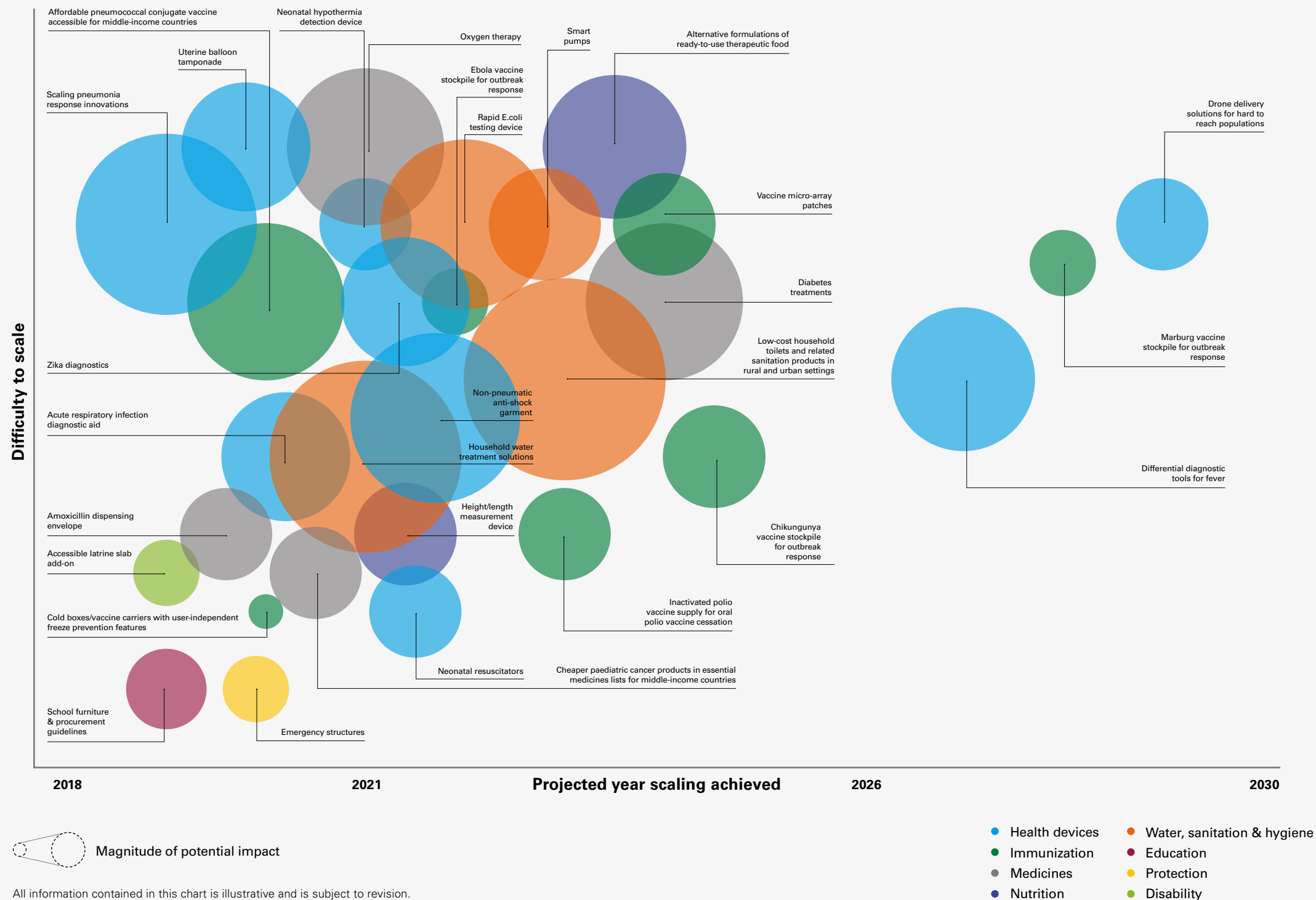
The 2014–2016 Ebola outbreak in west Africa resulted in nearly 30,000 people being infected and caused more than 10,000 deaths. Response personnel in the affected countries wore personal protective equipment (PPE) to prevent the spread of the disease. UNICEF convened a two-day PPE industry consultation in 2015 to consider ways to make the equipment safer. As a result of the discussions, manufacturers improved product designs in real time, while the outbreak was ongoing. Improvements included tighter weaving to stop the virus from entering clothing.

Photo: Health workers wearing PPE in Sierra Leone



2010s

WHICH SUPPLY TARGETS COULD HAVE THE BIGGEST IMPACT FOR CHILDREN?



Products & markets futures

UNICEF leverages the strengths of public and private sector partners to drive results for children through product innovation and scale-up.

Children and young people need access to a range of products that are designed to meet their needs for health, safety and well-being at various stages of life. The chart on the left shows a selection of products that UNICEF is trying to encourage businesses to bring to market or scale up to better address those needs. The list is not exhaustive and many of these products and projects are interlinked.

The timeline considers the organization's aspirations but also challenges that need to be resolved such as overcoming scientific, legal and commercial hurdles. In dealing with these challenges, UNICEF draws on its long experience in influencing markets and driving innovation to assess the difficulty of achieving each target.

Have a look at the targets. UNICEF welcomes input from any potential supplier or partner that can advance the rights of children and young people. If you have an idea or product and are interested in helping UNICEF and others create shared value for children, please email us at innovateforchildren@unicef.org.

Turning inspiration into reality: From plastic waste to classrooms

In Côte d'Ivoire, UNICEF is facilitating an innovative project to build classrooms from bricks of recycled plastic. While this started as a pilot partnership to construct 30 classrooms, the project is now being scaled up nation-wide. Joining forces and leveraging strengths, UNICEF, business and the Government innovated together to develop solutions for children and the community with high-quality school facilities – creating local jobs and recycling plastic waste.

UNICEF identified this

the company to establish a pilot local production in Côte d'Ivoire.

预览已结束，完整报告链接和二维码如下：

https://www.yunbaogao.cn/report/index/report?reportId=5_6066



Turning inspiration into reality

CREATING SHARED VALUE 15



Children and teachers outside one of the newly constructed classrooms made from recycled plastic in Abidjan, Côte d'Ivoire

And crucially, the project's main goal to improve school facilities for children is advancing UNICEF's mandate to fulfil their right to education. The success of the project shows how UNICEF, business and governments can work together for children and boost local economies in pursuit of the Sustainable Development Goals.

EXPECTED PROJECT IMPACT



Material lasts

50 YEARS

longer than traditional bricks



40%

cost savings compared with traditional bricks



Contributes to a

CLEANER ENVIRONMENT



EMPLOYMENT OPPORTUNITIES

for local communities