
ICRC procurement



October 24th, 2017
ICRC Logistics Division
J. Schmid-Hautlé Lead Buyer
jhautle@icrc.org

Summary

- **ICRC Presentation**
- **ICRC Worldwide buyers network: Supply & active sourcing strategies**
- **Main categories of items and associated figures**
- **Managing global procurement:**
 - Doing business with ICRC
 - Supplier registration
 - Tender procedure
- **Procurement compliance:**
 - Quality, Social, and Environmental (QSE) policy
 - Inter-organization QSE group



ICRC mandate

The International Committee of the Red Cross (ICRC) is an impartial, neutral and independent organization whose exclusively humanitarian mission is to protect the lives and dignity of victims of armed conflict and other situations of violence and to provide them with assistance.

Established in 1863, the ICRC is at the origin of the Geneva Conventions and the International Red Cross and Red Crescent Movement. It directs and coordinates the international activities conducted by the Movement in armed conflicts and other situations of violence.

The ICRC also endeavors to prevent suffering by promoting and strengthening humanitarian law and universal humanitarian principles.

ICRC work is guided by the seven fundamental principles:

Humanity

Impartiality

Neutrality

Independence

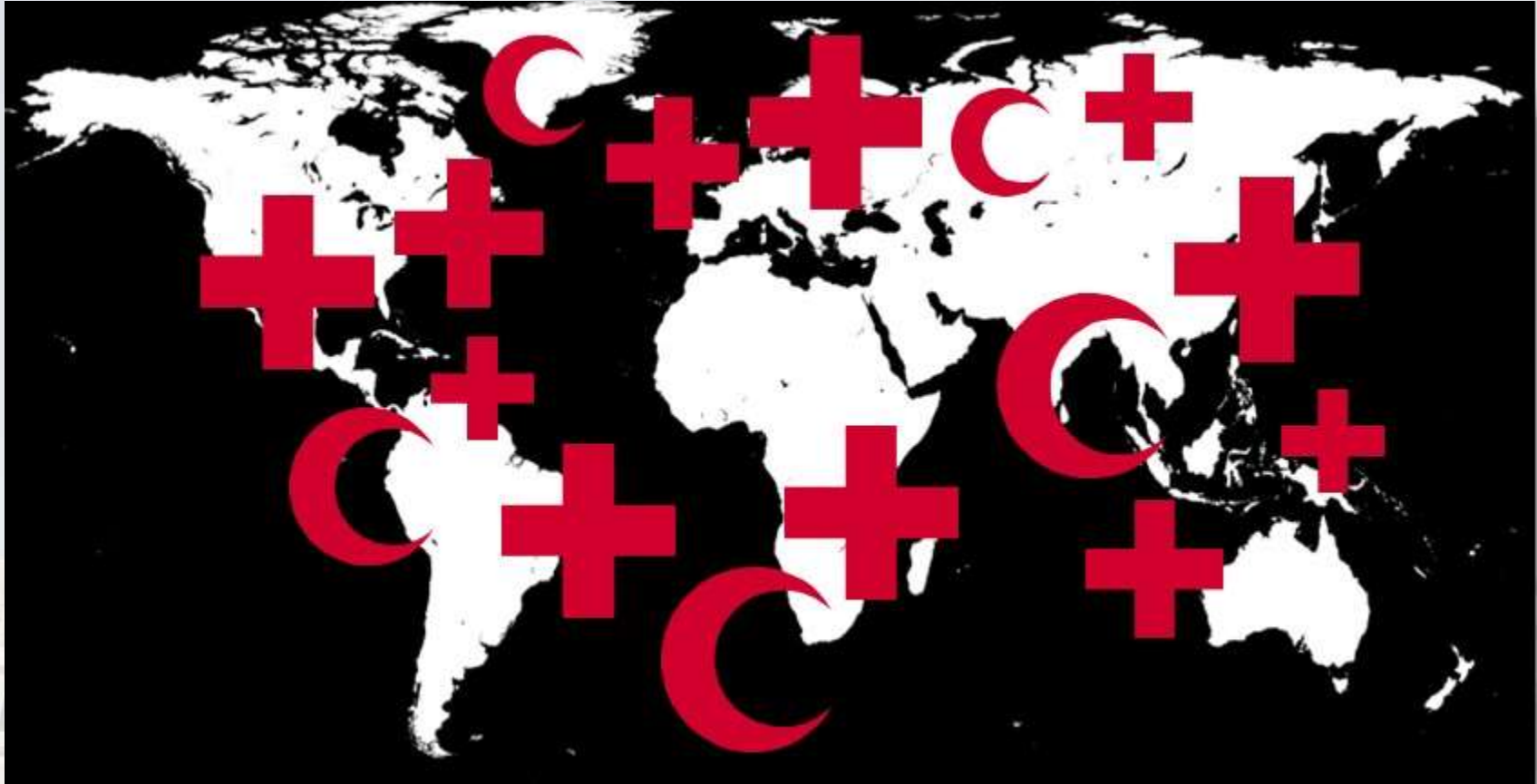
Voluntary service

Unity

Universality



The Red Cross/Red Crescent Movement



ICRC budget and figures

Annual budget 2016: CHF 1.75 billion

Present in more than 80 countries

About 15 000 staff worldwide

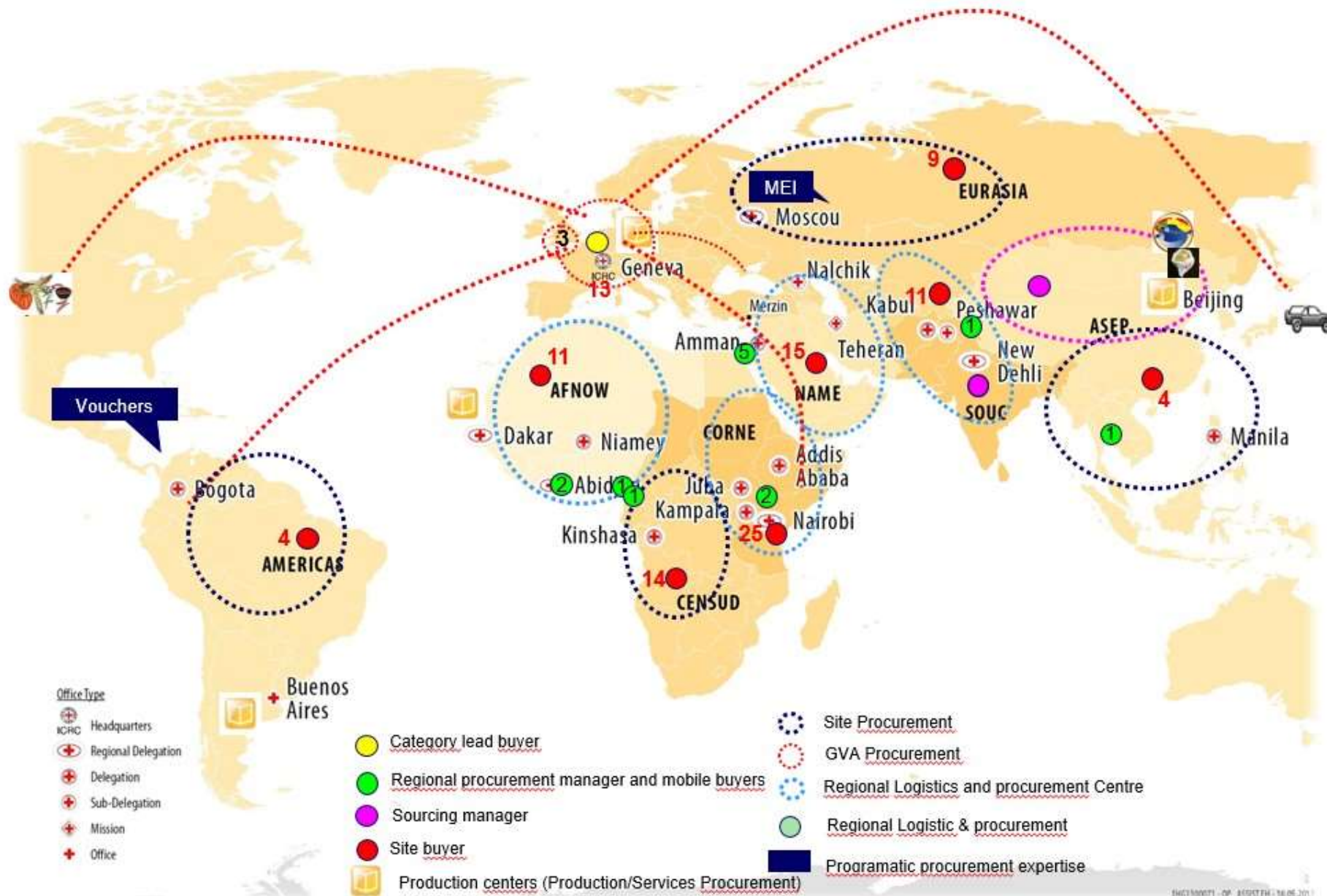


Supply chain strategy

Worldwide Buyers Network:

Supply & active sourcing strategies





ENIC300071 - OP - ASSISTENT - 14/06/2017

Main figures 2016

Main categories of items and associated figures



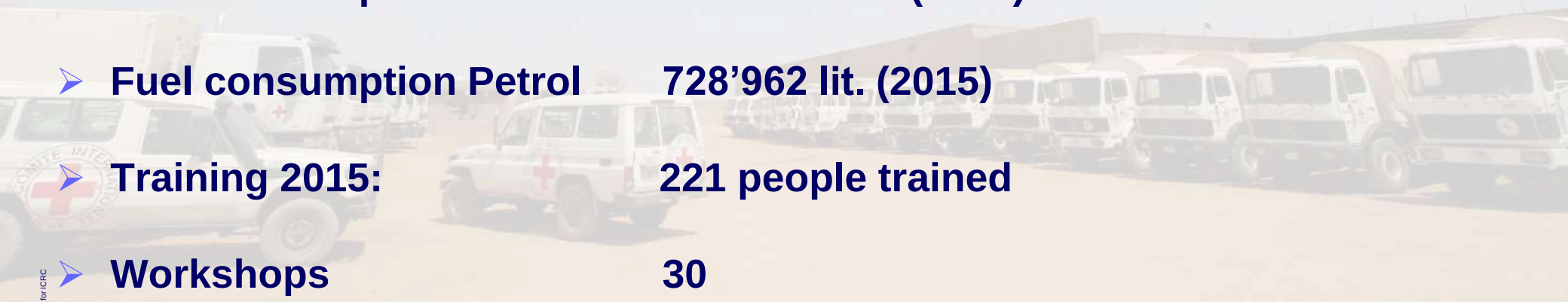
Main categories of items and associated figures

	TOTAL AMT <i>(2016, Million CHF)</i>
FOOD	163,7
HOUSING	67,6
WATHAB & ENG.	37,7
WATHAB SERVICES	34,9
DRUGS	17,6
MED. RENEW. ITEMS	13,4
MED. EQU. & INSTR.	10,7
ADMIN., SERV., LIB.	23,2
FLEET	19,8
ECONOMIC REHAB.	11,3
ORTHOPAEDICS	6,9
RADIO & TELECOM	3,2
TOTAL	410,0

Main categories of items and associated figures

Vehicles

- Total fleet units: 5'038 (FWC) 2016
- Number of replacement 609 units/year
- Spare parts stock 22'577 ref. (2016)
- Fuel consumption Diesel 9'077'830 lit. (2015)
- Fuel consumption Petrol 728'962 lit. (2015)
- Training 2015: 221 people trained
- Workshops 30



A large outdoor display of yellow plastic jerrycans and white sacks, likely containing water or food aid, arranged in rows on a paved area. A dark car is parked in the background near a building.

2012	GVA CHF	13 M	(Global 65 M)
2013	GVA CHF	46.3 M	(Global 75 M)
2014	GVA CHF	34 M	(Global 78 M)
2015	GVA CHF	51.8 M	(Global 116 M)
2016	GVA CHF	90.6 M	(Global 163.7 M)

- 5'325 MT Rice in 5 kg bags
- 5'325 MT Bulgur in 5 kg bags
- 5'325 MT Sugar in 5 kg bags
- 5'325'000 tins of Tuna fish in 160 gr tin
- 2'130 MT of White beans in 2 kg bag
- 1'065 MT of Lentils in 1 kg bag
- 1065 MT of Ghee in 1 kg bag
- 2'130'000 Lt of Sunflower oil in 2 Lt bottles
- 1'065'000 tins of Tomato paste in 830 gr tin
- 3'285'000 tins of Foul Beans – 400gr tin
- 1'095 MT Pasta in 4 x 500 gr pack
- 1'095'000 tins of Mixed vegetables tins 830 gr tin
- 2'737'500 tins of Tuna Fish – 160 gr tin
- 547'500 Lt of Olive oil – 1 Lt bottle



Main categories of items and associated figures

Essential Household Items (EHI)

GVA purchase 2016: CHF 41.4 M

(Global 67.6 M)

Kitchen sets

Over 500 000pcs

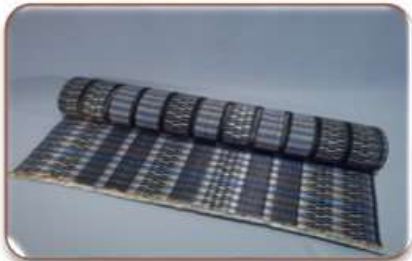
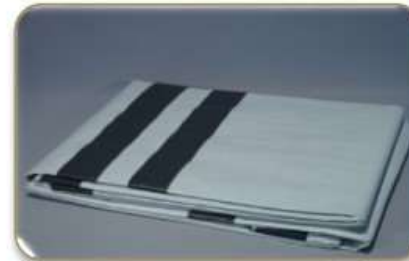
Blankets

Over 3 M

Tarpaulins

Over 500 000pcs

Hygienic parcels Over 400 000pcs

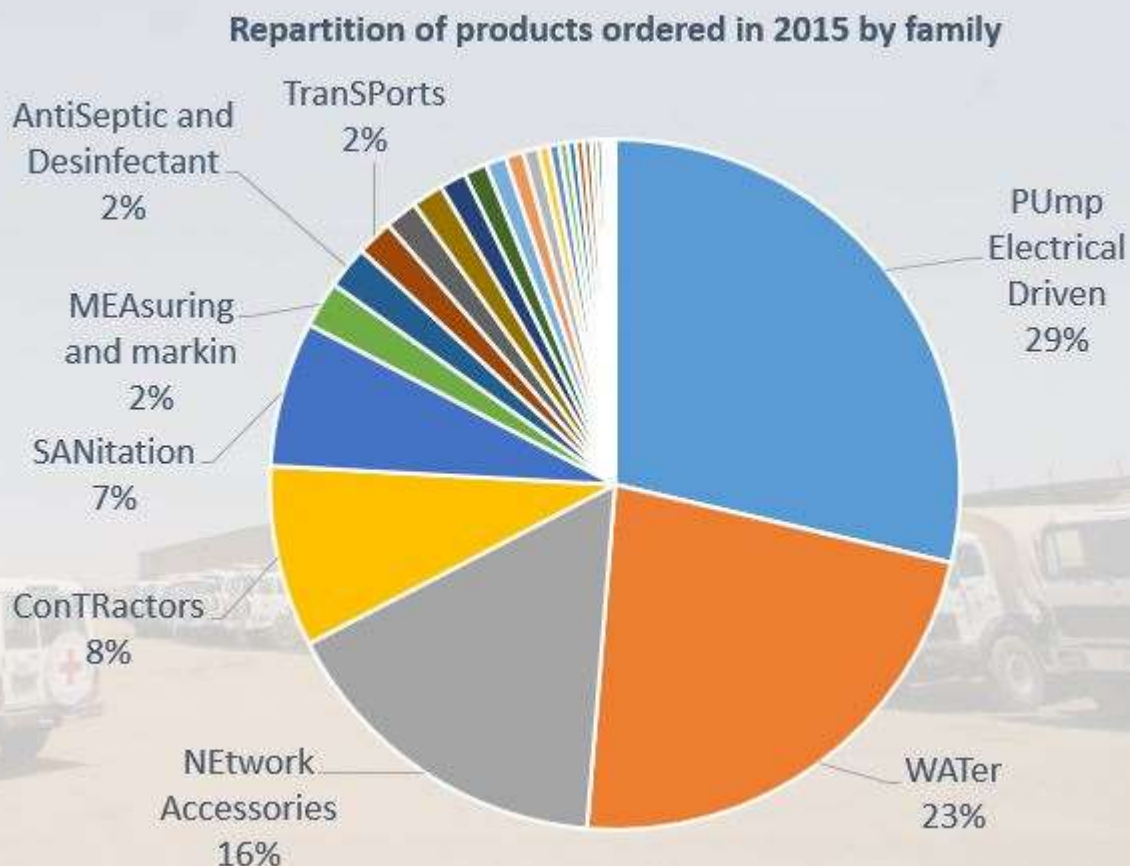


Main categories of items and associated figures

Water & Habitat

Total ordered worldwide in 2016 : 37.7 M CHF

Supplier Origin	%
Syria	33%
Switzerland	10%
Lebanon	10%
Ukraine	8%
China	5%
France	4%
Jordan	3%
Kenya	3%
United Arab Emirates	2%



Main categories of items and associated figures

Physical rehabilitation

ICRC is leading agency in the P&O field

Orthotic/Prosthetic components, Hardware, Ortho machines & tools, Ortho plastics, Ortho dressings and teaching items and physiotherapy items including Mobility aids.

Total 2016: GVA 6.9 M CHF

Assistance over 318'000 beneficiaries/ 125'000 assistive devices per year

4 years LTA for 90% of all products with annual renegotiation based on an industrial index and market change.



Main categories of items and associated figures

Renewable energies

Solar panels
Hybrid system
Water turbine
Electricity storage

Electrical hardware

Crucial to water supply
Standards adapted to the country
Low quality of electrical supply in the field
Increasing demand in solar technologies

Telecommunication hardware

Demand linked to operations
Emergency stock
Contract with Federation to provide telecom equipment

Main categories of items and associated figures

Medical

Disposable items

24.1M CHF in 2016

Validation process

Sample of product itself plus primary + secondary packaging quality and labelling
Adherence to European regulations (CE mark), & supply proof of same.

Drugs

15,3 M CHF / 75 suppliers

Medical kits

8,1 M CHF

Represent **21%** of total of medical purchases

Medical equipment

4,6M CHF / 106 active suppliers

Main families

General medical equipment 29%

Surgery instruments 16%

Laboratory 13%

Fixator 8%

Anesthesia 7%

Sterilization 6%

Procurement process

Managing global procurement



Doing business with ICRC

Emergency items catalogue ICRC / IFRC

- 2,400 items included in the catalogue
- Online catalogue

<http://procurement.ifrc.org/catalogue/>



ICRC website

- ICRC code of conduct for purchasing (goods and services)
- Guidelines and information on how to do business with ICRC
- Reference of manufacturing standards for relief items production

<https://www.icrc.org/en/doing-business-with-icrc>



Supplier registration

- ICRC application form for vendor registration
- Trade Registration Certificate
- VAT registration or equivalent
- Quality Assurance certificate or equivalent
- Certified Annual Reports for the last 3 years
- ICRC General conditions on Purchasing duly signed and stamped
- Company profile
- Product catalogue

Quality, Social, and Environmental (QSE) policy

AQL documents for relief items

- Penalties and Quality Control rules
- Specification and QC protocol

QSE audits for frame agreements

- Quality Management Systems (QMS) and associated Quality Controls (QC)
- Environmental Management Systems (EMS)
- Corporate Social Responsibility (CSR)

Suppliers performance dashboard

- Monthly update
- Tracking penalties follow up

Sharing ICRC innovations

Quality, Social and Environmental inter-organization group (ICRC/IFRC/UNHCR/UNICEF/MSF/IOM)

QSE inter-organization group sharing specifications, AQLs, & QSE supplier's audits.

UNHCR Quality Control Centers implemented by the ICRC in Mombasa, Nairobi, Dubai, Amman & Douala (Tartous, Damascus, Tehran, etc.)

The support given by ICRC includes:

- QC equipment
- Sampling protocol and standard inspection report forms
- Training of UNHCR Quality Controllers
- Validation of inspection reports

Cargo inspections & lab testing

THANK YOU!

