

Non-Global Fund- financed procurement through wambo.org

48th Board Meeting

GF/B48/05

15-17 November 2022, Geneva

Board Decision

Purpose of the paper: This paper presents the Strategy Committee's recommendation to the Board on a way forward for the non-Global Fund-financed procurement mechanism through the Pooled Procurement Mechanism (PPM)/wambo.org at the conclusion of the pilot, building on findings from an independent evaluation.

Decision

Decision Point: GF/B48/DP07: Advancement of Non-Global Fund-Financed Procurement Utilizing the Pooled Procurement Mechanism and wambo.org

The Board:

1. recalls its approval of a pilot for procurement of health and non-health products via wambo.org for eligible buyers using domestic and other non-Global Fund sources of funding as detailed in GF/B37/DP09 and GF/B42/DP05; and its request that the Secretariat include the results of an evaluation of the pilot in the development of a strategy for future advancement of wambo.org to be presented for Board approval no later than November 2022;
2. notes the Technical Evaluation Reference Group (“TERG”) evaluation findings and recommendations concerning the pilot discussed at the 18th meeting of the Strategy Committee; and
3. understands that the Secretariat will explore appropriate solutions for the challenges raised by the TERG evaluation and continue to facilitate access to products through wambo.org, while in parallel working to strengthen the capacities of regional and national procurement channels to ensure value for money and options for access to quality-assured health products for countries.

Therefore, based on the Strategy Committee’s recommendation and in support of the proposed approach for non-Global Fund financed procurements, as detailed in GF/B48/XX, the Board approves:

1. The Secretariat’s continued operationalization of the current scope of non-Global Fund-financed orders by governments and non-government development organizations in Global Fund-eligible and transitioned countries, for products and services as they become available on wambo.org;
2. Removing any cap related to non-Global Fund-financed orders; and
3. Incorporating reporting on the non-Global Fund-financed procurement mechanism into annual updates to the Board on NextGen Market Shaping implementation

Budgetary implications (included in, or additional to, OPEX budget)

Costs associated with operationalization of continuation of the non-Global Fund-financed procurement mechanism are estimated at up to USD 350,000 per year for incremental and ongoing operating costs related to information technology and staff. Following Board approval, these estimated costs will be incorporated, as appropriate, into the OPEX budget.

A summary of relevant past decisions providing context to the proposed Decision Point can be found in Annex 3.

Executive Summary

Context

- Health products for diagnosis, treatment and prevention are critical for ending the three diseases, and the Global Fund is a key player in global health product markets.¹ The Global Fund leverages the scale of Global Fund grant-funded pooled procurement to secure favorable terms and conditions for the supply of health products, equipment and related services needed for implementing HIV, TB and malaria programs. These products are made available through the Global Fund's digital online procurement platform wambo.org.²
- To end the three diseases, equitable access to quality-assured health products is needed. Options for achieving value for money on health product investments need to be made available to countries as they move toward full domestic funding of their systems for health, including their HIV, TB and malaria programs, to better realize enhanced impact and sustainability. To optimize program implementation and market shaping objectives for equitable access, a blend of effective, well-managed and well-networked national, regional and global platforms is required to address the varying characteristics and needs that may be related to (i) specific country characteristics (e.g., a small market with no supplier interest) or (ii) specific product characteristics (e.g., small volumes even when pooled at the global level).
- Since May 2017 and through subsequent Board decisions, access to wambo.org has been extended to governments and non-government development organizations on a pilot basis through 30 November 2022. This access has allowed for eligible and transitioned Global Fund countries to use their own domestic resources and resources provided by partners to purchase those products (including COVID-19 products) that are available on the platform. It also provided an additional platform for the Global Fund's partnership with Unitaid. As of 31 July 2022, 150 non-Global Fund financed orders valued at USD 65 million have been processed.
- In line with the Board request, an independent evaluation by the Technical Reference Evaluation Group (TERG) on the pilot has been completed. It concluded that *"the net value add of the pilot has been demonstrated with benefits outweighing costs; identified risks and the 'success criteria for pilot evaluation' have been met."*³ The Secretariat and Strategy Committee (SC) have incorporated the TERG's findings and input from the 18 and 20th SC meetings into a proposed way forward for consideration by the Board in November 2022.

Questions this paper addresses

- A. What do we propose to do and why?
- B. What options did we consider?
- C. What needs to happen to progress?

¹ Global Fund-financed annual health product investments through wambo.org are approximately USD 2 billion, and approximately USD 3 billion including COVID-19 health products.

² wambo.org is a digital online procurement platform that facilitates Global Fund-financed pooled procurement transactions from requisition to delivery of WHO-recommended, quality-assured health products.

Conclusions

- A. Building on the findings and recommendations of the TERG evaluation, the Strategy Committee recommends the continuation of the non-Global Fund-financed procurement mechanism, through wambo.org, to be available to eligible buyers who consider it of value to meet their needs. The Strategy Committee agrees with the TERG recommendation that there would be no cap on the mechanism to enable greater responsiveness and operational agility. The Strategy Committee proposes that reporting on the non-Global Fund-financed mechanism be included in regular annual reporting on the NextGen Market Shaping approach. This procurement mechanism option for Global Fund eligible and transitioned countries would continue alongside ongoing collaboration to strengthen regional and national procurement channels.
- B. The Secretariat considered discontinuing the non-Global Fund-financed procurement mechanism but determined that pursuing this option would remove a tool currently available to eligible buyers, with risks of reduced access to quality-assured health products; the Strategy Committee's recommendation is aligned with this position. The Secretariat also considered expanding the scope to include non-communicable diseases as recommended by the TERG. However, the Secretariat recommended not currently expanding the product catalogue to non-communicable diseases, given the lack of current and anticipated future volumes for leverage with suppliers to enable a value proposition beyond that offered by existing mechanisms, the workload and mandate; the Strategy Committee's recommendation is aligned with this position.
- C. Following the Board decision, the Secretariat would operationalize the non-Global Fund-financed procurement mechanism and would leverage ongoing discussions with partners and regional platforms for potential solutions to pre-financing challenges.

Input Sought

The Board is requested to approve the following Decision Point on the recommendation of the SC:

- Decision Point: GF/B48/DPXX: Advancement of Non-Global Fund-Financed Procurement Utilizing the Pooled Procurement Mechanism and wambo.org

Input Received

- SC11 (October 2019), SC14 (October 2020) and SC15 (March 2021): SC discussions on the scope of the non-Global Fund-financed pilot on wambo.org.
- SC18 (March/April 2022): SC discussion on the TERG Position Paper on the evaluation of the non-Global Fund financed pilot on wambo.org and the Secretariat Management Response.
- SC20 (October 2022): The SC unanimously approved the Secretariat's recommended decision point as drafted without any proposed changes. The SC discussed that following Board approval of the non-Global Fund-financed procurement mechanism, the Secretariat would continue to explore potential solutions to challenges related to the pre-financing requirement. The appropriate governance process would be pursued depending on the potential solution(s) to be proposed. The decision paper was updated to include a country-facing risk, in response to written statements received.

What is the need or opportunity?

1. For diagnosis, treatment and prevention, health products are critical for making progress against and ending the three diseases. Nearly half of Global Fund investments each year are for health products needed to implement HIV, TB and malaria programs, and this trend is expected to continue to achieve the ambition of the 2023-2028 Strategy. Given tremendous economic challenges linked to the COVID-19 pandemic, a renewed focus on value for money and strengthening co-financing efforts to mobilize domestic resources is key for achieving the Global Fund's Strategy. Enhanced impact can be better realized when options for achieving value for money on health product investments are available to countries.
2. The COVID-19 pandemic made clear that when limited procurement options are available to countries, inequitable access to quality-assured health products is exacerbated, impairing a country's pandemic preparedness and response. Countries require agility for responding to rapidly evolving global health contexts, including access to a blend of effective, well-managed and well-networked national, regional and global platforms to address the varying characteristics and needs that may be related to (i) specific country characteristics (e.g., a small market with no supplier interest) or (ii) specific product characteristics (e.g., small volumes even when pooled at the global level).
3. In response to these needs and challenges, a NextGen Market Shaping approach has been designed to better deliver on equitable access to quality assured health products and the 2023-2028 Strategy's objective to maximize people-centered integrated systems for health to deliver impact, resilience and sustainability. The Global Fund is a key player in global health product markets through its Pooled Procurement Mechanism (PPM) and is well placed to play a deliberate and strategic role to shape global markets alongside partners to strengthen the impact of HTM programs. Market shaping efforts are needed to ensure availability and affordability of quality-assured health products delivered to those who need them in an efficient, reliable and timely way.
4. Through competitive tendering processes and by leveraging pooled volumes, the Global Fund's PPM has secured agreements with favorable terms and conditions for the supply of key health products and other equipment used by HIV, tuberculosis and malaria programs. More recently, agreements for the supply of products needed for the response to COVID-19 have been secured as well. The value of Global Fund grant-funded PPM transactions in 2021 was USD 2.2 billion which enables significant leverage to negotiate competitive and sustainable prices, access and sustainable, reliable supply to ensure healthy markets.
5. Wambo.org is a digital online procurement platform that facilitates Global Fund pooled procurement transactions from requisition to delivery of WHO-recommended, quality-assured health products. It provides access not only to products and services available through the Global Fund's PPM but also to select products, equipment and services through other pooled channels, currently including UNICEF, UNFPA and UNOPS. With its multi-channel offering, wambo.org continues to be a

valuable and efficient option for countries to access health products, associated services and commodities.

6. Since May 2017, and through subsequent Board decisions, on a pilot basis these offerings have been extended for non-Global Fund financed transactions (e.g., domestic funds and Unitaid-funded pilot projects) to governments and non-government development organizations in Global Fund-eligible and transitioned countries.⁴ These non-grant-financed transactions offered through wambo.org, especially for products under long term framework agreements, enable the procurement of quality-assured products with strong value for money through domestic funds, thereby increasing the impact and sustainability of overall health funding.
7. Non-Global Fund-financed transactions on wambo.org have also facilitated the procurement of health products funded by Unitaid prior to their wider scale up. As its contribution to the pilot, Unitaid designed two projects to leverage the wambo.org platform for the procurement and delivery of innovative medicines and diagnostics for Advanced HIV Disease and TB preventive treatments to 13 countries. This collaboration helped generate early experiences that helped refine the operations of the non-Global Fund-financed procurement mechanism, while ensuring that the countries involved had an accelerated transition from Unitaid-funded catalytic procurement to Global Fund-routine procurement for these items.
8. This access to health product offerings on wambo.org through the pilot has been optional for those that consider the value proposition of specific health products they need to be in their interest. As of 31 July 2022, 150 orders worth USD \$65 million have been placed by 35 organizations or buyers in 25 countries, with domestically financed orders accounting for 78% of total order value. Unitaid-funded orders procured through their implementers for projects to generate evidence prior to wider scale-up comprised 21% of cumulative orders. Close to 75% of buyers have placed repeat orders. See Annex 1 for the bi-annual report on progress on the pilot per agreed metrics.
9. In line with the Board's request, the TERG completed an evaluation of the pilot.⁵ The TERG recommended that the use of domestic/non-grant funding to procure products made available on wambo.org should continue beyond its pilot phase to full implementation. It concluded that "*the net value add of the pilot has been demonstrated with benefits outweighing costs; identified risks and the 'success criteria for pilot evaluation' have been met.*"⁶
10. With the pilot ending on 30 November 2022, the Secretariat incorporated findings from the evaluation into a proposed way forward. The approach was considered and unanimously approved by the SC at its 20th meeting. It is now recommended for decision by the Board at its 48th Meeting in November 2022.

⁴ [GF/B37/DP09: Wambo.org: Progress Update and Steps for Advancement](#); [GF/B42/EDP05: Evolving the wambo.org pilot for non-Global Fund-financed orders](#); [GF/B43/EDP07: Extending the wambo.org pilot to include COVID-19 products](#); [GF/B43/EDP17: Decision on extending the timeline for including COVID-19 products in the wambo.org pilot](#); [GF/B44/EDP24: Second Extension of the Timeline for Including COVID-19 Products in the wambo.org Pilot](#)

⁵ [GF/B42/DP05: Evolving the wambo.org pilot for non-Global Fund-financed orders](#)

What do we propose to do and why?

11. The Secretariat and Strategy Committee agree with the TERG and recommend continuing to make available the non-Global Fund-financed procurement mechanism through wambo.org to provide options for countries to use non-grant funding to access quality-assured health products for the same eligible buyers and products as implemented during the pilot. Eligible buyers and products are defined as:
 - i. **Eligible buyers:** governments and non-government development organizations in Global Fund-eligible and transitioned countries⁷; and
 - ii. **Eligible products:** all products, equipment, services and functionalities as they become available on wambo.org, including products needed for the response to COVID-19 and/or other future pandemics, subject to supplier agreement.
12. The Secretariat and Strategy Committee agree with the TERG recommendation that there should be no cap on transactions. Order requests will be managed in accordance with the Secretariat's procedures and processes. Updates on progress will be provided to the Board through annual NextGen Market Shaping reporting.
13. Continuing to allow eligible buyers to access the non-Global Fund-financed procurement mechanism should be considered in the context of the broader NextGen Market Shaping approach, which includes a related enabling intervention: "Integrate PPM/wambo.org and networked global and regional procurement platforms to drive further value through pooled mechanisms". This entails maintaining existing collaborations with global pooled mechanisms including GDF, UNFPA, UNICEF and UNOPS, regional pooled mechanisms, such as PAHO, and national platforms, such as Kenya Medical Supplies Authority and Ethiopian Pharmaceuticals Supply Agency, to provide access to long-term framework agreements and knowledge sharing. NextGen Market Shaping will take this further to strengthen collaborations with other regional platforms, such as African Medical Supplies Platform.
14. The Secretariat and Strategy Committee acknowledge that national procurement policies and regulations in some countries prevent their ability to meet pre-payment requirements. Hence, some countries would require a pre-payment solution to be able to access the non-Global Fund-financed procurement mechanism. The Secretariat's proposed way forward does not include a mechanism to facilitate pre-financing. The issue should be considered as part of the larger and ongoing discussions with partners and regional platforms to explore and leverage potential solutions to pre-financing challenges. Following the Board decision, the Secretariat is expected to revisit this view over time and based upon implementation experience, would then return to the Audit and Finance Committee (AFC) and SC for discussion and any potential recommendation to the Board. This is in line with the TERG recommendation which de-linked the recommendation to maintain access to the non-Global Fund-financed procurement mechanism while designing solutions to address pre-financing-related challenges.

⁷ Products would be for delivery to Global Fund-eligible or transitioned countries only. For non-government development organizations based in countries that are not Global Fund-eligible or transitioned, the place of delivery of the products would be the defining eligibility criterion, rather than the location of the organization.

15. Resources required include staff time to develop an operational framework with updated procedures, processes, monitoring and reporting for the non-Global Fund-financed procurement mechanism to optimize effectiveness and mitigate risks. Some investment is also expected to be required for continuous information technology enhancements and license costs. This would complement the staff time required for mapping ongoing partner-supported efforts and advancing strategic collaborations, as part of the NextGen Market Shaping approach to work with partners to strengthen regional procurement platforms.
16. By continuing the non-Global Fund-financed procurement mechanism, it is anticipated eligible buyers will continue to be able to access needed health products at favorable terms and conditions to fight HIV, TB and malaria, as described in the TERG evaluation findings. In parallel, longer-term partnerships and capacity building for sustainability for strengthened collaboration and engagement will progress with regional and national procurement channels. The aim of these complementary approaches will be to better ensure equitable access to quality assured health products as set out in the NextGen Market Shaping approach.
17. The proposed way forward is aligned with the 2023-2028 Strategy and NextGen Market Shaping approach to accelerate progress toward global goals. The pilot has demonstrated that the non-Global Fund-financed procurement mechanism through wambo.org is feasible to implement for eligible buyers that chose to opt-in and use this mechanism to meet their needs with overall user satisfaction at the end of June 2022 at 89% (See Annex 1 for more details).

What are the risks and proposed mitigations?

18. Several risks and mitigating actions have been identified.

Risk	Mitigation action
<p>Compliance risk Global Fund staff are responsible for ensuring compliance with the onboarding process and transaction and category management services for orders processed on the procurement platform. If processes are not followed correctly, it could mean a delivery cannot be completed and the Global Fund may suffer reputational damage.</p>	<p>The Secretariat will drive strengthened standardized processes with fewer manual steps for non-Global Fund-financed orders.</p>
<p>Reputational risk When buyers register on wambo.org to place orders using non-Global Fund-financed sources of funding, they make representations to the effect that the use of wambo.org is compliance with applicable procurement, tax and other legislation. The Secretariat is not equipped to verify these representations. Should a buyer</p>	<p>The legal framework for non-grant orders will clearly outline the conditions for participation, including the requirement that the buyer confirm its ability to use wambo.org in compliance with applicable legislation and provide updates should there be a change.</p>

Risk	Mitigation action
<p>make inaccurate representations, any procurements through wambo.org might mean a delivery can't be completed or be deemed non-compliant, and the Global Fund could suffer reputational damage for facilitating the transaction through wambo.org</p>	
<p>Operational risk Despite all efforts of the stakeholders, incidents do occur in the complex supply chains within which Global Fund operates, some of which may be a result of events outside of the stakeholders' control and may not be insurable. In some cases, additional costs may continue to accrue if not resolved timely should a buyer be unable or unwilling to decide/remedy during or after the event. This could include changes of legislation, customs clearance challenges, infrastructure breakdown, etc. This could lead to complex disputes including with the Global Fund's procurement service agent (PSA), with a potential consequence that the PSA may not be willing to transact due to increased risks of non-payment of justified additional costs.</p>	<p>A risk mitigation framework for managing incidents will be developed and will inform the operational framework to be developed for the non-Global Fund-financed procurement mechanism.</p> <p>In addition, the legal framework for non-grant orders will clearly outline the conditions for participation, including the requirement that the buyer is fully responsible for its contract with the PSA that the buyer confirm its ability to use wambo.org in compliance with applicable legislation and provide updates should there be a change.</p>
<p>Reputational risk If the PSA or manufacturer does not perform on its commitments, the Global Fund may suffer reputational damage for facilitating the order through wambo.org</p>	<p>Just as for grant orders, the Global Fund will continue to monitor PSA and manufacturers performance closely, following established processes and escalation pathways, to ensure compliance with standard operating procedures and terms and conditions</p>
<p>Reputational risk If the Secretariat extends access to a buyer that is not reputable, it could experience reputational damage</p>	<p>The Global Fund will perform an integrity due diligence review of buyers and funders prior to accepting their registration to wambo.org to minimize the risk of working with partners that do not meet the Secretariat's criteria</p>
<p>Legal risk In case of an incident during the transaction/delivery or if the manufacturer does</p>	<p>The Secretariat will continue to structure all elements of the wambo.org legal</p>

Risk	Mitigation action
not perform on its commitments, the Global Fund may be subject to legal claims for facilitating the transaction through wambo.org	framework to clarify that the Global Fund is not legally or financially liable for transactions placed through the platform
Operational risk If uptake greatly exceeds projections, current levels of FTEs may not be sufficient to manage onboarding, transaction management and other supporting activities	The projected update will be readjusted at least annually. If the trend evolves, this would be addressed through operational planning
Strategic risk Based on experience from the pilot, non-Global Fund-financed orders tend to be relatively small although they still require a relatively high level of effort from the PSAs. This may have collateral impact on the PSA's ability to address Global Fund-financed orders for PRs timely	The Secretariat will continue to evaluate with PSAs their ability to address and absorb the workload and may consider a potential increase to the service fee the PSA charges for non-Global Fund-financed orders
Country risk There are national procurement policies and regulations that may prevent countries to leverage PPM/wambo.org effectively and efficiently.	As set out in the NextGen Market Shaping approach, the Secretariat will be working with national, regional and global procurement channels to find solutions.

What options were considered?

19. Two alternative options were considered. As first option was to discontinue the non-Global Fund-financed procurement mechanism at the end of the pilot in November 2022. However, this option was not considered appropriate given the TERG findings describing the value of making this offering available to countries who choose to use it to address their needs, noting that this is a tool that is available to eligible buyers and its use is solely optional. Discontinuing this non-Global Fund-financed procurement mechanism would result in the removal of this tool which could translate into reduced health product access in the immediate term, particularly for those countries who have limited market access and options.
20. The second option considered but not recommended relates to the TERG recommendation to expand the product catalogue to include health products needed for non-communicable diseases. The Secretariat and Strategy Committee consider that this is not currently within scope or appropriate given the lack of current and anticipated future volume leverage to offer value for money beyond existing mechanisms, the significant workload and coordination with new partners required, and the expansion beyond its currently understood mandate. Ideas to utilize the Global Fund's effective pooled procurement mechanisms for broader health needs may be revisited in the future in discussions with the Board and its Committees.

What is needed next to progress?

21. Following the Board's decision, the Secretariat would operationalize the non-Global Fund-financed procurement mechanism. The Secretariat would provide updates to the SC and Board through annual reports on its NextGen Market Shaping approach.
22. A Board decision to delay or reject the decision point will likely result in missed opportunities to leverage wambo.org for non-grant orders for the 2023-2025 allocation cycle, as the majority of the portfolio will be undertaking grant-making in 2023. It would be helpful for Global Fund-eligible countries to understand if the Global Fund will make wambo.org available for non-grant orders as this may impact their decision-making at country level as they develop their funding requests for the 2023-2025 allocation period. In addition, delaying or rejecting the decision to progress risks removing one tool currently available to countries to support achieving value for money for domestic investments to fight the three diseases. A delay or rejection would also prevent the opportunity for simplifying the procurement of health products to be scaled through a single channel that can accommodate the transition from Unitaid-funded to Global Fund-funded procurement

Recommendation

The Strategy Committee recommends the Decision Point presented on page 2 to the Board.

Annexes

The following items can be found in Annex:

- Annex 1: Bi-annual report on non-Global Fund-financed orders
- Annex 2: Relevant Past Board Decisions
- Annex 3: Links to Relevant Past Documents & Reference Materials

Annex 1 – Bi-annual report on non-Global Fund-financed orders

New buyers, orders placed, and value of orders have continued to grow steadily since the increased pilot scope was approved in 2019, and since the last reporting period. OTIF has suffered due to COVID-19, but buyer retention remains high.

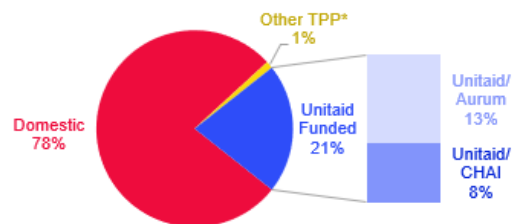
150 orders by 35 organizations for buyers in 25 countries

- 124 delivered (OTIF: 87%)†
 - † International freight congestion and COVID-19 related supplier delays most affected OTIF performance in 2022
- 8 paid but not yet delivered
- 8 confirmed but not yet paid
- 10 requests in progress

USD 65.4M total value

- This includes **USD 15.2M** in requests in progress submitted in 2022

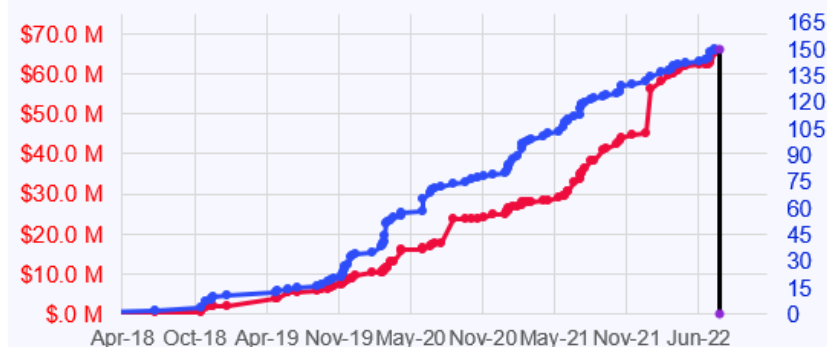
Order value per funding entity



*Institut Pasteur du Cambodge, Rotarians Against Malaria & World Bank

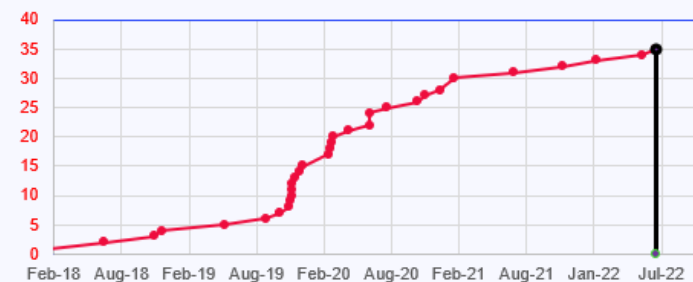
Data as of 31 July 2022

Number (n=150) and value (\$65.4M) of orders over time*



*Since GF/B42/DP05, total value of orders placed is \$57.7M, including \$38.6M of POs paid.

Number of buyers over time (n=35)



User satisfaction overall for the pilot has increased from 80% in December 2021 to 89% in June 2022

The Secretariat commissions a bi-annual wambo.org satisfaction survey through an independent operator. In Q2 2022, there were 20 respondents (of 34 contacted) for non-grant questions.

Pilot user satisfaction:*

89 %

- ✓ High satisfaction with accessing and approving proforma invoices, credit notes and final summary invoices – **75% up from 69**
- ✓ Most non-grant users would place another order using non-grant funds (75% definitely, 10% probably) – **85%**
- ✓ Grant users considering using the platform for non-grant procurement – **61%**

* End 2021: 80% satisfaction reported by 22 respondents from 16 organizations with orders placed in the prior 6 months

* Mid 2022: 89% satisfaction reported by 20 respondents from 18 organizations with orders placed in the prior 6 months

Dissatisfaction was linked to:



Accessing and approving proforma invoices, credit notes and final invoices.

Longer term, may be addressed through the **creation of a pre-financing mechanism**

In the short term:

- **Continue training and support** on payment processes provided to buyers and Procurement Services Agents (PSAs)
- Increased focused performance management on PSAs of payment processes
- The Global Fund is working to **embed pilot transactions more deeply in its business-as-usual work** and is actively working with PSAs to ensure they do the same.

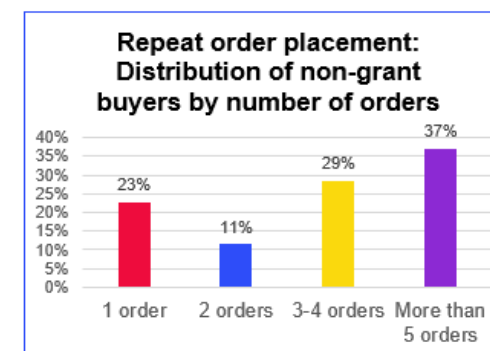
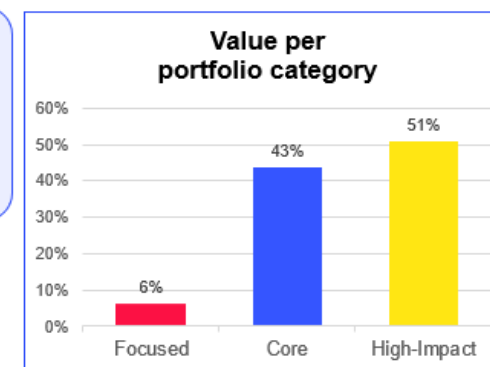
→ As a result, we expect to see further improvements

Strategic indicators

Data as of 31 July 2022

Number of beneficiaries served (core products)			
	Pilot launch to 28 February 2022 (i.e., last report period) (48 months)	1 March 2022 to 31 July 2022 (5 months)	Percent of beneficiaries served in last period (10% of pilot) as a percent of total beneficiaries served
ARVs	3,198,945 monthly packs (8 countries)	582,780 monthly packs (3 countries)	15%
ACTs	1,720,975 treatments (3 countries)	120,000 treatments (1 country)	7%
LLINs	3,413,750 nets (3 countries)	545,000 nets (1 country)	14%
Malaria RDTs	1,071,610 tests (4 countries)	-	0%
HIV RDTs	3,344,295 tests (4 countries)	62,810 (1 country)	2%
Volume of scale-up products procured*			
	Pilot launch to last reporting period (48 months)	1 March 2022 to 31 July 2022 (5 months)	Percent of volume procured in last period (6% of pilot) as a percent of total volume procured
Amphotericin b liposome 50mg for injection	110,550 vials	6,000 vials	5%
Cryptococcus Antigen Latex lateral flow assay	83,200 tests	-	0%
Flucytosine 500mg tablet 100	4,375 packs	-	0%
Isoniazid/cotrimoxazole/vitamin B6 300/960/25mg tablet 30	244,800 packs	-	0%
Isoniazid/Rifapentine 300/300mg 36 tablet	367,184 packs	179,130 packs	33%
Rifapentine 150mg tablet 24	174,101 packs	-	0%
VISITECT CD4 Advanced Disease Kit - 25 Tests	70,225 tests	-	0%

% products
meeting
**Global
Fund
Quality
Assurance
standards:**
100 %



27 out of 35 buyers (77%) have placed repeat orders. Of new buyers, 3% placed their orders in the last 3 months.

* This includes both products that are new to markets and older products that might be newly recommended by WHO, including products for recently recommended strategic interventions for advanced disease in HIV.

Annex 2 – Relevant Past Board Decisions

Relevant Past Decision Point	Summary and Impact
GF/B44/ER17: Second Extension of the Timeline for Including COVID-19 Products in the wambo.org Pilot (April 2021)	<p>Based on the recommendation of the Strategy Committee (GF/SC15/DP01), the Board approved the extension of the timeline during which non-Global Fund financed transactions for COVID-19 products may be issued as purchase orders until November 2022 or until the Board approves a future strategy for wambo.org if earlier and confirmed that all other conditions and flexibilities in GF/B43/EDP07 continue to apply.</p>
GF/B43/EDP17: Decision on extending the timeline for including COVID-19 products in the wambo.org pilot (October 2020)	<p>Based on the recommendation of the Strategy Committee (GF/SC14/DP05), the Board approved the extension of the timeline during which non-Global Fund financed transactions for COVID-19 products may be issued as purchase orders to 31 May 2021 and confirmed that all other conditions and flexibilities in GF/B43/EDP07 continue to apply.</p>
GF/B43/EDP07: Extending the wambo.org pilot to include COVID-19 products (July 2020)	<p>The Board extended the scope of the wambo.org pilot to include the purchase of all COVID-19 products available in wambo.org for procurement by Global Fund Principal Recipients. The transactions are subject to agreement by the Global Fund and, if applicable, to agreement by the product catalogue owners or manufacturers, they do not count towards the cap of USD 50 million of transactions for the pilot applicable to non-COVID-19 products, and they may be issued as Purchase Orders by 31 December 2020, unless extended by the Board following recommendation by the Strategy Committee.</p> <p>The Board further decided that the transactions for COVID-19 products will be included in the biannual reporting on the Pilot to the Strategy Committee, using metrics for reporting to be agreed by the Strategy Committee in October 2020. However, COVID-19 product transactions will be disaggregated from reporting on other Pilot transactions, so as to enable integration with overall reporting on the COVID-19 response, and to avoid distorting reporting on the original Pilot.</p>
GF/B42/DP05: Evolving the wambo.org pilot for non-Global Fund-financed orders (November 2019)	<p>Based on the recommendation of the Strategy Committee (presented in GF/B42/04- Revision 1) the Board decided that, within defined scope of the wambo.org pilot, wambo.org may be made available for non-Global Fund-financed orders by governments and non-government development organizations in Global Fund-eligible and transitioned countries, for all products, services and functionalities as they become available on wambo.org, up to a cap of USD 50 million of transactions; and instructed the Secretariat to undertake consultations early in 2020, an evaluation of the wambo.org pilot in 2022 and bi-annual reporting on progress of the wambo.org pilot to the Strategy Committee.</p> <p>The Board also delegated to the Strategy Committee the authority to: (i) approve a higher cap for transactions within the scope prior to the consultations in 2020; and (ii) establish the future parameters of the wambo.org pilot within the scope, based on the outcome of the 2020 consultations.</p> <p>The Board further requested the Secretariat to include the results of the 2022 evaluation in the development of a strategy for future advancement of wambo.org to be presented for Board approval at the conclusion of the wambo.org pilot no later than November 2022.</p>

Relevant Past Decision Point	Summary and Impact
<p>GF/B37/DP09: wambo.org: Progress Update and Steps for Advancement (May 2017)</p>	<p>Based on the recommendation of the Strategy Committee, the Board approved the piloting of a limited number of transactions (no more than ten) by current Principal Recipients using domestic funding via wambo.org.</p> <p>The Board also requested the Secretariat to provide draft indicators of success of the pilot, and to report regularly on the operationalization of the pilot, to the Strategy Committee.</p> <p>Lastly, the Board delegated to the Strategy Committee the authority to approve further domestic funding transactions via wambo.org on a pilot basis.</p>
<p>GF/B35/DP08: Sustainability, Transition and Co-financing Policy (April 2016)</p>	<p>Based on the recommendation of the Strategy, Investment and Impact Committee, the Board approves the Sustainability, Transition and Co-Financing Policy, as set forth in Annex 1 to GF/B35/04 - Revision 1.</p>
<p>GF/B34/DP08: Approval of the Amended and Restated Market Shaping Strategy (November 2015)</p>	<p>Based on the recommendation of the Strategy, Investment and Impact Committee, the Board approved the Amended and Restated Market Shaping Strategy, as set forth in Annex 1 to GF/B34/17 - Revision 1 (the “Amended and Restated Market Shaping Strategy”). This decision point and the Amended and Restated Market Shaping Strategy supersede Board decision point GF/B23/DP21 and the previous Market Shaping Strategy set forth in Annex 1 to GF/B23/09 – Revision 1. wambo.org was recognized in the Market Shaping Strategy as one way to channel the Market Shaping Strategy while contributing to its objectives.</p>
<p>GF/B15/DP15: Market Dynamics and Voluntary Pooled Procurement (April 2007)</p>	<p>The Board adopted the objective and guiding principles for market shaping set out at the 14th Board meeting and amended at this meeting. In addition, the Board decided to pursue voluntary pooled procurement as the first element of its market dynamics strategy. As such, the Board required that the pooled service shall be operated by one or more global or regional procurement agent(s), and that the Secretariat “shall direct the Procurement Agent to seek to award contracts for a given product to several suppliers, where possible and appropriate in view of consideration of market dynamics.” Finally, participants in the pooled service must agree to direct payment to the procurement agent for purchases. It also determined to strengthen the “Price Reporting Mechanism” (now the Price Quality Reporting Mechanism) and enter into contracts to provide procurement capacity-building services to Principal Recipients.</p>

Annex 3 – Relevant Past Documents & Reference Materials

- a) [Second Extension of the Timeline for Including COVID-19 Products in the wambo.org Pilot](#) GF/B44/ER17 (April 2021)
- b) [Extending the Timeline for the Inclusion of COVID-19 Products in the wambo.org Pilot](#), GF/B43/EDP17 (October 2020)
- c) [Extending the wambo.org Pilot to Include COVID-19 Products](#), GF/B43/EDP07 (July 2020)
- d) [Evolving the wambo.org Pilot for Non-Global Fund-financed Orders – Revision 1](#), GF/B42/04 (November 2019)
- e) [wambo.org: Progress Update and Steps for Advancement](#), GF/B37/07 – Revision 2 (May 2017)
- f) [wambo.org: Progress Update and Steps for Advancement](#), GF/B35/ER17 (November 2016)