

Update on the MPU activities

Dear Partners,

This digest provides an update on the recent endeavors of the MPU team throughout February, with a special focus on:

- **Appointment of Deputy GM on Legal Support;**
- **Procurement cycle 2024: navigating the new landscape;**
- **Suppliers Forum: synergy of business and state;**
- **Two years of resilience: anniversary of full-scale war;**
- **Latest updates on vaccination in Ukraine;**
- **Leading the conversation: MPU` s involvement in sector events.**

The MPU team sincerely appreciates your ongoing support and shared commitment to enhancing Ukraine's healthcare system.

Appointment of Deputy GM on Legal Support

We're thrilled to announce **Serhii Zabolotnyi's** appointment as **Deputy General Manager on Legal Support** at MPU. In this pivotal position, he will coordinate the process of reforming the MPU's corporate governance, including the establishment of a Supervisory Board, aimed at improving transparency and efficiency within Ukraine's medical supply sector.



"I take responsibility for the meticulous management and adherence to all legal procedures within the MPU, as well as championing the interests of our organization in the legal field. At present, a significant step in the advancement of the MPU involves guaranteeing commitment to transparency and responsible governance by establishing the Supervisory Board".

Serhii Zabolotnyi
Deputy GM on Legal Support

Procurement cycle 2024: navigating the new landscape

This year, the MPU is set to procure medical commodities across **24 different areas** related to prevention, diagnosis, and treatment, as specified by the MoH (details [at the link](#)). The total state budget for the purchase of medical goods in 2024 is more than **12 bln UAH**.

Specifically, similar to last year, the MPU will be involved in the procurement of medicines and medical devices for the treatment of the following conditions:

- Oncological diseases;
- Hemophilia types A or B;
- Cystic fibrosis;
- Viral hepatitis B and C;
- Cardiovascular diseases;
- Pediatric mental disorders and cerebral palsy, etc.



Concerning innovations, the MPU has expanded its procurement scope to include drugs for Kawasaki disease management and hearing prosthetic devices. Moreover, the MPU will undertake the execution of a venture designed to establish cyclotrons, thereby augmenting the production of radiopharmaceuticals.

Currently, the MPU has initiated market consultations and is preparing to commence the procurement process directly.

Suppliers Forum 2024: synergy of business and state

On **February 28, 2024**, the MPU team, with the support of the **USAID** project **SAFEMed**, conducted an annual Suppliers` Forum, marking the launch of MPU's new procurement cycle 2024. The event brought together over **150 market representatives** offline and online.



Additionally, participants at the Forum included representatives from the European Business Association, the American Chamber of Commerce in Ukraine, SAP Ukraine, and electronic marketplaces such as Zakupivli.pro and E-tender.

This year's highlights include:

- Transition to three-year contracts for better long-term vendor planning and continuous patient access to medical goods;
- Preference for bank guarantees over letters of credit for advance payment security;
- Accumulating stocks of in-demand drugs, such as cancer medications, in storage facilities;
- Adoption of SAP Ariba for improved supplier interactions;
- Removal of VAT exemptions and setting strict delivery timelines.

The event recording is [at the link](#).



Two years of resilience: anniversary of full-scale war



Over these two years of the full-scale war, the MPU has procured **795 items** of medicines and medical products **worth 10.9 billion UAH** for free treatment of patients.

These include products for the treatment of diseases such as oncology, hemophilia, multiple sclerosis, juvenile rheumatoid arthritis, cystic fibrosis, viral hepatitis, and etc.

The majority have been allocated to hospitals, with **76.6%** reaching various regions. Moreover, the MPU has procured cutting-edge equipment valued at **over 5 billion UAH** through centralized purchasing and UNITED24.

The MPU team persists in supplying Ukrainian hospitals with the essential medical commodities within the procurement cycle 2024.

Latest updates on vaccination in Ukraine

Prompt and comprehensive vaccination is paramount to safeguarding public health within the nation. Consequently, the MPU is exerting all efforts to guarantee that Ukrainians have access to the requisite vaccines within healthcare facilities.

In 2023, the MoH granted the MPU the authority to procure vaccines for the immunization of the Ukrainians. This included the Diphtheria-Tetanus reduced antigen content vaccine (DT-AP), the MMR vaccine (Measles, Mumps, and Rubella), and the Oral Polio Vaccine.



Specifically, DT-AP vaccines are universally accessible across Ukraine's regions free of charge, aligned with the preventive vaccination timetable. Ukraine received in excess of one million doses of these vaccines; approximately **800,000 doses**, constituting **75%**, have been disseminated to healthcare facilities, barring areas under temporary occupation. The remaining **25%** of the vaccine supply is being strategically reserved, enabling an agile response to any emergent situations.

Leading the conversation: MPU's involvement in sector events

MPU plays an active role in fostering dialogue within the healthcare sector, participating in various events dedicated to its development. Through its participation, the MPU contributes valuable insights and expertise to the ongoing dialogue, driving progress and innovation.



Pharmpoglyad 2024

At the **Pharmpoglyad Forum 2024**, Edem Adamanov, General Manager, emphasized the importance of market engagement before new procurement cycles and stated that the MPU team's main goal for the year is to create a sustainable healthcare system that prioritizes patient welfare.

On February 26, **Edem Adamanov** participated in the “**Made in Ukraine**” Forum, where a new economic platform aimed at fostering ongoing direct discussions between the government and business owners was unveiled. The focus of the Forum was on streamlining and improving government functions to enhance economic efficiency and bolster Ukrainian businesses.



Panel discussion: “DOUBLE WAR: Ukraine's European vector in the field of providing and supporting patients with rare diseases in conditions of full-scale war”

Edem Adamanov was a panelist in an **orphan diseases discussion**, focusing on:

- Centralized drug procurement for orphan diseases. Particularly, in 2023, MPU procured drugs worth more than UAH 500 million.
- Mandatory expanded newborn screening in Ukraine. In 2023, MPU provided screening centers with innovative equipment worth more than UAH 300 million.
- The implementation of managed entry agreements for orphan drugs.

Medical Procurement of Ukraine

Klovsky Descent 7, Kyiv
+38 (067) 134 42 81
office@medzakupivli.com

facebook.com/uamedpro
linkedin.com/company/uamedpro
t.me/medpro_ukraine

MEDZAKUPIVLI.COM



medzakupivli.com