



WHO HIV Test Kit – Bulk Procurement Scheme

“ensuring access to high quality, low cost HIV test kits”

The Issue

HIV test kits are **essential** for:

- ✓ Diagnosis of HIV infection
- ✓ Screening of donated blood
- ✓ Surveillance
- ✓ Voluntary counselling and testing
- ✓ Prevention of mother-to-child transmission

However...

- HIV test kits account for a substantial proportion of the budgets of most National AIDS Control Programmes.
- National and local blood transfusion services in many countries do not have the financial resources to purchase the required number of test kits.
- Many countries have interrupted supplies of test kits.
- Many countries require additional information to ensure that the kits they do purchase are of high quality and are suitable for their particular situation.

The Response

WHO established the HIV Test Kit Bulk Procurement Scheme in 1989. The goals of the scheme are to:

- Facilitate **access** to:
 - ✓ **high quality** test kits
 - ✓ at a **low cost**
 - ✓ through an **easy purchase procedure**
- Provide additional information and assistance to those selecting/purchasing test kits to ensure that the chosen kits will be appropriate for the conditions in which they will be used and will meet the overall testing objectives.

The Bulk Procurement Scheme is directed towards and assists:

- National AIDS Control Programmes
- Blood transfusion services

- UN agencies
- Nongovernmental organizations
- Donor supported HIV/AIDS projects
- Other recognized groups

High Quality

All HIV test kits available through the Bulk Procurement Scheme have been evaluated by WHO. These evaluations assess the operational characteristics of the tests i.e. sensitivity, specificity, ease of performance and storage conditions. To be eligible for inclusion in the Bulk Procurement Scheme, the evaluated test kits must meet current standards. All test kits included in the Bulk Procurement Scheme are reviewed annually.

The Bulk Procurement Scheme encompasses the main types of tests used to detect HIV antibodies today – Enzyme Linked ImmunoSorbent Assays (ELISAs), Simple/Rapid assays and Confirmatory assays. There are 22 tests on the current Bulk Procurement Scheme List of Available Assays, including a greater number of Simple/Rapid Assays than ever before.

When selecting a test kit, the following issues should be considered:

- The number of samples to be tested
- The laboratory facilities available
- The level of laboratory staff training
- The objective of the testing
- The testing strategy being followed

No single test is suitable for all testing objectives in all settings. It is important to choose the test kit which will produce the **best working performance in actual, routine use**.

In addition to the Bulk Procurement Scheme, recommendations and guidelines have been developed by WHO to assist with the selection of appropriate kits.

Low Cost

WHO negotiates prices for all assays in the Bulk Procurement Scheme directly with the manufacturers. This process enables WHO to offer a per test cost approximately half that of the open market price.

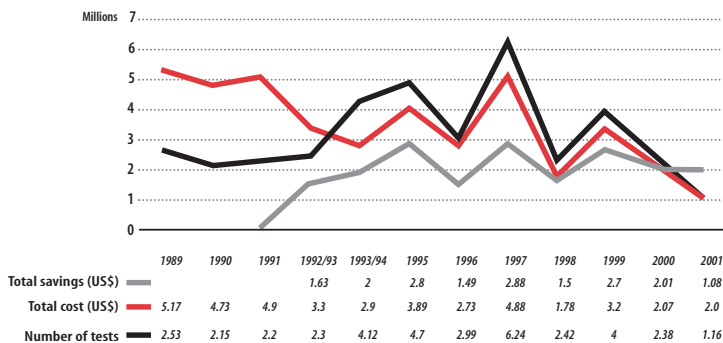
Main types of tests

	Range – Open Market Price (US\$)*	Average – Bulk Procurement Price (US\$)*
ELISA	1.00 to 2.00	0.50
Simple/Rapid	2.00 to 8.00	1.00
Confirmatory	20.00 to 30.00	11.00

*Prices as of 2000

The resulting savings are substantial, enabling countries with limited resources to buy more HIV test kits with their funds, or to channel more resources into other areas of need, such as HIV care. The savings for 1999–2000 amounted to US\$ 5 million.

HIV Bulk Purchase 1989–2001



Easy Purchase Procedure

The HIV Test Kit Bulk Procurement Scheme accepts purchase requests from programmes/institutions/organizations in 3 categories:

- **Category A** – WHO programmes & UN agencies
- **Category B** – WHO Member States & NGOs in official relations with WHO
- **Category C** – Other clients ie. Donor supported AIDS projects, regulatory bodies

The HIV Test Kit Bulk Procurement Scheme provides an easy-to-follow purchase procedure. Simply complete the steps indicated by this symbol ⓘ and let WHO do the rest!

- ⓘ **Step 1:** Prepare a request which includes the following information:
- Name of requesting programme
 - Contact person (ie. name, telephone)
 - Test kit name & manufacturer*
 - Order code*
 - Number of test kits required (indicate number of tests per kit where necessary)

*as on the Bulk Procurement List

- ⓘ **Step 2:** Submit this request to one of the appropriate offices for your category:
- WHO Headquarters, Geneva (Category A)
 - WHO Regional Office (Category A, B)
 - WHO Country Representative (Category B)
 - UNAIDS Representative (Category B, C)
 - Ministry of Health (Category C)

Step 3: Payment will be debited from your account (Category A) or a proforma invoice will be issued to you (Category B and C). Goods must be paid for in full before purchase is initiated.

Step 4: Procurement Services purchases the requested kits.

Step 5: WHO ships the goods to the airport of destination.

Step 6: The consignee is responsible for customs clearance and delivery of the goods.

Further Information

Further information on the WHO HIV Test Kit Bulk Procurement Scheme is available from the following sources:

WHO Headquarters —

for procurement assistance:

Procurement Services

Tel: +41 22 791 2801 Fax: +41 22 791 4196

Email: procurement@who.int

for technical assistance:

Blood Safety and Clinical Technology

World Health Organization

Avenue Appia 20, 1211 Geneva 27

Switzerland

Internet —

Visit the BCT section of the WHO website at www.who.int/bct and follow the links to Key Initiatives, HIV Diagnostics, HIV Test Kit Bulk Procurement Scheme. In addition to general information, PDF versions of the WHO HIV Test Kit Bulk Procurement Scheme Information Booklet, several fact sheets, and this brochure are (or will soon be) available for downloading. In addition, information on Test Kit Evaluation is available on this website.

Regional Offices/Country Representatives —

Contact your WHO Regional Office, WHO Country Representative, or nearest UNAIDS representative.

If you are a manufacturer and wish to submit your kit for evaluation by WHO to become eligible for inclusion in the Bulk Procurement Scheme, please visit our website or contact Blood Safety and Clinical Technology:

Fax: +41 22 791 4836

Email: bloodsafety@who.int