

RFI/PFP/2010/0028

LOGISTICS, DISTRIBUTION AND ORDER FULFILMENT OUTSOURCING

UNICEF is the agency of the United Nations mandated to advocate for the protection of children's rights, to help meet their basic needs and to expand their opportunities to reach their full potential.

The work of UNICEF's Private Fundraising and Partnership Division (PFP) centres on sales of cards and gifts, private sector fundraising, and advocacy and communication. UNICEF has been selling greeting cards globally for 60 years to raise funds in support of its programs worldwide. Today UNICEF Cards and Products are sold in approx 65 countries worldwide and have a total annual turnover of approx \$150m. The PFP Division markets its cards and products through a distribution network consisting of UNICEF Country Offices and National Committees.

A thorough review of UNICEF entire value chain has identified several areas where UNICEF believes that it could derive significant benefits from rationalization in terms of cost structure, management simplification and organizational responsiveness. All non core activities currently performed by PFP, the UNICEF National Committees and Country Offices, in support of the Cards and Products business will be outsourced to competent third parties who are expected to perform such activities more efficiently and effectively.

As part of the future operating model, UNICEF PFP plans to identify a global third party Logistic Service Partner (LSP) who will take responsibility for the full supply chain at global level to reduce costs and improve responsiveness to market needs and customer service levels. For the purpose of this RFI, UNICEF is looking for a joint LSP delivering a range of core services around:

- Logistics and Distribution
- Customer Service
- Information Technologies

This RFI is the first in a two-stage tendering process leading to the award of a contract for provision of global logistics services for UNICEF's cards and gifts business. If you believe your company has the necessary capacity and experience to compete for this contract, and can meet the following minimum qualification criteria, and you wish to receive a copy of the full RFI package, please send an email to Jacqueline Enstone at jenstone@unicef.org and Lam Aurenche at laurenche@unicef.org for a copy of the RFI package. The closing date for receipt final RFI response is 12 Feb 2010.

1. Ability to adhere to UNICEF General Terms and Conditions in Annex 5.
2. Minimum 10 years of trading as a business in Logistics and Distribution and/or printing.
3. Annual turnover in excess of \$1 billion derived from Logistics and Distribution and/or printing business.
4. Logistics and Distribution infrastructure located in Europe (warehousing, transportation, management, and IT).
5. Proven capability to provide consolidated European Logistics and Distribution services in similar industry settings to B2C, B2B and retail.
6. Consolidation facilities in China and freight forwarding expertise in every country to which UNICEF PFP despatches.
7. Must either directly implement, or accept full responsibility and risk as a Tier 1 supplier for, all of the activities mentioned in this RFI, with the exception of over-printing.
8. Proven and effective ERP/Best of breed installations, including, inventory management, Warehouse Mgmt. System (WMS) and Transportation Mgmt. System (TMS).
9. Proven capability to provide "IT solutions" that integrate with existing systems (UNICEF PFP SAP and Sales Partners Customer Service systems).