

**LATAM**

# Tender & Contracting

## Market Snapshots for the Pharma Industry

Swipe

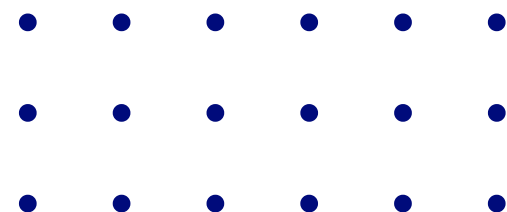
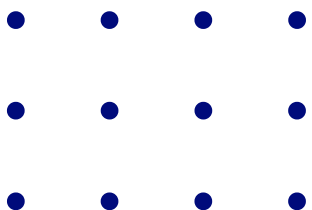
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# An overview of a country's Tender Market at a glance

A quick yet effective way to understand how the **Pharma Tendering Market** behaves across countries.





In 2019 the 3 biggest Distributors in Mexico, with over 60% of national sales, were accused of **corruption and banned**

In 2020 the Government of Mexico signed **an agreement with the United Nations** on the procurement of medicines, supplies & devices from 2021 – 2024.

The procurement works via **a national annual tender**. If the annual tender cannot provide full coverage or in case of urgencies, **smaller tenders can be formed**.





**INSABI**, the Mexican Institute for Health and Well-being is consolidating the demand.

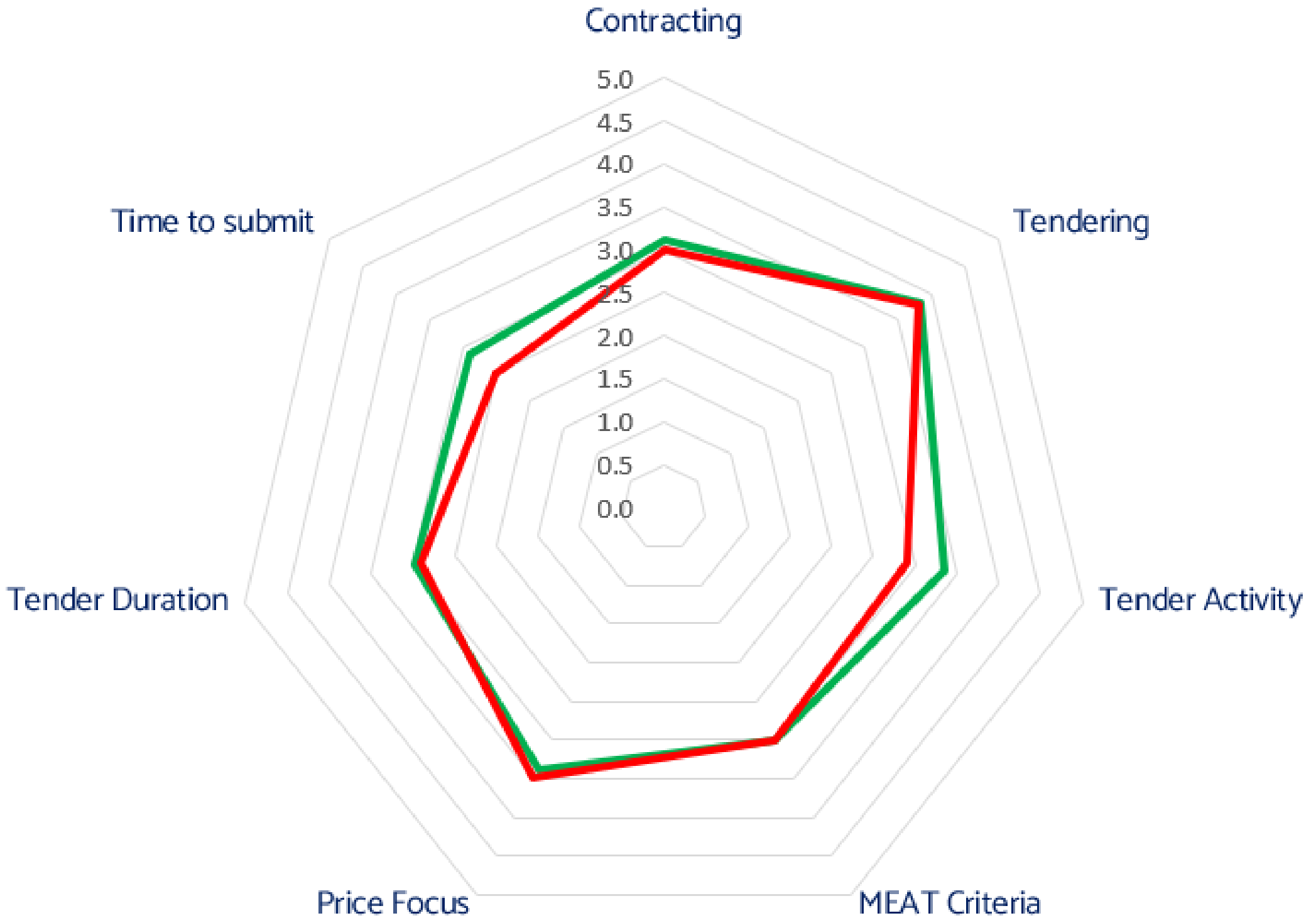
**UNOPS** is managing the tender and the contracts and is the supervisor to avoid corruption.





# MEXICO T&C MARKET

— Average LATAM — Mexico





## Sources & Graph Explanation

The 'spider-net' indicates the relative importance or length (in the case of 'tender duration' and 'time to submit') of the country in-scope, versus a European average.

The spider-net is based partly on publicly available data, partly on market expert interviews and partly on growpal and CubeRM tender market know-how. It is an indication and estimate without a claim of full completeness and accuracy and it can vary - even within a country - based on tender authority, region or product portfolio.

Spider-net dimensions: 'Contracting' indicates the relative level of importance for contracting & negotiations / 'Tendering' indicates the relative level of tendering importance / 'Tender activity' indicates the number of annual tenders / 'MEAT criteria' indicates the relative importance of non-price award criteria / 'Price focus' indicates the relative importance of price / 'tender duration' indicates the average length of the tender duration / 'time to submit' indicates how much time on average a pharma-company has time to submit a tender.

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