



IAPB STANDARD LIST/ VALUED SUPPLIERS SCHEME

<https://iapb.standardlist.org/>



IAPB STANDARD LIST/ VALUED SUPPLIER SCHEME

IAPB Valued Suppliers provide sector leading products and services, offer exceptional value and outstanding quality to the eye care sector.

Through the highly respected Standard List, IAPB provides a carefully evaluated range of equipment and technologies only from our Valued Suppliers.

With over 85,000 unique visitors in 2019 to our webpages our Valued Suppliers can showcase their value and impact to a sector that spends over \$200m annually on procurement of equipment, pharmaceuticals and optical supplies.

ABOUT IAPB

The Home of Eye Health

Thank you for considering the IAPB Valued Supplier Scheme.

IAPB is the peak eye health body which brings together a unique network of over 150 members and membership bodies from around the world. Over forty years, IAPB has built a community of organisations who have committed themselves to blindness prevention and enhancing eye health.

Our mission is to achieve access to eye health by maximising the impact of the individual and collective work of our Members and promoting knowledge and awareness of people-centred eye care. We present an opportunity to change the world for the better—and you can play a role.



 <https://www.iapb.org>



VALUED SUPPLIER - KEY BENEFITS

Reach a worldwide audience across the eye health sector of over 400,000 health professionals through 150 members and their partners

Position your organisation as a Valued Supplier to the eye health sector and use the Valued Supplier branding on your products and marketing

Brand association with the global peak body of and for the eye health sector with a track record of success

Expose your brand to the entire IAPB membership and their respective partners including major specialists and eye health NGOs together with leading global associations and professional bodies

Position your products and brands in front of decision makers and opinion formers within eye health with a global annual spend of over \$200m

Gain exposure in emerging markets through inclusion within the highly respected sector procurement resource the Standard List/ Valued Suppliers that is promoted at a range of high-profile events around the world

Leverage the credibility afforded by IAPB's unique, multi-sectoral networks with the World Health Organization, dozens of major NGOs and global professional associations

Access discounts and exclusive opportunities for exhibiting at IAPB events and with World Sight Day Communications support and promotional materials

Sign up for our quarterly procurement trends, insights and knowledge e-news

BECOMING A VALUED SUPPLIER

From April 1st 2020 the current approach to the Standard List will cease and be replaced by the Valued Supplier scheme. Only Valued Suppliers products and services will be included in the new Valued Supplier Scheme 2020.

For existing suppliers, the process to become a recommended Valued Supplier is simple. By completing a short form you will be automatically included in the new scheme.

For new suppliers there is a Valued Supplier selection procedure. More information about this can be found at the end of this pack.



BECOMING A VALUED SUPPLIER

To make the managing of the Valued Suppliers sustainable we will be charging an annual fee of £1,800 (+ tax) that covers the cost of managing and marketing the services, plus make a contribution to help cover IAPB's core costs.

"Being listed in the IAPB Standard List has introduced us to a number of new customers who we have been able to supply with anaesthesia equipment. We have been happy to work with the IAPB to advise those in the field of eye health on selecting the right tools for the job via the Standard List."

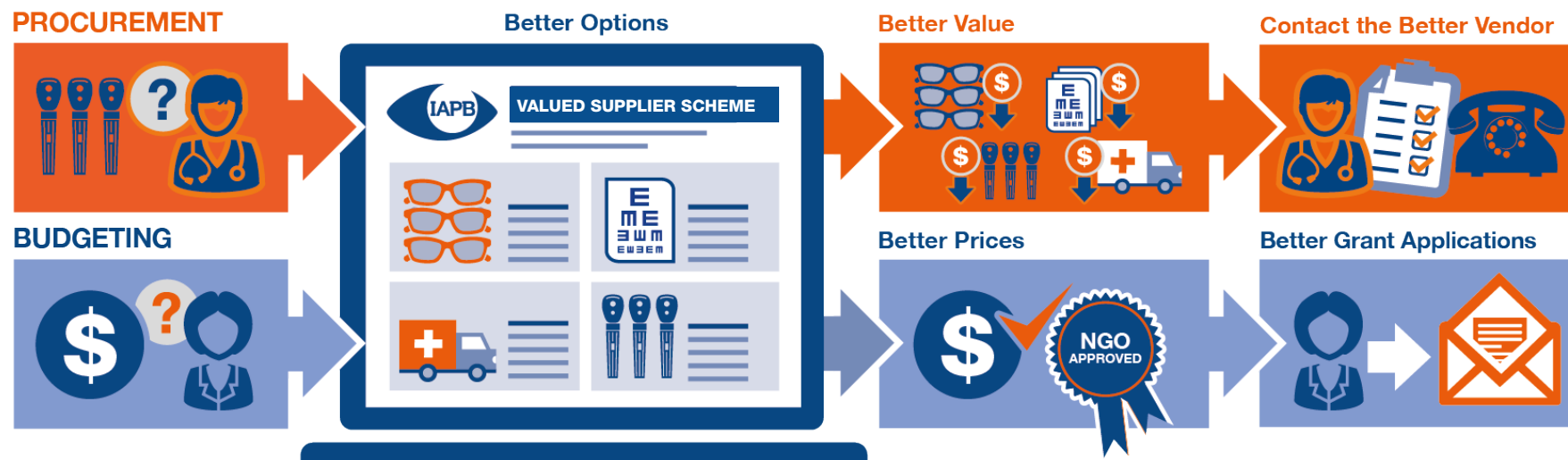
Carol Newman, DIAMEDICA

"Keeler have worked closely with IAPB, for many years and regularly participate at the Council of Members and General Assembly meetings. These events, in conjunction with our presence on the Standard List, provide excellent opportunities to establish new contacts and ensure a broad exposure of our products, to the IAPB membership and wider eye health community."

Jon Wild, KEELER

THE VALUED SUPPLIER SCHEME

The Standard List / Valued Supplier Scheme is a great platform to source and compare eye health products and technologies



With a strong heritage, the new Standard list/ Valued Supplier Scheme is widely recognised as the go to procurement resource for NGO members and their partners, government bodies, trusts and large funders, charity and university eye hospitals.

We also have a growing interest from health ministries and are recognised by all the WHO regions. The products and services included within the Valued Supplier Scheme have been tried, tested and approved by our expert panels.

From April 1st 2020 the list will only include products from Valued Suppliers

BENEFITS TO OUR MEMBERS, THEIR PARTNERS, HOSPITALS AND HEALTH MINISTRIES

Our Valued Suppliers provide specialist products and services that save members time and money. They offer exceptional value, and outstanding quality.

We've done the hard work sourcing and recommending suppliers, their products and services so our members can remain totally focused on their vital work tackling preventable blindness.

"This is a great IAPB service and exactly what our members want. Driving up standards in the sector by acting as a market maker. Creating efficiencies by bringing supply and demand together in the same place".

"The standard list is an asset to our partners and ourselves. We all have access to it and can rely on a wide choice of quality items and to your long-term experience in procurement."

*Dr Irmela Erdmann,
Regional Medical Advisor Eye Health, CBM Togo*

IAPB VALUED SUPPLIER SELECTION PROCEDURE

IAPB works with a range of Valued Suppliers who are selected for the quality of their products and services, value for money, experience of working with NGO's and sustainability.

In addition to our selection criteria below, we also expect all of our Valued Suppliers to act in a responsible business way and adhere to our Code of Conduct.

In order to have a successful Valued Supplier relationship the supplier must offer consistently good value to members. To make the managing of the Valued Suppliers sustainable we charge a fee that covers the cost of managing and marketing the services, bringing new services and offers to the market, plus make a contribution to help cover IAPB's core costs.

In evaluating a potential Valued Supplier IAPB will review the following to help assess suitability.

- Supplier has a bespoke member or sector offering that is competitively price
- Supplier understands values of the sector
- Take references (ideally from member organisations)
- Review evidence of funding and financial probity
- Supplier agrees to adhere to IAPB Code of Conduct
- Supplier has a complaints procedure/register
- Quality of the goods and services to be supplied
- Reliability of the supplier and their supply chain
- Safety aspects of the goods and services
- Maintenance and after sales support; overall service level that is offered

IAPB VALUED SUPPLIER REVIEW PROCEDURE

IAPB continually reviews its Valued Suppliers to ensure they are offering appropriate and good value services and products. Our review procedures include the following:

- An annual review with each supplier
- An annual survey of members who have used services from the Valued Suppliers
- A formal complaints procedure with each supplier and a complaint register of all complaints received



IAPB reserves the right to decide whether it thinks developing a Valued Supplier partnership with an organisation that meets the minimum criteria is in the best interests of IAPB and its members. IAPB works with Valued Suppliers as organisations that we recommend members consider for supplying products and services, IAPB offers no guarantees over the quality and appropriateness of any supplier for any particular organisation and every organisation should discuss their requirements with the Valued Supplier to ensure they meet their particular needs.

IAPB STANDARD LIST/ VALUED SUPPLIERS – THE QUALITY STANDARD FOR EYE CARE

Our sector leading Valued Suppliers scheme brings together leading supplier expertise and IAPB members looking to procure the best value in products and services.

Subscribe to our Standard List / Valued Supplier Scheme News letter - [HERE](#)

To discuss your businesses participation in the Valued Supplier scheme please contact:



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