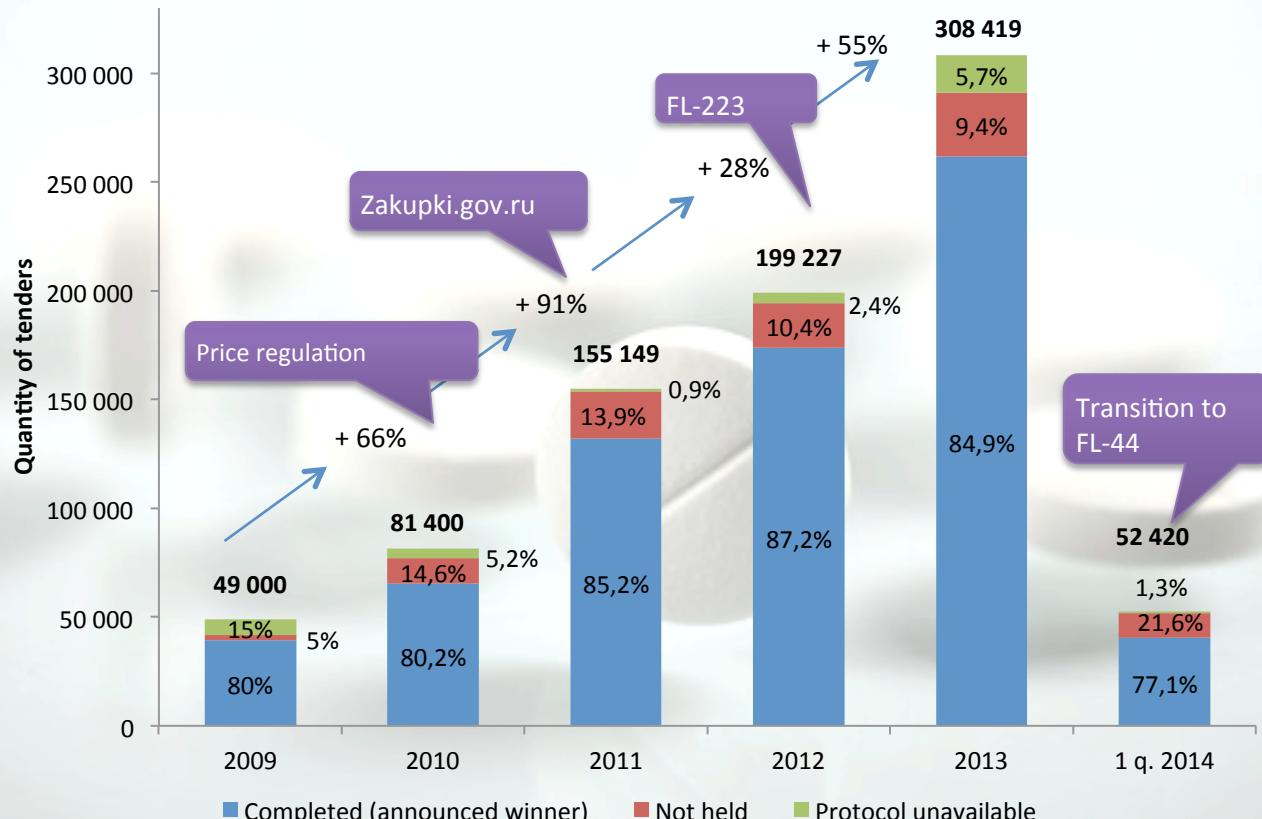


*Monitoring of tenders in healthcare of Russian Federation*

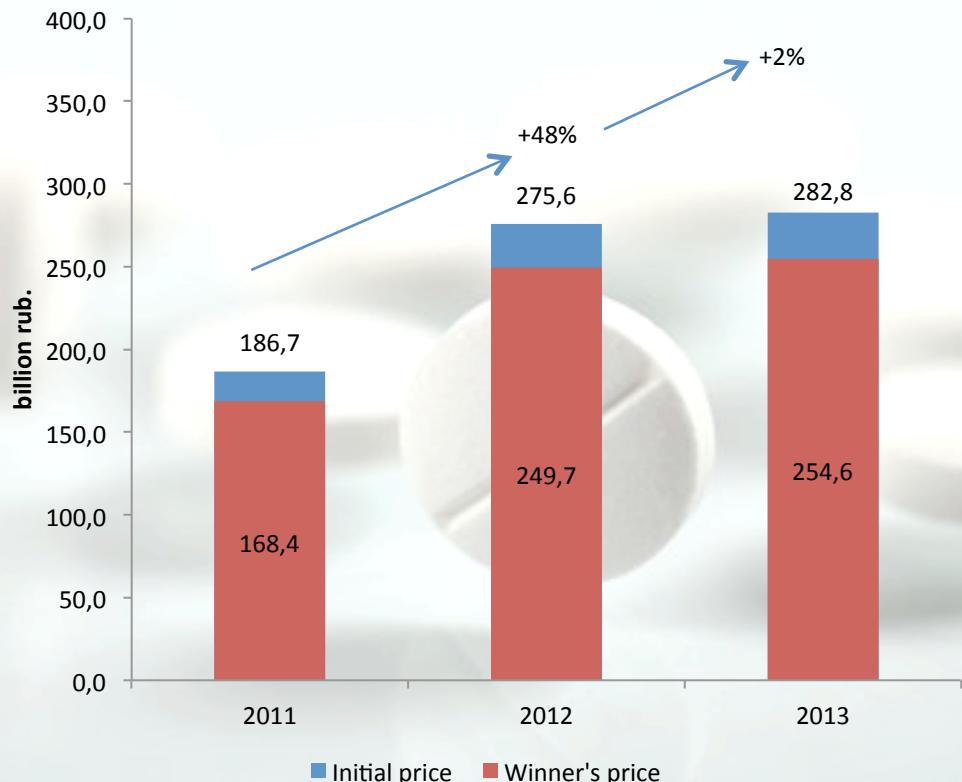
## Dynamics of tender purchases in 2009-2013

[www.cursor-is.ru](http://www.cursor-is.ru)



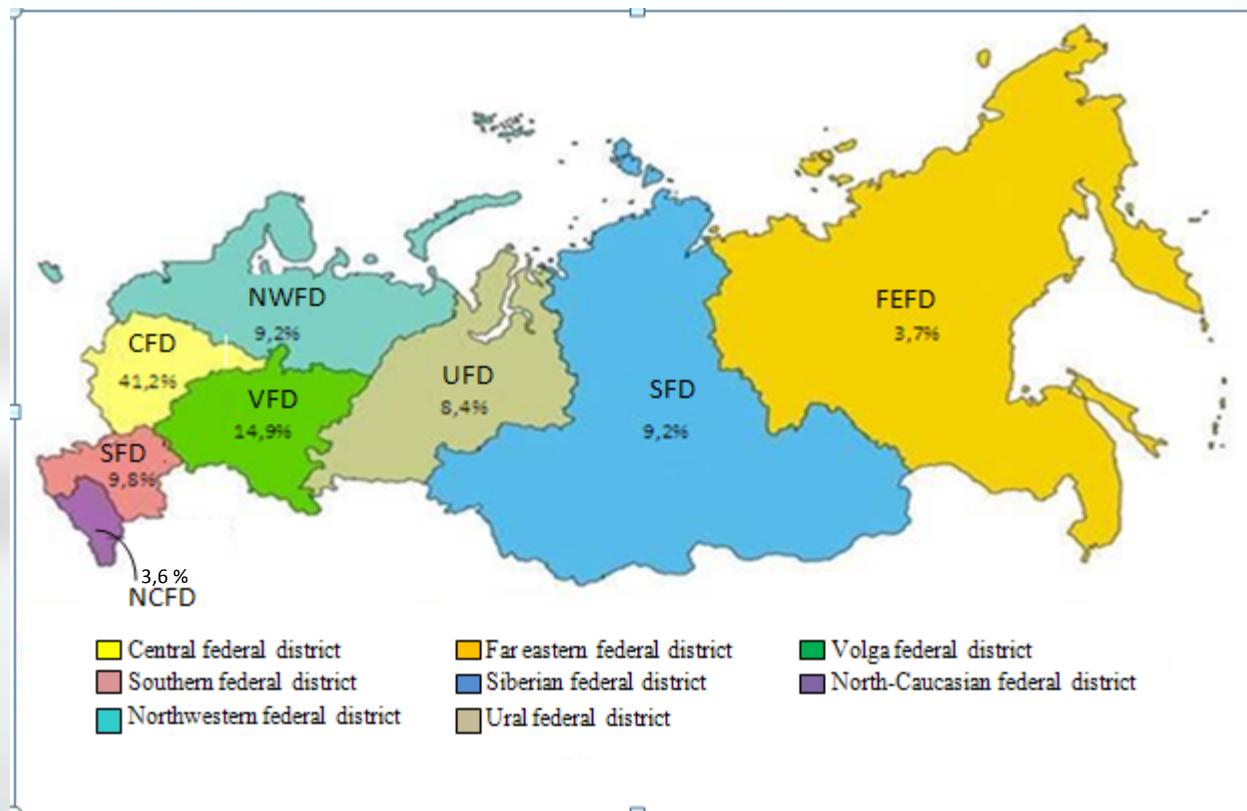
# Dynamics of tender purchases in 2009-2013 , billion RUR

[www.cursor-is.ru](http://www.cursor-is.ru)



## *Structure of purchases' volume by FD*

[www.cursor-is.ru](http://www.cursor-is.ru)



# *TOP 10 regions on the amount and volume of the held tenders, billion RUR*

[www.cursor-is.ru](http://www.cursor-is.ru)



Region	Quantity of tenders	Change by 2012
Sverdlovsk region	27 586	↑
Moscow	15 200	↑
Rostov region	11 044	↑
Stavropol territory	10 631	↑
Bashkortostan republic	10 468	↑
Krasnodar territory	9 718	↑
Saint-Petersburg	8 957	↑
Chelyabinsk region	6 899	↑
Novosibirsk region	6 652	↑
Moscow region	6 522	↑
Others	148 217	↑
Total	261 894	↑

Region	Price	Change by 2012
Moscow	76,51	↓
Krasnodar territory	15,91	↑
Saint-Petersburg	13,46	↑
Moscow region	9,69	↑
Tatarstan republic	8,61	↑
Sverdlovsk region	6,85	↑
Rostov region	5,45	↑
Bashkortostan republic	5,01	↑
Samara region	4,29	↑
Khanty-Mansi autonomous area	4,05	↑
Others	104,77	↑
Total	254,61	↑

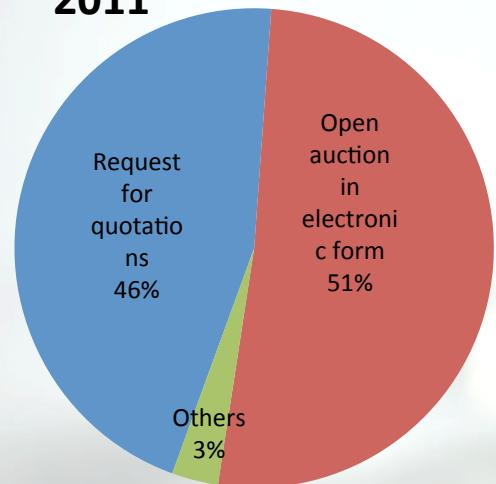
# *Structure of tenders according to the form of auctions in 2011-2013*

[www.cursor-is.ru](http://www.cursor-is.ru)

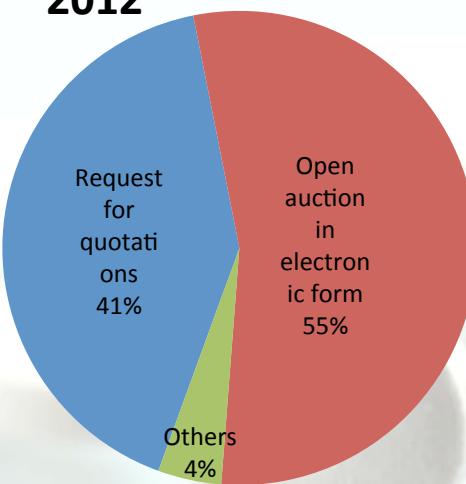
*(due to the tenders' amount)*



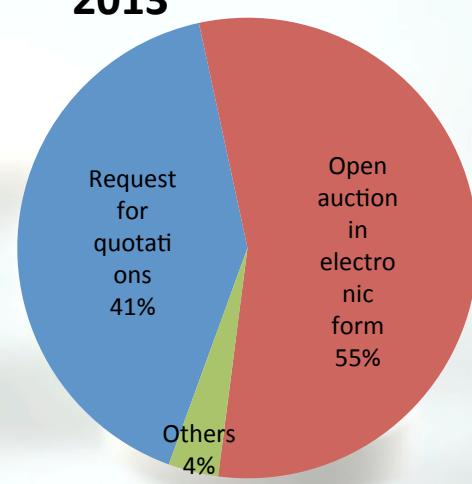
**2011**



**2012**



**2013**



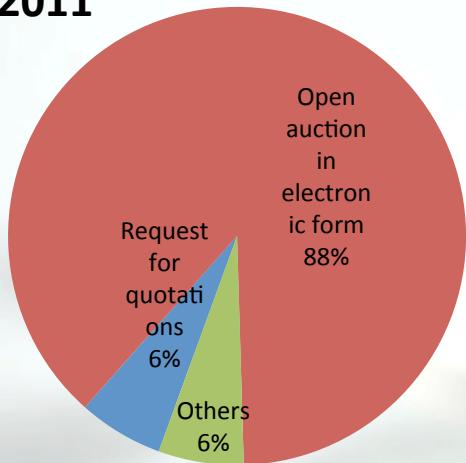
	Singular Supplier	Purchase by 223-FL		Purchase by 94-FL				
		Singular Supplier	Purchase by 223-FL	Exchange trades	Request for quotations	Open auction	Open auction in electronic form	Open tender
Year	Singular Supplier	Singular Supplier	Purchase by 223-FL	Exchange trades	Request for quotations	Open auction	Open auction in electronic form	Open tender
2011	528			482	70 721	3 851	79 565	2
2012	6 510	18	37	1 853	82 324	95	108 274	116
2013	8 476	1 385	155	572	126 623	44	170 940	224

# *Structure of tenders according to the form of auctions in 2011-2013, billion RUR*

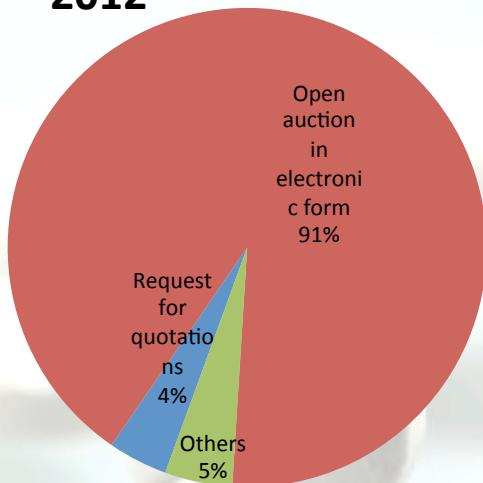
[www.cursor-is.ru](http://www.cursor-is.ru)



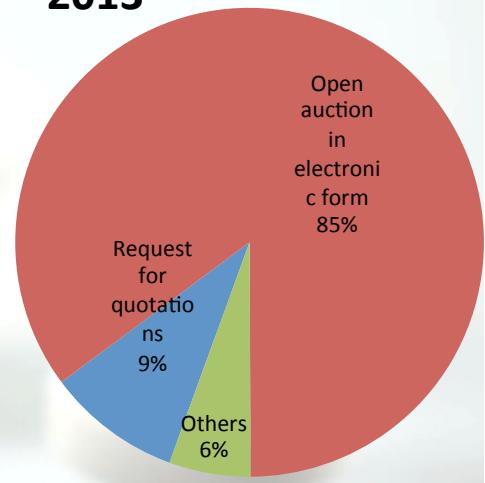
**2011**



**2012**



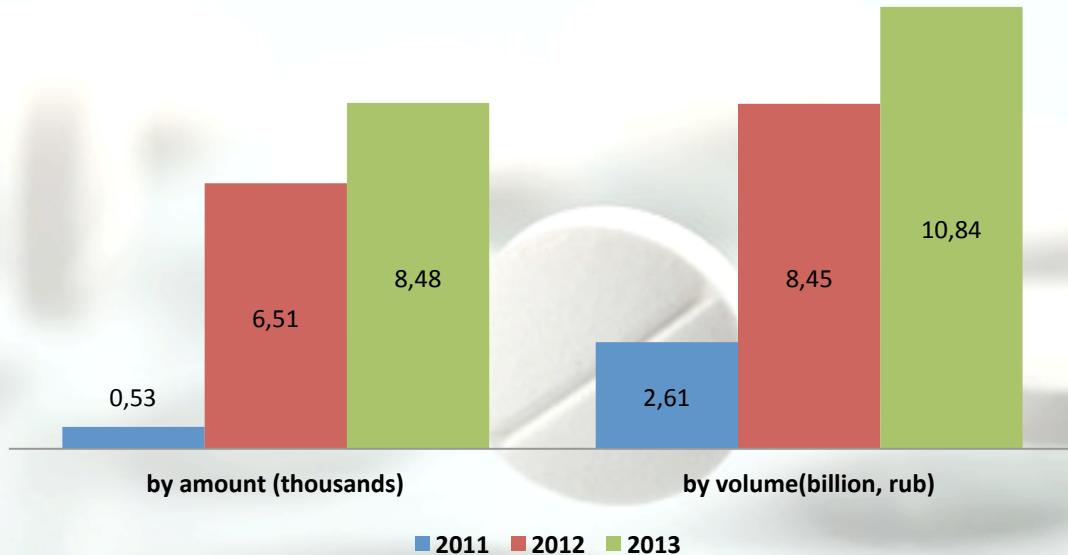
**2013**



Year	Singular Supplier	Purchase by 223-FL		Purchase by 94-FL				
	Singular Supplier	Singular Supplier	Purchase by 223-FL	Exchange trades	Request for quotations	Open auction	Open auction in electronic form	Open tender
2011	2,61	-	-	0,79	11,84	8,46	173,39	0,01
2012	8,45	0,08	0,02	3,85	11,02	0,03	250,35	0,06
2013	10,84	1,28	0,52	1,32	25,70	1,46	235,76	0,15

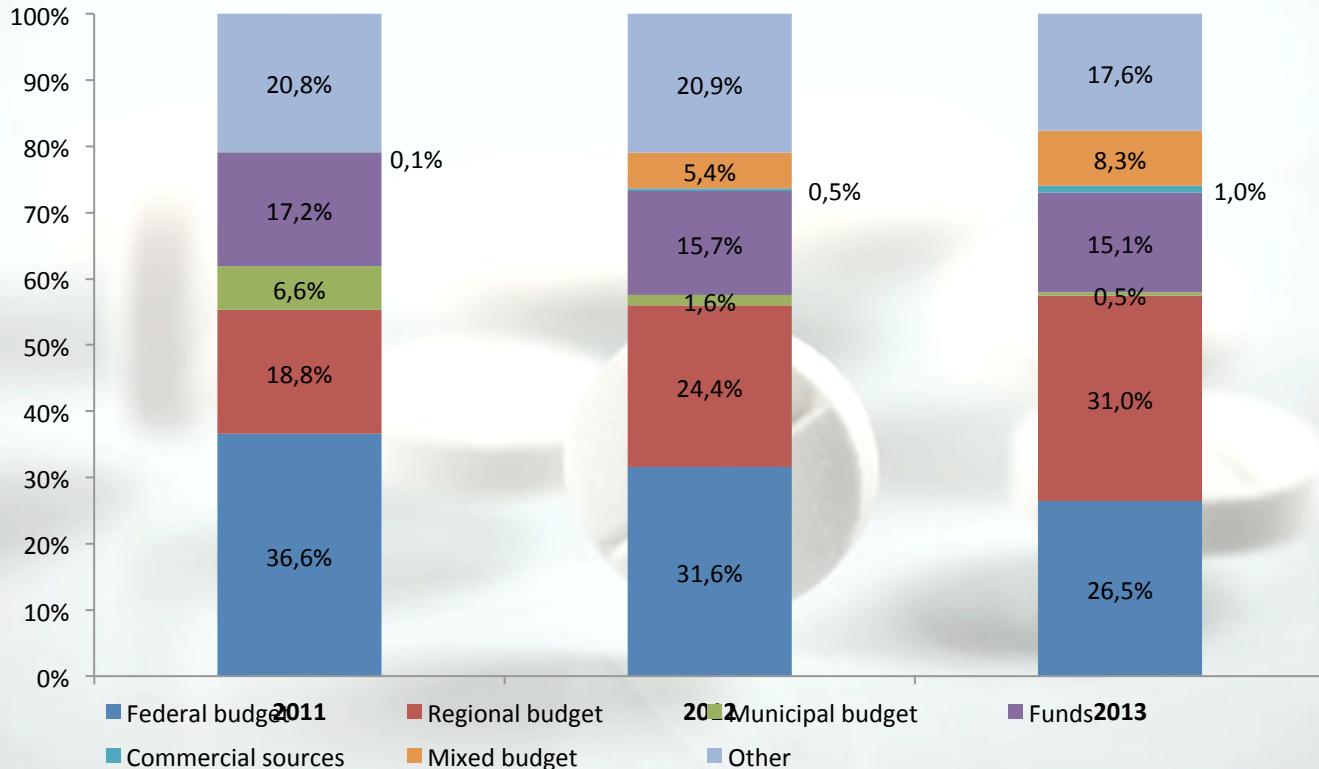
# *Purchase volume according to the Contracts with Singular Supplier in 2011-2013*

[www.cursor-is.ru](http://www.cursor-is.ru)



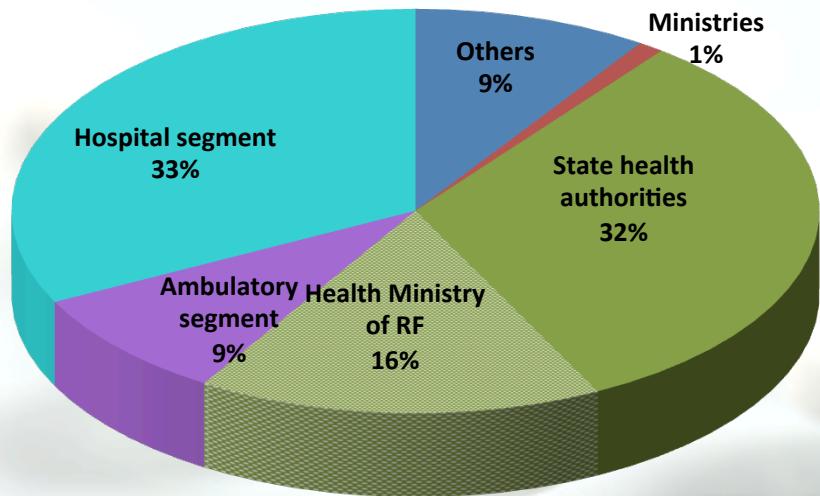
# *Structure of tenders' segment on Financing*

[www.cursor-is.ru](http://www.cursor-is.ru)



## *Structure of purchases by Customer in 2013*

[www.cursor-is.ru](http://www.cursor-is.ru)



# *TOP 10 INN according to the volume of the held single tenders, billion, RUR*

[www.cursor-is.ru](http://www.cursor-is.ru)

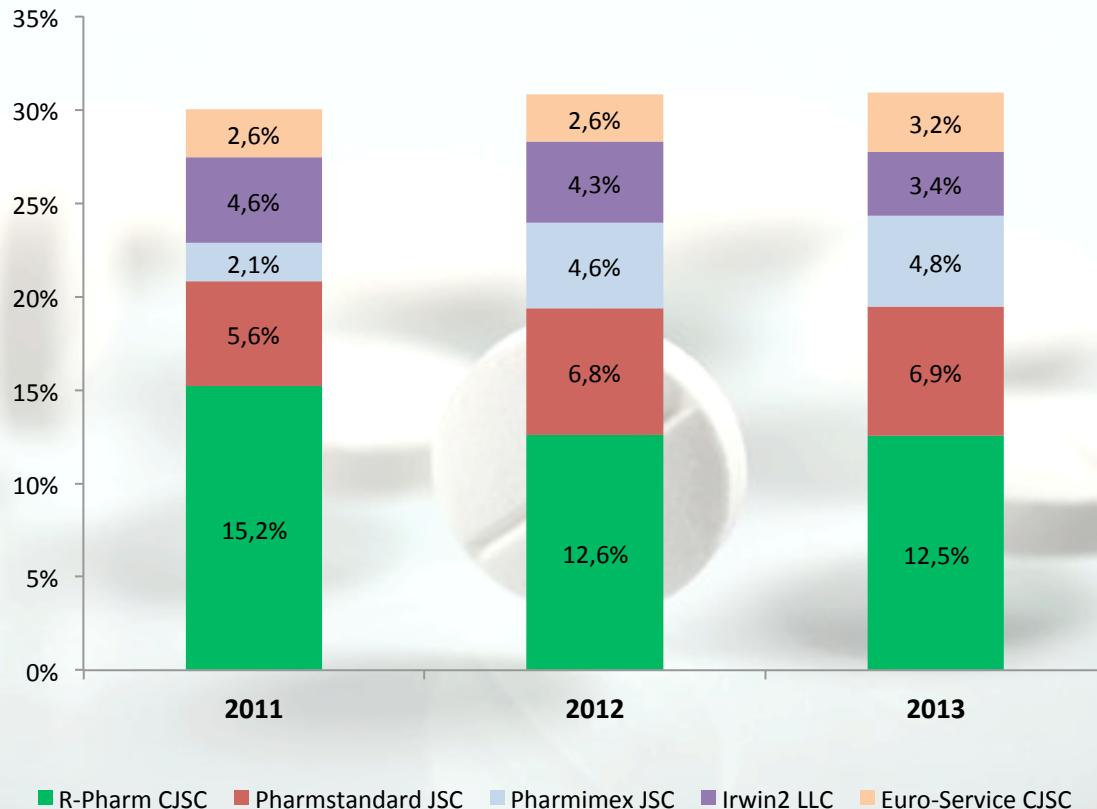


TOP 10 INN for 2010	Share, %	Volume for 2010, mill. rub
Coagulation Factor VIII	10,00%	4 626
Rituximab	9,67%	4 475
Glatiramer acetate	6,94%	3 213
Interferon beta-1a	5,50%	2 544
Lopinavir+Ritonavir	4,40%	2 036
Peginterferon alfa-2a	3,66%	1 695
Polio vaccine	3,19%	1 474
Interferon beta-1b	3,09%	1 430
Eptacog alfa [activated]		1 407
Imiglucerase	2,49%	1 151

TOP 10 INN for 2013	Share, %	Volume for 2013, mill. rub
Rituximab	6,69%	9 510
Bortezomib	5,09%	7 228
Interferon beta-1a	2,94%	4 183
Insulin glargine	2,88%	4 093
Coagulation Factor VIII	2,47%	3 504
Eptacog alfa [activated]	2,05%	2 916
Glatiramer acetate	1,92%	2 728
Lopinavir+Ritonavir	1,92%	2 726
Trastuzumab	1,72%	2 437
Infliximab	1,71%	2 423

*TOP-5 tender winners in 2013  
(Share dynamics in the volume of procurement in 2011-2013 )*

[www.cursor-is.ru](http://www.cursor-is.ru)



# Results

- Volume of tender procurement by 2013 reached 254,6 billion rubles, number of tenders has increased by 55%
- Moscow and Krasnodar territory are leaders in monetary volume of the tenders - 76 and 16 billion rubles, respectively
- The main drivers of tender segment:
  - Open electronic auctions - 85%
  - Federal budget – 26,5%
  - Governing institutions (Health Ministries, Health departments, State authorities) – 48%
- The segment is under strict state regulation, transition to the FCS (FL-44)
- Market of services (delivery, storage and issuance of medicines) increased by ha 57% for the last year

# *Monitoring of tenders in healthcare of Russian Federation*



Zadonskaya Ekaterina

+7 495 720-85-78 – office

+7 985 924-11-72 – mob.

[e\\_zadonskaya@cursor-is.ru](mailto:e_zadonskaya@cursor-is.ru)

[www.cursor-is.ru](http://www.cursor-is.ru)