

What Cold Chain Awards Reveal

Supplier and Award Analysis • September 2026

A public contract award is evidence of a completed procurement, not a forecast of the next tender. Yet several notices read together can show **how agencies package a requirement**. Recent UNGM records for solar refrigerators in Madagascar and refrigeration services in Viet Nam illustrate why equipment manufacturers should examine delivery and post-sale obligations alongside the product itself.

A solar refrigerator is not the whole contract

UNOPS reported awards to B Medical Systems for solar refrigerators for primary health centres in Madagascar in September 2024 (USD 687,092) and February 2025 (USD 665,044). A separate May 2025 award to the same supplier, valued at USD 194,181, concerned post-sale services for solar refrigerators in Madagascar. These notices show that after-sales support appears as an identifiable procurement requirement. They do not establish that the three awards form one programme, represent comparable quantities, or imply a recurring contract.

Services can be bundled around equipment

A UNICEF award in Viet Nam in April 2023, valued at USD 663,794, covered a service bundle for 1,300 Haier HBC-80 refrigerators. Its published scope included customs clearance, transportation, warehousing, installation and training; the named supplier was Orimed Healthcare Joint Stock Company. This is a refrigeration service example, not a solar-refrigerator equipment award. It shows a different way a cold-chain requirement can be packaged around deployment and use.

What a prospective supplier should check

The practical lesson is to look **beyond** product specifications. A manufacturer considering this market should check whether the tender calls for equipment alone, integrated delivery and installation, or separate maintenance and training. Local service capability and partnerships may matter when a tender includes activities beyond manufacturing. The exact obligations can only be established from the solicitation and contract terms.

IPSC VIEW

Past awards point to questions worth testing: where equipment supply ends, what local services are required, and which capabilities a bidder may need to assemble. IPSC Global can help suppliers compare relevant awards with current opportunities and assess where their offer fits.

Learn more: www.ipsc-global.com

PUBLIC AWARD RECORDS [Madagascar 2024](#) · [Madagascar 2025 supply](#) · [Madagascar post-sale](#) · [Viet Nam service bundle](#)

Source-reported values are total award values, not unit prices; scopes and quantities are not directly comparable. IPSC interpretations are distinguished from award-record facts. This brief does not predict a future tender or award.