



eCatalog in Ukraine: Faster Procurement, Smarter Spending, Better Care

Over the past decade, Ukraine has advanced reforms to improve transparency and efficiency in public spending, particularly in the health sector. A key priority has been minimizing the risk of corruption in public procurement and ensuring faster, more equitable access to quality, essential medicines for patients. A major milestone came in 2016 with the country's launch of Prozorro, Ukraine's national electronic procurement system.

One of Prozorro's most powerful tools is the Prozorro Market, or eCatalog, a platform originally intended for low-cost, routine government purchases by such entities as healthcare facilities and other regional institutions. In 2019, the Medical Procurement of Ukraine (MPU) took on the administration of all health-related items in the Prozorro Market as a pilot project. The USAID/SAFEMed Activity played a foundational role in establishing the MPU and developing the eCatalog. Support included strengthening catalog content, digital enhancements, and promoting its benefits through regional outreach and webinars.

The development of a digital tool in MedData for eCatalog administration automated category and product management and accelerated the addition of new items from 100 to 3,000 per week. In 2023, the Ukrainian Government made the procurement of certain goods through the Prozorro Market mandatory for hospitals and expanded the number of goods in 2024.

In March 2023, Resolution of the Cabinet of Ministers of Ukraine No. 686 recommended mandatory use of the eCatalog for public procurement. In January 2024, Resolution No. 34 of the Cabinet of Ministers of Ukraine established a list of mandatory items for procurement via the eCatalog. SAFEMed supported the MPU in advocating for the adoption of these regulatory acts to enhance the effectiveness of the eCatalog.

The impact was immediate and dramatic. In 2024, total sales of medicines and medical products through the eCatalog soared to more than 16 B UAH (approximately 388.35 M USD) up from 2.8 B UAH (approximately 67.96 M USD) in 2023. In 2024, over 2,700 healthcare facilities across the country signed approximately 50,000 contracts through the platform, saving an average of approximately 15% per purchase. Between 2021 and 2024 alone, the eCatalog has helped save more than 3 B UAH (approximately 72.8 M USD) in public funds for medicines - generating significant savings at the hospital level across Ukraine and translating into greater access to life-saving medicines for Ukrainians.



The Nationwide Forum: "The Evolution of Prozorro Market: How the eCatalog Shaped the Sector of Medical Procurement", September 2024.
Photo credit: MPU

"The eCatalog is a tangible step toward faster and more transparent procurement in the healthcare sector at the regional level. The average time for contract conclusion has been halved, and average procurement savings reach approximately 15%. Most importantly, patients are receiving the medicines they need more quickly. We are witnessing how this tool enables hospitals to operate more efficiently and patients to receive timely care," said Oksana Koval, Head of eCatalog Administration Unit at MPU.

Faster, Simpler Procurement

On average, contracts through eCatalog are completed in just 8 days - compared to 16 days on open tenders, the standard approach to government procurement prior to the eCatalog - allowing healthcare facilities to respond quickly to patient needs. In some cases, contracts can be finalized in as little as two days.

At the end of 2024, SAFEMed supported MPU in organizing training sessions for healthcare facility staff across 13 regions of Ukraine. During these sessions, participants shared their experiences and insights on how the eCatalog improves patient's access to quality treatment.

Facilities in Vinnytsia and Khmelnytskyi regions are leading the way. At the Khmelnytskyi Regional Cardiovascular Center, which serves more than 5,000 patients annually, the eCatalog has streamlined procurement and delivered major savings.

"Before, open tenders took at least two weeks," said Svitlana Khlyniuk, a public procurement specialist at the center. "Now, with the eCatalog, we can react faster to market changes and get the medicines we need quickly." Olena Shchypanovska, a pharmacist and the center's chief nurse, highlighted how those savings are directly reinvested in patient care. "We've saved 10–20% on purchases, and we are using those funds to buy additional pain medications and equipment for treatment rooms. It's not just about numbers - it's about comfort and better care for people," Shchypanovska said.



Volodymyr Kovalchuk, Head of Public Procurement at the Podil Regional Oncology Center, during a SAFEMed-supported regional training on modern procurement approaches in Vinnytsia.
Photo credit: USAID/SAFEMed

Vinnytsia Region: Leaders of Change

In Vinnytsia, regional health officials are using the eCatalog to unlock high-cost investments and ensure more equitable access to advanced therapies. "Hospitals are pooling funds to acquire costly high-value equipment, like CT scanners, through eCatalog," said Olha Zadorozhna, Director of the Regional Health Department. "Facilities that no longer need to buy equipment can redirect their budgets to purchase additional expensive medicines, such as targeted chemotherapies, whose need is not fully covered by central supply chains."

The center actively uses the eCatalog to procure a wide range of items, from medical drugs to general goods. This year, the hospital plans 700 procurements, more than 300 of which are through the eCatalog with the remainder through open tender. Their procurement strategy, "one item per contract" has increased competition -- attracting higher-level manufacturers and distributors, and driving down costs. "In some cases, we've seen

savings up to 200%, but on average, we save about 20% compared to expected costs," Kovalchuk explained. Thanks to these savings, the hospital purchased laparoscopic systems, X-ray machines, and other high-tech equipment totaling 88 M UAH (approximately 2.12 M USD) in 2024. They have also opened a pain management center for cancer patients, renovated aging facilities, and begun construction of a new building to house CT services.

A Patient-Centered Success: Olena's Story

For patients like Olena Zashchepina, these reforms are more than administrative milestones, they are lifelines.

Olena was diagnosed with breast cancer in May 2022: "It was terrifying," she said, "but the hospital supported me, explained everything, and we began treatment right away." She received surgery, eight rounds of chemotherapy, diagnostic tests, and psychological support -- all at no cost, thanks to state programs and the hospital's improved procurement capabilities. "I didn't have to pay for anything -- the chemo, the scans, the psychological support," Olena shared. "That helped me focus on healing instead of worrying about money."



Olena Zashchepina, a patient at the Vinnytsia Oncology Center.
Photo credit: USAID/SAFEMed

USAID/SAFEMED CONTRIBUTION:

SAFEMed has supported MPU in strengthening and expanding eCatalog since its launch in 2019 through embedded consultants, capacity building of users, analytical, IT and legal support, and strategic communications. Over the past two years, the project has helped MPU roll out a regional training program to build procurement skills among healthcare facility staff and support the shift toward smarter, more transparent purchasing.