

Besik Datukishvili

From: TUMO (Tural Mammadov) <tumo@novonordisk.com>
Sent: Wednesday, November 20, 2019 4:56 PM
To: Besik Datukishvili
Cc: NLKO (Natalia Kovalenko); 'Giorgi Tsotskolauri'; lgogodze@ssa.gov.ge; Imamulashvili@ssa.gov.ge; zpipia@ssa.gov.ge; kchkhartishvili@ssa.gov.ge; igobejishvili@ssa.gov.ge; ggelashvili@ssa.gov.ge
Subject: RE: Somatropin purchase

Dear Besik Datukishvili,

Thank you for your mail and in interest in Novo Nordisk product Norditropin®.

Novo Nordisk ready to participate in tender on somatropin, but please kindly note that Norditropin® Nordilet®, which is in a form of prefilled injection pen, currently not registered in Georgia. Registration process can take up to 8 months, and we are afraid that, it will not be possible to register product in the nearest time.

Price of Norditropin® Nordilet® for 1mg will be **6 euros**, if Novo Nordisk allowed to participate in tender.

Also, in terms of delivery of goods, it should be considered at least 12 weeks as production time and 2 weeks as for delivery time to Georgia.

Please let us know if you have any question.

Best regards,
Tural

Tural Mammadov
Commercial Affairs Manager CIS Emerging Markets
CIS Emerging Markets

Novo Nordisk A/S
+7 727 330 77 88 (direct)
+7 701 647 87 40 (mobile)
tumo@novonordisk.com

From: Besik Datukishvili <bdatukishvili@ssa.gov.ge>
Sent: 07 November 2019 15:17
To: TUMO (Tural Mammadov) <tumo@novonordisk.com>
Cc: NLKO (Natalia Kovalenko) <nlko@novonordisk.com>; 'Giorgi Tsotskolauri' <gtsotskolauri@moh.gov.ge>; lgogodze@ssa.gov.ge; Imamulashvili@ssa.gov.ge; zpipia@ssa.gov.ge; kchkhartishvili@ssa.gov.ge; igobejishvili@ssa.gov.ge; ggelashvili@ssa.gov.ge
Subject: Somatropin purchase

Dear Tural,

We would like to kindly inform you that Social Service Agency implements procurement of specific medical product, Somatropin (Human somatotrophic hormone derived from recombinant DNA technology). Release form: Ready-made injection solution either in powder or solvent form (in ampoule / cartridge for pen). Volume of goods - 46 680 milligrams.

We are aware that Novo Nordisk a/s Denmark represents one of the leaders among the manufacturers of the pharmaceuticals and produces Somatropin under the brand name «Norditropin®».

Taking into consideration our state and social interests, the LEPL – Social Service Agency of Georgia is interested to execute procurement of the corresponding medical product directly from the manufacturer, company - Novo Nordisk a/s Denmark, or through Georgian distributors.

In this respect, in case you are interested in the bargain, we are kindly asking you to provide information about the price (in USD and/or in EUR) and delivery conditions to Georgia.

At the same time, we inform that in 2019, the Agency purchased 39,600 milligrams Somatropin, with a total value of 128 898 euros (the cost of one milligram is 3.2550 euros).

If you have additional questions, write to me - I will answer with pleasure.

I would like to thank you in advance, and hope for future cooperation.

Best regards,
Besik Datukishvili
Head of State Procurements' Unit
Social Service Agency