



SUPPLIER SUMMIT

**USAID Global Health
Supply Chain Program
Supplier Summit
February 21-23, 2017**

SUPPLIER SUMMIT

USAID Global Health Supply Chain Program



Welcome to the USAID Global Health Supply Chain Program

Day 1 Plenary



USAID
FROM THE AMERICAN PEOPLE



PEPFAR
U.S. President's Emergency Plan for AIDS Relief



USAID
FROM THE AMERICAN PEOPLE



U.S. President's Malaria Initiative

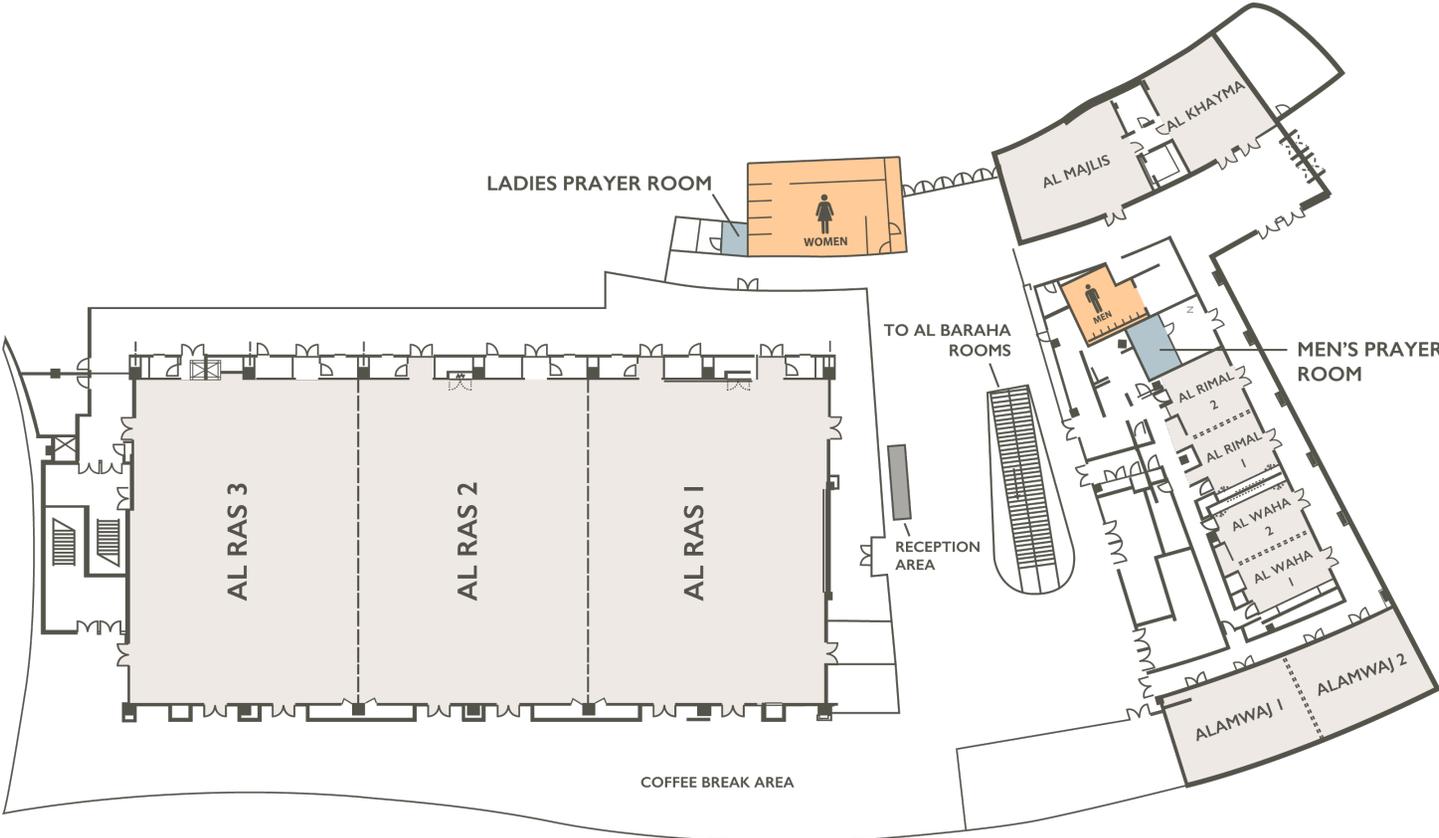
WHO IS HERE?



HOUSEKEEPING

LOBBY LEVEL

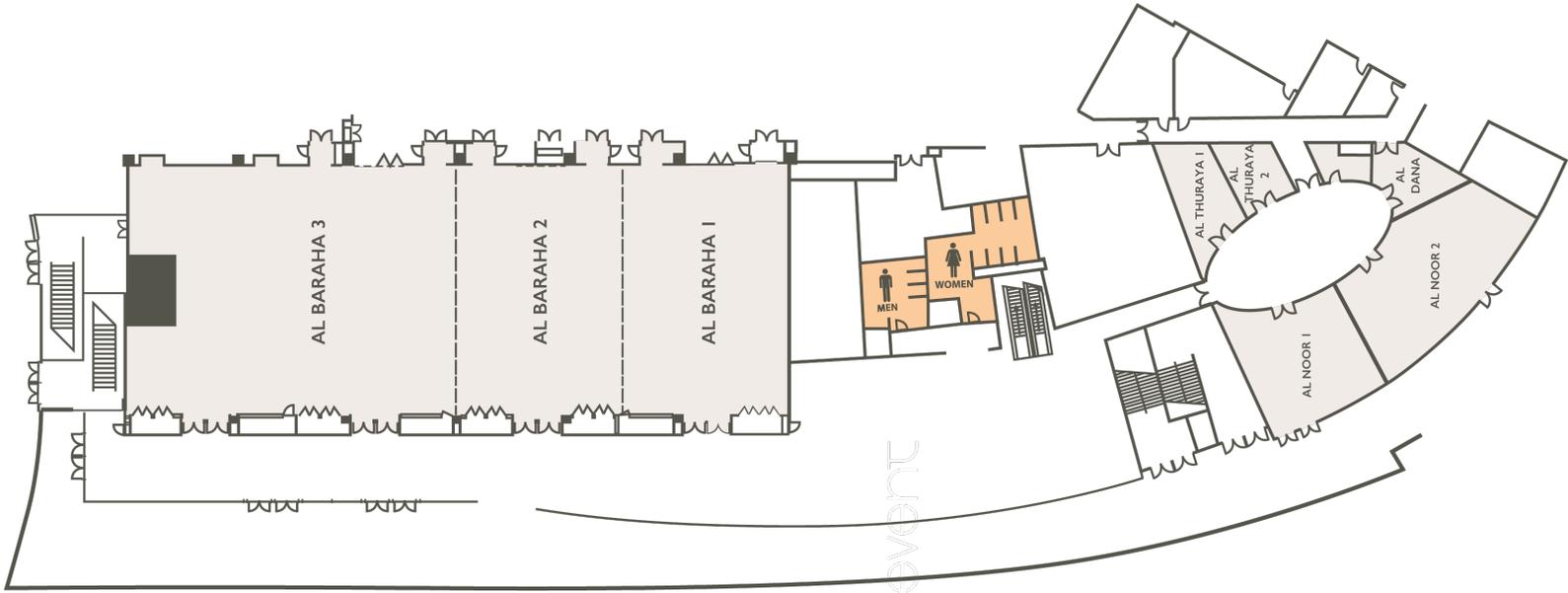
INTERCONTINENTAL DUBAI FESTIVAL CITY



HOUSEKEEPING

WATERFRONT LEVEL

INTERCONTINENTAL DUBAI FESTIVAL CITY



**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

OUR OBJECTIVES

- Present the GHSC integrated organizational structure and an overview of each functional and health area
- Introduce the three procurement-related projects, including Procurement and Supply Management (USAID GHSC-PSM), Rapid Test Kit (USAID GHSC-RTK), and Quality Assurance (USAID GHSC-QA)
- Provide an overview of U.S. government regulatory requirements and GHSC quality assurance protocols
- Introduce the online bidding and contract platforms
- Provide an overview of GHSC's approach to strategic sourcing and key priorities within product categories

...AND NETWORKING!

AGENDA

Day 1: Tuesday	Day 2: Wednesday	Day 3: Thursday
Plenary	Plenary	Breakout sessions
Break	Break	Break
Plenary	Plenary	Breakout sessions
Lunch	Lunch	Lunch
Breakout sessions	Breakout sessions	Plenary
Break	Break	Safe travels!
Breakout sessions	Breakout sessions	
	Networking reception	

BEFORE WE BEGIN...

DOWNLOAD THE SUMMIT APP:

1 Select your app store



2 Search for USAID Summit



INSTALL!

3 Use the password:

GHSCSummit2017

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

ACCESSING THE LIVE POLL



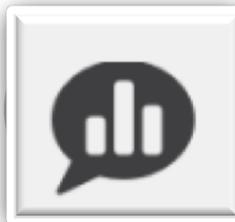
Log into the app



Click the schedule icon



Select your session



Scroll down to Live Polls

A FEW GROUND RULES

- Sit by people you don't know.
- Limit cell phone and computer use during sessions.
- Be on time. Stay on schedule.
- **Interact, participate, and engage.**



WHY ARE WE HERE?

- People

- Let's get to know each other better

- Trust

- Let's learn how to work with each other

- Results

- Let's learn about our common goals and how best to achieve them

IN TODAY'S TWO PLENARIES WE'LL COVER...

- USAID Global Health Supply Chain Program
 - Procurement and Supply Management (GHSC-PSM)
 - Rapid Test Kits (GHSC-RTK)
 - Quality Assurance (GHSC-QA)
- GHSC-PSM sourcing strategy
- GHSC-PSM
 - Management Information Systems
 - Forecasting and Supply Planning
- Quality assurance for GHSC
- GHSC-PSM
 - Logistics Management and Optimization of the Regional Warehousing Network
 - GSI
- A quiz!

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

MULTIPLE PROJECTS UNDER THE USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

GHSC-Procurement and Supply Management (GHSC-PSM)

Single-award IDIQ

Chemonics

GHSC-Rapid Test Kits (GHSC-RTK)

Single-award IDIQ

Remote Medical International

GHSC-Technical Assistance (GHSC-TA)

Multiple-award IDIQ

Axios
Chemonics
LMI
PriceWaterhouse
Coopers

Systems for Improved Access to Pharmaceuticals and Services (SIAPS)

Cooperative Agreement

MSH

Promoting the Quality of Medicines (PQM)

Cooperative Agreement

USP

GHSC-Quality Assurance (GHSC-QA)

Contract
FHI360

GHSC-Business Intelligence and Analytics (GHSC-BIA)

GSA Contract
Intellicog

The Coca-Cola Last Mile Project

Global Development Alliance (GDA)

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

DIRECTED ACTION TO ACHIEVE U.S. GLOBAL HEALTH GOALS

HIV via U.S. President's Emergency Plan for AIDS Relief (PEPFAR)

- AIDS-Free Generation
- Test and START and 90-90-90 treatment goals

Malaria via President's Malaria Initiative (PMI)

- Reduce mortality by 40 percent by 2020
- Eliminate in at least 20 countries by 2020
- Prevent re-establishment in all malaria-free countries by 2020
- Total elimination longer-term

USAID Population and Reproductive Health

- FamilyPlanning2020 Goals (FP2020) – Reach additional 120 million women with modern contraception by 2020
- Sustainable Development Goals (SDGs) – Meet at least 75 percent of family planning demand with modern contraception by 2030
- Accelerate Progress to Goals

USAID Maternal and Child Health

- Reduce child deaths to fewer than 25 per 1,000 live births in every country by 2030
- Reduce maternal deaths to a global average of fewer than 70 per 100,000 live births by 2030

BUILDING ON A STRONG FOUNDATION

- Build on what works
 - Systems & Tools
 - People & Expertise
 - Results (HIV/AIDS, malaria, population & reproductive health)

- Bring in New Ideas, Fresh Approaches
 - Integrate programs, including Maternal, Newborn, & Child Health
 - Implement new standards, e.g., GSI
 - Explore innovations, e.g., humanitarian UAVs (drones)

PROCUREMENT AND SUPPLY MANAGEMENT

GHSC-PSM

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

PROCUREMENT AND SUPPLY MANAGEMENT

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

GHSC-Procurement and Supply Management (GHSC-PSM)

Single-award IDIQ

Chemonics

GHSC-Rapid Test Kits (GHSC-RTK)

Single-award IDIQ

Remote Medical International

GHSC-Technical Assistance (GHSC-TA)

Multiple-award IDIQ

Axios
Chemonics
LMI
PriceWaterhouse
Coopers

Systems for Improved Access to Pharmaceuticals and Services (SIAPS)

Cooperative Agreement

MSH

Promoting the Quality of Medicines (PQM)

Cooperative Agreement

USP

GHSC-Quality Assurance (GHSC-QA)

Contract

FHI360

GHSC-Business Intelligence and Analytics (GHSC-BIA)

GSA Contract

Intellicog

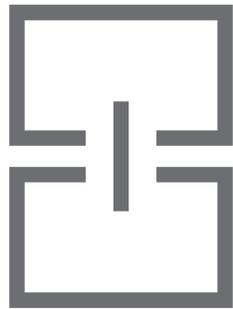
The Coca-Cola Last Mile Project

Global Development Alliance (GDA)

**SUPPLIER
SUMMIT**

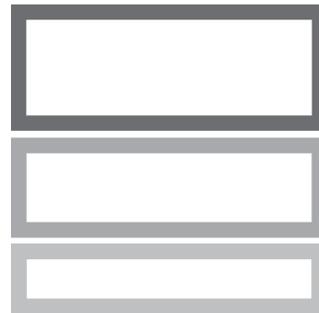
USAID Global Health Supply Chain Program Supplier Summit

THREE KEY PILLARS



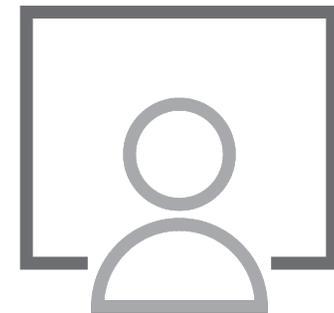
Global Supply Chain

Global Commodity Procurement and Logistics



Systems Strengthening

Country Supply Chain Systems Strengthening



Strategic Engagement

Global Collaboration, Market Dynamics, Knowledge Management, Communications, Advocacy

CURRENT COUNTRY PRESENCE



STRENGTHENING PUBLIC HEALTH SYSTEMS

- Laboratory Systems
- Quality Assurance
- Workforce Development
- Forecasting and Supply Planning
- Warehousing and Inventory Management
- Distribution and Transportation
- Management Information Systems
- Leadership and Governance
- Legal and Regulatory Environments
- Waste Management

CONSORTIUM PARTNERS



OUR PROJECT LEADERSHIP



Anthony Savelli
IDIQ Director



George Ellis
Global Supply Chain Director



Doris Youngs
Global Country Programs Director



Jay Heavner
Strategic Engagement Director
HIV/AIDS Global Collaboration Manager



Gita Maitra
Program Operations Director



John Yates
Management Information
System (MIS) Manager



Mary Lyn Field-Nguer
HIV/AIDS (TO1) Director



Grace Adeya
Malaria (TO2) Director



Thidiane Ndoeye
Population and Reproductive
Health (TO3) Director



Beth Yeager
Maternal/Child Health
and Zika (TO4) Director

QUICK GUIDE TO ACRONYMS

Acronym	Translation
QA	Quality Assurance
PRH	Population and reproductive health
MCH	Maternal and child health
PMI	President's Malaria Initiative
PEPFAR	U.S. President's Emergency Plan for AIDS Relief

Acronym	Translation
TO1	Task Order 1: HIV/AIDS
TO2	Task Order 2: Malaria
TO3	Task Order 3: PRH
TO4	Task Order 4: MNCH

WE WANT TO HEAR FROM YOU

During the Conference

At breaks

At lunch

At receptions

After the Conference

Twitter: @ghsupplychain

Website: ghsupplychain.org

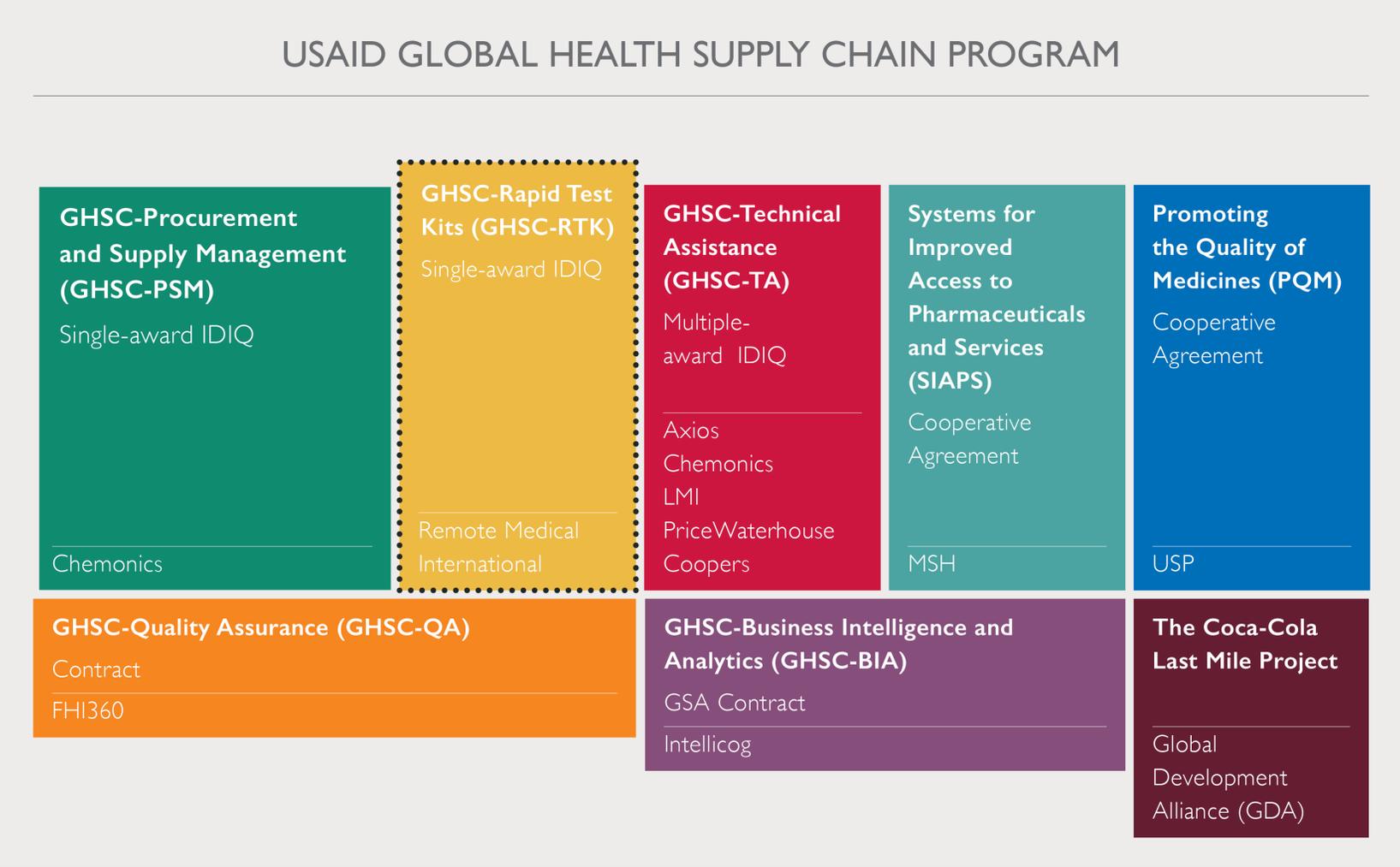
RAPID TEST KITS

GHSC-RTK

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

HIV RAPID TEST KITS ARE PROCURED UNDER GHSC-RTK



WHO IS GHSC-RTK?



Small business providing medical support services for individuals, companies, and industries in challenging environments



Leading provider of consulting, engineering, technical services, program and construction management projects across the globe

USAID AWARD FOR HIV RAPID TEST KITS

- A single award Indefinite Delivery Indefinite Quantity Contract (IDIQ)
- RMI together with Tetra Tech was awarded a \$95 million contract from USAID on February 27, 2015
- Worked closely with the incumbent to ensure a smooth transition of procurement and logistics services



GHSC-RTK SCOPE

- Provide procurement and logistics services for the delivery of HIV Rapid Test Kits
- Establish business relationships with RTK manufacturers to ensure an adequate and healthy RTK supply chain
- Strengthen the GHSC industry knowledge of the HIV RTK market
- Use best practices to drive continuous improvement of the GHSC and ensure global access to quality assured RTK

THE GHSC-RTK TEAM



Peter J. Smith

IDIQ/Task Order
Director



Tyler McMillan

Finance Manager



Ernest Aboagye

Senior Procurement
and Logistics
Manager



Joshua Pinedo

Procurement and
Logistics Manager



Logan Sampler

Procurement and
Logistics
Assistant

QUALITY ASSURANCE

GHSC-QA

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

QUALITY ASSURANCE

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

GHSC-Procurement and Supply Management (GHSC-PSM)

Single-award IDIQ

Chemonics

GHSC-Rapid Test Kits (GHSC-RTK)

Single-award IDIQ

Remote Medical International

GHSC-Technical Assistance (GHSC-TA)

Multiple-award IDIQ

Axios
Chemonics
LMI
PriceWaterhouse
Coopers

Systems for Improved Access to Pharmaceuticals and Services (SIAPS)

Cooperative Agreement

MSH

Promoting the Quality of Medicines (PQM)

Cooperative Agreement

USP

GHSC-Quality Assurance (GHSC-QA)

Contract
FHI360

GHSC-Business Intelligence and Analytics (GHSC-BIA)

GSA Contract
Intellicog

The Coca-Cola Last Mile Project

Global Development Alliance (GDA)

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

GHSC-QA

Objective

- Provide Quality Assurance for the USAID Global Health Supply Chain and Global Health Bureau
- HIV, RH, MNCH, Technical Assistance and Leadership, and Global Collaboration

Contract

- Contract award- FHI 360
- Start of contract- January 2, 2015
- End date- January 1, 2020
- Three year option- January 2, 2020–January 1, 2023

Partners

- PATH
- PharmAccessAfrica Ltd.
- University Of Maryland
- Network of Testing Laboratories

GHSC-QA

Establish and implement a comprehensive **Quality Assurance Program** for USAID that:

- Provides global technical leadership regarding quality issues to the international quality assurance community
- Provides technical assistance to host country governments and other stakeholders
- Assures that health commodities purchased on behalf of USAID meet applicable quality standards
- Implements Model Quality Assurance System (MQAS) guidance (WHO Technical Report Series)
- Employs risk management practices to maintain diligence and recognizes that by limiting the risk of accepting products of inadequate quality, increased protection of the client/patient and USAID is ensured.

GHSC-QA provides independent Quality Assurance for:

- **Task Order 1-HIV**
- **HIV RTKs (RMI)**
- Task Order 3-Reproductive Health
- Task Order 4-Maternal and Child Health

Objectives

Quality Assurance

Quality Control

Technical Assistance
and Leadership

Global
Collaboration

GHSC-QA PROJECT MANAGEMENT TEAM



Steve Hamel
Director



Chryste Best
Deputy Project Director



Aida Cancel, PhD
Associate Director, Regulatory



Katie Cretin, MPH
Associate Director, Business Operations



David Jenkins, PhD
Associate Director, Research



Thomas Layloff, PhD
Senior Technical Advisor



Jeff Tremelling
Associate Director, Laboratory Testing



GHSC-PSM SOURCING STRATEGY

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

WHAT WE PROCURE

HIV/AIDS

- Antiretroviral medicines
- Essential medicines
- HIV test kits
- Laboratory commodities
- VMMC kits
- Male and female condoms and personal lubricant
- Food by prescription

Malaria

- Artemisinin-based combination therapies
- Long-lasting insecticide-treated nets
- Rapid diagnostic tests

Maternal, Newborn, and Child Health

- Medicines for pregnancy, labor and delivery, postpartum/natal and complications of pregnancy
- Medicines for essential newborn care, neonatal complications, and child health including for pneumonia and diarrhea
- Medical equipment for newborn resuscitation; and basic facility and essential surgical equipment

Reproductive Health

- Oral contraceptives
- Contraceptive implants
- Injectable contraceptives
- Intrauterine devices

WHAT IS A COMMODITY COUNCIL?

- Definition

- A cross-functional group, charged with formulating commodity-centric supplier strategies – executed locally

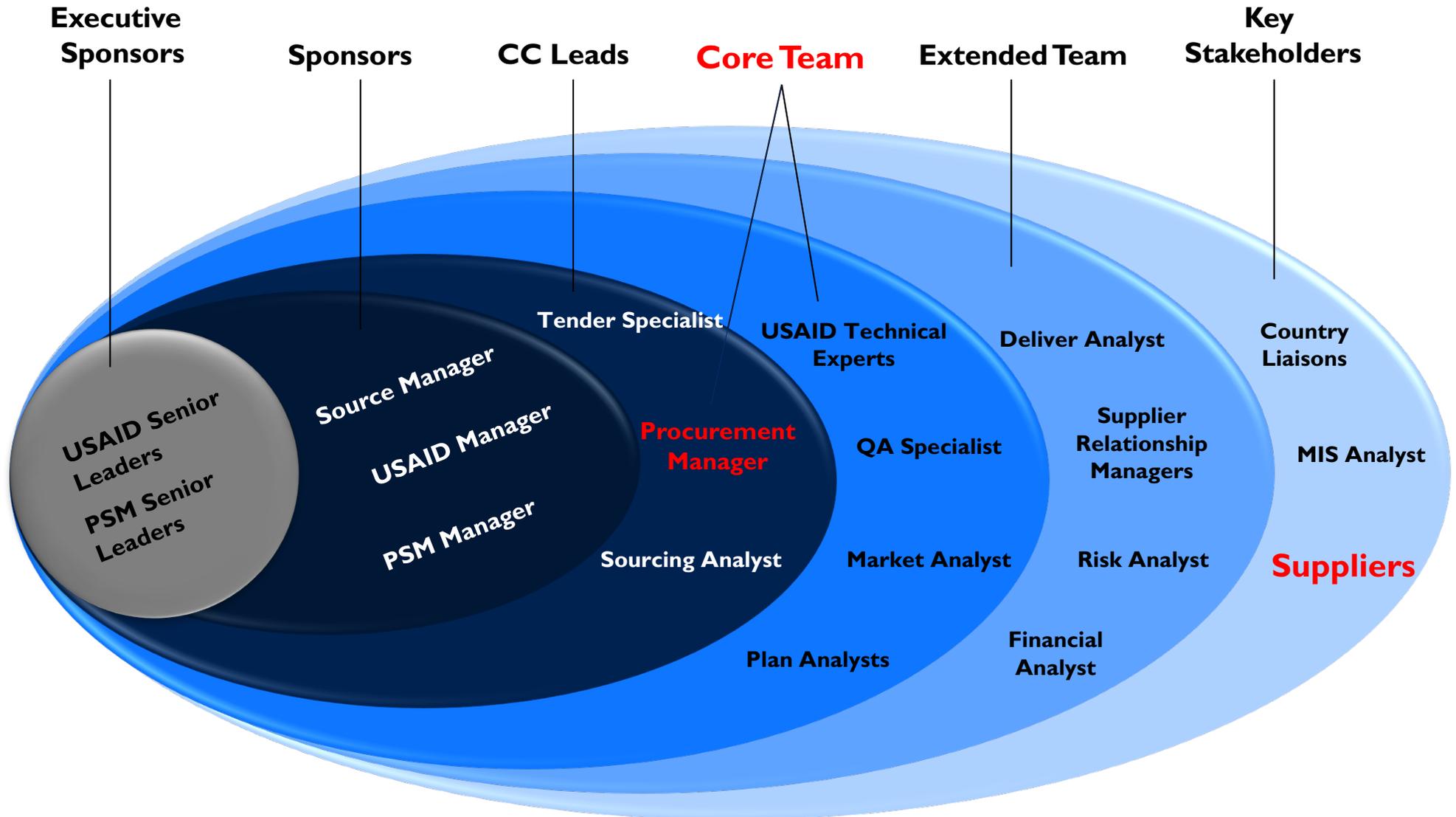


- Key Principles

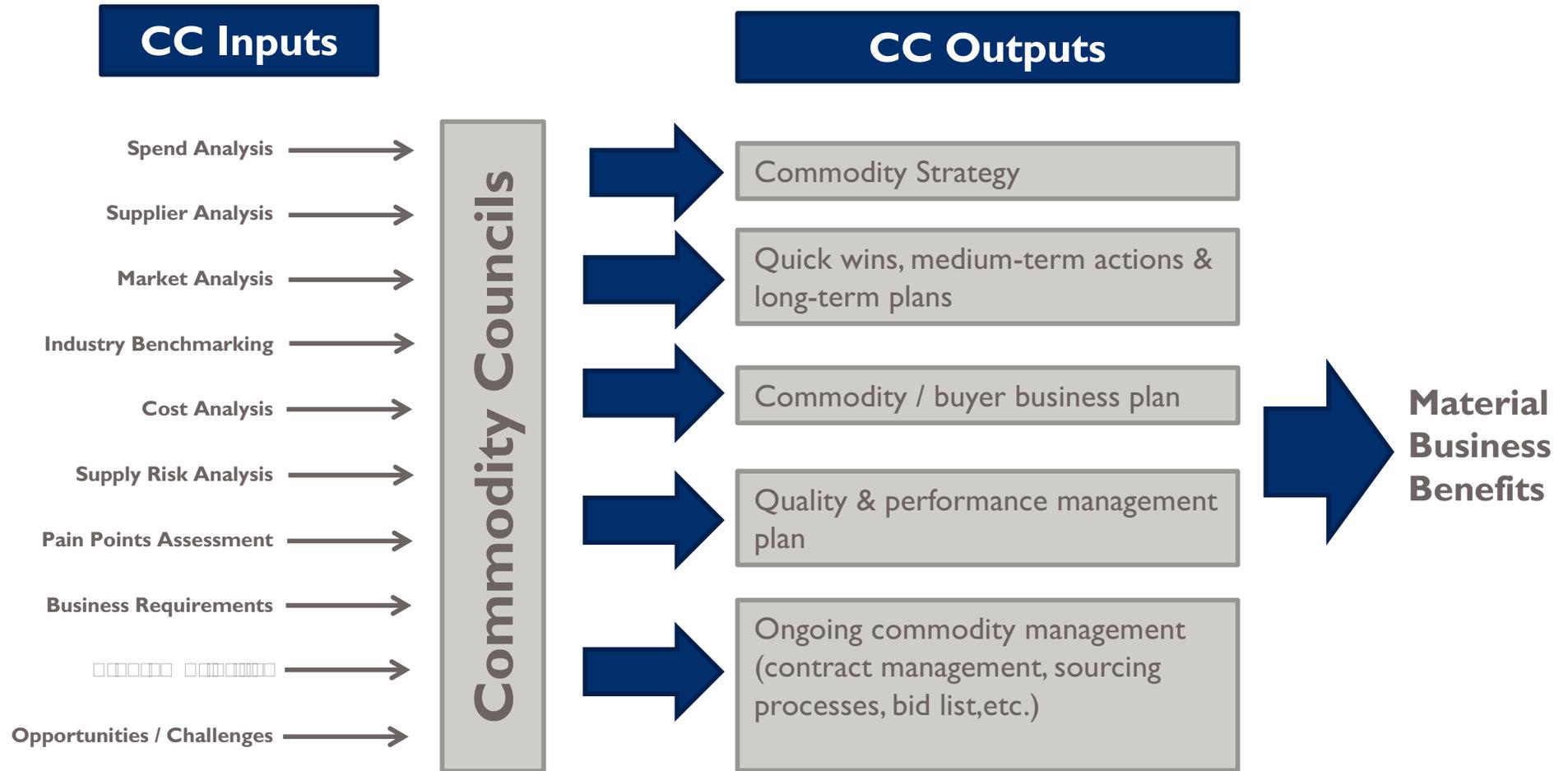
- **Robust governance** that provides enterprise-level focus, measurement and accountability of commodity-centric strategic sourcing
- **Leverage and development** of enterprise-wide commodity expertise
- From **item-based to commodity** (class of items)-based sourcing strategies
- **Commodity expertise**, augmented by process expertise, is the key ingredient for strategic sourcing
- **Holistic view** of the market & supplier base
- **Persistent structure** which allows for ongoing:
 - Market intelligence
 - Development and maintenance of commodity-specific sourcing strategies
 - Supplier relationship management and development for both competitive and sole source procurement

COMMODITY COUNCIL BASIC COMPONENTS

Cross-functional group, composed of a Core Team supported by a variety of stakeholders as required.



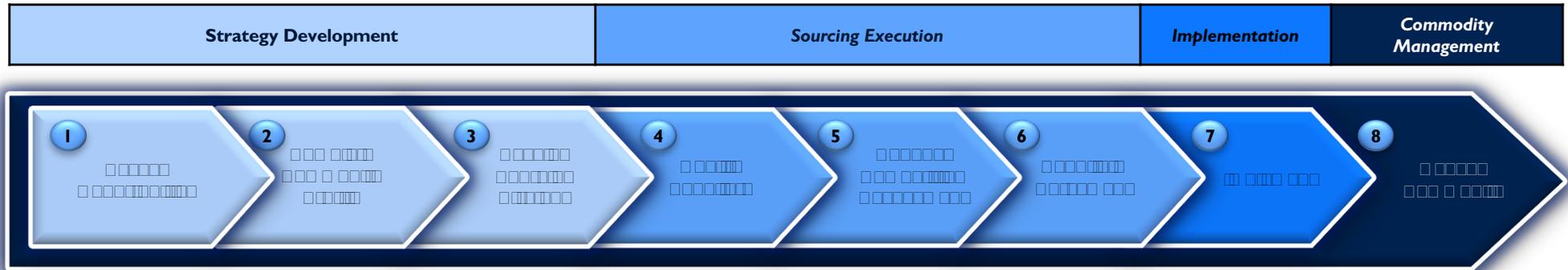
COMMODITY COUNCIL PROCESS INPUTS AND OUTCOMES



THERE ARE NINE (9) COMMODITY COUNCILS

CC	Scope
1	HIV / AIDS Pharmaceuticals
2	Lab Equipment, Medical Supplies & VMMC
3	Malaria Pharmaceuticals
4	LLINs & RDTs
5	Reproductive Health Pharmaceuticals & Devices
6	Male & Female Condoms / Lubricants
7	Essential Medicines
8	Other Global <i>Health</i> Commodities
9	Other Commodities

THE EIGHT-STEP STRATEGIC SOURCING PROCESS



Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7	Step 8
Analyze and Prioritize Opportunities	Complete Internal and External Profile	Conduct Risk Assessment	Develop Supplier Selection Criteria	Develop RFx	Approve Final Supplier Selection	Develop Implementation Plan	Contract Tracking and Maintenance
Confirm Business Objectives	Validate Maturity	Develop Sourcing Strategy	Select Supplier Long List	Approve RFx Package	Document Negotiation Strategy	Implement Change	Compliance Management Reporting
Develop Project Charters and Project Plans	Develop Project Baselines	Finalize Strategy	Approve Supplier Short List	Execute RFx	Plan & Execute Negotiation Strategy		Supplier Segmentation
Approve Project Charters	Approve Project Baselines	Approve Strategy	Develop and Conduct RFI	Evaluate RFx	Approve Negotiated Savings		Supplier Performance Management
Conduct Kick-Off Meetings	Update Project Charters	Update Project Charter	Conduct RFI Analysis	Summarize RFx	Document Savings and Benefits		Supplier Relationship Development
			Approve RFI Package	Approve Final Supplier List	Supplier Award and Execute Contract		Commodity Strategy Management
							Savings and Benefits Tracking
							Commodity Maturity Assessment

A SUCCESSFUL COMMODITY STRATEGY IS BASED ON FOUR (4) KEY CONCEPTS

Identify What's Important

- USAID** – what does value mean for the program?
- Management** – optimal efficiency and effectiveness at best value
- Stakeholder** – quality products / services at best price
- Suppliers** – mutually beneficial partnership

Understand Where You Are Today

- Do we have an organization dedicated to managing spend?**
- Have we touched any area of spend within the commodity group?**
- If so, have we sourced it in some strategic way?**
- How do we measure against industry benchmarks?**

Clearly Define Success Criteria

- Suppliers** – meet all contractual SLAs at agreed costs
- Stakeholder** – increased quality / service at lower cost
- Management** – increased productivity w/less administration
- Corporate** – increased margin from higher revenue / lower cost

Develop a Strategic Roadmap

- Compile industry facts and trends to support strategic approach**
- Use a risk (difficulty level) vs. reward (saving) approach**
- Prioritize high return commodities aligned to corporate objectives**
- Identify appropriate stakeholders to help drive commodity success**

COMMODITY-SPECIFIC BREAKOUT SESSIONS

Day 1: Tuesday

1:30 PM - 3:00 PM

- HIV/AIDS Pharma
- VMMC Kits

3:30 PM - 5:00 PM

- Malaria Pharma
- RH Pharma & Devices

Day 2: Wednesday

1:30 PM - 3:00 PM

- Lab Equipment & Supplies (1/2)
- Condoms & Lubricants
- RDT Kits (1/2)

3:30 PM - 5:00 PM

- Essential Medicines
- Lab Equipment & Supplies (2/2)
- LLINs
- RDT Kits (1/2)

GHSC-PSM MANAGEMENT INFORMATION SYSTEMS

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

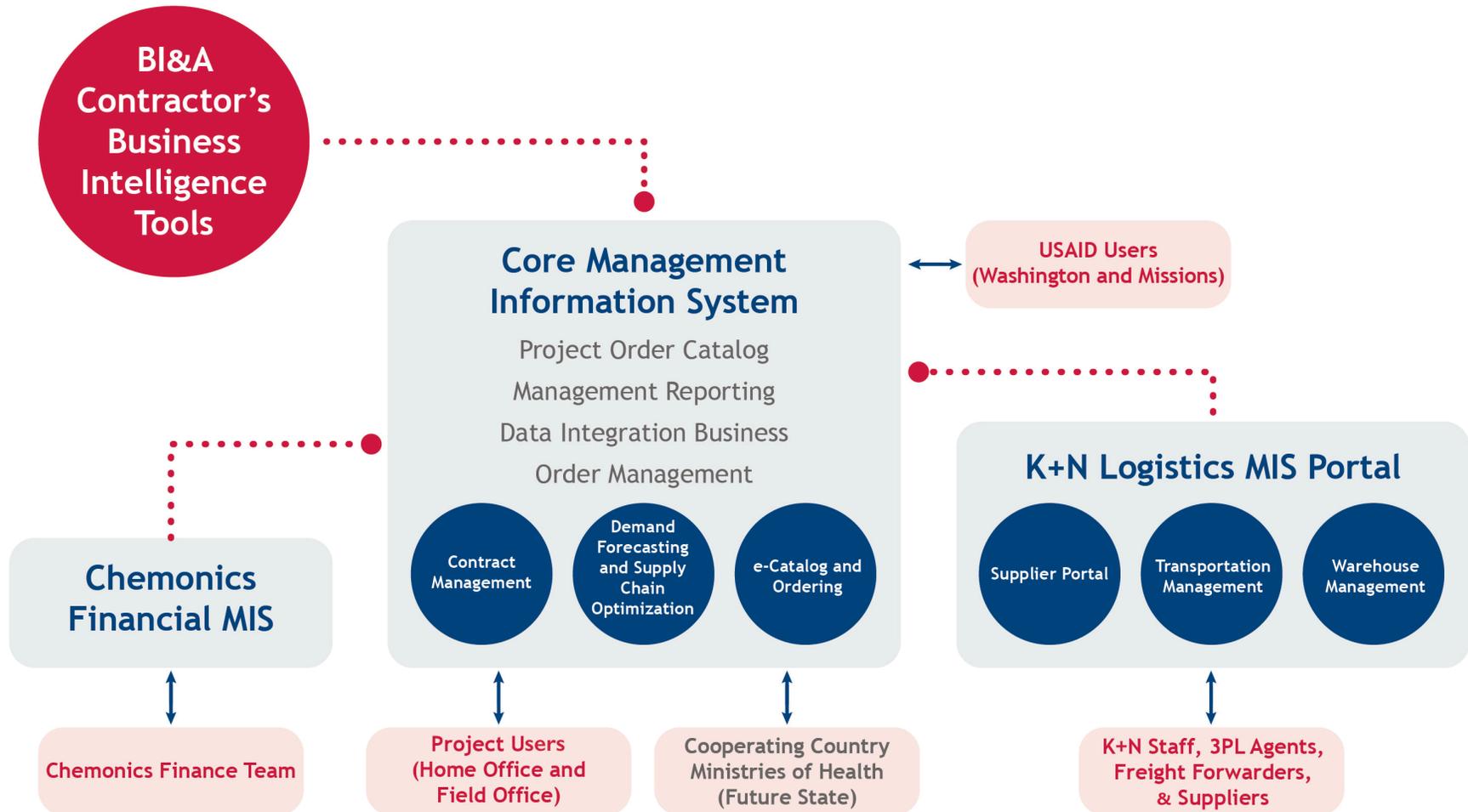
ARTMIS OVERVIEW

End-to-end data visibility of the health commodities supply chain is an overarching objective of the GHSC-PSM program. To achieve the highest level of data visibility, we have selected an MIS that automates key steps along the supply chain. ARTMIS integrates three best-in-class solutions:

Automated
Requisition
Tracking
Management
Information
System

1. IBM's e-Commerce Suite, ranked No. 1 by Gartner and Forrester Research, is used by some of the world's top supply chain operators, such as Cardinal Health.
2. K+N's Logistics Management Information System (LMIS) is used to manage the largest non-asset-based freight forwarding operation in the world.
3. Chemonics' Financial Management Information System (FMIS) manages hundreds of millions of dollars in turnover annually and ensures adherence to USAID's reporting requirements.

ARTMIS OVERVIEW



MIS BREAKOUT SESSIONS

Day 1: Tuesday

1:30 PM - 3:00 PM

- Intro to GHSC-PSM's Management Information System
- Doing Business with GHSC-PSM – How to Use Our Systems to Get Registered and Paid

3:30 PM - 5:00 PM

- Logistics Management
- I Say Data, You Say Data

1:30 PM - 3:00 PM

- Logistics Management

3:30 PM - 5:00 PM

- I Say Data, You Say Data: Data Exchange with GHSC-PSM

Day 3: Thursday

8:30 AM - 10:00 AM

- Intro to GHSC-PSM's Management Information System

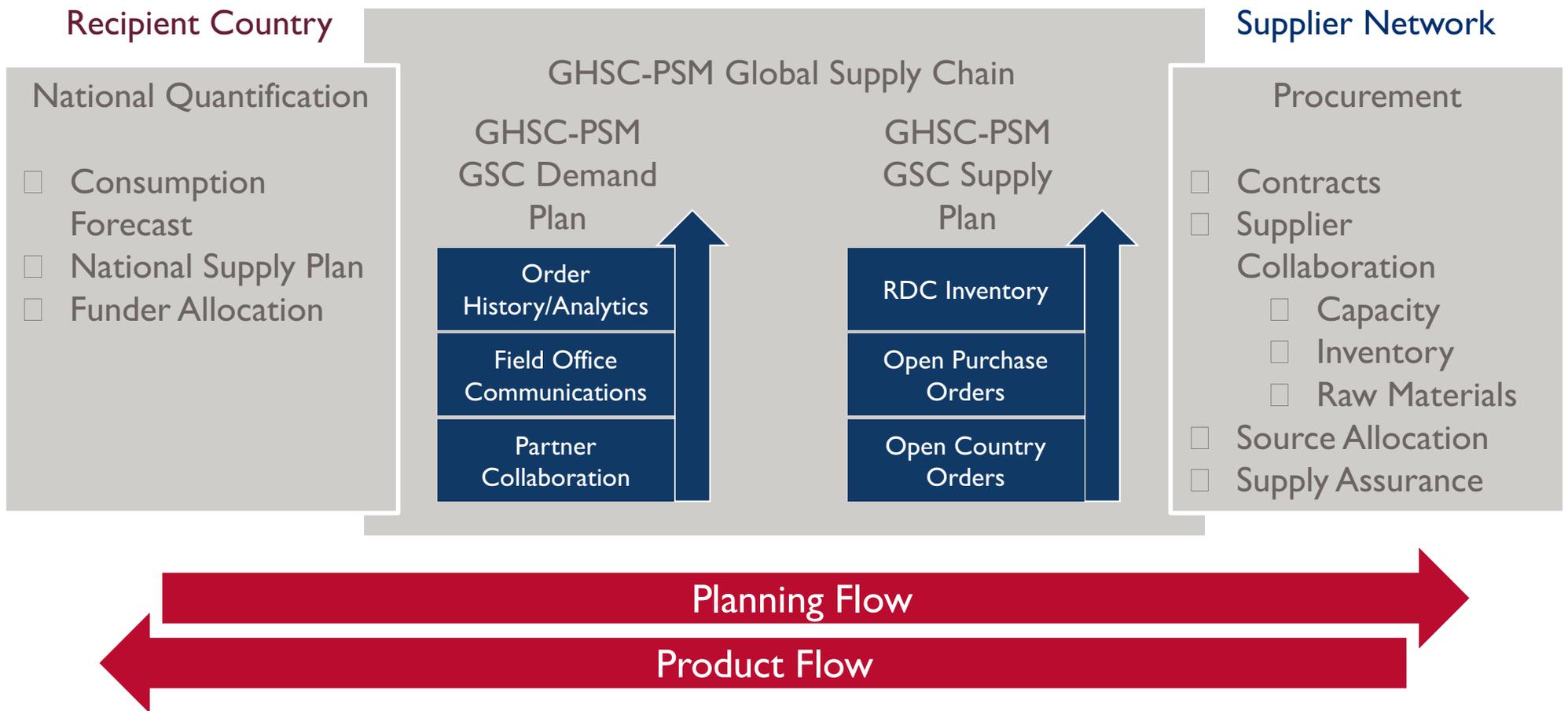
GHSC-PSM FORECASTING AND SUPPLY PLANNING

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

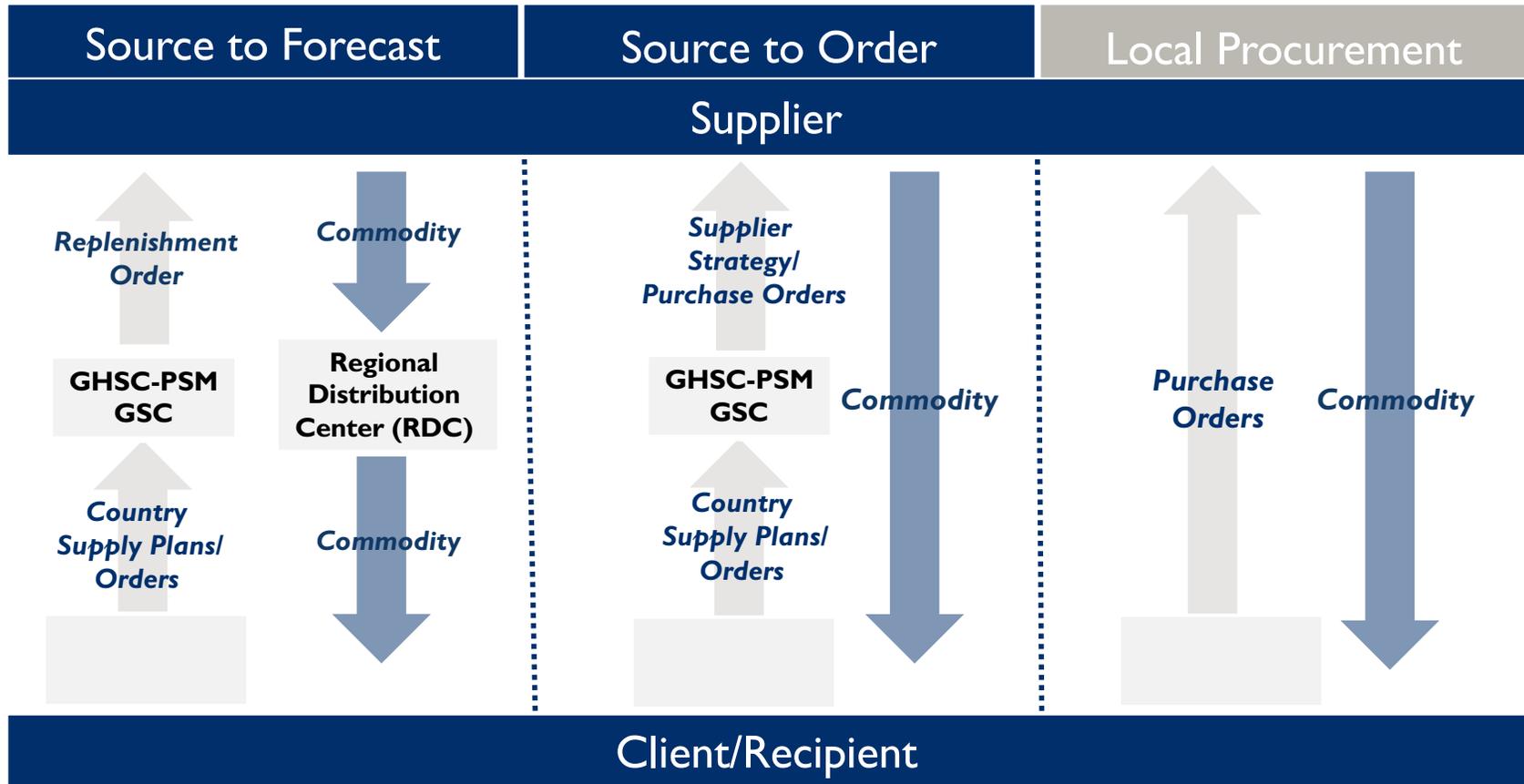
GHSC-PSM PLANNING OVERVIEW

Supply chain linked by planning flow



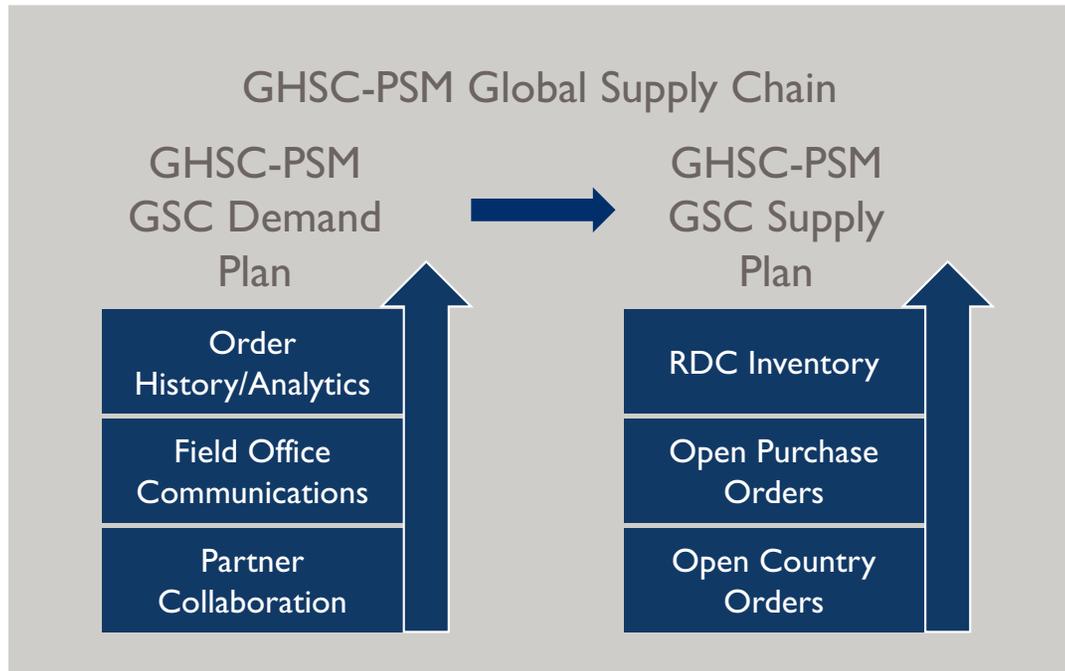
GHSC-PSM GLOBAL SUPPLY CHAIN PLANNING

Supply chain approach aligned to overall product needs



GHSC-PSM Central GSC Planning Overview

Supply chain linked by planning flow



Scope = GHSC-PSM Global Supply Chain

Standard process framework applied with commodity relevant details

Plans are PRODUCT-based with country breakdown as necessary

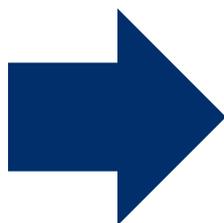
12-18 month time horizon

GHSC-PSM Global Supply Chain Supply Planning

Supply plans driving sourcing action

Supply Plan

Product
When
Where
How Much



*Procurement plan
that provides needs
by product in 12-
18 month horizon*

Replenishment:

Release purchase orders for plan within lead time
Country detail informs registration evaluation

Forecasts:

Provide 12-18 month procurement projections

Informs contract quantities:

Procurement projection sets ceiling

Supply allocation:

Volume projections with clear needs to evaluate supplier awards

Other Sourcing Strategy:

Evaluate supplier addition/VMI/supplier warehousing etc.

BREAKOUT SESSIONS ADDRESSING FORECASTING AND SUPPLY PLANNING

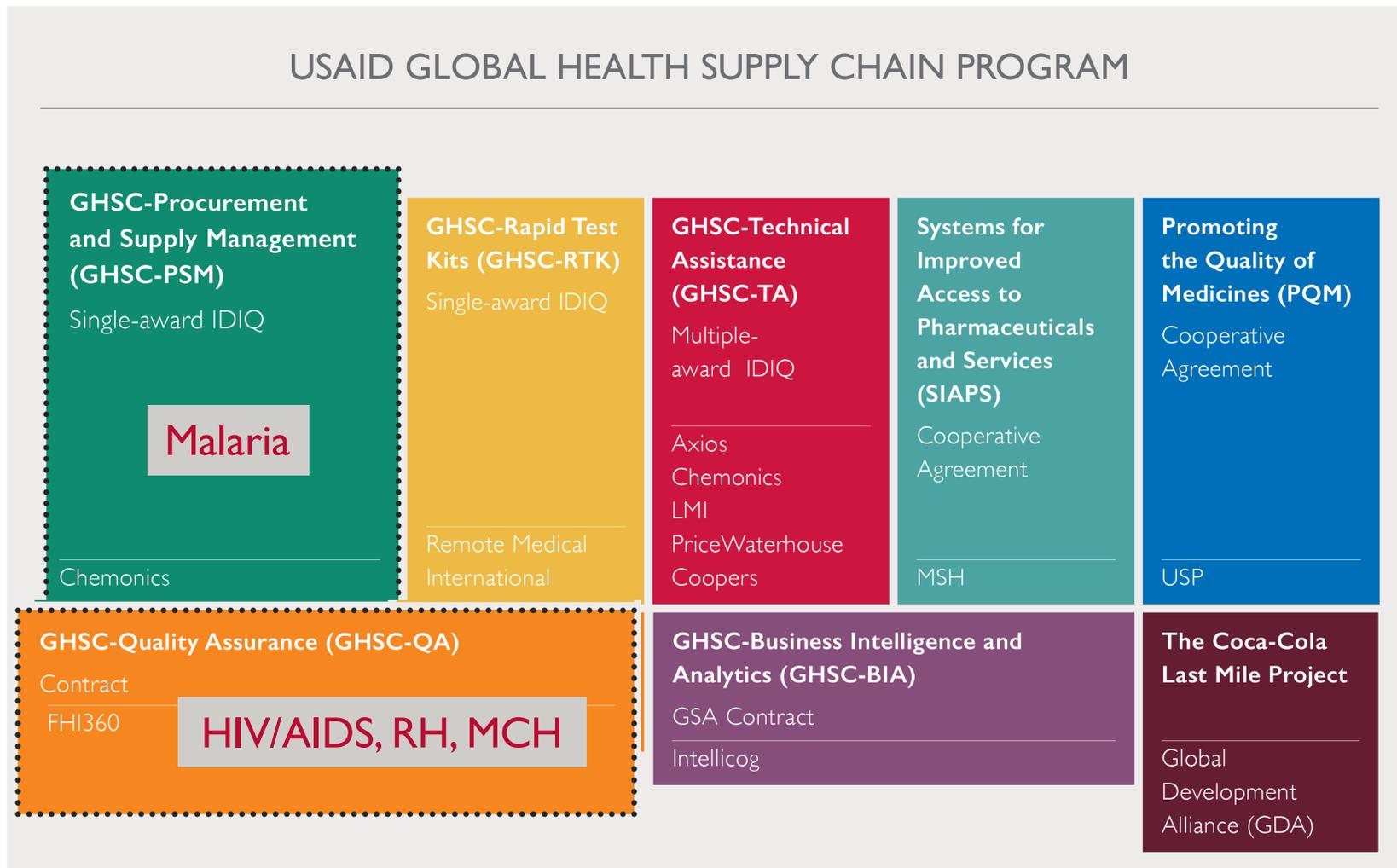
Day 1: Tuesday	Day 2: Wednesday	Day 3: Thursday
1:30 PM - 3:00 PM	1:30 PM - 3:00 PM	10:30 AM - 12:00 PM
<input type="checkbox"/> HIV/AIDS Pharma	<input type="checkbox"/> Lab Equipment & Supplies (1/2)	<input type="checkbox"/> Global Forecasting and Supply Planning
3:30 PM - 5:00 PM	<input type="checkbox"/> Condoms & Lubricants	
<input type="checkbox"/> Global Forecasting and Supply Planning	<input type="checkbox"/> RDT Kits (1/2)	
<input type="checkbox"/> Malaria Pharma	3:30 PM - 5:00 PM	
<input type="checkbox"/> RH Pharma & Devices	<input type="checkbox"/> Lab Equipment & Supplies (2/2)	
	<input type="checkbox"/> LLINs	
	<input type="checkbox"/> RDT Kits (1/2)	

QUALITY ASSURANCE

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

GHSC-QA PROVIDES QA FOR ALL BUT MALARIA COMMODITIES



GHSC-QA ACTIVITIES AND OBJECTIVES

Quality Assurance

- Product reviews (Product Questionnaire/Technical Information)
- Eligible/Approved supplier and product list
- Technical requirements and specifications for EOIs, RFQs, and RFPs
- Manage product complaints and incidents (including monitoring regulatory warnings)
- Product recall management
- Quality technical assistance
- Audits/CAPAs
- Statistical trending (CpK)
- Annual review and risk management

Quality Control

- Sampling
- Product testing
- Test method/transfer
 - New technologies

Technical Assistance and Leadership

- NDRA training
- Laboratory capacity building
- Tanzania
- Afghanistan
- Côte d'Ivoire
 - Uganda
 - Zimbabwe
 - Ethiopia
 - Nigeria
 - Ghana

Global Collaboration

- Donors
- WHO
- UNFPA
- UNICEF
- Global Fund
- Independent Advisory Groups

HIV/AIDS COMMODITIES

Antiretrovirals (ARVs)

Essential Medicines

Food by Prescription

HIV Rapid Test Kits

Male and Female Condoms and Personal Lubricants

Non HIV Rapid Test kits

Laboratory Supplies

Voluntary Medical Male Circumcision Kits

Instrument Based Diagnostics



MATERNAL, NEWBORN, AND CHILD HEALTH

4% Chlorhexidine Gel [7.1% chlorhexidine digluconate for umbilical cord care]

Magnesium Sulphate injection (0.5 g/mL) 2 mL

Oxytocin 10 i.u. injectable

Misoprostol 200 microgram tablet

Zinc Sulphate Injection

Amoxicillin (40 mg/ml, 1 mL or 2 mL ampoule)

Gentamicin (20 mg/mL, 2 mL ampoule)

Oral Rehydration Salts (20.5 g sachet)

Zinc tablets (20 mg)

Dexamethasone injectable

Neonatal Resuscitation Device (Neonatal Bag, Mask Resucitator, Suction Device, Training Model)

REPRODUCTIVE HEALTH COMMODITIES

- Oral Contraceptives
- Emergency Contraceptives
- Injectable Contraceptives
- Implants
- IUDs (CuT380A)
- Cyclebeads



GHSC-PSM QA: FOCUS ON MALARIA

GHSC-QA	GHSC-PSM QA
HIV/AIDS	Malaria
Population and Reproductive Health	
Maternal and Child Health	

Common Activities

- Establishing list of eligible products
- Establishing QC requirements
- Conducting inspections, sampling, and testing
- Performing product incident investigations
- Managing product recalls
- Auditing suppliers

MALARIA QA ROLE IN THE PROCUREMENT PROCESS

Establish List of Preferred Suppliers

- Clear eligibility criteria
- Recommendation based on evaluation of proposals with respect to meeting and exceeding quality requirements

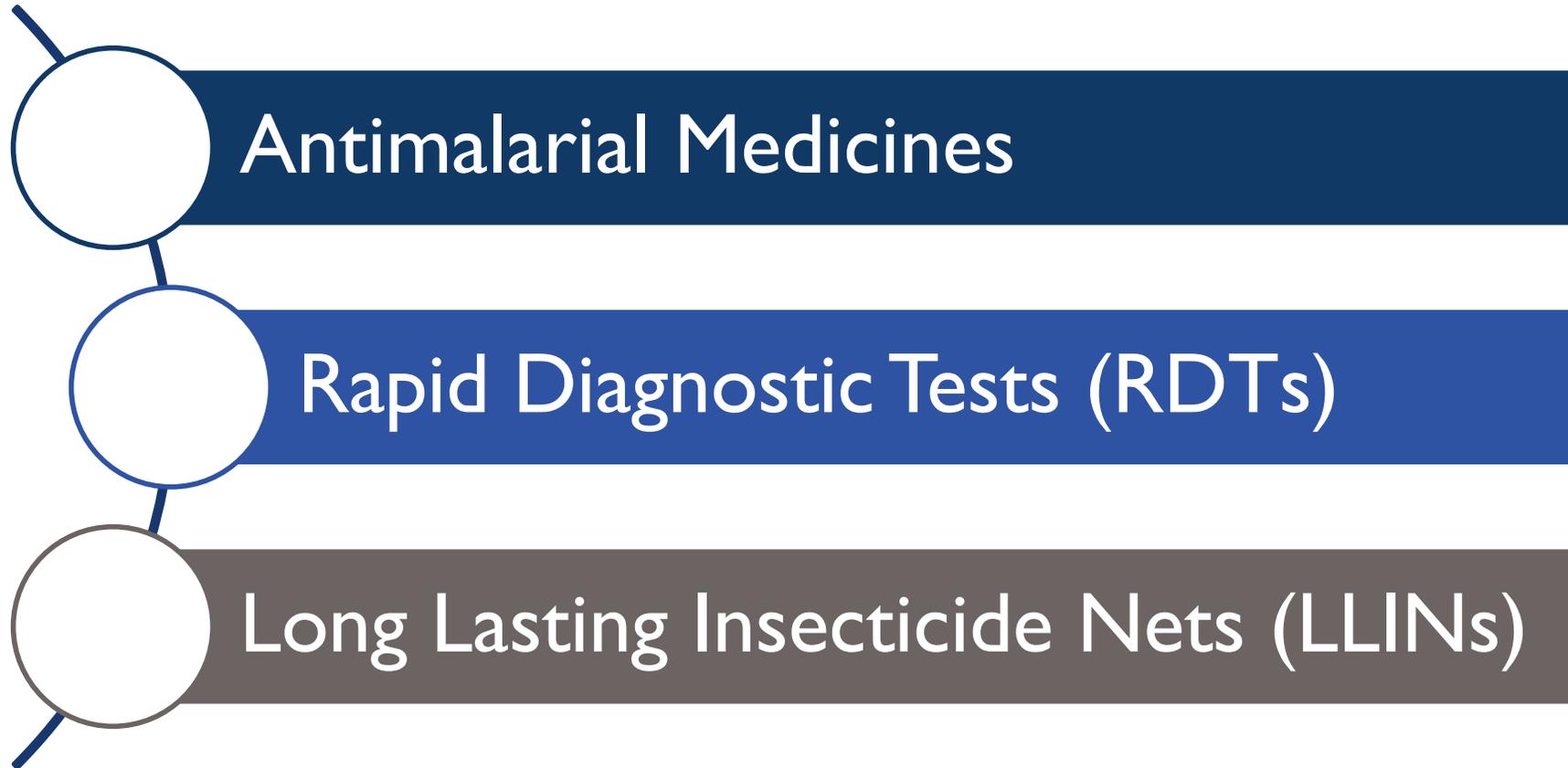
Establish Quality Terms and Conditions Included in RFX Events

- Detailed description of QA/QC requirements

Execute QC Requirements as Outlined in Terms and Conditions

- Commodity-specific

MALARIA COMMODITIES



BREAKOUT SESSIONS ADDRESSING QUALITY ASSURANCE

Day 1: Tuesday

1:30 PM - 3:00 PM

- QA for Malaria Commodities

3:30 PM - 5:00 PM

- QA for HIV/AIDS Commodities and Essential Medicines

Day 2: Wednesday

3:30 PM - 5:00 PM

- QA for Reproductive, Maternal, and Child Health Commodities

- And most commodity-specific sessions

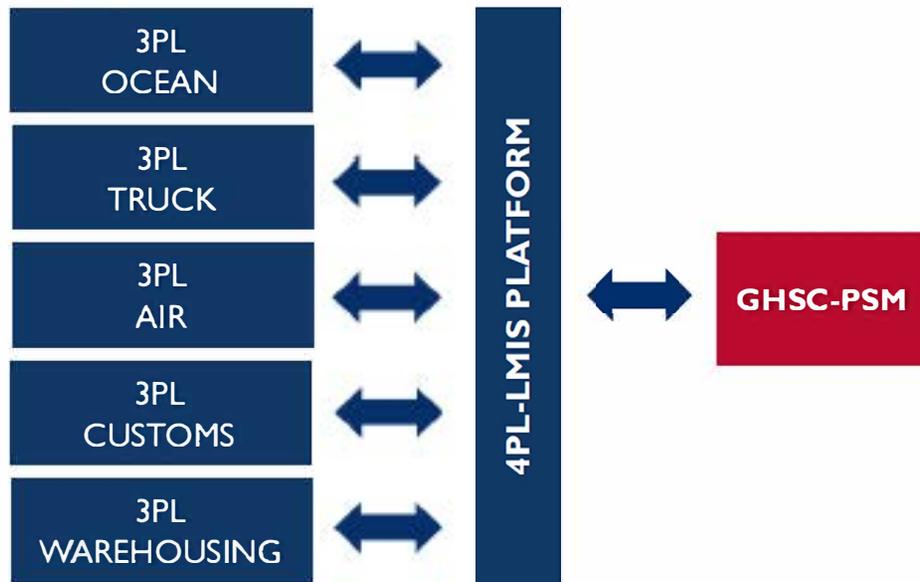
GHSC-PSM LOGISTICS MANAGEMENT AND OPTIMIZATION OF THE REGIONAL WAREHOUSING NETWORK

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit

SUPPLIERS INTEGRATE IN THE 4PL MODEL GLOBAL SUPPLY CHAIN

Supplier Integration to
GHSC-PSM



Suppliers Connect with GHSC-PSM via:

- Web Supplier Portal
- EDI Connectivity

IMPLEMENTED PHASE I

- PO Acceptance
- Manufacturing Start & End
- Cargo Ready Date
- Ready for QC
- QC Doc Upload Against Order Line

TO BE IMPLEMENTED

- Shipping Order (Supplier Booking) (P2)
- Document Upload Against Booking (P2)
- Create Commercial Documents (P3)

✓ **76% Suppliers On-boarded Phase I**

EXISTING GLOBAL RDC NETWORK

There are five regional distribution centers (RDCs) - each primarily aligned to products from each separate task order (TO)

- Singapore: Condoms (PRH), MC Kits (HIV/AIDS), temporary storage for PMI (malaria)
- Netherlands: contraceptive (PRH), ACT emergency stockpile (malaria)
- South Africa: ARVs, MC Kits (HIV/AIDS)
- Ghana: ARVs, Essential Medicine (HIV/AIDS)
- Kenya: ARVs, Essential Medicine (HIV/AIDS)

OPTIMIZED GLOBAL RDC NETWORK

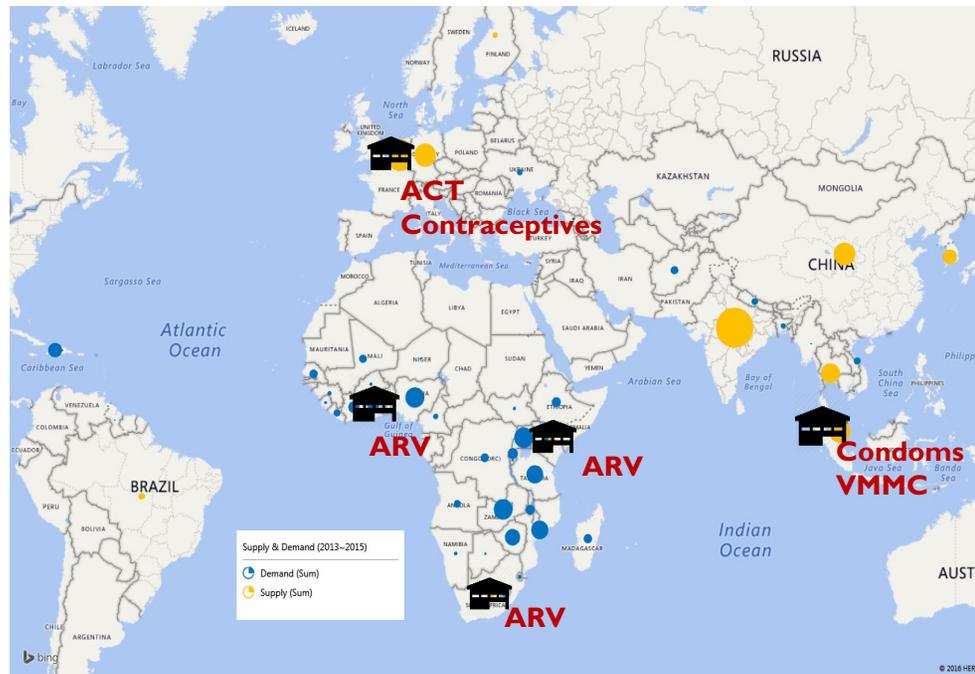
- Two main RDCs capable of handling all commodities plus one in S. Africa to cover short lead time orders
 - Geel, Belgium
 - Dubai, UAE
 - Johannesburg, S. Africa
- Inventory optimization
- Simplified processes
- Best infrastructure (warehousing and transport networks)

GHSC-PSM OPTIMIZED NETWORK

Lower costs and better service levels

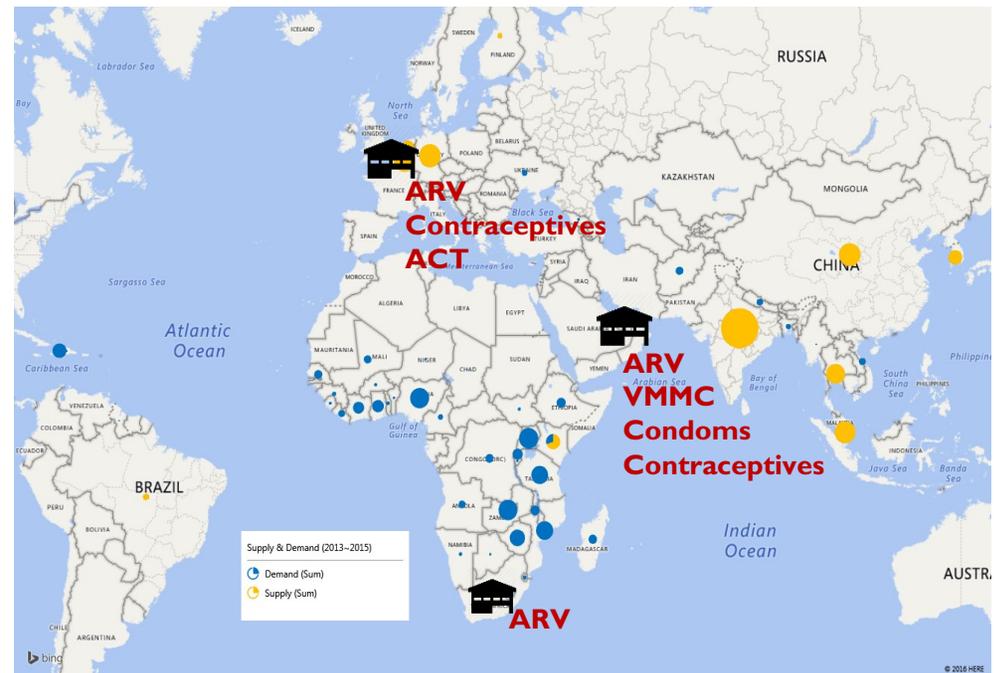
Existing network = 5 RDCs

Singapore, Netherlands, South Africa, Ghana, Kenya



New Network = 3 RDCs

Dubai, Belgium, South Africa



SUPPLIER
SUMMIT

USAID Global Health Supply Chain Program Supplier Summit

LOGISTICS BREAKOUT SESSION

Day 1: Tuesday

3:30 PM - 5:00 PM

Logistics Management

Day 2: Wednesday

1:30 PM - 3:00 PM

Logistics Management

BREAKOUT SESSIONS TO UNDERSTAND BUSINESS PROCESSES

Day 1: Tuesday	Day 2: Wednesday	Day 3: Thursday
1:30 PM - 3:00 PM	1:30 PM - 3:00 PM	8:30 AM - 10:00 AM
<input type="checkbox"/> Getting Paid	<input type="checkbox"/> USAID OIG's Unique Partnerships with Supply Chain Manufacturers	<input type="checkbox"/> Getting Paid
3:30 PM - 5:00 PM	3:30 PM - 5:00 PM	<input type="checkbox"/> How to Win Business for Existing Suppliers
<input type="checkbox"/> GHSC-PSM Contracting Process Review	<input type="checkbox"/> USAID OIG's Unique Partnerships with Supply Chain Manufacturers	<input type="checkbox"/> How to Win Business for New Suppliers
		10:30 AM - 12:00 PM
		<input type="checkbox"/> GHSC-PSM Contracting Process Review

BREAKOUT SESSIONS ON WHERE WE'RE GOING

Day 1: Tuesday	Day 2: Wednesday	Day 3: Thursday
1:30 PM - 3:00 PM	1:30 PM - 3:00 PM	10:30 AM - 12:00 PM
<input type="checkbox"/> Implementation of GSI Global Standards for Product Identification	<input type="checkbox"/> Implementation of GSI Global Standards for Product Identification	<input type="checkbox"/> Shareable Ideas: Supply Chain Innovations Now and New
3:30 PM - 5:00 PM	<input type="checkbox"/> To Register or Not To Register?	<input type="checkbox"/> To Register or Not To Register?
<input type="checkbox"/> I Say Data, You Say Data: Data Exchange with GHSC-PSM	3:30 PM - 5:00 PM	
	<input type="checkbox"/> I Say Data, You Say Data: Data Exchange with GHSC-PSM	

Pop Quiz!

- Each table is a team.
- Pick a scribe to write your answers.
- Work together to answer each question.
- This is unfair!** We won't answer clarifying questions.
- This will go fast!** We won't give you more time.
- This is fun!** Enjoy the game and get acquainted with your team members.
- At the end of the quiz, pass your answer sheet to a neighboring table for grading.
- The table with the most correct answers **wins a prize!**

Question 1

Which night is the networking reception?

Question 2

Which three USAID Global Health Supply Chain projects are represented here? (Full names not acronyms)

Question 3

Four health areas pertain to the GHSC program. What is the newest one?

Question 4

What are the three pillars of GHSC-PSM?

Question 5

What does the acronym PMI stand for?

Question 6

What is GHSC-PSM's Twitter handle?

Question 7

Who is the prime contractor for GHSC-RTK?

Question 8

Who is the prime contractor for GHSC-QA?

Question 9

Under the GHSC program, is condom and lubricant procurement under HIV/AIDS or PRH funding?

Question 10

How many commodity councils does GHSC-PSM have?

Question 11

Which suppliers should use ARTMIS?

Question 12

GHSC-PSM commodity forecasts provide ____ to ____ month procurement projections.

Question 13

GHSC-QA provides QA services for which 3 health areas?

Question 14

GHSC-PSM provides QA services for which health area?

Question 15

Which three cities will have RDCs under GHSC-PSM's optimized global network?

Question 1

Which night is the networking reception?

Wednesday

Question 2

Which three USAID Global Health Supply Chain projects are represented here? (Full names not acronyms)

- Procurement and Supply Management
- Rapid Test Kits
- Quality Assurance

Question 3

Four health areas pertain to the GHSC program. What is the newest one?

Maternal and Child Health

Question 4

What are the three pillars of GHSC-PSM?

- Global Supply Chain
- Systems Strengthening
- Strategic Engagement

Question 5

What does the acronym PMI stand for?

President's Malaria Initiative

Question 6

What is GHSC-PSM's Twitter handle?

@GHSupplyChain

Question 7

Who is the prime contractor for GHSC-RTK?

Remote Medical International (RMI)

Question 8

Who is the prime contractor for GHSC-QA?

FHI360

Question 9

Under the GHSC program, is condom and lubricant procurement under HIV/AIDS or PRH funding?

Trick question! Both can fund condoms, though HIV/AIDS now provides the technical leadership

Question 10

How many commodity councils does GHSC-PSM have?

Nine (9)

Question 11

Which suppliers should use ARTMIS?

ALL SUPPLIERS!

Question 12

GHSC-PSM commodity forecasts provide ___ to ___ month procurement projections.

12 to 18 month

Question 13

GHSC-QA provides QA services for which 3 health areas?

- Population and Reproductive Health (PRH)
- Maternal, Newborn and Child Health (MNCH)
- HIV / AIDS

Question 14

GHSC-PSM provides QA services for which health area?

Malaria

Question 15

Which three cities will have RDCs under GHSC-PSM's optimized global network?

- Geel, Belgium
- Dubai, United Arab Emirates
- Johannesburg, South Africa

OTHER CHANCES TO WIN PRIZES!

- Wednesday night reception
- Thursday afternoon plenary

**SUPPLIER
SUMMIT**

USAID Global Health Supply Chain Program Supplier Summit