



SUPPLIER SUMMIT

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

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SUMMIT

USAID Global Health Supply Chain Program

HOW TO WIN BUSINESS FOR NEW SUPPLIERS



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

AGENDA

- Introduction
- How to win business for new suppliers
- 2017 GHSC-PSM sourcing schedule
- Q&A
- How to be competitive
- Is that your best offer?
- Wrap it up



INTRODUCTION

Name

Company and
role

If you could
be a new
technology
gadget, what
would you be?

HOW TO WIN BUSINESS FOR NEW SUPPLIERS

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CRITERIA TO BE CONSIDERED A GHSC-PSM SUPPLIER



Eligibility

- Supplier must be compliant with U.S. Code of Federal Regulations (CFR), 22 CFR 228, source/country of origin of the manufacturer



Quality Assurance (QA) Requirements

- Supplier/product must adhere to the GHSC quality requirements (GHSC-QA list of eligible suppliers/products, USFDA, SRA, WHO PQ, cGMPs, ISO)



Product Registration (when required)

- Supplier must have a valid registration from the local National Drug Regulatory Authority (NDRA)

HIV/AIDS QA

Commodity	Requirements
Pharmaceuticals (ARVs, essential medicines)	Must comply with Automated Directive System (ADS) 312 from the USAID Global Health Bureau https://www.usaid.gov/sites/default/files/documents/1864/ADS312AdditionalHelpDocument.pdf
Non-pharmaceutical products (VMNC, RUTF, lab supplies, and reagents)	Must adhere with GHSC-QA requirements for quality assurance and comply with International Standards, such as European Standards (CE), International Organization for Standardization (ISO, including applicable standard number), World Health Organization, and/or Good Manufacturing Practices (GMP) standards

MALARIA QA

Commodity	Eligibility Requirements
Antimalarial medicines	<p>Stringent Regulatory Authority (SRA) https://www.usaid.gov/sites/default/files/documents/1864/ADS312AdditionalHelpDocument.pdf</p> <p>World Health Organization (WHO) prequalified USAID preapproved wholesaler</p>
RDTs	<ul style="list-style-type: none">• The <i>Plasmodium falciparum</i> (PF) panel detection score at least 75% at 200 parasites μl.• The <i>Plasmodium vivax</i> (P.vivax) panel detection score at least 75% at 200 parasites μl .• The false-positive rate should be less than 10%.• The invalid rate should be less than 5%
LLINs	World Health Organization Pesticide Evaluation Scheme (WHOPES) Phase II

REPRODUCTIVE HEALTH QA

Commodity	Eligibility Requirements
Oral contraceptives, injectables, and IUDs	US Food and Drug Administration (510K approval) Stringent Regulatory Authority (SRA) WHO Prequalified
Male condoms, female condoms, and lubricants	US Food and Drug Administration (510K approval)

QA POCS FOR SUPPLIER REGISTRATION

- FHI 360 is responsible for the QA/QC component for health commodities associated with HIV/AIDS (TO1), Reproductive Health and Family Planning (TO3), and Maternal Child Health and Zika (TO4).
- SGS is responsible for the QA/QC component for health commodities associated with malaria (TO2).
- For more details on eligibility requirements and how to become a registered supplier, please contact:
 - HIV/AIDS, Family Planning and Reproductive Health, and Maternal and Child Health: Steve Hamel from GHSC-QA (Shamel@fhi360.org)
 - Malaria: Adrian Barojas from GHSC-PSM (abarojas@ghsc-psm.org)

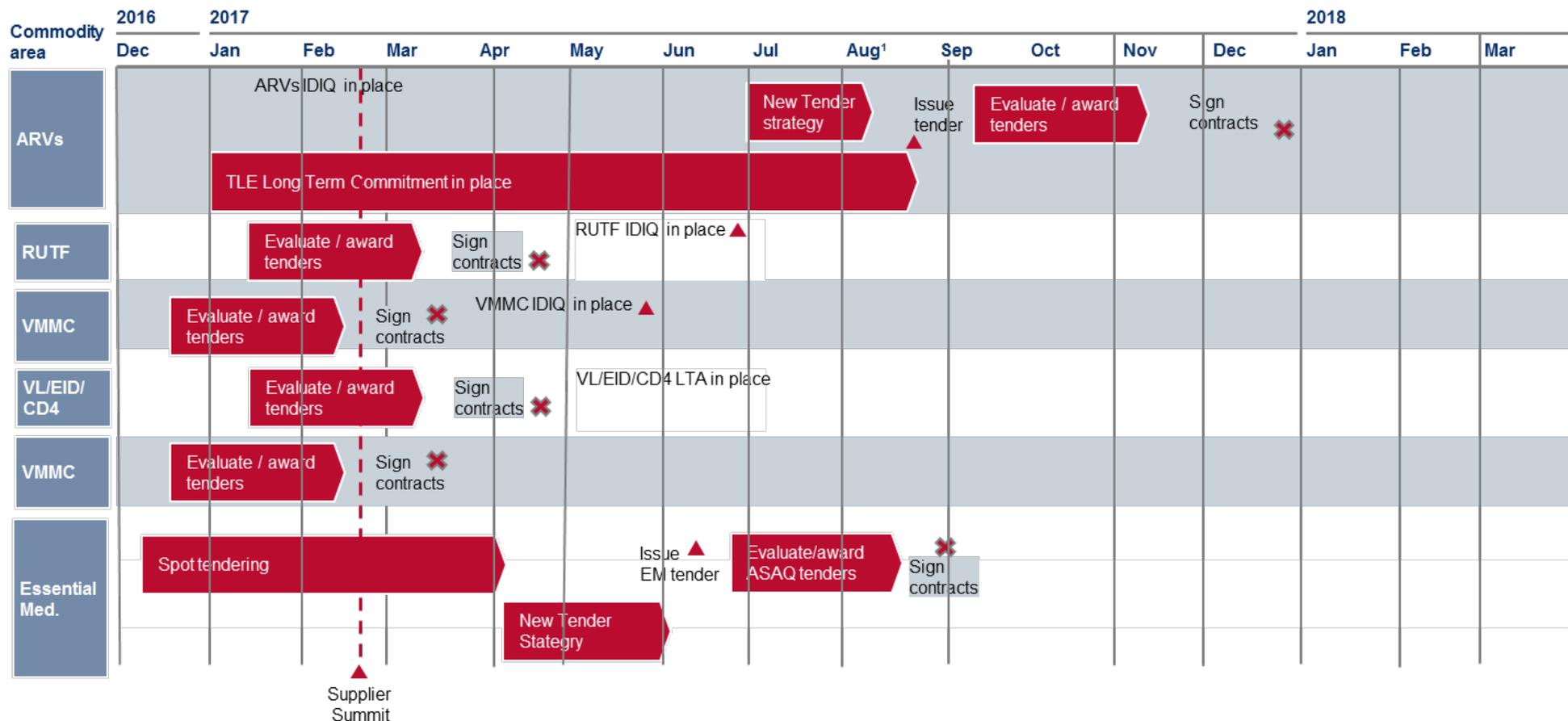
2017 GHSC-PSM SOURCING SCHEDULE

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HIV/AIDS SOURCING CALENDAR

For informational purposes only; subject to change

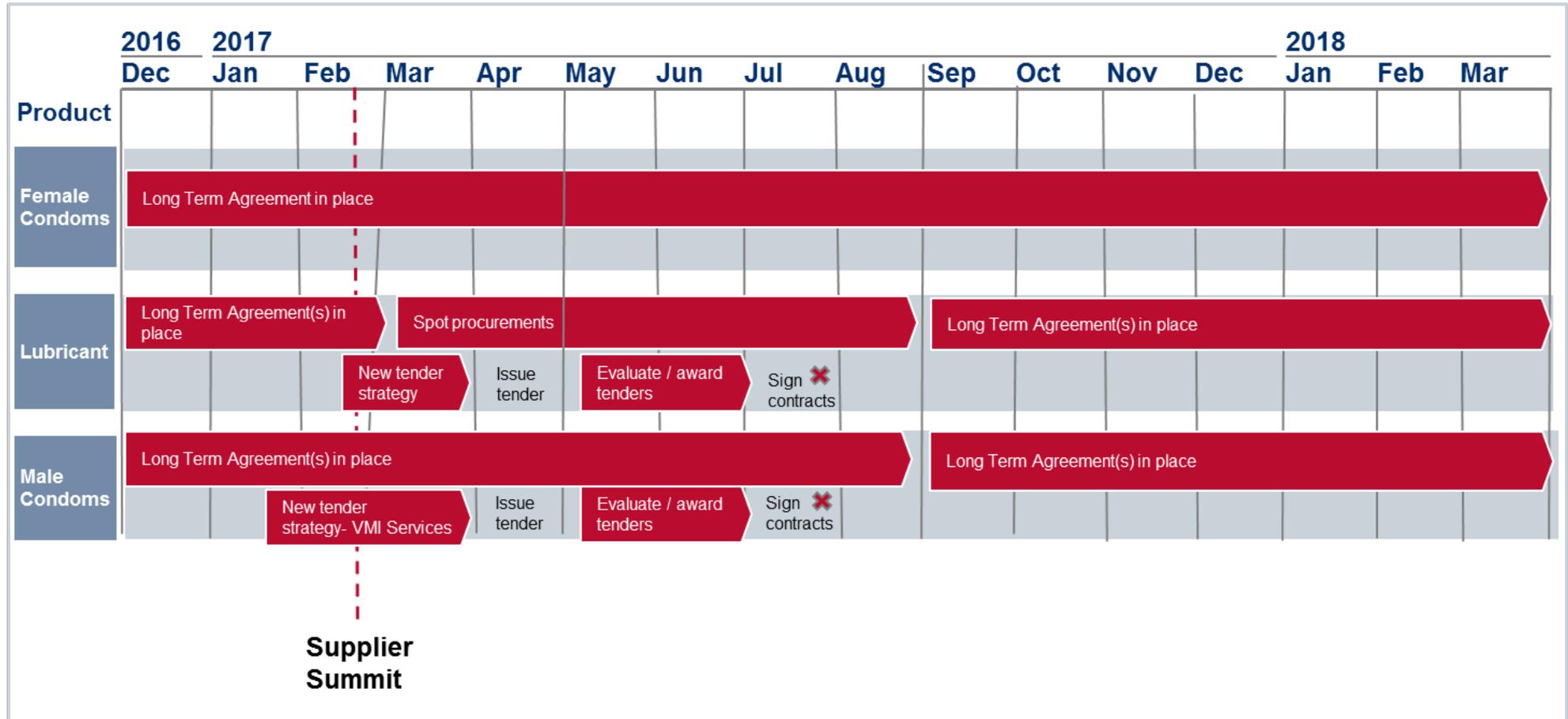


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CONDOMS AND LUBRICANTS SOURCING CALENDAR

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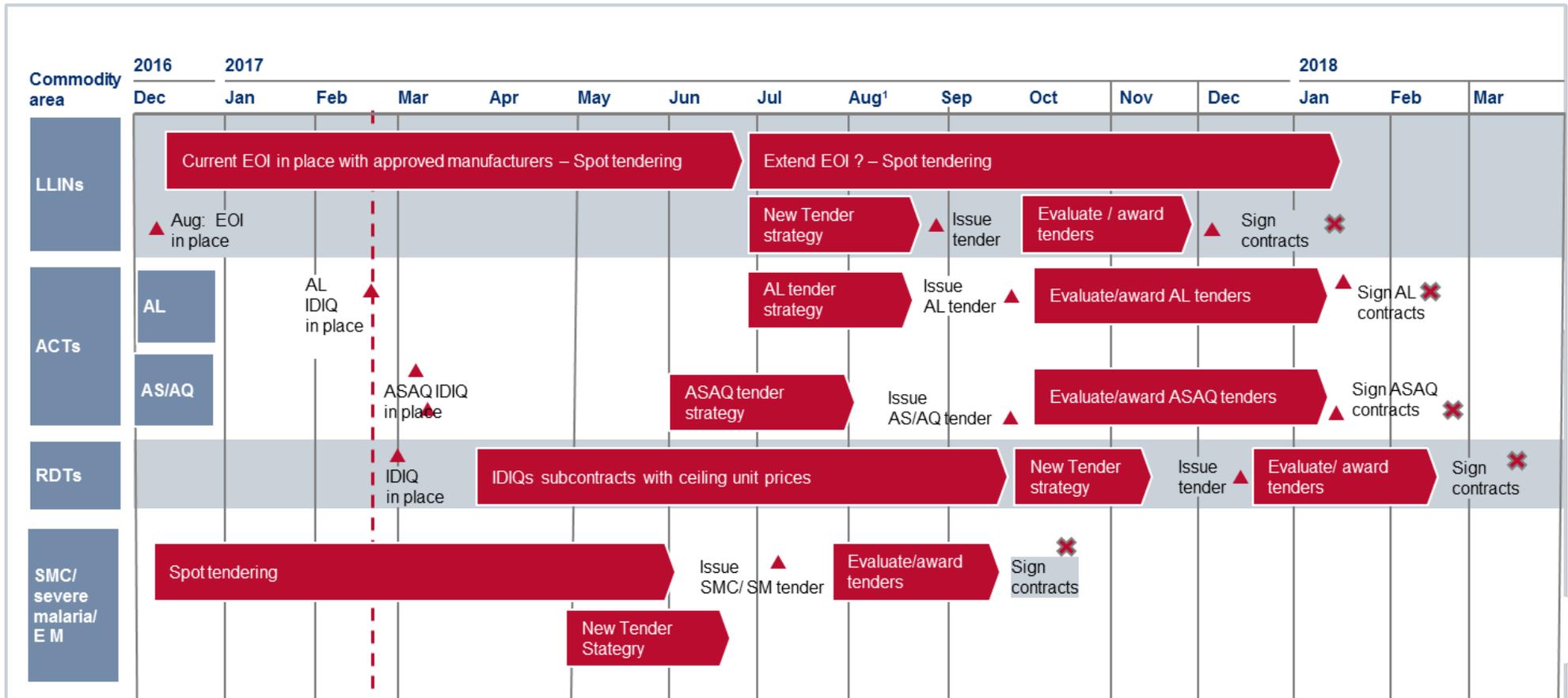


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MALARIA SOURCING CALENDAR

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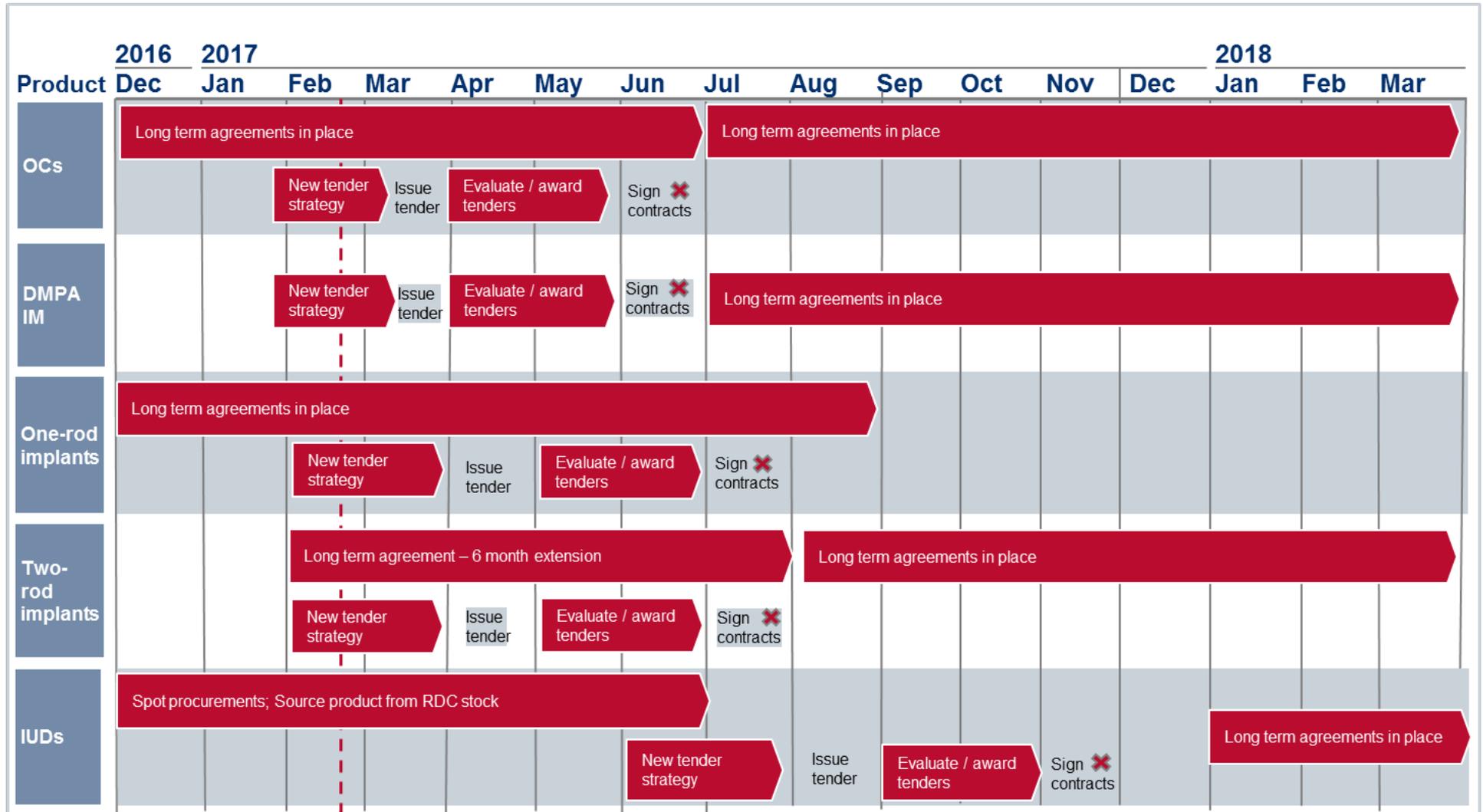
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REPRODUCTIVE HEALTH SOURCING CALENDAR

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Q & A

HOW TO BE COMPETITIVE

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EVALUATION CRITERIA (AQSCIR-P)

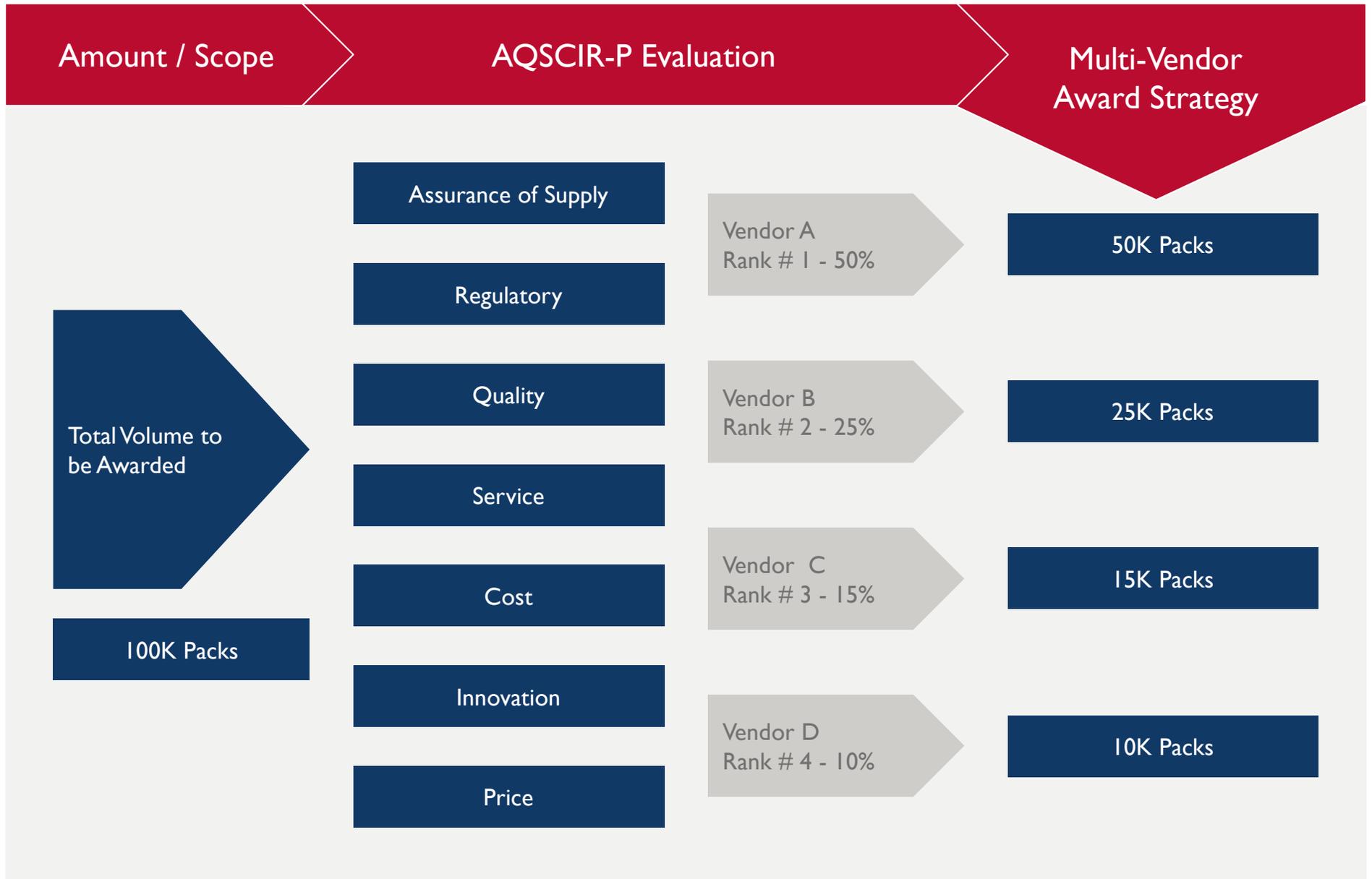
EXAMPLES

Assurance of Supply	<ul style="list-style-type: none">• Production capacity• Quantity in stock (when required)• Past performance
Regulatory	<ul style="list-style-type: none">• Administrative requirements• Registration in country
Quality	<ul style="list-style-type: none">• QA requirements (USFDA, WHO, GHSC-QA)• Shelf life• Stability studies/climatic zone standards
Service	<ul style="list-style-type: none">• Lead time (stock, fresh production)• Customer service• Product identification
Cost	<ul style="list-style-type: none">• Specific/unique label language• Unique distribution requirements
Innovation	<ul style="list-style-type: none">• Serialization• Packaging optimization• New/improved products
Price	<ul style="list-style-type: none">• FCA unit price

Criteria and percent weights are tailored to the commodity and/or product and specific sourcing strategy

BEST VALUE AWARD STRATEGY TO ACHIEVE DESIRED MARKET OUTCOME

GHSC-PSM APPROACH FOR MULTI-VENDOR AWARDS





DO YOU HAVE WHAT IT TAKES TO BE COMPETITIVE?

- Each table is provided a component of the AQSCIR-P model and must explain how a supplier could be competitive against these criteria
- Example: Quality – Obtain USFDA, WHO PQ advantages
- Designate a spokesperson from your table to present

KEY TIPS TO SUCCESS

Tip 1: Meet all eligibility criteria and QA requirements

Tip 2: Send proposal in a timely manner with all necessary documentation and certifications

Tip 3: Be responsive, provide high-level customer service, deliver on time and in full, use our LMIS system, and use Emptoris for RFQs

Tip 4: Be competitive and showcase your innovations/competitive advantages!

IS THAT YOUR BEST OFFER?

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- You have two minutes to explain why GHSC-PSM should do business with your organization?
- Be creative and convincing!

WRAP IT UP



THANK YOU!

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The USAID Global Health Supply Chain-Procurement and Supply Management project provides commodity procurement and logistics services, strengthens supply chain systems, and promotes commodity security. We support USAID programs and Presidential Initiatives in Africa, Asia, Latin America, and the Caribbean, focusing on HIV/AIDS, malaria, and population and reproductive health commodities.