



# SUPPLIER SUMMIT

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

# The Way Forward

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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!**

# How well did we meet our objectives?

Objective	Very badly	Badly	No opinion	Well	Very well
Present the GHSC integrated organizational structure					
Introduce the three procurement-related projects					
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					
Provide networking opportunities					

# PSM - Source team

## George Ellis

- Laboratory Products

- Seek a systems/network approach where possible to inform network maintenance and expansion
- Planning and procurement must be coordinated among agencies / donors in country
- Reagent rental bundling of services (including connectivity) into contracting is priority
- Development of and adherence to criteria for placement of additional machines or higher throughput platforms

- Laboratory Products (cont.)

- Integration of POC platforms into current networks
- Data is key to asset management. Contractual requirements for data sharing (downtime / protocols / specimen type / etc.)
- We are working with stakeholders to address issues – but, we need your input

# PSM - Source team

## George Ellis

- Sourcing
  - Focus on long term commitments to minimize spot buys
  - Communicate better how innovation fits into the evaluation criteria
  - Standardize documentation requested during RFX events
  - Provide timely feedback to bidders after sourcing events
  - Continue educating suppliers about AQSCIR-P evaluation criteria and weightings used for evaluation
- Sourcing (cont.)
  - Continue communication regarding key POCs on the project
  - Improve communication when there are RFX delays
  - Provide support for product registration in country
  - Improve product forecasting
  - Minimize shipment pick up delays

# RTK – HIV rapid test kit sourcing

## Joshua Pinedo

- Action Items

- Follow up on outstanding IDIQ contracts and inquiries
- Updated USAID List of Approved Rapid Test Kits (February 1, 2017)
- Meetings with the rest of the GHSC-RTK Staff

- Key Takeaways

- Self Testing Market
- HIV Self Testing Limitations and Vendor Concerns
  - Need for education for HIV self testing users
  - Proper Training
  - No Forecasting
  - Creating a competitive market to drive down pricing
  - The Self Testing Market needs to mature

# PSM – Plan team

Dan Kiesa

- Feedback: desire for forecast allocated by supplier
- Continue maturity of national-central integration
- Data Access
- Strive for accuracy and agility



# PSM – Deliver/return team

## Colin Credle

- PSM LMIS
  - Issuing Invoice is extra data entry and could create discrepancy with references to the Supplier invoice;
  - Suppliers want access to FAQs;
  - Targeted recipients to lessen e-mail traffic;
  - Manufacturing date is cumbersome and not always applicable (from stock, etc)
  - LMIS needs to be more flexible to accept changes i.e, to GAD, QC dates, dimensions;
  - Level of data entry is a concern
- Continuous Improvement
  - Pro Forma Invoice can be provided before GAD to facilitate waivers;
  - Suppliers have insight and experience with receiving countries that can be shared;
  - PSM should provide list of countries where Pro Forma can help;
  - Can PSM provide Forwarding Agent on PO or two weeks before GAD?
  - FF often asks Supplier how many containers needed, but this should come from PSM.
  - Suppliers would like a PSM timeline to help manage from their side

# QA & PSM – Quality assurance teams

Steve Hamel, Chryste Best, and Adrian Barojas

- GHSC-QA (HIV/AIDS, RH, MCH)
  - Harmonize with the Global Donor Community to establish appropriate quality requirements for diagnostic instruments and essential medicines. Action item
  - Future collaborations to be determined with OIG (ex. Counterfeit and substandard)
- PSM-QA (Malaria)
  - QA/QC requirements have not been significantly modified from the incumbent project. The major change is the QA contractor, which is a component within GHSC-PSM.
  - Efficiencies are critical: Metrics are being established to monitor performance.
  - Critical to monitor global landscape for LLINs & RDTs and explore harmonization with donors and/or recipient countries.

# PSM – MIS team

## John Yates

- RFX events in ARTMIS
  - Automation of notifications for acceptance and results
  - Generation of a report for open RFXs
  - Reduction of repetitious documentation
- Feedback on electronic invoicing received
  - K+N supplier portal supports e-invoicing
  - PSM will develop a file format for those suppliers that want to use their ERP systems
- Implementation of GSI Standards
  - Many suppliers are registered with GSI and assign GTINs
  - PSM Plans to automate collection of product master data via the global data synchronization network (GDSN)
- Supplier training on ARTMIS
  - Contract management module and K+N LMIS
  - Contact [ARTMIS@ghsc-psm.org](mailto:ARTMIS@ghsc-psm.org)

# PSM – Program operations team

## Gita Maitra

- Getting Paid
  - When are various back up documents required for payment
  - Clarification may be needed around payments related to specific Incoterms
  - What if PSM picks up late?
  - Registration in ARTMIS - how do I do this, and what do the various fields mean?
  - We need to change the terminology – vendors won't be creating a “commercial invoice” in LMIS, it is for payment purposes
- Contracting
  - How does PSM mitigate and manage organizational conflicts of interests?
  - Why are there so many certifications?
  - Contract templates are very lengthy for relatively small dollar value purchases

# PSM – Market dynamics team

## Butch Staley

- Global standards for bar coding
- Registration challenges
  - Based on live polling the most difficult barriers to registration are **total cost** and the **complexity of the local regulatory** environments in each country.
  - We will aim to send a full survey and continue to engage suppliers in the conversation about reducing barriers
- ARV medications
- Essential medicines
  - Four phased sourcing strategy: wholesalers, manufactures, local suppliers, local manufacturers
  - To provide insight on items prioritized for LTAs
- Quality

# We saved the best for last: USAID

John Vivalo

- Quality
  - Harmonization on essential meds and laboratory equipment
  - Tackling counterfeiting and leakage
- Registration
  - Continue to seek and support creative solutions
- Harmonization
  - Global community
  - Opportunities within PSM across Task Orders
- Forecasting
  - We all want it
- Innovation
  - GSI—engagement and communication

**Safe travels!**

BACK COVER, FIRST OPTION:  
CONTACT INFORMATION GOES HERE,  
CAN RUN SEVERAL LINES

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**BACK COVER, SECOND OPTION:  
CONTACT INFORMATION GOES HERE, CAN RUN SEVERAL LINES**

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.