



# SUPPLIER SUMMIT

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



# SUPPLIER SUMMIT

USAID Global Health Supply Chain Program



SUPPLY CHAIN INNOVATIONS  
NOW & NEW



**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





## OBJECTIVE

This session is meant to be an interactive brainstorm between GHSC and vendors to identify innovative solutions that could help GHSC to improve the provision of commodities to USAID-supported programs.

# AGENDA

- GHSC and GHSC-PSM
- New (to us) innovations being implemented
- Exercise: supply chain innovations for GHSC to consider
- Exercise: product innovations for suppliers to consider

# GHSC AND GHSC-PSM ORGANIZATIONAL STRUCTURES

# GENERATION NEXT

## 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)

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# WHAT IS NEW UNDER GHSC-PSM?

- Consolidated HIV/AIDS, malaria, population and reproductive health (PRH), maternal child health (MCH), and Zika supply chains
- Global Supply Chain team structure aligns with SCOR® Model
- Dynamic forecasting and supply planning tools
- Commodity Councils to enable category management
- Highly integrated management information system (MIS)

# GHSC-PSM GLOBAL SUPPLY CHAIN TEAM

## **DELIVER/RETURN**

- Leverage the full market to ensure optimal service at best cost

## **ASSURE QUALITY**

- Engage QA contractor upstream to mitigate delays
- Ensure product-appropriate testing



## **PLAN**

- Continuously analyze demand, the supplier markets, and supply chain performance
- Share information with other global actors

## **SOURCE**

- Focus on supplier relationship management
- Leverage purchasing power
- Promote market growth



GHSC IS IN THE PROCESS OF  
IMPLEMENTING NEW (TO US)  
INNOVATIONS

# EXAMPLES

- Global Standards for Product Identification
- Master Data Exchange via the Global Data Synchronization Network (GDSN)
- Vendor Managed Inventory (VMI)
- Network Optimization

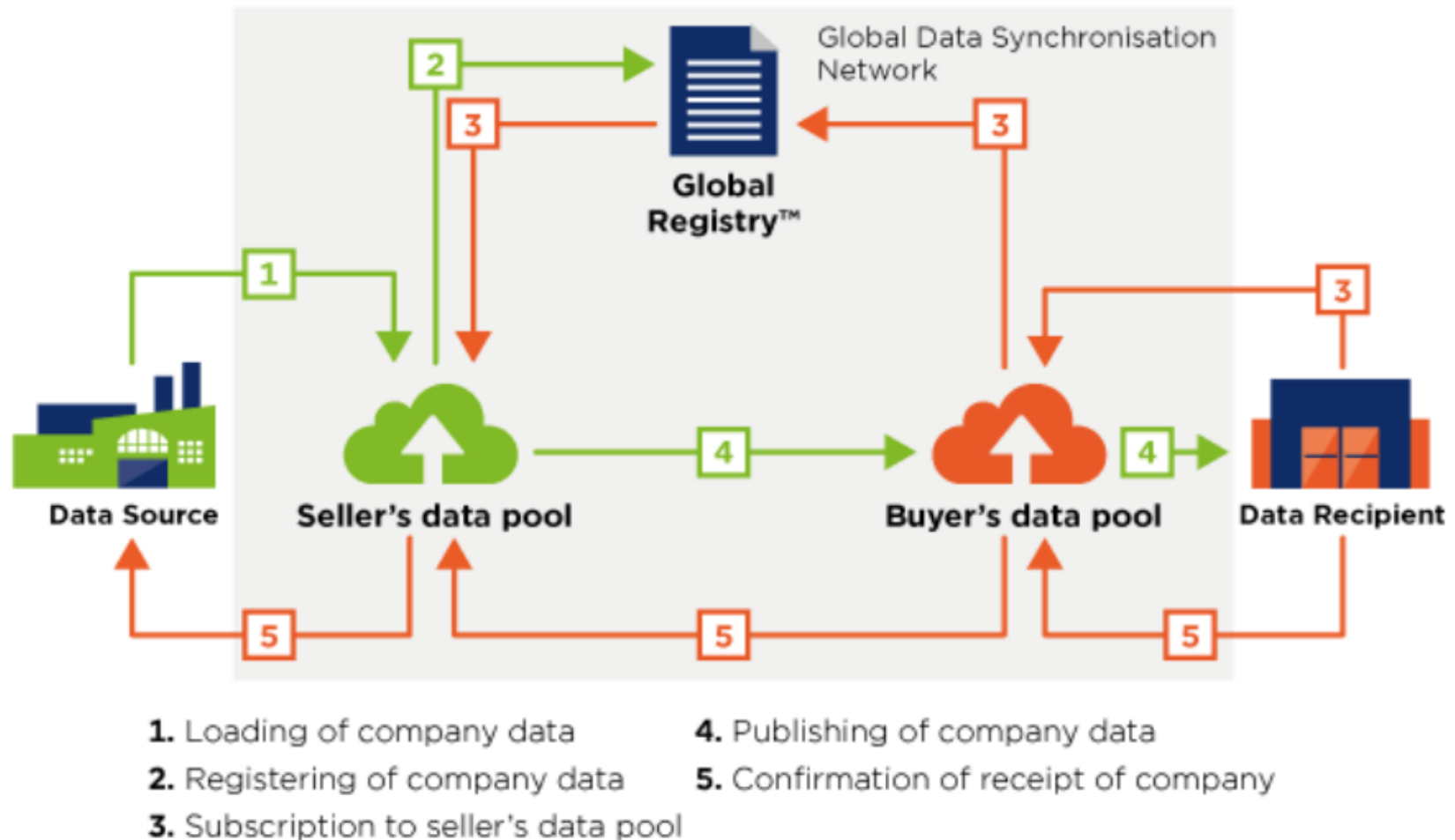
# ADOPTION OF GLOBAL STANDARDS FOR IDENTIFICATION AND DATA CAPTURE AND EXCHANGE

- Implement global standards for:
  - Product and location identification
  - Packaging, presentation, and data capture
  - Data exchange of orders, shipment status and delivery notification
- Goal is to achieve:
  - End-to-end data visibility
  - Supply chain efficiency
  - Supply chain security

For more information, we suggest you attend the following sessions:

- Implementation of GSI Global Standards for Product Identification
- Data Exchange with GHSC

# MASTER DATA EXCHANGE VIA GDSN





# VENDOR-MANAGED INVENTORY

- Benefits of VMI services
  - Cost-savings in transportation, warehousing, and administrative management
  - Shared risk between GHSC-PSM and vendors
  - Strengthened supplier collaboration and relationships
- Legal and contractual considerations
  - Insurance policy coverage and requirements
  - Contracting mechanisms
- Regulatory and logistics considerations
  - Exportation requirements
  - Warehouse capacity
  - Duties and taxes

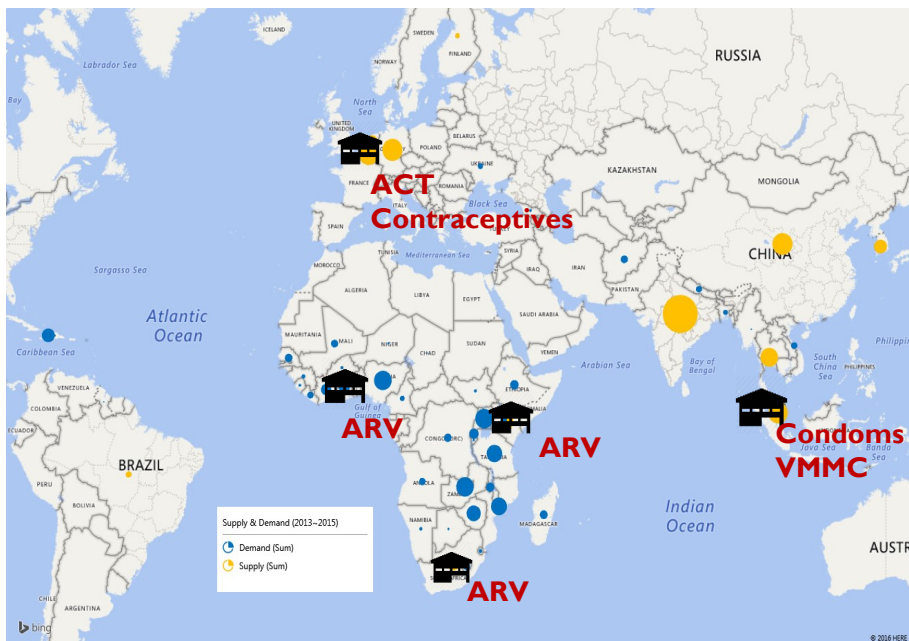


# NETWORK OPTIMIZATION

## *Lower costs while improving service levels*

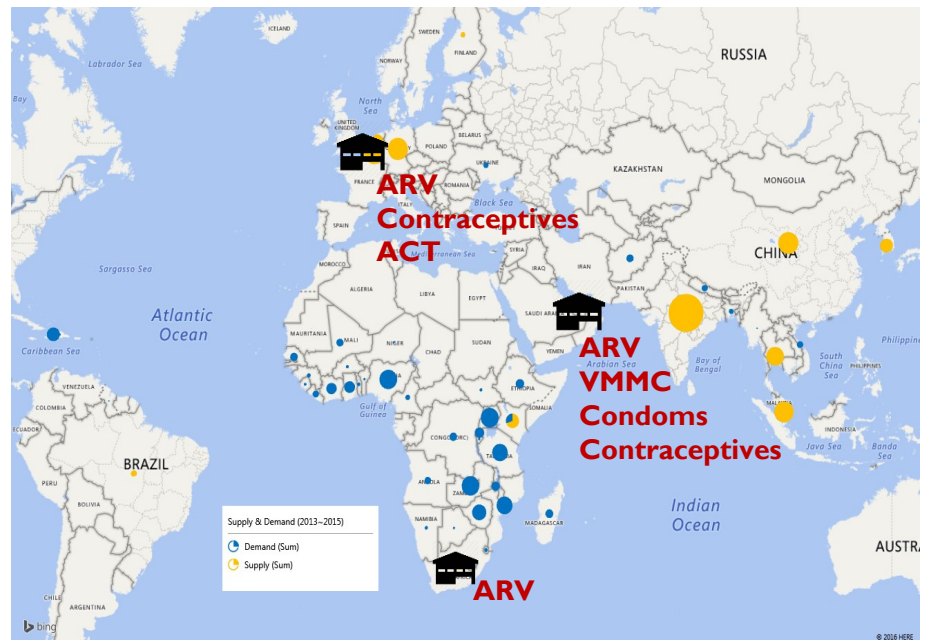
Existing network = 5 RDCs

Singapore, Netherlands, South Africa, Ghana, Kenya



New network = 3 RDCs

Dubai, Belgium, South Africa



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## EXERCISE 1:

What are some emerging industry innovations that GHSC should consider in our global/country supply chains in the next 3-5 years?

# IDEAS FOR CONSIDERATION

- Advanced autonomous transportation technologies (e.g., unmanned aerial vehicles (UAVs) for product delivery)
- Automated pick and pack warehousing management technologies
- Automated product dispensing to end-users/patients
- Waste management/safe disposal of health commodities
- Leveraging Internet of Things (IoT) to measure results
- ... and anything else you recommend!





# INSTRUCTIONS

- Break into groups of 5 individuals
- Brainstorm 1-2 supply chain innovations that GHSC should consider and provide 3-5 key considerations for implementation (15 minutes)
  - How could we implement this in global or country supply chains?
  - What do we need to know?
  - What is the current state of the industry?
  - What are some success stories?
  - What resources should we be aware of?
- Report out on each suggestion (2 minutes per group)

## EXERCISE 2:

What are some emerging industry innovations that GHSC should seek from suppliers in the next 3-5 years?

# IDEAS FOR CONSIDERATION

- Eco-manufacturing
- Extended shelf life
- Trade packaging for social marketing programs
- Green packaging (e.g., pack sizes, packaging materials)
- Methods for serial number data exchange
- Radio frequency identification (RFID)
- ...and anything else you'd recommend

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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, maternal and child health, and population and reproductive health commodities.

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