

CHALLENGE

To meet UNAIDS's third 95 target of 95% of patients virally suppressed by 2030, countries globally have rapidly scaled up their testing programs causing challenges along the way, specifically:

- Costly and unreliable supply chain and commodity data collection and analysis due to largely siloed data across a patchwork of global and local stakeholders.
- Global stakeholders lack of standard performance evaluation framework and vocabulary to understand and improve operations, from procurement to commodity consumption.
- Uneven engagement among local, national and global stakeholders leading to sub-optimal national procurement systems, higher commodity prices and the costly mis-deployment of instrument fleets.

CHANGING THE PROCUREMENT AND SERVICES LANDSCAPE

To address these challenges, the U.S. Agency for International Development (USAID) through its Global Health Supply Chain Program-Procurement and Supply Management (GHSC-PSM) project launched a global request for proposals (GRFP) in early 2019 to change the landscape of viral load/early infant diagnosis (VL/EID) procurement and services on behalf of the U.S. President's Emergency Plan for AIDS Relief (PEPFAR). This was accomplished by leveraging all PEPFAR pooled volumes of over 10 million tests annually for more than 20 PEPFAR-supported countries. Six countries were selected for accelerated project integration thanks to their high procurement volumes. The project has reengineered the market by shifting the responsibilities of long-term ownership and maintenance of expensive HIV testing instruments from local entities to manufacturers, effectuating a services-oriented instrument rental and commodity procurement paradigm.

RESULTS

Implementation of the global VL project started in early 2020. The employed approach **resulted in \$24 million cost savings in 2020 and an additional \$22 million in the first half of 2021**, which can potentially be reinvested into country laboratory initiatives. Countries can also now better pinpoint the performance shortfalls in the laboratory testing operations, which allow for more targeted and effective corrective plans. Lastly, more engagement among donors and local stakeholders has led to operational improvements (e.g., donor budgeting, procurement material planning, project management and instrument maintenance) and technological integrations with testing instruments and procurement systems, such as near-real-time consumption and failure rates data transmission (e.g., Nigeria and Mozambique).

MOVING FORWARD

GHSC-PSM will continue integrating data systems and with VL/EID suppliers to provide timely and actionable supply chain insights to stakeholders through accessible dashboards while also deploy machine-learning tools to automate testing demand forecast and anomaly detection.

The project intends to engage more PEPFAR-supported countries to individually negotiate tailored service contracts with suppliers, providing opportunities for those countries to reap the services benefits, cost savings and efficiencies in laboratory supply chain management, while building sustainable national procurement networks to transfer activities over to national bodies.



GLOBAL RFP GOALS

Standardize services

through data collection based on 10 key performance indicators.

Establish accountability

for suppliers at the national level through regular, country-led performance reviews.

Reduce commodity prices

by pooling global PEPFAR procurement volumes.

Drive the shift to instrument rental

all-inclusive commodity and service procurement model.

Improve data

transparency and analytic.

Catalyze healthy

national and global market dynamics.



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