

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM
Procurement and Supply Management

USAID & PEPFAR satellite session at ASLM2023

Empowering Progress: Improving Viral Load/Early Infant Diagnosis Capabilities & Expanding All-Inclusive Service Level Agreements under PEPFAR.

Date: Thursday, 14 December

Time: 6:30pm - 8:30pm

Venue: Nerina Meeting Room, Cape Town International Conference Centre 2

Objectives: This session is aimed at all laboratory stakeholders, including representatives of the ministries of health, procurement and donor agencies, and manufacturers/vendors.

Representatives from USAID, the Global Fund, and implementing partners will:

1. Share the historical trajectory of global VL/EID, the impetus behind transitioning towards comprehensive agreements, and the achievements attained so far.
2. Provide a framework for pioneering approaches to put into operation and broaden the implementation of an all-inclusive SLA.

Background and Rationale: In 2019, the USAID Global Health Supply Chain Program-Procurement and Supply Management (GHSC-PSM) project conducted Wave-1 of the PEPFAR Global Viral Load (VL) and Early Infant Detection (EID) request for proposal (RFP). This established a global price for reagents and consumables, and all-inclusive pricing for high-throughput, lab-based HIV viral load and early infant detection testing in the six highest volume PEPFAR-supported countries.

Transforming the efficiency of viral load testing through strategic procurement

The Global RFP has achieved the following benefits:

- Access to lower-priced reagents and consumables for all PEPFAR-supported countries and to all-inclusive service packages for Wave-1 countries.
- Access to all-inclusive service packages for all PEPFAR-supported countries.
- Standardized service levels and supplier performance tracking and reporting.
- Significant cost savings of \$2-3 per patient test on average across the PEPFAR portfolio vs. 2019 pre-RFP levels, allowing countries to procure 20-25% more tests for the same funding.
- Negotiated terms and pricing are available to other procurement agencies in more than 40 countries, allowing them to realize similar benefits to PEPFAR.

Transforming VL/EID testing through strategic procurement is impacting the sector beyond GHSC-PSM, as project-negotiated terms and pricing will be available to other procurers in countries using public funds, such as ministries of health and the Global Fund.

Extending the global RFP for viral load and EID

In 2023, GHSC-PSM concluded the Wave-2 RFP process by executing updated global SLAs with three global diagnostics manufacturers to contractually document new all-inclusive pricing and service terms for the Wave-2 PEPFAR-supported countries. This is a major milestone for GHSC-PSM: with the conclusion of the Wave-2 RFP, now all PEPFAR-supported countries have access to competitive pricing for services, defined service levels, and transparent and accountable data on instrument and vendors' performance. This is enabling testing facilities to be more effective and efficient and building sustainable

solutions that are a win-win-win for the government, for testing facilities, and, most importantly, for patients.

Activity	Presenters
Opening remarks	
PEPFAR and Global Fund framing/vision <ul style="list-style-type: none"> - <i>Understanding the service level agreement (SLA) process</i> - <i>Wave-1 vs. Wave-2 - Commitment and Pricing in Volume Agreements</i> - <i>Ensuring Manufacturer Accountability Locally</i> 	USAID & the Global Fund
Evolution of GHSC-PSM SLA process: history, challenges, and successes	GHSC-PSM
Q&A and Discussion	
Panel Discussion: How to implement and operationalize all-inclusive SLAs: learn from the experience of colleagues in Cameroon, Malawi, Nigeria, and Zambia <ul style="list-style-type: none"> • <i>Identify whom should be involved in the process</i> • <i>Preparation for setting up the country SLA</i> • <i>SLA challenges and resolutions</i> • <i>Challenges with managing KPIs at global and country levels</i> • <i>VIPMA and data sharing risks and opportunities</i> • <i>Capacity toolkit and available resources for Wave 2 countries</i> 	USAID & Global Fund partners
Q&A and Discussion	
Available resources and wrap up	



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