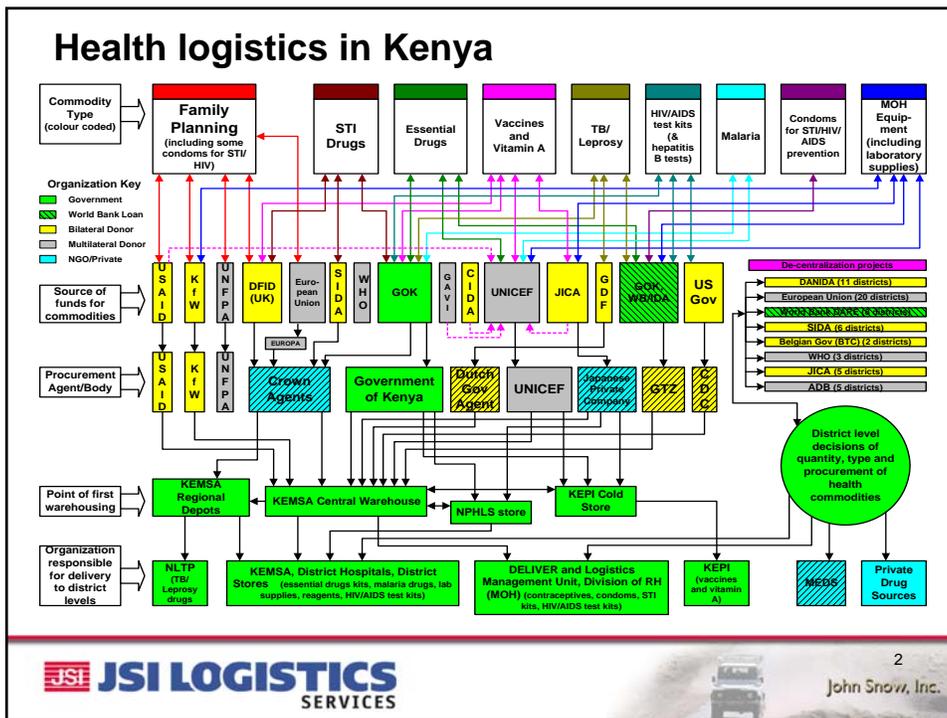


Collaboration in the USAID | DELIVER PROJECT Global Health and SCMS HIV/AIDS Supply Chains

Intra- and Inter-Organizational Collaboration Panel
Humanitarian Logistics Conference
February 19, 2009

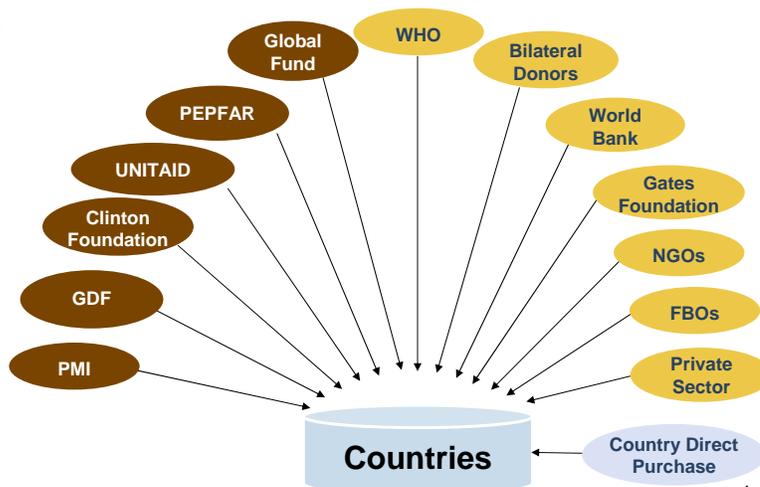
Richard C. Owens, Jr.
Vice President, JSI
Project Director, Supply Chain Management System



A few of the players in global health logistics

- **USG/USAID**
 - SCMS
 - USAID | DELIVER
- **Global Fund to Fight AIDS, TB & Malaria**
- **UNFPA**
- **UNICEF**
- **WHO**
- **World Bank**
- **GAVI**
- **UNITAID**
- **AMFm**
- **Other bilateral donors: Canada, Germany, Netherlands, UK**
- **Private foundations**
 - Bill & Melinda Gates
 - Clinton Foundation
- **NGOs**
 - Inst. for One World Health
 - International Trachoma Init.
 - And many more
- **Industry**
 - Donation programs
 - New product development

Mechanisms supporting drugs and diagnostics for HIV/AIDS



Rapid scale-up in HIV/AIDS programs

SCMS



Number of people in low- and middle-income countries on antiretroviral therapy (in millions)



Source: UNAIDS

5



USAID | DELIVER PROJECT
FROM THE AMERICAN PEOPLE

What is the USAID | DELIVER PROJECT?

- *Strategic Objective*
 - Increased availability of essential health supplies in public and private services
- *Subcomponents*
 - Improve and strengthen in-country supply systems and the environments in which they operate
 - Improve commodity security by strengthening global and regional collaboration
 - Improve USAID's ability to provide commodities to national programs

6



USAID | DELIVER PROJECT

FROM THE AMERICAN PEOPLE

What does the USAID | DELIVER PROJECT do?

- Task Order 1: Public health, including family planning/reproductive health
 - Five years
 - Up to \$499M
- Task Order 2: Avian and pandemic influenza
 - Three and one-half years
 - Up to \$85M
- Task Order 3: Malaria
 - Five years
 - Up to \$895M

7



USAID | DELIVER PROJECT

FROM THE AMERICAN PEOPLE

Where does the USAID | DELIVER PROJECT work?

- County offices in Africa, Asia, Latin America:
 - Ethiopia, Ghana, Liberia, Madagascar, Malawi, Mozambique, Nigeria, Rwanda, Tanzania, Uganda, Zambia, Zimbabwe
 - Bangladesh, Indonesia, Pakistan
 - Dominican Republic, El Salvador, Honduras, Nicaragua, Paraguay
- Short-term technical assistance:
 - Angola, Benin, Nepal, Senegal, Sudan

8



USAID | DELIVER PROJECT Outcomes (FY2008)

- **Task Order 1—**
 - Procurement: \$12.4M
 - Number of shipments: 171
 - Value of shipments: \$73.8M
 - 76 TA trips to 26 countries
 - 11,400 health workers trained in supply chain management
- **Task Order 2—**
 - Procurement: \$949K
 - Number of shipments: 116
 - Value of shipments: \$4.8M
- Regional Distribution Center (RDC) set up in Bangkok to reduce lead time/shipping costs to countries in Asia
- **Task Order 3—**
 - Procurement: \$35M
 - Number of shipments: 12
 - Value of shipments: \$35M
 - Door-to-door distribution of 170,440 bed nets during Liberia's President's Malaria Initiative launch, reaching nearly 100% of targeted population

What is the Supply Chain Management System's mission?

We will strengthen or establish secure, reliable, cost-effective and sustainable supply chains to meet the care and treatment needs of people living with or affected by HIV/AIDS. In collaboration with in-country and international partners, we will:

- Provide quality, best-value health care products to those who need them
- Deploy innovative solutions to assist programs to enhance their supply chain capacity
- Ensure accurate supply chain information is collected, shared and used

Eight years (thru 2013), up to \$7B (but not really)



What does SCMS provide?

- Procurement and delivery of HIV/AIDS medicines and supplies at the best value
- Technical assistance to transform supply chain performance and support health systems strengthening
- Global collaboration for long-term, local solutions



SCMS



11

What does SCMS buy?

- ARVs (including FDA tentatively approved generics)
 - Rapid HIV test kits
 - Laboratory equipment (e.g., EIA, CD4, NAT)
 - Drugs for opportunistic infections & STIs
 - Miscellaneous (e.g., vehicles)
- Plus new trends
- Food by prescription
 - Home-based care kits
 - Blood safety
 - Male circumcision supplies

SCMS



12

Where does SCMS work?

Botswana
 Côte d'Ivoire
 Ethiopia
 Guyana
 Haiti
 Kenya
 Mozambique
 Namibia
 Nigeria
 Rwanda
 South Africa
 Tanzania
 Uganda
 Vietnam
 Zambia
 Zimbabwe



13

Who are the SCMS project team members?

- **Affordable Medicines for Africa**
Johannesburg, South Africa
- **AMFA Foundation**
St. Charles, Illinois
- **Booz Allen Hamilton**
McLean, Virginia
- **Crown Agents Consultancy, Inc.**
Washington, DC
- **The Fuel Logistics Group**
Sandton, South Africa
- **IDA Solutions**
Amsterdam, Netherlands
- **JSI Research & Training Institute, Inc.**
Boston, Massachusetts
- **Management Sciences for Health**
Boston, Massachusetts
- **The Manoff Group**
Washington, DC
- **MAP International**
Brunswick, Georgia
- **North-West University**
Potchefstroom, South Africa
- **Northrop Grumman**
McLean, Virginia
- **PATH**
Seattle, Washington
- **UPS Supply Chain Solutions**
Atlanta, Georgia
- **Voxiva**
Washington, DC
- **3i Infotech**
Edison, New Jersey



14

Key partners in achieving the SCMS mission

1. CDC
2. CHAI
3. DOD
4. EPN
5. Global Fund
6. NGOs
7. OGAC
8. Track 1/1.5 Partners
9. UNITAID
10. USAID
11. WHO
12. World Bank

SCMS



PEPFAR
Implementing Partner

15

SCMS outcomes

Procurement and delivery

- Value of commodities delivered: \$247M
- Patient-years of ARVs purchased: 2.8M
- % Generic ARVs: 98% by volume, 89% by value (July – September 2008)
- ARV cost per patient year: \$85.90 for Lam/Stav/Neu 150mg/30mg/200mg
- Savings on generic ARV purchases: \$367.7M
- Regional Distribution Centers (RDCs)
- Stock-outs averted

Technical assistance

- Offices in PEPFAR focus countries plus Zimbabwe
- 324 short-term TA assignments
- 23 countries received short-term TA

Global collaboration

- Technical secretariat: GF/WB/ PEPFAR/UNITAID/WHO coordinated procurement initiative
- CHAI: collaboration on ARV forecasting, pricing, lab quantification
- GF: pooled procurement feasibility study

SCMS



PEPFAR
Implementing Partner

Except as noted, data are life of project through 12/31/08

16

Intra-project coordination

- Shared vision, mission, goals, objectives, key performance indicators, metrics, measurement
- Customer focus
- Supply chain visibility
- Constant communication
- Continuous performance improvement
- Common tools and technical approaches
- Flexible partner agreements based solely on project needs
- Common purpose and culture

Inter-organizational collaboration

- Good will, candor, transparency
- Top management support
- Common purpose
- Joint strategic and operational planning/plans at country level (and globally, if possible)
- Concrete common tasks
- Clear division of labor
 - and as much as possible...
- The same things as intra-project coordination (especially customer focus and supply chain visibility)



**No product?
No program.**

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