



# Male Circumcision Procurement and Supply Chain Management

PEPFAR Male Circumcision Partners Meeting  
Washington, DC  
May 19-20, 2009

Dr. Sameer Sakallah  
Senior Technical Laboratory Advisor, SCMS



# Overview

Introduction to SCMS

SCMS Online Catalog (eCatalog)

SCMS Experience: Good Procurement Practices

SCMS Experience: Lessons Learned

Moving Forward

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# Origins of SCMS

President's Emergency Plan for AIDS Relief  
announced by President George W. Bush in  
January '03

Largest international health initiative ever by  
one nation to address a single disease

SCMS established in 2005 to develop  
sustainable solutions to supply chain  
challenges

SCMS administered by USAID, serves all USG  
agencies.

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# SCMS Mission

**SCMS strengthens or establishes 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, SCMS:**

- **Provides quality healthcare products to those in need.**
- **Develops innovative solutions for programs in order to enhance their supply chain capacity**
- **Ensures accurate supply chain information is collected, distributed, and properly utilized**

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# What SCMS Provides

- Procurement and delivery of HIV/AIDS medicines, test kits, and laboratory supplies and consumables at the best value
- Technical assistance in transforming supply chain performance and supporting health systems strengthening
- Global collaboration for long-term, local solutions

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# Where SCMS Works

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



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# What SCMS Procures

## Currently:

- ARVs
- Rapid HIV Test Kits (RTKs)
- Laboratory Equipment, Supplies & Consumables
- Drugs for Opportunistic Infections (OI) & STIs
- Miscellaneous Equipment (e.g., vehicles)

## New Product Lines:

- Food by Prescription
- Home-Based Care Kits
- Blood Safety Supplies
- Male Circumcision Supplies

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# Cumulative Procurement to Date

ARVs:	\$240,411,845	57%
Food Product:	\$1,009,002	0.2%
Laboratory:	\$88,571,655	21%
OI/STI:	\$22,111,142	5%
Other:	\$12,943,160	3%
Test Kits:	\$53,593,946	13%
Total:	\$418,640,752	

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# SCMS Online eCatalog

SCMS Lab Equipment & Supplies - Windows Internet Explorer

http://scmsweb.pfscm.org/scms/ecatalog/lab

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HOME ABOUT US WHERE WE WORK WORKING WITH US RESOURCE CENTER JOBS E-CATALOG

E-Catalog

Overview  
FAQ  
ARVs  
Test Kits  
Essential Drugs  
Lab Equipment & Supplies  
Other

By Program Area  
Early Infant  
Diagnosis  
Male  
Circumcision  
Blood Safety  
Food Products

Home > E-Catalog > Lab Equipment & Supplies

## Lab Equipment & Supplies

The range and type of laboratory equipment, reagents and consumables that may be required in any laboratory operation is extensive. The e-catalog list is illustrative of the commodities SCMS has supplied to date. Once a request is received, we prepare a specific proposal for your requirements. Where we have listed generic types of equipment rather than specific models as needs vary widely with use. When arranging supply we will take into account local service capability, training and other issues. We are also able to provide electronic catalogs from major laboratory suppliers. Please contact your local SCMS office to discuss your exact requirements. You may also [contact us](#) at our Washington-based project management office. Our prices are EXW or FOB and do not include freight costs from SCMS Regional Distribution Center or the supplier.

Filter Products: (Enter the characters to filter by)

SCMS prices are EXW or FOB and do not include freight costs from SCMS Regional Distribution Center or the supplier.

[Download Products Shown to Excel](#)

Product Code	Product Description	Pack Size	Estimated Price per Pack (US\$)
103822	AKU Final Wash Concentrate	EACH	<a href="#">Inquire</a>
103820	AKU STAT Biocontrol I and II, Curtis, 10 x 0.5mL	1PK	<a href="#">Inquire</a>
104710	Agarose Gel Loading Solution, All-Purpose, Native, 1mL	1ML	<a href="#">Inquire</a>
103799	Albumin, Bromo Cresol Green SUCCN, 4 x 120mL	1PK	<a href="#">Inquire</a>
105048	Alcohol Absolute ACS, 4L	1L	<a href="#">Inquire</a>
103538	Aluminium Foil, 12in x 200ft, 12 Rolls	EACH	<a href="#">Inquire</a>
105357	Aluminium Foil, 130 x 130mm, 100 Pack	100PK	<a href="#">Inquire</a>
106040	Analyzer, Bicarb (CO2), 200 Tests	1PK	<a href="#">Inquire</a>
104236	Anti-A, 10mL/vial	1VLS	<a href="#">Inquire</a>
104245	Anti-A, B, BioClone, 10mL/vial, 15 vials	15VLS	<a href="#">Inquire</a>
104239	Anti-A1 Dolichos BIFL Lectin, 5mL	1VLS	<a href="#">Inquire</a>
104237	Anti-B, 10mL/vial	1VLS	<a href="#">Inquire</a>
104244	Anti-B, BioClone, 10mL/vial, 15 vials	15VLS	<a href="#">Inquire</a>
104229	Anti-C Monotype, 10mL	1VLS	<a href="#">Inquire</a>
104241	Anti-D IgM Monoclonal blood grouping reagent, 10mL	1VLS	<a href="#">Inquire</a>
103728	Anti-H Lectin	EACH	<a href="#">Inquire</a>
105958	Anti-HBc Kit, 480 Tests	480TEST	<a href="#">Inquire</a>
103505	Anti-HIV 1/2 Combo Performance Panel	EACH	<a href="#">Inquire</a>
103502	Anti-HIV Low Titer Performance Panel	EACH	<a href="#">Inquire</a>
104240	Anti-Human Clostridia, 10mL	1VLS	<a href="#">Inquire</a>

Done

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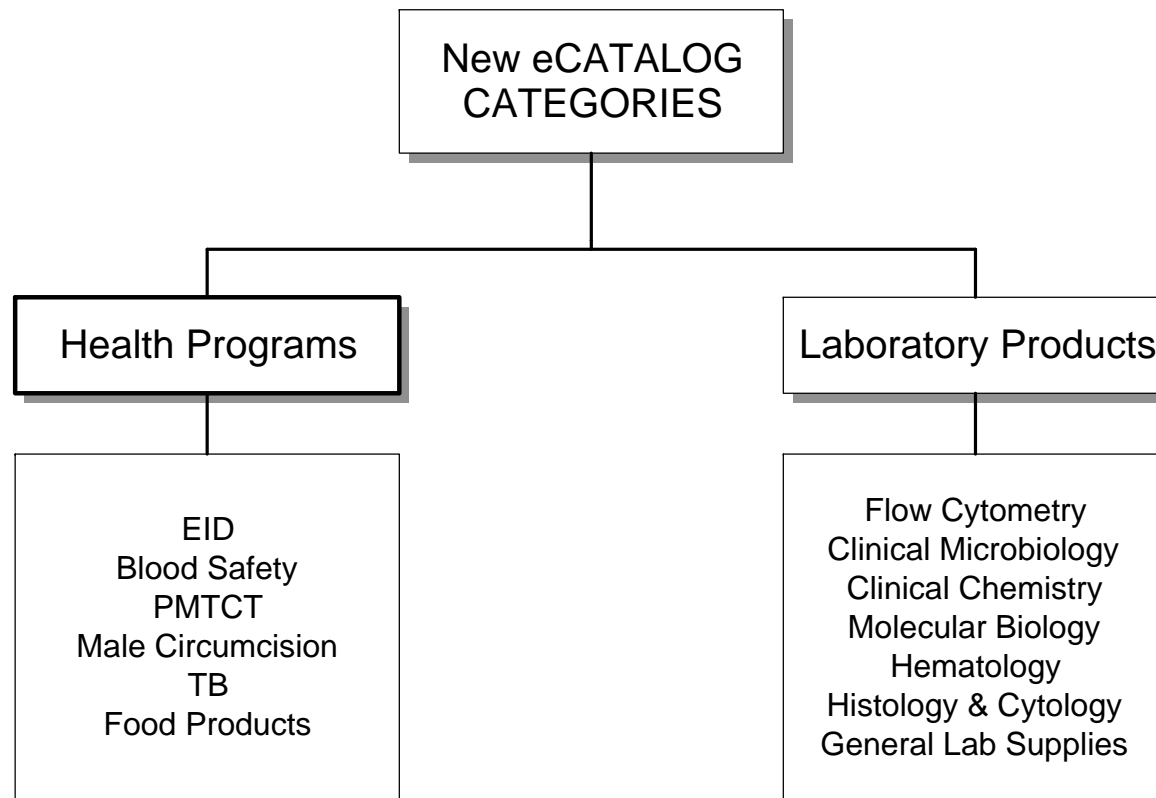
11:24 PM

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# eCatalog New Categories (*under development*)



# Early Infant Diagnosis (EID) List in eCatalog

## EID PROCUREMENT LIST

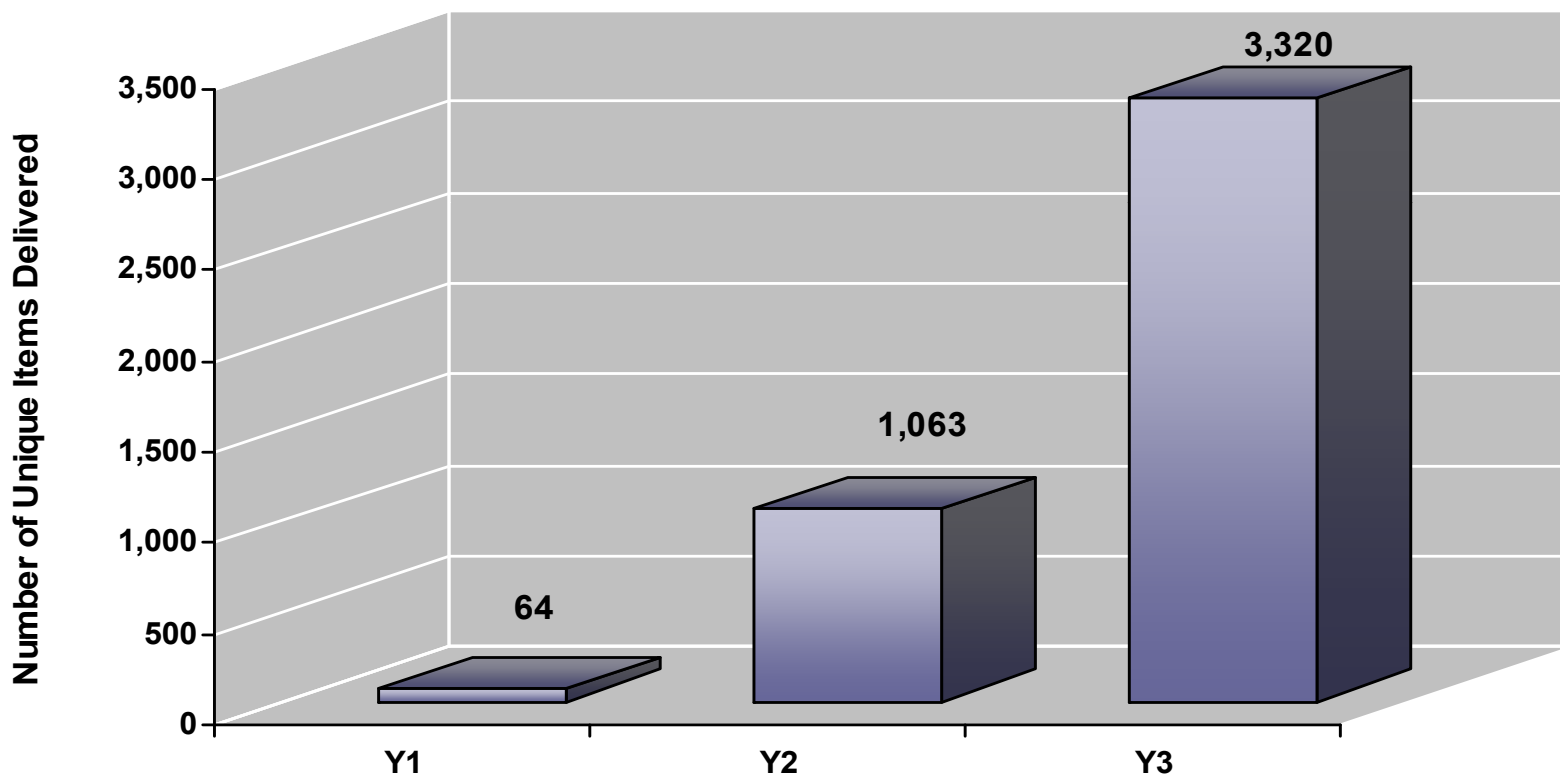
SCMS ITEM CODE	Description	Vendor/Supplier Catalog # For illustrative purposes only	UOM
103523	DNA PCR AMPLICOR HIV-1 Monitor Test, 96 Tests	Roche #3290140018	96TEST
	<b>Equipment: One time order</b>		
103419	Thermal Cycler, GeneAmp PCR System 9700, 220V	ABI #4314879	EACH
104544	Eppendorf Thermomixer 5350	Fisher #05-400-201	EACH
103351	Thermolyne Vari-Mix & Speci-Mix Tube Rockers	Daigger #EF22689A	EACH
103744	Vortex Genie 2® Laboratory Mixer	Daigger #EF22220A	EACH
103341	Stratagene Stratalinker 1800 UV Crosslinker	Fisher #50125574	EACH
103060	Pipet-Aid, Cordless, Rechargeable, Programmable	Fisher #13-682-00	EACH
103358	Laminar Flow PCR Workstation	Fisher #FB-PCR2	EACH
103364	Digital Count Down/Up Timer; Pocket size of (3"x3"x1/2")	Fisher #14-649-83	EACH
105584	Incubator thermometers (+10 to 45°C)	VWR: 82020-828	5CS
105585	Refrigerator thermometer (-5 to +15°C)	VWR: 61225-716	5CS
105586	Refrigerator/Freezer	Fisher #13-986-106A	EACH
105587	Incubator 2.5 cubic feet 220V	Fisher #11-690-626D	EACH 11
103004	ELx50™ Microplate Strip Washer	BioTek # ELx50/8	EACH

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# Number of Unique Laboratory & Test Kit Products Delivered by SCMS to Date *by Project Year*



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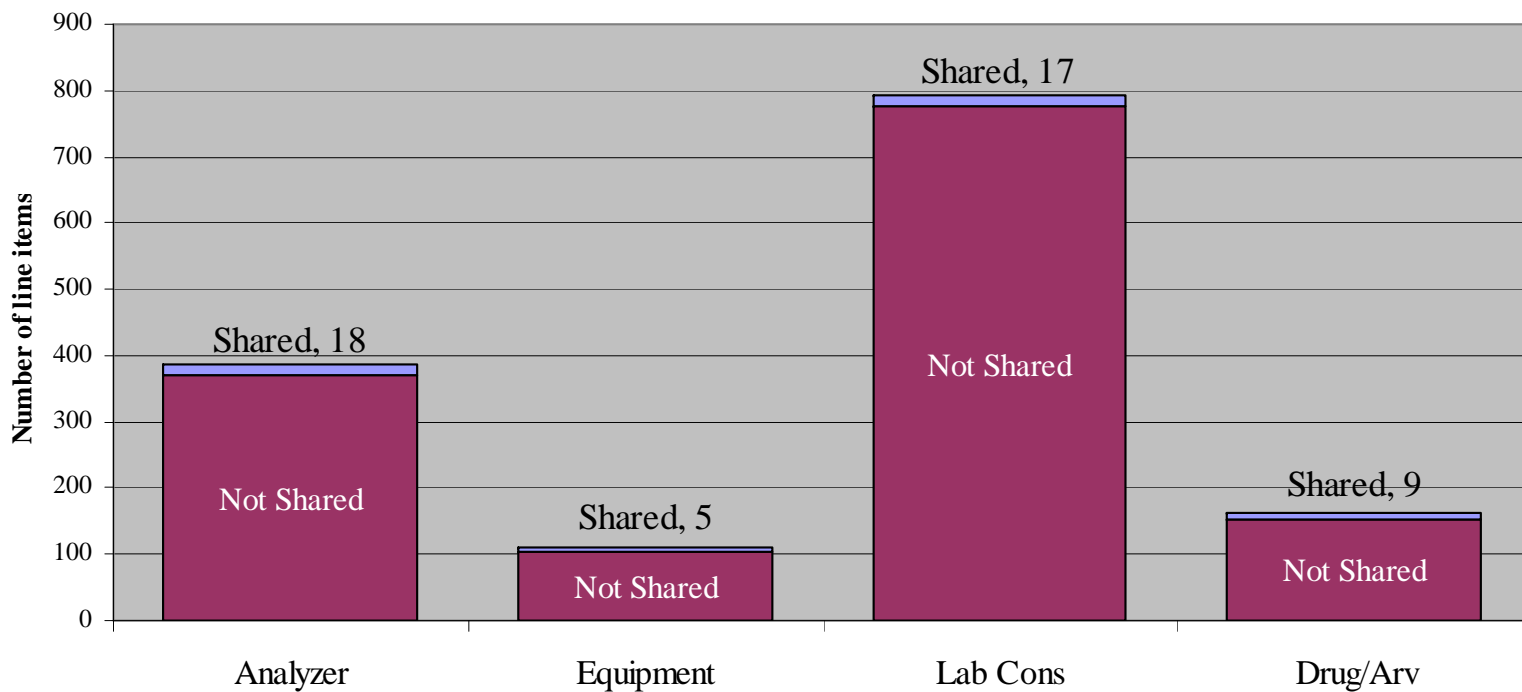
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# Item Sharing by Category

## Countries Sharing Catalog Items

Shared = by more than two countries

Aug 08- Feb 09



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# SCMS Experience: Good Procurement Practices

## Product Standardization:

Many products are available in numerous varieties from a multitude manufacturers

## Forecast / Supply Plan (Quantification):

How many units of the product are needed over a specified period of time (e.g. quarter, 12 months, 3 years, etc.)

## Product Specification:

Detailed specifications allow us to procure quickly and cost effectively that will satisfy the end user

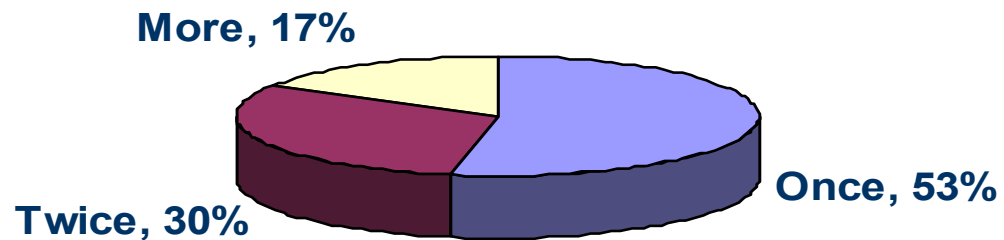
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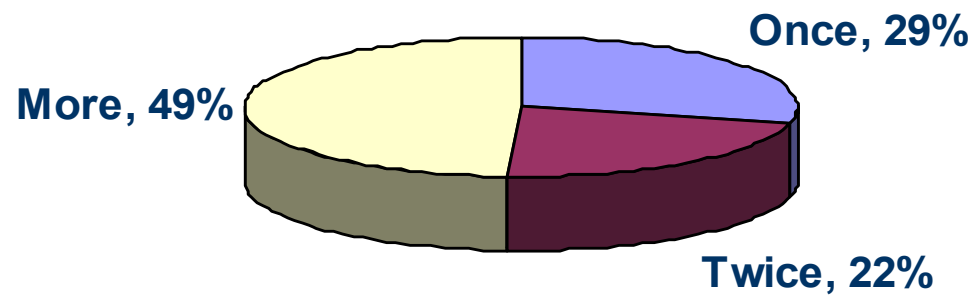
# Example 1: Lack of Good Product Quantification, Standardization and Specifications

Platforms: 5 CD4, 10 Hematology, 11 Chemistry Analyze (with all supplies & consumables)



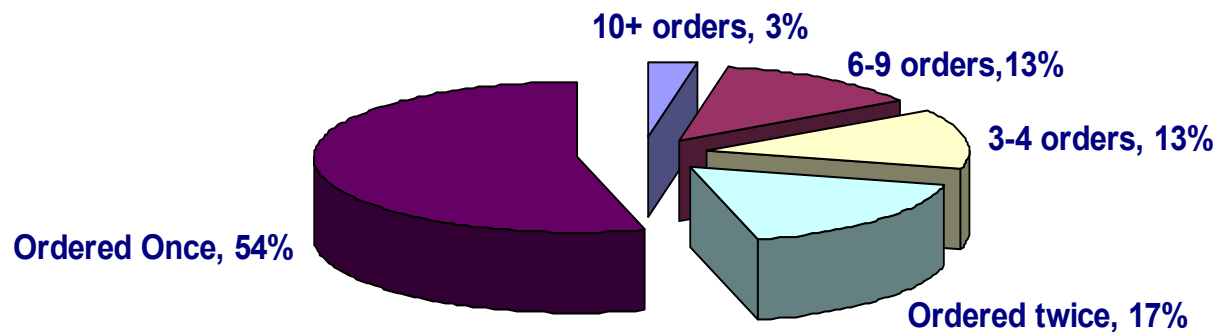
## Example 2: Better Product Quantification, Standardization and Specifications

Platforms: 2 CD4, 1 Hematology, 1 Chemistry Analyzers

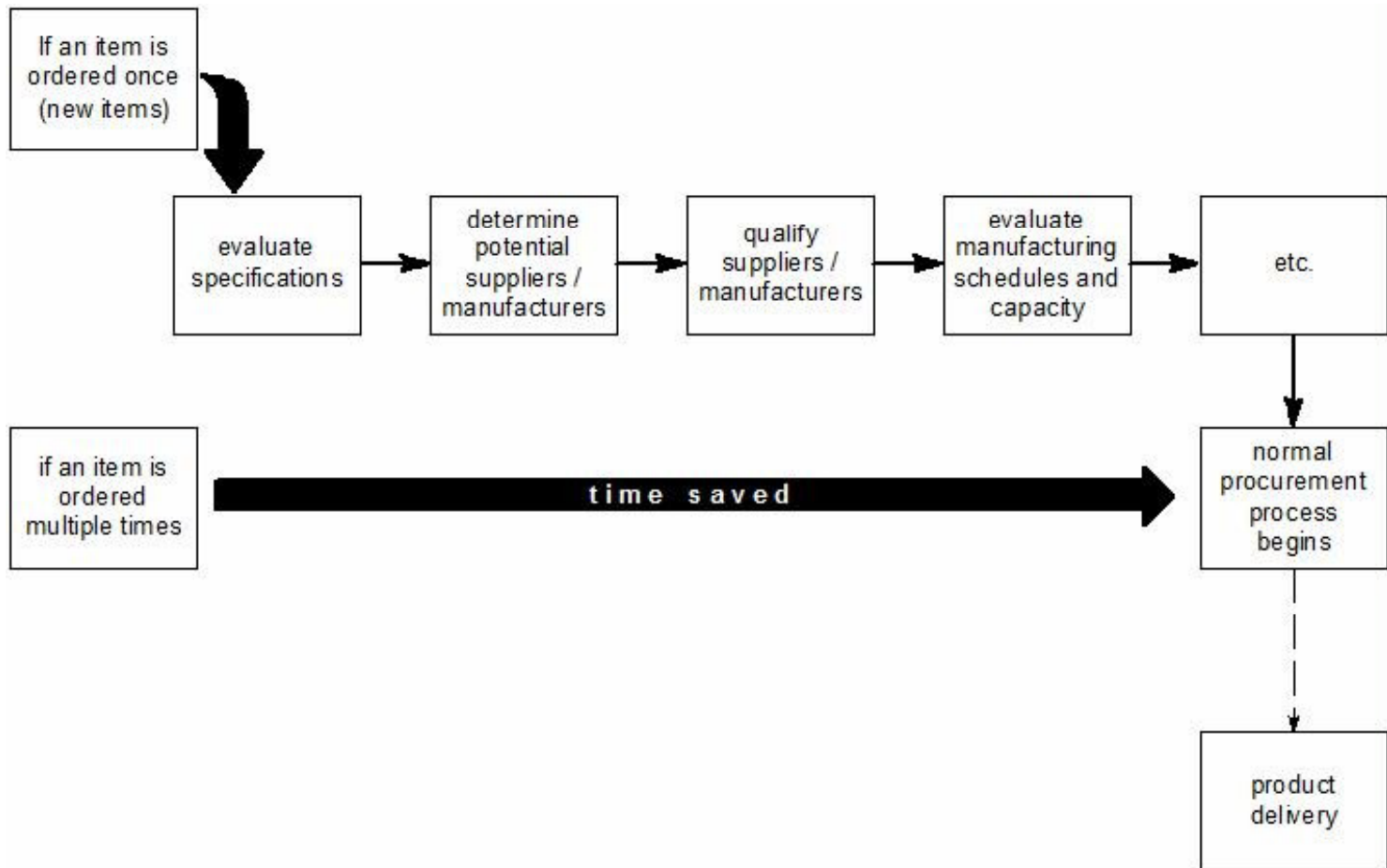


# Number of Times Item is Ordered

Number of Times a Laboratory Product was Ordered  
February 2008 - February 2009



# Benefit of Standardization



# SCMS Experience: Lessons Learned

Standardization is a key first step in optimizing and strengthening supply chains

Standardization should be followed by forecasting / supply planning (Quantification)

Product specifications should be determined before the procurement process begins

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# Moving Forward

We have the capacity and experience

We are developing an MC commodity list that includes kits as well as individual components

We will provide technical assistance in product selection (standardization and specification) as well as supply planning (quantification)

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# Thank You

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