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
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.
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
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
Where SCMS Works

Botswana
Côte d’Ivoire
Ethiopia
Guyana
Haiti
Kenya
Mozambique
Namibia
Nigeria
Rwanda
South Africa
Tanzania
Uganda
Vietnam
Zambia
Zimbabwe
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
### Cumulative Procurement to Date

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARVs</td>
<td>$240,411,845</td>
<td>57%</td>
</tr>
<tr>
<td>Food Product</td>
<td>$1,009,002</td>
<td>0.2%</td>
</tr>
<tr>
<td>Laboratory</td>
<td>$88,571,655</td>
<td>21%</td>
</tr>
<tr>
<td>OI/STI</td>
<td>$22,111,142</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>$12,943,160</td>
<td>3%</td>
</tr>
<tr>
<td>Test Kits</td>
<td>$53,593,946</td>
<td>13%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$418,640,752</strong></td>
<td></td>
</tr>
</tbody>
</table>
SCMS Online eCatalog

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 lists a variety 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, we need only the fewest with ease. When arranging supplies, we will take into account the local service capacity, 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 in Excel

<table>
<thead>
<tr>
<th>Product Code</th>
<th>Product Description</th>
<th>Pack Size</th>
<th>Estimated Price per Pack (US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>103322</td>
<td>AKU Final Wash Concentrate</td>
<td>EACH</td>
<td>/pound</td>
</tr>
<tr>
<td>103323</td>
<td>AKU STAT Beckman 1L Cuv, 10 x 2.5 mL</td>
<td>1PK</td>
<td>/pound</td>
</tr>
<tr>
<td>104710</td>
<td>Japanese Gel Loading Solution, All-Purpose, Native, 1 ml</td>
<td>1ml</td>
<td>/pound</td>
</tr>
<tr>
<td>107749</td>
<td>Albumin, Grade O, Crosslink 60% CHO, 4 x 120 mL</td>
<td>1PK</td>
<td>/pound</td>
</tr>
<tr>
<td>103348</td>
<td>Alcohol Absolute 99.7%</td>
<td>1L</td>
<td>/pound</td>
</tr>
<tr>
<td>103347</td>
<td>Aluminum foil, 12 x 20 ft, 12 rolls</td>
<td>EACH</td>
<td>/pound</td>
</tr>
<tr>
<td>103346</td>
<td>Aluminum foil, 12 x 12 ft, 100 pack</td>
<td>100PK</td>
<td>/pound</td>
</tr>
<tr>
<td>103345</td>
<td>Acrylic, Black (O2), 200 Tests</td>
<td>1PK</td>
<td>/pound</td>
</tr>
<tr>
<td>102426</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
<tr>
<td>102425</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
<tr>
<td>102424</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
<tr>
<td>102423</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
<tr>
<td>102422</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
<tr>
<td>102421</td>
<td>ABE, 10 x 15 mL</td>
<td>100VLS</td>
<td>/pound</td>
</tr>
</tbody>
</table>
eCatalog New Categories (under development)

New eCATALOG CATEGORIES

Health Programs
- EID
- Blood Safety
- PMTCT
- Male Circumcision
- TB
- Food Products

Laboratory Products
- Flow Cytometry
- Clinical Microbiology
- Clinical Chemistry
- Molecular Biology
- Hematology
- Histology & Cytology
- General Lab Supplies
# Early Infant Diagnosis (EID) List in eCatalog

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

- **Y1**: 64 items delivered
- **Y2**: 1,063 items delivered
- **Y3**: 3,320 items delivered
Countries Sharing Catalog Items

Shared = by more than two countries
Aug 08- Feb 09

- Shared, 17
- Not Shared

Shared, 18
- Not Shared

Shared, 5
- Not Shared

Shared, 9
- Not Shared
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
Example 1: Lack of Good Product Quantification, Standardization and Specifications

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

- More, 17%
- Twice, 30%
- Once, 53%
Example 2: Better Product Quantification, Standardization and Specifications

Platforms: 2 CD4, 1 Hematology, 1 Chemistry Analyzers

- More, 49%
- Once, 29%
- Twice, 22%
Number of Times a Laboratory Product was Ordered
February 2008 - February 2009

- Ordered Once, 54%
- 3-4 orders, 13%
- 6-9 orders, 13%
- Ordered twice, 17%
- 10+ orders, 3%
Benefit of Standardization

If an item is ordered once (new items):
- Evaluate specifications
- Determine potential suppliers/manufacturers
- Qualify suppliers/manufacturers
- Evaluate manufacturing schedules and capacity

If an item is ordered multiple times:
- Time saved
  - Normal procurement process begins
  - Product delivery
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.
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).
Thank You