



**GLOBAL
HEALTH**
SUPPLY CHAIN SUMMIT



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Software-driven procurement

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SAMES
Timor-Leste



Overview

- Background
- Procurement methods
- Challenges of line-by-line procurement
- mSupply tender module
- Supporting tools
- Outcomes



Background



Background

- Population ~1.2 million
- SAMES purchases, warehouses and distributes all
 - Medicines
 - Consumables
 - Laboratory reagents
 - Medical Equipment
- Budget <USD\$5million / year
- Supplies all health commodities for
 - National Hospital
 - 5 Referral Hospitals
 - Over 350 health facilities in 13 districts







Customer



Suppliers



Item



Reports



Special



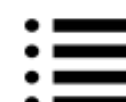
Admin



Customer invoices



Customers



Transaction categories



Requisitions



New credit...



Cash receipts



Categories

Data File: SupplyStore1.4DD

Main Supply Store 1

SupplyUser1

217 records waiting to be sent.

mSupply

UPC



Customer Invoices

Customer Requisitions



Supplier Invoices

Supplier Requisitions



Current Stock

Stocktakes



Procurement methods

- Prequalification
 - Quality
 - Speed
 - Simplicity
- Tendering 'line-by-line' vs by 'lot'
- Considerations
 - Simplicity
 - Budget
 - Supplier performance
 - Contract delays
 - Items to be purchased



The challenge

- Achieving the benefits of 'line-by-line' tendering
 - Reduced cost
- Managing the risks
 - Transcription errors
 - Administration
 - Multiple suppliers

Code	Item	Stock on hand	Backorder	24 month	Usage during t	Months cover	Unit price	Total price	Adjusted order
2011	ACRIFLAVINE 0.2% IN SPIRIT 70% BOT/50ML	10748	0	708	17436	15	\$ 0.76	\$ 8,119.00	8200
2013	ACYCLOVIR OPHTHALMIC OINTMENT 3% TUBE/4.5G	0	20	8	163	0	#DIV/0!	\$ 66.00	50
1110	ADRENALINE INJ 1MG IN 1ML	5755	117	500	11285	12	\$ 1.14	\$ 6,573.00	6500
539	ALBENDAZOLE TABS 200MG	347000	84700	106841	1671100	5	\$ 0.42	\$ 145,963.00	62000
20	ALLOPURINOL TABS 100MG	1000	83000	6771	94000	0	\$ 109.72	\$ 109,715.00	110000
2015	AMETHOCAINE EYE DROPS 0.5% MINIMS	7860	5	490	11820	16	\$ 0.15	\$ 1,215.00	1200
1120	AMINOPHYLLINE INJ 250MG IN 10ML	0	957	77	914	0	\$ 0.01	\$ 957.00	100
30	AMITRIPTYLINE TABS 50MG	7700	0	1050	25392	7	\$ 1.66	\$ 12,776.00	12800
39	AMOXICILLIN SUSP 125MG IN 5ML BOT/100ML	3373	0	7017	29358	3	\$ 4.42	\$ 14,895.00	15000
42	AMOXICILLIN TABS/CAPS 250MG	2652172	10000	444342	11237710	6	\$ 2.65	\$ 7,017,922.00	7000000
1125	AMPICILLIN INJ 500MG DP	127933	0	18217	450966	7	\$ 2.10	\$ 268,048.00	270000
2030	ANTISEPTIC SOAP	1866	2348	601	10663	4	\$ 2.74	\$ 5,120.00	3000
4030	APPLICATOR STICKS,SINGLE,WOOD,COTTON TIP,PKT/100	3592	0	272	6604	13	\$ 0.99	\$ 3,554.00	3600
4036	APRON, PLASTIC DISPOSABLE 810 x 1600MM MED	6000	56000	2750	6000	24	\$ 9.42	\$ 56,492.00	15000
1129	ARTESUNATE SUPPOSITORY 50MG	0	1237	117	1582	0	\$ 0.40	\$ 1,237.00	2000
	ARTESUNATE SUPPOSITORY 200MG						\$ 7.00		2000
46	ATENOLOL TABS 50MG	0	91000	16833	282570	0	\$ 232.00	\$ 291,763.00	250000
2035	ATROPINE EYEDROPS 1% BOT/5ML	0	303	34	456	0	\$ 0.19	\$ 596.00	400
1135	ATROPINE SULPH INJ 600MCG IN 1ML	1500	3071	323	3370	11	\$ 0.13	\$ 3,071.00	500
	AZITHROMYCIN 500MG TABS						\$ 0.00		80000
2105	B.S.S. OINTMENT TUBE/20G	0	12182	2163	22373	0	\$ 6.00	\$ 12,182.00	10000

ACME Suppliers

BETA suppliers

Universal Suppliers

Global

IDA

Excellent Medicines

She ...



mSupply tender module

- Core feature of mSupply
- Facilitates
 - Submission of bids
 - Tender evaluation
- Creates
 - Reports
 - Letters of acceptance
 - Purchase orders
- Improves transparency



mSupply Tender Web Interface
Please enter your code and password

Supplier Code:

Password:

Edit Tender Item...

Item Name: Amo100

Description

Black

Specifications sent out: 2000 packs of 1 = a total quantity of 2000

Supplier	Manufacturer	Price	Currency	Pack Size	Volume	Tot. rec...	Price wit...	Cost Local/P...	Adj Cost	+/- %	Pref	Disq	Comment
AFRICA UNITED HEALTHCARE		0.00	USD	1	0	0.00	0.00	0.00	0.4000	0	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Acme Pharmaceutical...
ALI BABA DRUGS		0.01	USD	1	0	0.00	0.01	0.01	1.0000	0	<input type="checkbox"/>	<input type="checkbox"/>	Friendship Pharmace...
JUHEL PHARMACEUTICALS, LAG...		0.07	USD	1	0	0.00	0.07	0.07	7.0000	0	<input type="checkbox"/>	<input type="checkbox"/>	B Braun
UNIQUE PHARM, LAGOS		0.05	USD	1	0	0.00	0.05	0.05	5.0000	0	<input type="checkbox"/>	<input type="checkbox"/>	GSK

Note

Bench mark

Bench mark supplier Not chosen

Adjusted cost 0.0000



Supporting tools

mSupply/Sustainable Solutions

- User guides

Beyond Essential Systems / Tupaia.org

- Bidding documents
- Procurement manual
- Prequalification documents

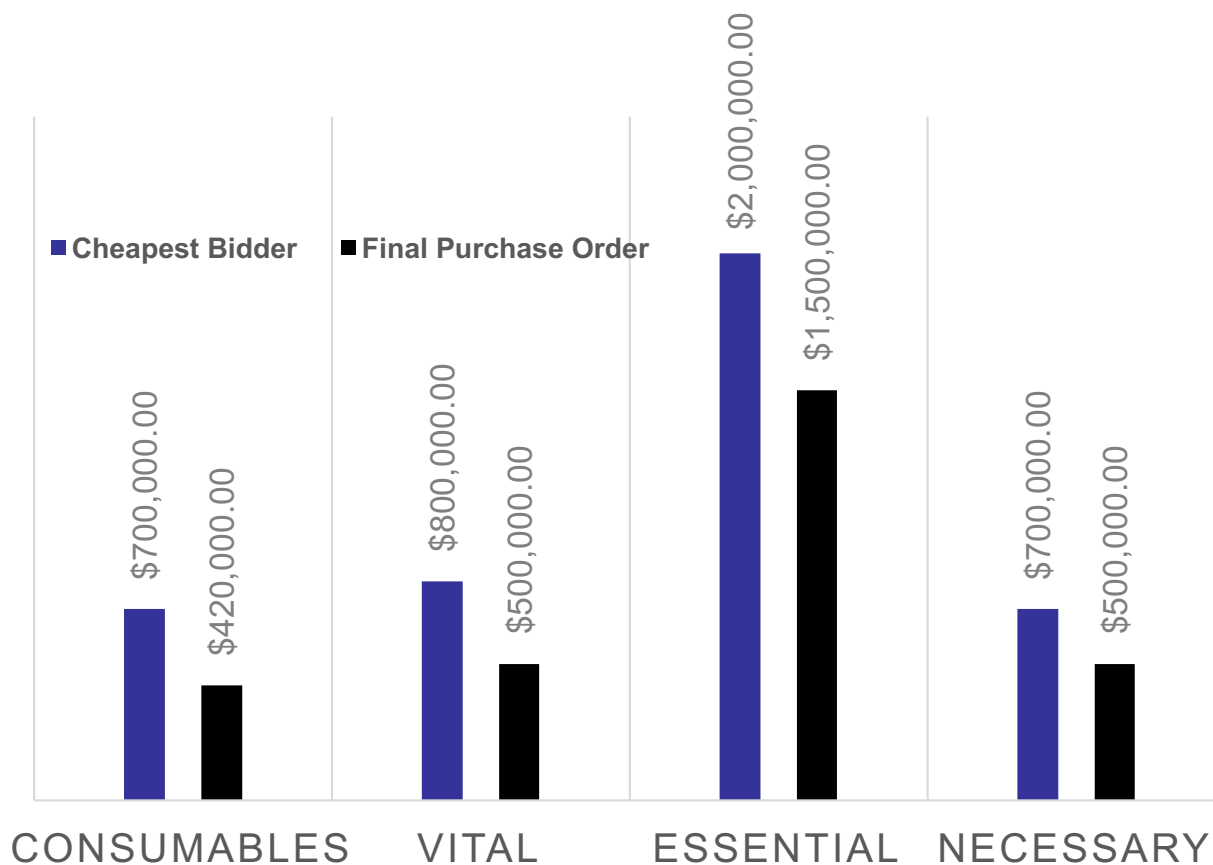
Outcomes

- Savings of over USD\$2million in 2017
 - Medicines
 - Consumables
 - Laboratory
- When compared with MSH
 - Cheaper than the median price on 74% of items
 - Total tender value 44% when compared with the median price





Outcomes



Item	2016	2017
Resus Bag	\$32	\$10
Gyn. Gloves, med	0.86	0.51
Surg Gloves Size 7	0.26	0.08
2.5mL syringe	0.05	0.026
Ceftriaxone inj	\$2.70	\$0.22
Chloramphenicol Ointment	\$1.16	\$0.19
Amox/Clav tabs	0.60	0.11
Levodopa/Carbidopa	0.11	0.03



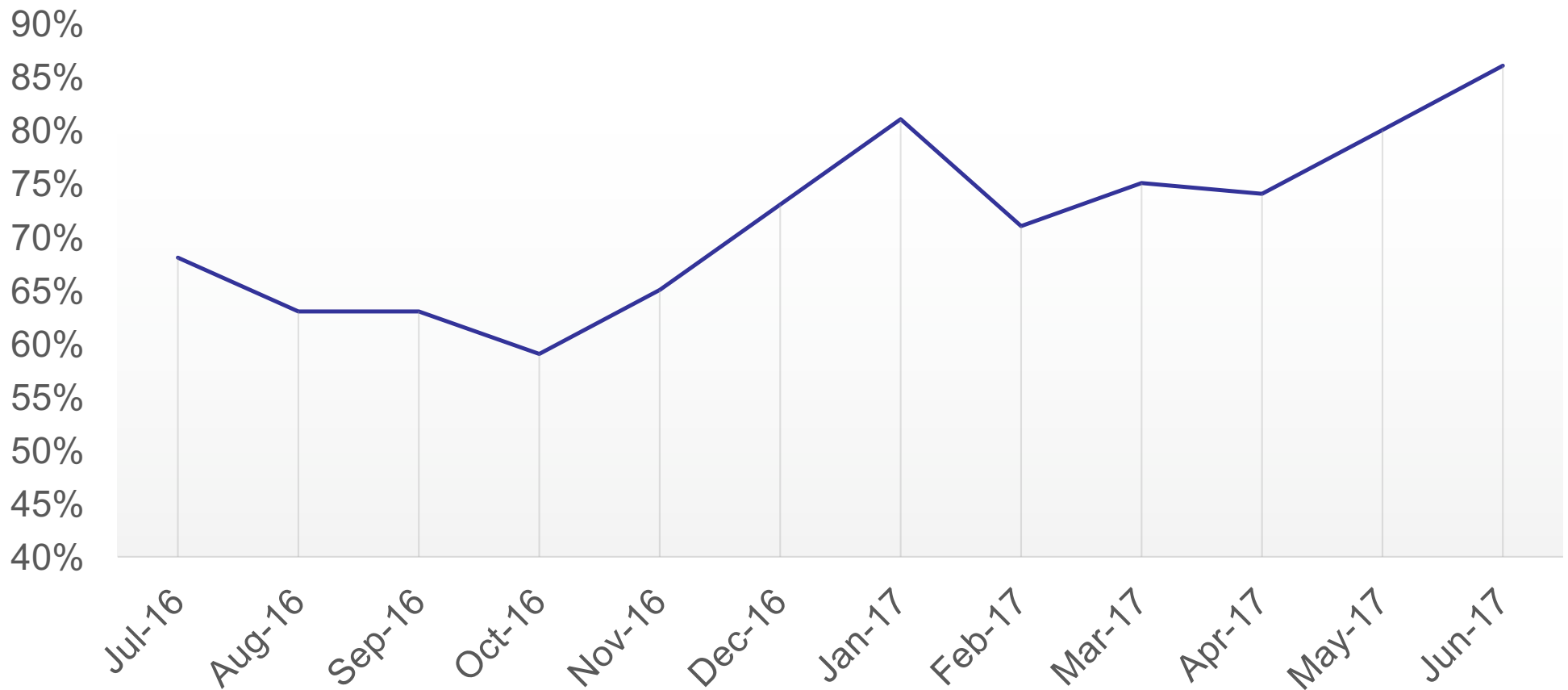
Outcomes

- Limiting retenders
- Investing savings into purchasing critical items
- Visibility of item price -> Improved budgeting and forecasting



Outcomes

Medicines Availability in Timor-Leste





Clinic Availability



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