



Global Health
Supply Chain Summit

ABSTRACT #40

TRACK #14

Thursday, 24th October

LAGOS, NIGERIA ~ NOVEMBER 12-15

2024

VALUE CHAIN INNOVATIONS FOR UNIVERSAL HEALTH COVERAGE



GLOBAL GOODS FOR LOGISTICS OUTSOURCING

SCOTT DUBIN

Advisor, Supply Chain Private Sector Engagement

The Global Fund



Newton's First Law of Motion: Overcoming Inertia in Public Health Logistics



Newton's First Law: “An object at rest stays at rest, and an object in motion stays in motion with the same speed and direction unless acted upon by an unbalanced force.”



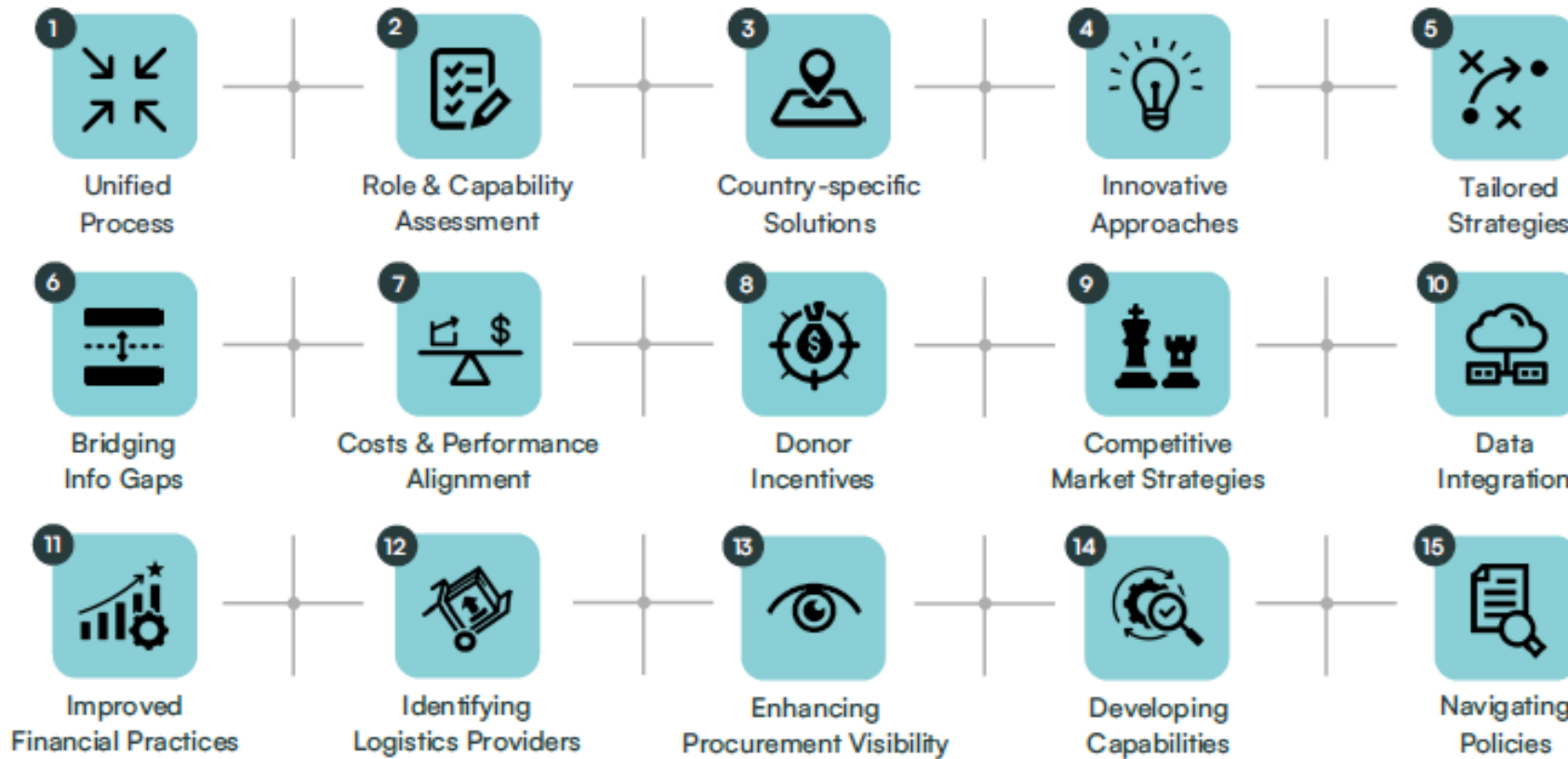
The Opportunity & Challenge of Outsourcing in Public Health



- **The Potential:** Logistics outsourcing can transform public health supply chains by improving efficiency, reducing costs, and boosting access to essential health products
- **The Reality:** Despite these advantages, progress has been slow, with governments often hesitant due to high upfront costs, technical demands, and capacity limitations
- **The Need for Change:** To succeed, the conversation must shift from “why outsource” to “how to support effective outsourcing” through clear, actionable steps

Moving Beyond Concept: Key Challenges to Address

Key Challenges



Introducing the Logistics Outsourcing Guidance



The online global good combines a readiness scan with a detailed process descriptions, fostering intentional and informed decision-making for proficient logistics outsourcing

Four highlights differentiate the online global good:



Structured process

The framework offers a detailed, sequential guide through the entire logistics outsourcing process



Outcome-focused

Each process step is designed to align organization goals and outcomes with logistics operations



Resource-rich

The framework includes practical templates, tools and guidelines to aid in executing the activities



Knowledge standardization

The framework ensures a common understanding and language around logistics outsourcing in the public health sector, fostering consistency and clarity



Logistics Outsourcing Process



A Reliable Resource in Executing Logistics Outsourcing

The framework empowers public health organizations to strategically and efficiently navigate logistics outsourcing, making informed decisions on what, if, and when to outsource



Comprehensive framework. Each process step offers in-depth insights and practical tools, enabling you to confidently and accurately traverse the complex terrain of logistics outsourcing



Strategic alignment. The framework underscores the need for logistics outsourcing solutions and decisions to resonate with broader public health outcomes, ensuring each step contributes meaningfully to effective health service delivery & health outcomes



Collaborative relationships. The framework emphasizes the importance of cultivating robust, cooperative relationships with Logistics Service Providers (LSPs), fostering mutually beneficial partnerships in line with the logistics operations commitments



Flexibility. The framework accentuates the need for adaptability, flexibility and resilience in logistics operations, critical in the dynamic and often unpredictable field of public health



Capacity building. The framework allows pinpointing areas needing capacity development, ensuring your organization is well-prepared and possesses the essential skills and knowledge for efficient logistics outsourcing management



Introducing the Logistics Service Provider (LSP) Directory

- **Current Issues:**
 - Limited visibility of logistics providers
 - Lack of comprehensive directories
 - High costs and time-consuming information gathering
 - Reduced competition due to a small pool of providers
 - Difficulty for donors to validate implementers' claims
 - Challenges during emergencies
- **Purpose:** Improve visibility of logistics providers for governments, donors, implementers, and private sector
- **Importance:** Efficient procurement and competitive pricing

LOGO Company Profile RFP Listing John

General Details

12%

NAME OF COMPANY
Abcl

Street Address 1

Street Address 2 Additional Info

City Postal Code COUNTRY Pre-Filled REGION Pre-Filled

Phone Number + Add More

Company's General Email Address Web Address

Other locations in the country

General Details

Services Offered

Warehousing

Transportation

Last Step

Save Submit



LSP Directory Scope, Benefits and Features



- **Scope:**

- Identification of local LSPs
- Improved visibility and communication
- Inclusion of RFP postings and notifications

- **Benefits:**

- Enhanced market access
- Streamlined procurement processes
- Better engagement with private sector

- **Features:**

- **Data Collection:** Detailed profiles input by LSPs
- **Data Presentation:** Filter, view, and favorite profiles
- **Feedback:** Review and feedback from users
- **RFP Sharing:** Bulletin board for RFPs

LOGO Company Profile RFP Listing John

Services Offered

Provide a brief summary of the services you offer in these areas.

- Warehousing** No
- Transportation** Currently Unavailable Yes

Years of Experience <12 months 1-2y 3-5y 5-10y >10y

Comments (optional)

Temporarily disable service? Yes

- Lab Sample Transportation** Currently Unavailable No
- Online Logistics Marketplace** No

General Details

Services Offered

Warehousing

Transportation

Last Step

Save Submit



LSP Directory: Additional Information



- **Out of Scope:**
 - No pre-approval or vetting of LSPs
 - No replacement for RFP or tender processes
- **Roadmap:**
 - Potential directories for other services like pharma manufacturers/distributors/wholesalers, jobs, information resources, and procurement

LOGO Company Profile RFP Listing John

Warehousing

8%

Experience with Health Commodities No

Experience with Relief and Development Commodities Yes

Do you operate reefer containers? No

Are they mobile? No

Years of Experience with Relief and Dev. Commodities <12 months 1-2y 3-5y 5-10y >10y

Relief and Dev. Commodities Food Non-Food Items (NFIs) School Supplies Shelter and Temporary warehousing Modular Buildings Bulk Goods Vehicles Dangerous Goods Waste Disposal

General Details

Service Offerings

Warehousing

Transportation

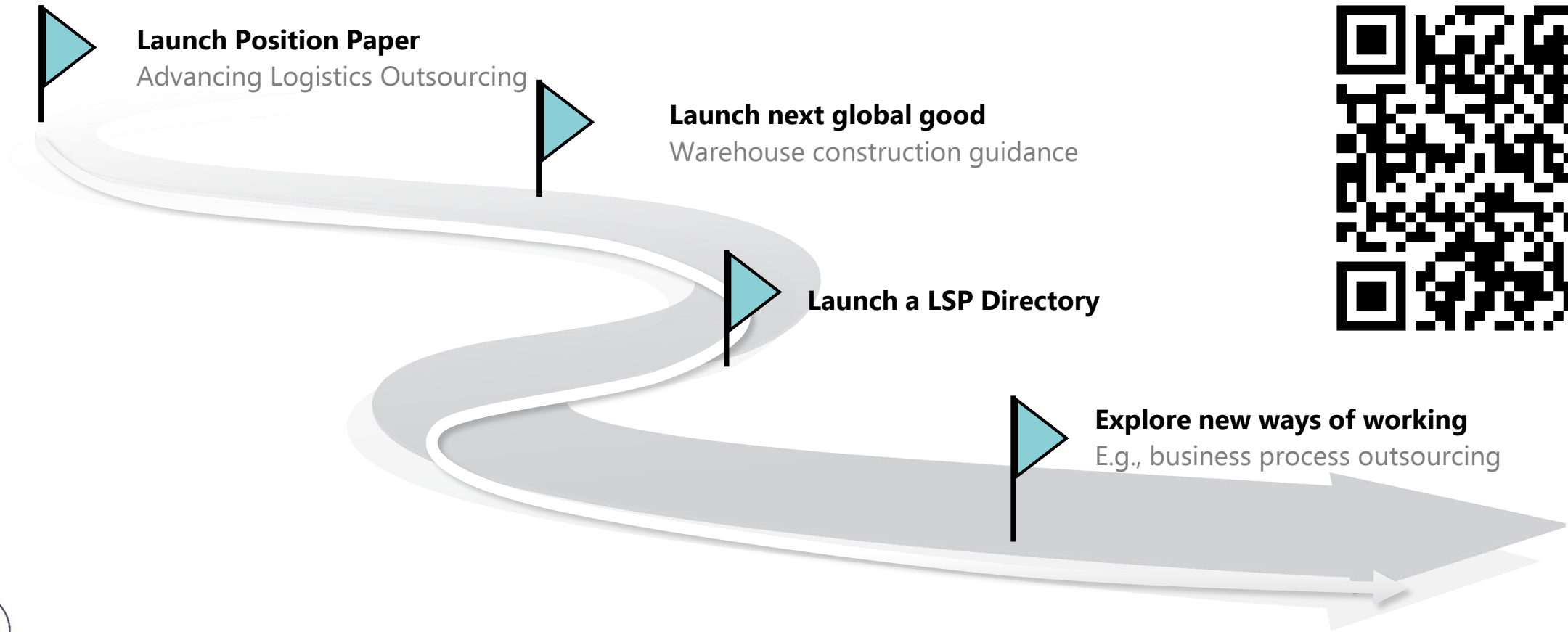
Last Step

Save Submit

The Journey Ahead



To achieve transformative change, we must act as that “unbalanced force” —challenging the status quo, removing barriers, and providing resources and clear guidance for governments



Thank you to our 2024 Sponsors!



PLATINUM



Chemonics
Development works here.



Logenix
International



GOLD



KAIZEN™
INSTITUTE

sanofi



**World Health
Organization**

SILVER

VILLAGE REACH®
X

BRONZE



Technology & Operations
UNIVERSITY OF MICHIGAN

CONTRIBUTORS

BIXAL



PANAGORAGROUP



LIBRA CIRCLE
... a procurement and logistics company