Forging Partnerships with Manufacturers to Achieve the 3rd 90

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

Procurement and Supply Management

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In a 2013 WHO survey of 127 countries, there were enough machines to provide **4.6 CD4 test/year/HIV patient** and **12.8 test/year/ART patient** as compared to 1 or 2 required.

- Capacity utilization across instruments was **13.7%**
- About 50% of EID and CD4 results were not used in SSA
- Based on current projections, access to VL will only reach 60%, by 2020; up from 40% currently
The Quality Management System

- Organization
- Personnel
- Equipment
- Purchasing & Inventory
- Process Control
- Information Management
- Documents & Records
- Occurrence Management
- Assessment
- Process Improvement
- Customer Service
- Facilities & Safety
Equipment Master List is maintained.

Equipment is maintained.

Equipment used for patient testing.

Equipment is quality controlled (ISO 5.6).

Equipment is calibrated.

Equipment received routine serviced.

Equipment received or repaired nonroutine service.

Equipment is decommissioned.
Need for equipment is identified.

Laboratory defines criteria for equipment.

Suppliers are qualified.

Suppliers are selected.

Purchasing contract is developed.

Approval list is maintained.

Purchasing fulfills the procurement agreement.

Equipment is received at the laboratory.

Equipment is installed.

Equipment Master List is maintained.

Equipment is validated or verified. (ISO 5.5)

Equipment program is developed and implemented.

Equipment is maintained.

Equipment is calibrated

Equipment is quality controlled. (ISO 5.6)

Equipment is used for patient testing

Equipment is repaired or received nonroutine service.

Equipment received routine serviced

Equipment is decommissioned.

Equipment is disposed
Equipment Master List is maintained.

Equipment is maintained.

Equipment is decommissioned.

Equipment is used for patient testing.

Equipment is repaired or received nonroutine service.

Equipment is calibrated.

Equipment is quality controlled. (ISO 5.6)

Equipment is maintained.

Equipment received routine serviced.

Equipment is used for patient testing.
How can we re-design the way we do business and build stronger partnerships to achieve our goals?

- National HIV/AIDS Program Officer
- Laboratory Manager
- Procurement Officer
- Manufacturer (Local Representative)

- The Solution: New strategy
It is our pleasure to introduce to you our panelists

- **Ms. Joy Obu,**
  Laboratory Lead, HIV/AIDS Division, FMOH
- **Philippe Chebu,**
  Laboratory Manager, ... Laboratory
- **Dr. Ezekiel Akintunde,**
  Director Laboratory & Malaria Logistics, GHSC-PSM Nigeria
- **Taofik Oloruko-Oba,**
  Country Head, Roche Diagnostics, Nigeria
- **Dr. Clement Ndongmo,**
  Senior Laboratory Technical Advisor, GHSC-PSM HQ