

## Reliable, best-value, and best-quality procurement

## of pharmaceuticals and medical supplies

### LAC countries can immediately benefit from affordable health care procurement and reliable logistics solutions offered by specialized procurement services agent, the Partnership for Supply Chain Management (PFSCM).

PFSCM—a non-profit organization that assists donors and governments in achieving their public health goals—brings cost-saving procurement, efficient logistics, pharma-grade storage, and real-time data tracking to disease control programs (DCPs) in LAC regions through its unique outsourced procurement model and proven logistics and freight strategies.

By managing large public health programs in low- and middle-income countries (LMICs), PFSCM has gained the in-depth expertise needed to help LAC countries overcome purchasing challenges, such as regional pooled procurement practices that yield limited savings, compliance and quality issues associated with local procurement, limited supplier options through tender desks, and perceived risk from suppliers.

Through PFSCM's outsourced procurement model, the organization offers countries access to international bulk buying and negotiating power, helps navigate the regulatory

procurement market on its clients' behalf, acts as intermediary between countries and suppliers, and brings global best practices to clients' local operations.

In addition, PFSCM strengthens its procurement services offering with tracking-enabled freight and logistics services. PFSCM has implemented a next-generation Control Tower to track shipments and products through the entire supply chain. The tracking information enables data-driven decision making, which reduces inefficiencies and ensures cost-effective, on-time, and in-full deliveries. PFSCM's Control Tower system is also GS1-compliant and fully enabled to accept and transmit patient-level serialization information.

Meanwhile, PFSCM is primed for changes in the global health procurement landscape. With LMICs—including those in the LAC region—becoming wealthier, graduating from donor aid eligibility, diversifying their

public health expenditure, and adopting new technologies, their fiscal burden grows while inefficiencies are increasingly scrutinized, owing to restricted budgets.

When transitioning away from donor support, LAC countries will have to adopt efficient and sustainable procurement and logistics solutions to support their DCPs with local resources. Pooled procurement of pharmaceuticals and medical supplies in international markets remains one of the most sustainable and cost-saving strategies to ensure optimal spending.

Supported by national legislation and bilateral agreements, most LAC countries already procure DCP medicines through regional pooled procurement mechanisms and cooperating agencies. Larger pools are, however, needed to access suppliers of low-cost medicines used in low-prevalence diseases, such as malaria, as well as high-cost medicines, such as last-generation oncological medicines.

### PFSCM offers tailored solutions to connect countries to the best pooled procurement opportunities and reputable suppliers:



**The lowest prices** for HIV, malaria, and tuberculosis commodities in international markets.



**The best-quality products** approved by a Stringent Regulatory Authority or prequalified by the World Health Organization (WHO).



**Vendor prequalification** undertaken in accordance with the WHO's A Model Quality Assurance System for Procurement Agencies.



**Simple and non-bureaucratic procedures** for issuing quotes, arranging procurement agreements, securing payments, and confirming delivery of products.



**Reliable procurement and delivery** of DCP medicines and other health care commodities with a limited number of manufacturers.



**A Control Tower** that provides full visibility on quotes, orders, and in-bound shipment progress.



PFSCM's Quality Management System has been certified to ISO 9001:2015 Quality Management System Standard by UL DQS Inc. Ref Registration # 10012936 QM15








# PFSCM has 13 years of experience in 7 LAC countries



## Supply chain services provided in the region:

- ▶ Procurement of medicines and medical products to treat HIV, malaria, and tuberculosis
- ▶ National distribution of health products through to the last mile
- ▶ Warehousing management and capacity building
- ▶ Technical assistance for supply chain-related activities, such as:
  - Assessing existing warehousing practices in compliance with international Good Warehousing Practices standards.
  - Analyzing functional layouts of national and regional medical stores to determine the current flow of inventory.
  - Conducting a network optimization mapping study of the distribution processes and network within the country.

Dominican Republic   El Salvador   Guatemala   Guyana   Haiti   Honduras   Panama

 <p><b>The Dominican Republic</b>                  Since 2010, PFSCM has been the procurement services agent for HIV commodities and has generated \$8 million in savings.</p>	 <p><b>El Salvador</b>                  Under SCMS, we assessed the operations and business process of the Central Medical Store in alignment with international Good Warehousing Practices standards and provided recommendations to strengthen warehousing and distributions processes.</p>	 <p><b>Guatemala</b>                  With USAID support, we helped improve the Central Warehouse operations and infrastructure, upgrading the floors, racking, and materials handling equipment, ensuring a better-functioning facility.</p>	 <p><b>Guyana</b>                  Under the Supply Chain Management System (SCMS) project, we supported creation of a world class pharmaceutical-grade warehouse, the Supply Chain Management Complex (SCMC).</p>	 <p><b>Haiti</b>                  Through the SCMS project that began in 2006, PFSCM managed distribution of health commodities to the last mile across the country and supported several emergency responses.</p>
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## Core service offering: Health product sourcing and procurement

- ▶ PFSCM is engaged in coordinated global efforts to **drive down the price of lifesaving medicines** and ensure they are readily available to communities around the world.
- ▶ Working with governments, donors, NGOs, and humanitarian agencies, we help make **procurement funds go further, allowing more people to receive medical treatment**. We do this by using our bulk buying power and expertise in global best procurement practices to **negotiate best prices**. We also **manage framework and long-term agreements** at a centralized level and **navigate complex legislation** to better manage country-specific requirements.
- ▶ By prequalifying vendors at the local level, we **develop supplier networks close to the point of care** to achieve further cost savings and meet local regulatory requirements. And by managing supplier relationships, we **improve market insight and production planning**.
- ▶ Finally, our rigorous quality assurance processes ensure that the **products we procure are safe, fit for use, and compliant** with appropriate Stringent Regulatory Authority specifications.

### About Us

Founded in 2005, PFSCM is a nonprofit organization that strengthens public health supply chains, ensuring lifesaving commodities are accessible and available to communities in hard-to-reach places. JSI Research & Training Institute, Inc. is the parent company of PFSCM.

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