



2012 Health and Humanitarian Logistics

Panel 4 :

Building Sustainable Primary Care Delivery Systems



PEPFAR [SCMS] PROGRAM

- 13 Partners & 19 SCMS Countries
- ~2.2 million people on ARV treatment
- \$1.5 billion of commodities
- Flexible & Rapid Response w/RDC
- Eliminated ARV stock outs in PEPFAR Program
- Supports emergency supplies
- Saved ~\$76m in transport costs
- Safe, Secure & Reliable Network w/no theft or anti-counterfeiting
- Spent ~\$675M over 3 years w/local organizations



DELIVERING BUSINESS SUCCESS



EXAMPLES OF LOCAL IMPACT – AS OF JUNE 2010

2007 TO 2010	SIVCOM COTE D'I	MERCURY ZAMBIA	MARANATH A GHANA	BML KENYA	FIT K & Tz	MAYLER ETHIOPIA	MERIDIAN BOTSWANA
SCMS AS % OF REVENUE	3%	50%	15%	15%	20%	35%	15%
SCMS AS % 3 YEARS AGO	0%	0%	8%	0%	5%	7%	0%
# OF EMPLOYEES	220	30	45	60	120	36	27
EMPLOYEES 3 YRS AGO	160	10	20	40	90	24	22
OWN INVESTMENT 3 YRS	N/A	\$100k	\$250k	\$120k	\$350k	\$60k	\$410k
ADDITIONAL VEHICLES	10	3	6	10	9	3	4
MIS CHANGES	Pending	Massive	20 PCs	Vehicle tracking	38 PCs	Tracking upgrade	None
GROWTH IN 3 YRS	40%	100%	30%	15%	20%	A lot!	100%
PERFORMANCE IMPACT	Y	Y	Y	Y	Y	Y	Y
HELPS BUSINESS DEVELOP	N	Y	Y	Y	Y	Y	Y
INCREASED CONFIDENCE	Y	Y	Y	Y	Y	Y	Y

CHALLENGES

- ❖ SCM Awareness
- ❖ Availability of appropriate skills
- ❖ Mistrust of Private Sector
- ❖ Alignment of Stakeholders
- ❖ A lot of data little Information



THANK YOU



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