

2018 Company Profile



PFSCM's mission

We strengthen, develop, and manage secure, reliable, cost-effective, and sustainable global supply chains to improve the lives of people in low- and middle-income countries.

In collaboration with donors, country governments, humanitarian agencies, non-governmental organizations, and leaders in the pharmaceutical industry, we:

- Provide quality, best-value products and services.
- Deploy innovative solutions to enhance supply chain functionality.
- Share our expertise and experience to influence policy and bring supply chain best practices to our clients.

Who we are

The Partnership for Supply Chain Management (PFSCM) is a niche supply chain solutions provider focused on the public health sector.

PFSCM strengthens public health supply chains, ensuring lifesaving commodities are accessible and available to communities in hard-to-reach places.



What we do

We help donors, governments, non-profit organizations, and humanitarian agencies to achieve their public health goals through cost-saving procurement, efficient logistics, pharma-grade storage, and real-time data tracking.

We perform vendor compliance and quality audits to expand local sources of supply, thereby strengthening in-country supply chains and stimulating local economies.



Our partners

Through our partnership with two industry leaders — JSI Research & Training Institute, Inc. (JSI) and Management Sciences for Health (MSH) — we have a wide global footprint and diverse pool of expertise.



Since its founding in 1979, **JSI Research & Training Institute, Inc. (JSI)**, has implemented projects in more than 104 countries, assisting developing country governments, donor agencies, nongovernmental organizations, and private companies in strengthening health systems.



An international non-profit organization, **Management Sciences for Health (MSH)** uses proven approaches developed over four decades to help leaders, health managers, and communities in developing nations build stronger health systems for greater health impact.

Our Services



PLAN



SOURCE



MOVE



STORE



TRACK



QUALITY

We specialize in forecasting, procurement, multi-freight forwarder logistics, pharma-compliant storage, and end-to-end supply chain tracking solutions that ensure cost savings, best-quality products, on-time and in-full deliveries, product integrity, and data visibility from manufacturer to patient.

Planning for demand-driven supply chains



Demand-driven supply chains enable stakeholders to take control of production scheduling, better manage shipments, and reduce inventory stockouts and product obsolescence.

- We forecast the quantities of medicines needed by the projected patient population according to treatment guidelines and protocols.
- We plan shipment quantities and delivery dates to maintain inventory within stocking parameters.
- We plan procurement, cognizant of lead times, to ensure deliveries occur as planned.
- We provide visibility into forecasting and supply planning information to all stakeholders through our digital network.

Planning for demand-driven supply chains



Demand-driven supply chains improve

Real-time supply chain visibility

Stock velocity

Procurement/storage best practices

Resource mobilization

Production scheduling

Scale-up of treatment/prevention programs

Effective use of budgets

Inventory stockouts

Product expiry

Stock variability

Interruption in patient treatment

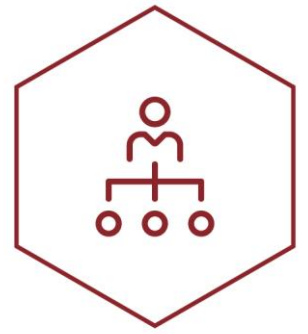
Emergency shipments

Inappropriate drug substitutions

Supply chain costs

Demand-driven supply chains reduce

Sourcing affordable, quality products that save lives

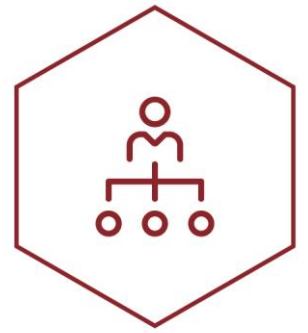


PFSCM navigates the market on behalf of clients, providing access to the best quality health products from a wide network of quality-assured local and international suppliers. We drive down procurement prices for large and small public health programs, and supply our clients with products at the best value through:

- Pooled procurement opportunities
- Framework and long-term agreements
- Large-volume orders to negotiate best prices
- Competitive bidding and spot buys
- Forward order placement and joint tenders
- Strong vendor relations to drive continuous performance improvement
- Balancing of product awards to ensure a healthy marketplace



Sourcing affordable, quality products that save lives



Our deep market knowledge gives us insight into core product components that affect price, quality, vendor performance, and availability. Through our experience and professional service, which is underpinned by our ISO 9001:2015 Quality Management System (QMS), we add value to our clients' operations by:

- Giving clients access to prequalified suppliers and helping them to expand their networks
- Acting as an intermediary between vendors, suppliers, and clients
- Sharing market intelligence
- Advising on global best practices for procurement
- Uplifting clients' in-house procurement abilities through order fulfilment services

Cost effective, safe, on time, and in full deliveries



PFSCM develops and manages global supply chains, providing multi-modal services — including ocean, air, and road freight — as well as cold-chain shipment management.

We have secured local customs clearance and waivers in many low- and middle-income countries. We also manage in-country supply chain operations on behalf of governments and donors to ensure last-mile delivery to some of the hardest-to-reach places in the world.

As an independent, carrier-neutral managed logistics organization, PFSCM manages multiple freight forwarding contracts, securing best service and price for our clients by driving competition among third-party logistics service providers (3PLs).

Cost effective, safe, on time, and in full deliveries



PFSCM implements proven freight and logistics techniques to ensure cost savings and safe deliveries.

Our newly implemented One Network supply chain management and tracking technology elevates our existing innovations and enables us to track products and shipments, in real-time, as they move through the supply chain. This equips us with the facts needed to make accurate, timely data-driven shipment decisions, thereby mitigating risk and managing freight costs.

- Load optimization
- Competitive bidding
- Freight calculation tools
- Lane agility and load builder tools
- Track and trace dashboards



Compliant storage closer to point of care



PFSCM develops and manages warehousing systems, storage facilities, and modular infrastructure solutions that bring lifesaving health care products closer to the market, allowing consistent order fulfillment to prevent stockouts and reduce pressure on the existing storage and management capacity of public health systems.

Through our subcontractor, PFSCM has access to an established network of world-class pharma-compliant regional distribution centers throughout Africa, the Middle East, and Europe.



Compliant storage closer to point of care



PFSCM procures and installs new modular infrastructure units, which can be configured as larger warehouses, smaller storage units, or medical clinics.

The units are pre-fabricated and transported in containers for easy installation in the remotest of locations.

- Cost savings and quick installations
- Custom, scalable configurations and a wide range of predesigned units
- Maintenance and monitoring plans and insurance
- Certified, professional construction teams
- Improved in-country infrastructure
- Better warehouse and inventory management
- International pharma-compliant standards

Compliant storage closer to point of care



Success story:

Reduced demurrage and detention costs through transit warehouse in Uganda

In 2016, the public health supply chain in Uganda came under pressure when space and receiving constraints at the National Medical Store (NMS) resulted in high container and truck detention charges and also impacted the chain of custody.

PFSCM analyzed the situation and determined that an additional warehouse was needed to relieve congestion at the NMS. At the end of 2016, PFSCM successfully awarded a new warehouse and management contract to reputable freight forwarder UPS and its in-country partner Freight in Time. The freight forwarders manage the 76-pallet-capacity fully pharma-compliant warehouse.

The transit warehouse has enabled better distribution and offloading and **saved one-third** on demurrage and detention costs in just a year.

End-to-end supply chain tracking for data-driven decisions



PFSCM's Control Tower leverages technology, people, and processes to capture valuable supply chain data in a central hub. When processed and analyzed, this data turns into information that is critical for strategic short- and long-term planning and data-driven decision making.

The Control Tower is optimized to seamlessly integrate complex forecasting, procurement, logistics, product, and other supply chain transactions. It connects various supply chain stakeholders to information on a digital cloud-based network. The information enables PFSCM and clients to identify and reduce inefficiencies, thereby saving costs and ensuring commodities reach patients on time and in full.



End-to-end supply chain tracking for data-driven decisions



Benefits of PFSCM's One Network Control Tower:

- Tailored, accurate, real-time data that can be used for evidence-based decision making
- Reduced inefficiencies and risk aversion
- Easy electronic record keeping and tracking
- Automated operations that free up human capital and eliminate human error
- Secure, uninterrupted cloud sharing of authorized information between stakeholders on one platform
- On-time shipments, which improve on-time, in-full (OTIF) delivery percentage
- Access to a digital platform that serves as the foundation for serialization, authentication, and blockchain, used to eliminate counterfeit goods and ensure product integrity
- Streamlined multi-party collaboration on one digital platform
- Security and end-to-end chain of custody through secure, tamper-proof platforms and technologies

Quality is at the core of PFSCM



PFSCM demonstrates its commitment to customer satisfaction and service excellence through our ISO 9001:2015 certified Quality Management System (QMS), which underpins all our processes, systems, and services.

ISO 9001:2015 certification provides PFSCM's current and new clients with the assurance that our business is conducted within a standardized framework, with documented process methodology, with competent staff and defined roles, and with an understanding of client requirements.

Key global principles of QMS:

- Improving customer satisfaction
- Improving process integration
- Upholding evidence-based decisions
- Continuous improvement



Quality is at the core of PFSCM





CERTIFICATE



This is to certify that:

Partnership For Supply Chain Management

1616 North Fort Myer Drive 12th Floor Arlington, VA 22209 United States of America Reference No. 10012936	Polanerbaan 11 3447 GN Woerden Netherlands Reference No. 10015584
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has implemented and maintains a **Quality Management System**.

Scope:
Supply chain management services including supply and demand planning, procurement, quality assurance, inventory management and shipping for both sites identified herein.

Through an audit, documented in a report, it was verified that the management system fulfills the requirements of the following standard:

ISO 9001 : 2015

Certificate registration no.	10012936 QM15
Date of original certification	2014-01-22
Date of certification	2017-11-15
Valid until	2020-11-14



DQS Inc.



Brad McGuire
Managing Director

Accredited Body: DQS Inc., 1130 West Lake Cook Road, Suite 340, Buffalo Grove, IL 60089 USA



CERTIFICATE

IQNet and
DQS Inc. Management Systems Solutions
hereby certify that the company

Partnership For Supply Chain Management

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Valid until	2020-11-14

Registration number: DE-10012936 QM15



Alex Stoichitulu
President of IQNet

Brad McGuire
Managing Director of DQS Inc.

IQNet Partners:
AENOR Spain AFNOR Certification France APCER Portugal CCC Cyprus CISO Italy
CQC China CQM China CQS Czech Republic Crt Cert Croatia DQS Holding GmbH Germany FCAV Brazil
FONDONORMA Venezuela ICONTEC Colombia Inspecta Certification Finland INTECO Costa Rica
IRAM Argentina JQA Japan KFG Korea MIRTEC Greece MSZT Hungary Nemko AS Norway NSAI Ireland PCSC Poland
Quality Austria Austria RRI Russia SIGE Mexico SII Israel SIO Slovenia SIRIM QAS International Malaysia
SQS Switzerland SRAC Romania TEST St Petersburg Russia TSE Turkey Vingroup Belgium YUQS Serbia
IQNet is represented in the USA by: AFNOR Certification, CISO, DQS Holding GmbH and NSAI Inc.

* This attestation is directly linked to the IQNet Partner's original certificate and shall not be used as a standalone document.
** The list of IQNet partners is valid at the time of issue of this certificate. Updated information is available under www.iqnet-certification.com

Product quality assurance for safe, effective products



Products procured by PFSCM are approved either by a stringent regulatory authority (SRA) or the US Food and Drug Administration (USFDA), or are World Health Organization (WHO) pre-qualified. For products not approved by these agencies, PFSCM carries out dossier/document reviews to ensure products meet PFSCM's quality standards.

Through PFSCM's product quality assurance practices and policy, our clients can rest assured that products procured are:

- ✓ Safe
- ✓ Effective
- ✓ Fit-for-use
- ✓ Meet global quality standards



Product quality assurance for safe, effective products



We leverage our unique quality assurance experience to undertake vendor quality audits in compliance with WHO's Model Quality Assurance System (MQAS) for Procurement Agencies, thereby expanding in-country sources to strengthen supply chains and stimulate local economies.

The audit includes documentation reviews, product dossier reviews, and site visits in compliance with current Good Manufacturing Practices (cGMP) and Good Distribution Practices (GDP).



Our Clients

The Global Fund to Fight AIDS, Tuberculosis and Malaria

In 2009 and again in 2013, PFSCM was a contract awardee of the Pooled Procurement Mechanism program of The Global Fund to Fight AIDS, Tuberculosis and Malaria. PFSCM serves as a procurement services agent for PPM, procuring and delivering core products for HIV/AIDS and malaria programs. PFSCM issues quotations, facilitates purchase orders, and ensures on-time delivery.



El Consejo Nacional para el VIH y el Sida (CONAVIHSIDA)

PFSCM procures and distributes HIV treatment commodities for CONAVIHSIDA, which is a government organization for the procurement of HIV medicines and related products established by the Ministry of Health of the Dominican Republic. Since PFSCM started partnering with CONAVIHSIDA in 2010, we have made more than 939 deliveries of lifesaving commodities to the Dominican Republic, saving CONAVIHSIDA over \$1 million on commodities on yearly basis.



Our Clients

Malaria Consortium

PFSCM is a procurement services agent for the Malaria Consortium, procuring a wide range of pharma and non-pharma products. Recently, deliveries of artemisinin-based combination therapy (ACT) products, non-ACT antimalarial drugs, laboratory equipment, essential medicines, and vehicles were made to Nigeria, South Sudan, and Uganda.



Janssen New Horizons program

PFSCM administers the forecasting, order, and shipment process to individual recipient program countries and collaborates with Imperial Health Sciences to ensure timely and secure delivery of Janssen's contribution to New Horizon recipient countries, thereby improving access to pediatric HIV medicines for children experiencing HIV treatment failure.



Our Clients

PEPFAR's Determined, Resilient, Empowered, AIDS-Free, Mentored, and Safe Women (DREAMS) project

Gilead Sciences, granted PFSCM more than \$6 million for the procurement of pre-exposure prophylaxis (PrEP) drugs to be used on behalf of the DREAMS partnership in several sub-Saharan African countries. Since 2016, PFSCM has been using its expertise and influence to serve the project, which aims to reduce HIV infections among adolescent girls and young women in sub-Saharan African countries.

PFSCM plays a key ongoing role in this program through the procurement and distribution of high-quality and affordable medicines that aid in the effort to prevent new HIV infections in the hardest-hit countries. Close cooperation with PFSCM's preferred freight forwarders, well-established relationships with donors and principal recipients, as well as an authentic drive to make a difference contribute to the continuous success of PFSCM in its role as a DREAMS procurement agent.



Our Clients

Ministry of Health of Malawi

PFSCM works closely with the Malawi Ministry of Health (MoH) to improve the pharmaceutical storage infrastructure in the country. Projects mainly include the supply, delivery, commissioning, and installation of pharma-compliant Storage-in-a-Box (SiB) facilities. PFSCM has completed two large SiB projects for the MoH. Between 2016 and 2017, PFSCM, in collaboration with Resolve Solutions Partners, installed 210 storage units throughout Malawi.

PFSCM was also recently awarded a contract to install various combinations of solar power solutions at 85 health facilities in Malawi. This initiative will improve the quality of service and safety at health facilities and will relieve pressure off the already overloaded national power grid.



Our Affiliations

The Partnership for Quality Medical Donations (PQMD)

PFSCM is a member of this unique alliance of non-profit and corporate organizations committed to bringing measurable health impact to underserved and vulnerable people through active engagement with global partners and local communities.



The ARV Procurement Working Group (APWG)

Under the Supply Chain Management System (SCMS), PFSCM was a founding member of the Paediatric ARV Procurement Working Group (PAPWG). In 2016, the group changed its name to reflect the inclusion of select adult ARVs. The APWG pools the requirements for pediatric ARVs to create and manage sufficient demand to keep the market attractive to suppliers. The APWG's Procurement Consortium is co-chaired by PFSCM's Director of Global Supply Chain Wesley Kreft.

Other Affiliations

African Society of Laboratory Medicine | Bill & Melinda Gates Foundation

Catholic Relief Services | Clinton Health Access Initiative

Department for International Development, UK | Ecumenical Pharmaceutical Network

Elizabeth Glaser Pediatric AIDS Foundation | Gavi Alliance

Ensemble pour une Solidarité Thérapeutique Hospitalière En Réseau

Inter-Agency Task Team for Prevention and Treatment of HIV Infection in Pregnant Women, Mothers
and Children | International AIDS Society | International Association of Public Health Logisticians

Médecins Sans Frontières | People that Deliver

Solidarité Thérapeutique et Initiatives contre le SIDA | UNITAID

United Nations (United Nations Children's Fund, United Nations Development Program, Joint United
Nations Program on HIV/AIDS) | University of Maryland

US Government (Centers for Disease Control and Prevention | Department of Defense | Office of the

US Global AIDS Coordinator | United States Agency for International Development

US Food and Drug Administration) | The World Bank | World Health Organization

Regions and Sectors

PFSCM has experience in working with diverse regions and sectors:

- West and Central Africa - since 2007
- Eastern and Southern Africa - since 2007
- Middle East - since 2014
- Europe - since 2014
- Asia - since 2012
- Latin America and the Caribbean - since 2010

Supply Chain Management | Logistics | Global Health | Health care
Public Health | Pharmaceuticals | Non-pharma products

Contact Us



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