

Making public health supply chains demand driven

What are demand-driven supply chains?

Demand-driven supply chains forecast clients' needs based on projected population and treatment guidelines, and plan the optimal supply of products. Procurement, shipping quantities, and delivery dates are carefully planned to maintain inventory within stocking parameters to avoid expired and out of stock products. We link stakeholders to our digital Control Tower, which provides real-time visibility into forecast data, as well as purchase order, shipment, and stock statuses at all levels of the supply chain.

Demand-driven supply chains **improve**:

- ▶ **Real-time visibility** of purchase orders and shipments
- ▶ **Stock velocity** (increase annual inventory throughput by increasing order fulfillment and only restocking with real required products)
- ▶ **Procurement and storage** best practices
- ▶ Government and donor **resource mobilization**
- ▶ Manufacturers' production **scheduling**
- ▶ Ability to **scale up treatment and prevention** programs
- ▶ **Maximizing** limited public health funds
- ▶ **Live data feeds** from international freight subcontractors, using unique product identifiers that meet global standards

Demand-driven supply chains **reduce**:

- ▶ Inventory **stockouts**
- ▶ Product **expiry**
- ▶ Stock **variability**
- ▶ **Interruption** in patient treatment
- ▶ **Emergency** shipments
- ▶ Inappropriate drug **substitutions**
- ▶ Supply chain **costs**

PFSCM planning results on a US Government supply chain project

Conducted forecasting and supply planning in **18 low- and middle-income countries**.

Forecasting and supply planning maximized the benefits of pooled procurement, resulting in **more than 75% of shipments** being sent via ocean freight, producing freight savings of **more than \$176 million** over the life of the project.

Pooled procurement and regular tendering **drove down market prices** of generic antiretroviral medicines (ARVs).

Due to advanced demand planning and stocking strategies, **almost no central-level stockouts** were reported for ARVs in the final 2-3 years of the project.

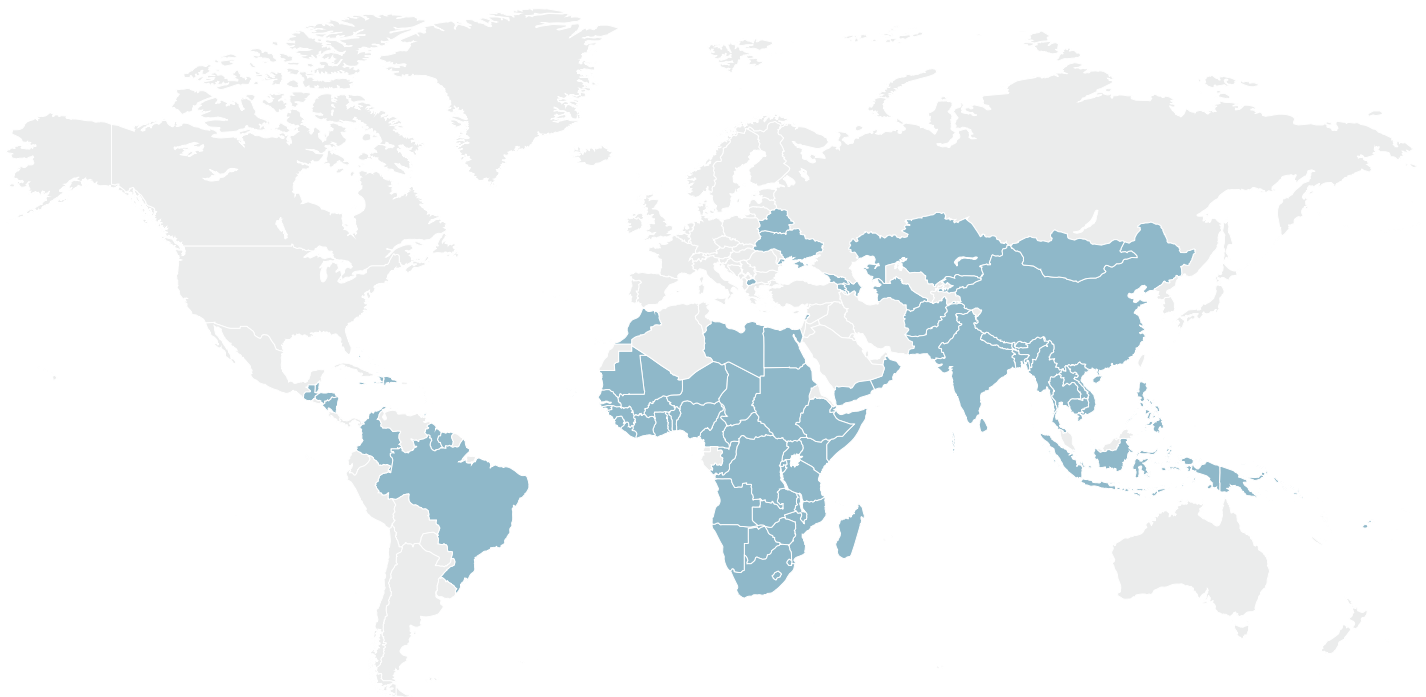
Our Mission

PFSCM strengthens, develops, and manages secure, reliable, cost-effective, and sustainable global supply chains to improve the lives of people in low- and middle-income countries.

Our Partnerships

PFSCM partners with donors, governments, NGOs, and pharmaceutical companies to develop and manage supply chains. Our partners and clients include the Global Fund to Fight AIDS, Tuberculosis and Malaria; the US Agency for International Development; Save the Children Myanmar; the governments of the Dominican Republic and Malawi; Gilead; Janssen; and the Elizabeth Glaser Pediatric AIDS Foundation. PFSCM is also a member of the Partnership for Quality Medical Donations (PQMD).

Our Impact



IN 2017

84%

of deliveries of products to fight HIV and malaria were made on time and in full (OTIF)

MORE THAN

\$5.55 billion

in lifesaving commodities delivered to 101 countries since 2005

ONLY

0.02%

commodity losses thanks to our rigorous security and quality assurance measures

MORE THAN

\$175 million

saved for clients through shipment planning to maximize ocean and road freight and minimize air freight

About Us

Founded in 2005, PFSCM is a nonprofit alliance comprising two organizations that operate and strengthen humanitarian and commercial global supply chains: JSI Research & Training Institute, Inc. (JSI) and Management Sciences for Health (MSH).



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