

# USAID MEDICINES, TECHNOLOGIES, AND PHARMACEUTICAL SERVICES (MTaPS) PROGRAM

*Improved Access. Improved Services. Better Health Outcomes.*

Oxygen and related infrastructure procurement: Applying best Procurement practices in a complex regulated environment.

## Clinton Health Access Initiative, Inc. (CHAI)

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Manager, Procurement and Operations



# Who We Are- Overview of Clinton Health Access Initiative, Inc. (CHAI)

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- CHAI was founded in 2002 with a transformational goal: help save the lives of millions of people living with HIV/AIDS. In South East Asia, Oxygen work is on-going in Laos and Indonesia



**35+ countries**

Around the world in which  
CHAI operates.



**20 years experience**

Founded in 2002 with a focus on  
HIV/AIDS, our scope has expanded,  
but our objective remains to save  
millions of lives.



**140+ global deals**

To lower drug, diagnostic, and other  
health product prices by 50 to 90%,  
to accelerate access to developing  
countries.



**125+ countries**

Have access to CHAI-negotiated  
price reductions for key high-quality  
medicines, diagnostics, vaccines and  
devices.



**84% of staff**

and 44% of CHAI leadership are  
based in the countries where we  
operate programs.



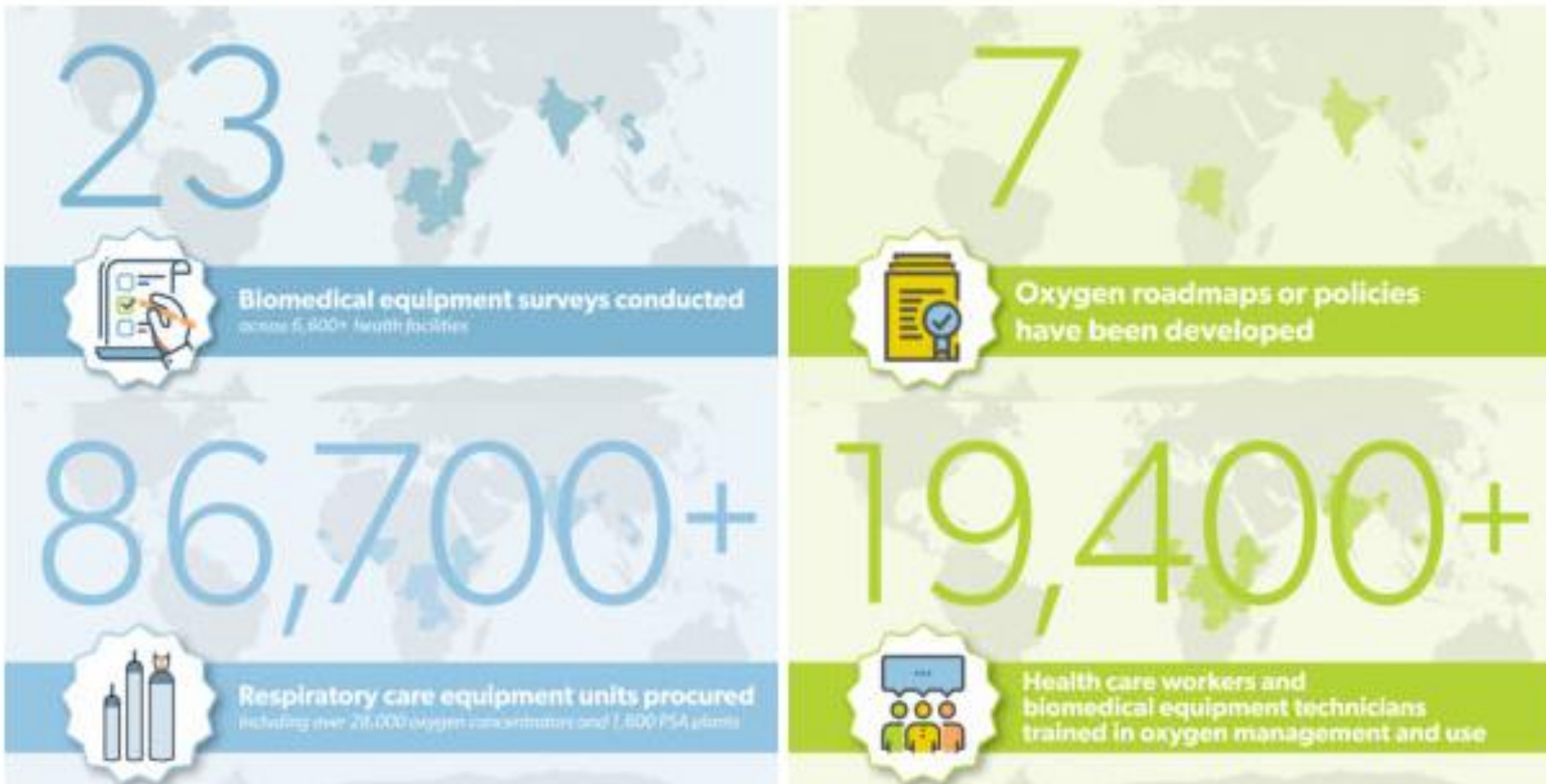
**A unique approach**

Ambitious goals that focus on  
transformational change in  
global health.

# What We Do - In Pharmaceutical Systems Strengthening (PSS)

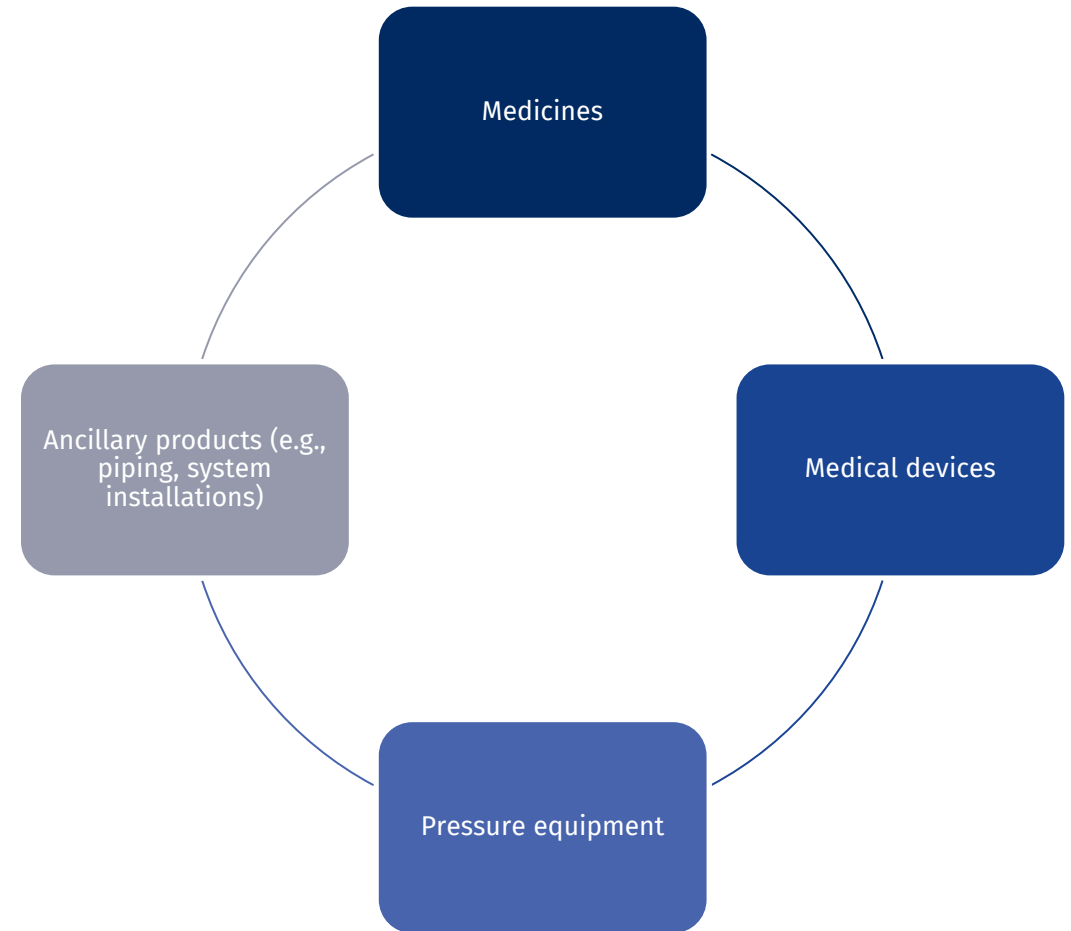
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- CHAI is working with governments to close the medical oxygen gap in over 25 countries



# Particular PSS Gaps We See: The complexity of managing Oxygen Procurement and supply Chains:

1. Variation in performance, safety, and regulatory requirements: Medicine Vs Medical device Vs Pressure equipment Vs ancillary products
2. Variation in type of products and procurement processes to meet country-specific policies and technical requirements
3. Variation in timelines for completing procurements
4. Variation in stakeholders



# Tools and Approaches We Use: Illustrative Product mapping and sequencing of procurements



Standard delivery  
Interfaces

Nasal Cannula  
Venturi masks  
Nonrebreather masks



Ventilation accessories  
and consumables

HFNC  
CPAP



Cylinders and  
accessories

Cylinders  
Flowmeters  
Humidifiers  
Regulators



Diagnosis and monitoring  
support devices

Pulse oximeters  
Patient monitors  
Concentrators



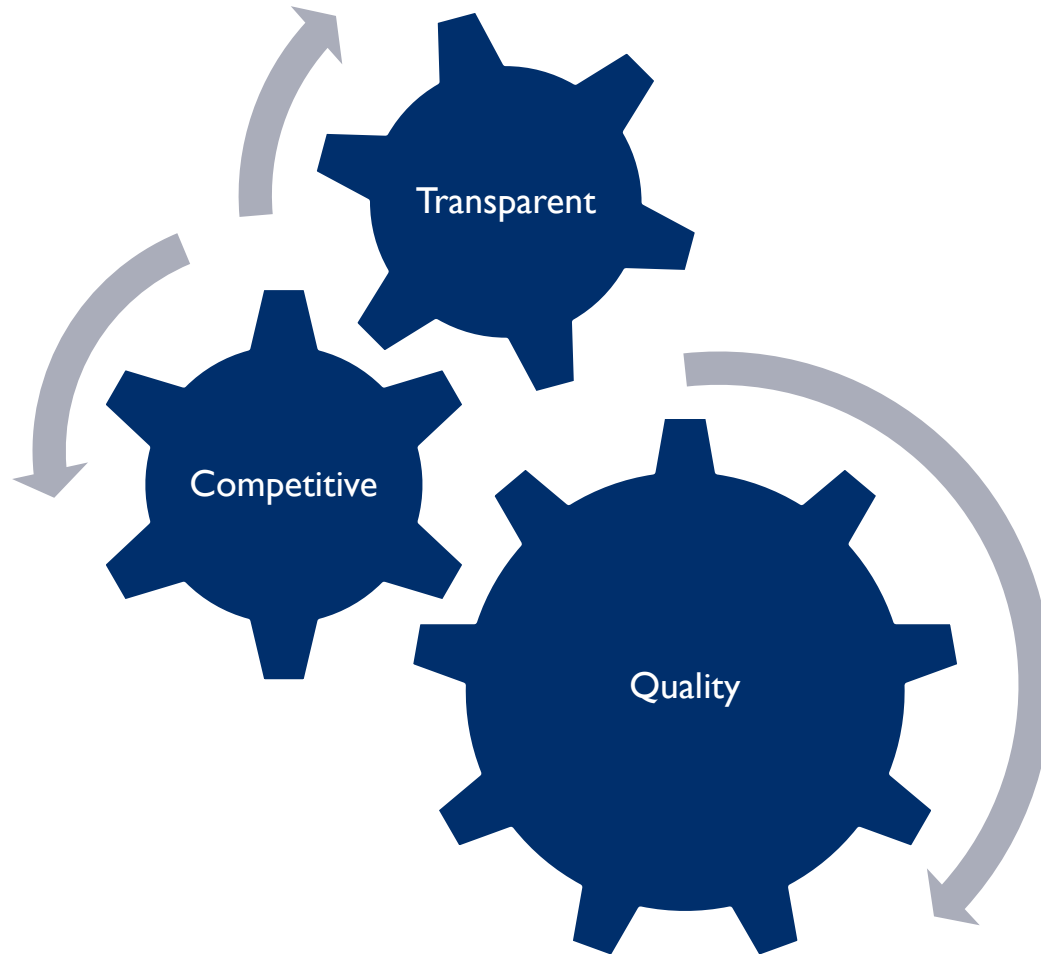
LOX hardware

VIE system (bulk storage  
tanks and Ambient  
Vaporizers)  
Micro bulk tanks  
Liquid to gas filling station  
equipment



PSA plants

# Procurement processes and tools



[Resource Center - Clinton Health Access Initiative](#)  
[RFPs Archives - Clinton Health Access Initiative.](#)

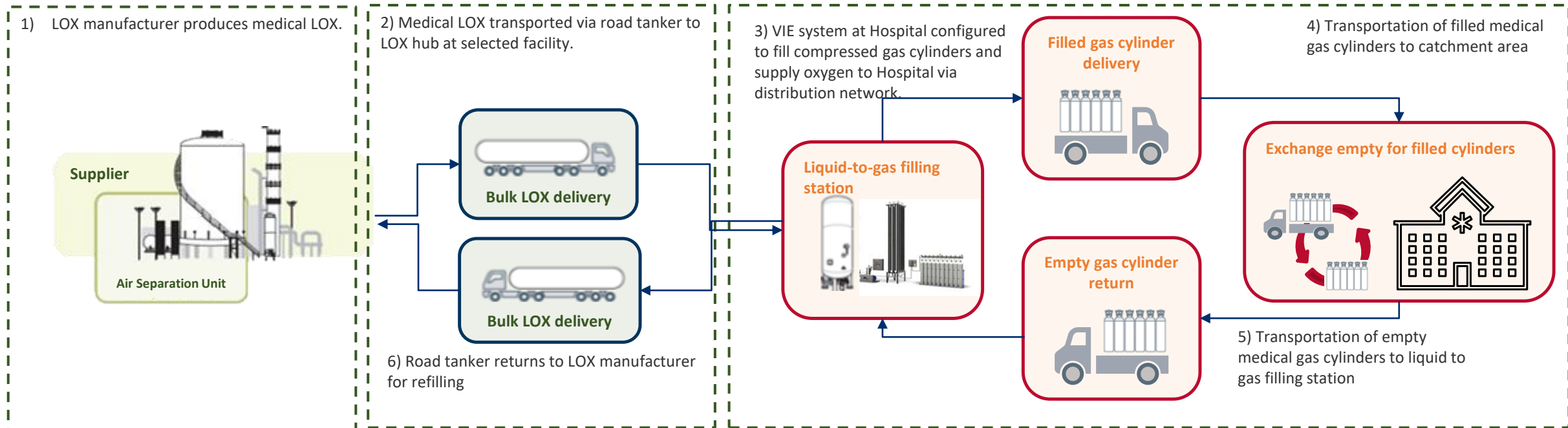
[Annex A, B and C](#)

Rigorous evaluation process: Preliminary, technical and financial

Rigorous quality review process

Final Supplier selection

# Tools and Approaches We Use: Illustrative Supply Strategy Schematic



## Key activities:

Piping and manifold system design and installation

Procurement of LOX hardware (bulk storage tank, ambient vaporizer, and liquid to gas filling station equipment)

Civil works

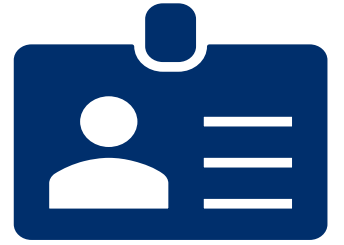
LOX system design, installation, and commissioning

Service Level Agreement inclusive of operational support and maintenance

LOX supply

# Resources

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- [Homepage - Clinton Health Access Initiative](#)
- [Resource Center - Clinton Health Access Initiative](#)
- [Contact - Clinton Health Access Initiative](#)

**THANK YOU!**

