Procurement for progressing global health initiatives: PAHO & HEARTS
Vision
Improve the health and well-being of peoples and contribute to the advancement of universal health in the Americas, by **strengthening health systems and improving the equitable access to safe, efficacious, and quality medicines** and other priority public health supplies.

Values
**Solidarity, quality, transparency, equity, efficiency, Pan-Americanism.**

Mission
Develop a regional platform for PAHO Member States that facilitates collective action to improve the **affordability, availability and quality of strategic health supplies** in the Americas.
AN INNOVATIVE COOPERATION MODEL

Shared Responsibility Model

MEMBER STATES

PAHO STRATEGIC FUND

SUPPLIERS
PAHO STRATEGIC FUND – PRODUCT PORTFOLIO

Medicines

- Communicable Diseases
- Non-Communicable Diseases
- Neglected Diseases

Diagnostic Kits and Medical Equipment

- Rapid Test for HIV, malaria, Chagas, leishmaniasis, others
- Equipment and supplies Genotype
- Diagnostic test rubella, measles, Leptospirosis parvovirus, others

Vector Control Supplies

- Insecticides
- Mosquito nets
PAHO STRATEGIC FUND – PRODUCT PORTFOLIO

Medicines

Diagnostic Kits and Medical Equipment

Vector Control Supplies

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Non-Communicable Diseases

Neglected Diseases

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Insecticides

Mosquito nets
2018 PAHO STRATEGIC FUND

- **19** Member States procured ARVs during 2018
- **22** Member States procured 1st and/or 2nd line Antituberculosis during 2018
- **12** Member States procured antimalarial medications during 2018
- **10** Member States procured treatments for NTDs, especially for leishmaniasis and/or Chagas during 2018.
PAHO STRATEGIC FUND – PRODUCT PORTFOLIO

Medicines

Diagnostic Kits and Medical Equipment

Vector Control Supplies

Communicable Diseases

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ACCESS TO STRATEGIC & HIGH-COST MEDICINES

2016
Access and rational use of strategic and high-cost medicines and other health technologies

2017
55th DIRECTING COUNCIL (CD55.R12)

2017
Oncology

2017
Antiviral drugs - Hep C

2019
Biosimilar – Transtuzumab

2018
Immunosuppressors and Factor XIII and IX

2020
Deaths by cause, World

Total annual number of deaths by high-level cause category. Non-communicable diseases (NCDs) include cardiovascular disease, cancers, diabetes and respiratory disease. Injuries include road accidents, homicides and conflict, drowning, fire-related accidents, natural disasters and self-harm.
- To support governments in strengthening the prevention and control of cardiovascular diseases (CVDs), in 2016 WHO and the United States Centers for Disease Control and Prevention (US CDC) launched the Global Hearts Initiative.

- Initiative Global Partners

  US Centers for Disease Control and Prevention  
  International Diabetes Federation  
  International Society of Nephrology  
  Resolve to Save Lives  
  World Hypertension League

  American Heart Association  
  International Society of Hypertension  
  Pan American Health Organization  
  World Heart Federation  
  World Stroke Organization
IN THE AMERICAS, ONLY 2 IN 10 PEOPLE WHO HAVE HYPERTENSION HAVE THEIR CONDITION CONTROLLED

Not Aware

Aware but untreated

Treated but not controlled

Controlled

JAMA. 2013;310:959-68  Int J Cardiol. 2015;183C:82-88
217 Health centers implementing HEARTS

12 countries

over 2.6 millions people living in the health service areas
GLOBAL HEARTS INITIATIVE – Working together to promote cardiovascular health

HEARTS
Technical package for cardiovascular disease management in primary health care

Healthy-lifestyle counselling

HEARTS
Technical package for cardiovascular disease management in primary health care

Evidence-based treatment protocols

HEARTS
Technical package for cardiovascular disease management in primary health care

Access to essential medicines and technology

HEARTS
Technical package for cardiovascular disease management in primary health care

Team-based care

Systems for monitoring

PAHO
SUPPORTED WITH A ROBUST TOOLKIT

HEARTS
Technical package for cardiovascular disease management in primary health care

Healthy-lifestyle counselling

Access to essential medicines and technology

Evidence-based treatment programs

Team-based care

Systems for monitoring
Fixed-dose combination antihypertensive medications added to WHO Essential Medicines List
Over 100 products used in the Region in 2016.

Establish long term agreements (LTAs) for 8 molecules 18 products for 2020

List of core antihypertensive medications in the PAHO Strategic Fund

1. Amlodipine 5mg
2. Chlorthalidone 12.5mg; 25 mg
3. Lisinopril 20 mg; 40 mg
4. Lisinopril + Amlodipine 10 mg + 5 mg; 20 mg + 5 mg; 20 mg + 10 mg
5. Lisinopril + Hydrochlorothiazide 10 mg + 12.5 mg; 20 mg + 12.5 mg; 20 mg + 25 mg
6. Telmisartan 40 mg; 80 mg
7. Telmisartan + Amlodipine 40 mg + 5 mg; 80 mg + 5 mg; 80 mg + 10 mg
8. Telmisartan + Hydrochlorothiazide 40 mg + 12.5 mg; 80 mg + 12.5 mg; 80 mg + 25 mg
HOW WILL PROCUREMENT SUPPORT THE IMPLEMENTACION OF HEARTS

01 Access

Access to strategic products, especially FDCs for Member States

02 Pool Procurement

Centralizing procurement to maximize economies of scale and international competition in the procurement

03 Quality Assurance

PAHO has internal quality assurance processes to ensure products that reach member countries meet strict international standards.

04 Best Value for Money

Applying innovative procurement and negotiation strategies that promote transparency and international competition

05 Contract Management & Logistic Support

Managing suppliers, coordinating the contractual operations & individualized logistical support for each shipment
ANTICIPATED CHALLENGES WHEN PROCURING ...
ANTICIPATED CHALLENGES WHEN PROCURING ...
MARKET INTELLIGENCE & STRATEGY
MARKET INTELLIGENCE & STRATEGY

Advocate for the Strategic Fund

Maximize use of LTAs by Member States

Best Value for Money applying Ethics, transparency, & Social responsibility

Operational Excellence

MARKETING

Suppliers

TEAM

Establish strong relationships with suppliers

Plan & understand the regional needs

Communicate with your counterparts

PLAN

COMMUNICATION

Innovation & development of new products

VISION

RESEARCH
NEXT STEPS

- Data Analysis & Establish Estimated Demand
  - Dic 2019

- “Sourcing” & Tender preparation
  - Jan 2019

- ITB issue
  - Jan/Feb 2020

- Technical & Financial evaluation
  - March/April 2020

- Awards and LTAs
  - May 2020

- Price Estimates for Member States
  - June 2020
Questions?
THANK YOU!

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UniversalHealth
HealthForAll