

INTERNATIONAL WORKSHOP ON STRATEGIC SOURCING OF PHARMACEUTICALS



Don't gamble with your medicines!

Field visits to

Food & Drug Administration
Manufacturing Facility
Drug Testing Laboratory

Technical Partners:



Govt. of India



27-29 SEPTEMBER, 2017

MUMBAI, INDIA



ABOUT THE COURSE

TESTIMONIALS

“This training programme was a great experience for me. I got the opportunity to learn from many experts in WHO, UNDP and UNAIDS. This also gave me a platform to share my experiences PSCM with other countries and expand my knowledge of PSCM in a global perspective.”



Heng Kanha, Chief of Procurement Unit, Ministry of Health (Cambodia)



“Empower’s training on promoting access to medicine was a comprehensive training package enabling the staff responsible for PSM of medicines and medical equipment by building capacity in procurement and access to medicines. It was an excellent training and the choice of training venue gave us the opportunity to understand the functioning of various UN agencies based in Geneva.”

Kyaw Kan Kaung, Director, Ministry of Health (Myanmar)

“The study tour organized by Empower provided a great learning experience. The presentations by experts from leading organizations in the fight against HIV/AIDS, Malaria and TB (WHO, Global Fund, UNAIDS, IFRC, UNDP, Global Drug Facility, etc.) were inspiring and provided a refreshing approach reconciling PSM theory & practice. I had a lifetime opportunity to learn and network with the best.”



Roy Eusen, Procurement Associate, UNDP (Zimbabwe)

“Very nice experience to meet with different people from different countries, highly impressed with the teaching methodology of Empower faculty. A well-organized training and excellent hospitality by Empower.”

Dr. Sucheta, Indian Pharmacopoeia Commission, Ministry of Health & Family Welfare, (India)

REGISTRATIONS

- Registration deadline: 15th September 2017
- To apply, please click on the following link : <https://goo.gl/ZK3ab8>
- Email us at: training.coordinator@empowerschoolofhealth.org

COURSE OBJECTIVE

- Understand the roles, benefits and application of strategic sourcing approaches
- Explore the parameters of strategic sourcing and the realities of how to conduct strategic sourcing
- Prepare a framework for conducting strategic sourcing for your own organization
- Review case studies of how leading organizations conduct strategic sourcing – know what works

COURSE FEE

- Course fees: **US\$ 1500** which includes:
 - Three day face-to-face training in Mumbai
 - Certificate from Empower School of Health
 - Local transportation for field visits
 - One year of technical assistance
- Does not include – International travel, airport transfers, food and accommodation

TARGET GROUP

The course is targeted at public procurement officials, private sector importers and buyer professionals interested in buying pharma drugs from India and Indian participants who are interested in sourcing it to the world.

Candidates are required:

- To be able to operate confidently in both written and spoken English language
- To have completed, at minimum, a bachelors degree in any discipline
- Prior work-experience is preferred, though not essential

KEY TOPICS

The workshop will be delivered by global health leaders who support strategic sourcing of pharmaceuticals. The workshop will help in identifying key factors to increase efficiency of day-to-day pharmaceutical procurement and related transactions such as assuring quality, long-term contracting, establishing framework contracts, market shaping, and supply chain infrastructure. This workshop is designed to assist organizations in achieving a reliable supply of quality-assured medicines at competitive prices.

Why Strategic Sourcing ?	Risk Management Approach	Identifying Secure Sources
<ul style="list-style-type: none"> <input type="checkbox"/> Chaotic international marketplace '<i>caveat Emptor</i>' <input type="checkbox"/> Global product shortages <input type="checkbox"/> Product quality concerns <input type="checkbox"/> Limited buying power in low income countries <input type="checkbox"/> Diversify manufacturer product lines and promote future assured availability 	<ul style="list-style-type: none"> <input type="checkbox"/> Which products are at most risk – how to identify, categorize <input type="checkbox"/> Risk mitigation strategies <input type="checkbox"/> Realities of influencing the marketplace: <ul style="list-style-type: none"> ▪ Buyer volume ▪ Long term commitments ▪ Global programs ▪ Procurement agencies ▪ Concepts of monopsony 	<ul style="list-style-type: none"> <input type="checkbox"/> International certifications <input type="checkbox"/> Buyers guides <input type="checkbox"/> VPP <input type="checkbox"/> Framework Contracts <input type="checkbox"/> Explaining the benefits and 'selling' the concept to non-health and non-PSM decision makers <input type="checkbox"/> Procurement regulation reform
Comprehensive Sourcing Strategy		
Assured Quality	Reliable Supply	Value for Money

KEY ADVISORS/SPEAKERS



Prof. Paul S. Lalvani, Empower School of Health: Director of Empower School of Health, former head of Global Fund's department of Procurement and Supply Chain Management, advisor to Gates Foundation, World Bank, WHO, and various Ministries of Health



Dr. Denis Broun: Ambassador, Permanent Representative of PPD to UN and International Organization in Geneva, former Executive Director UNITAID, former Regional Director UNAIDS



Dr. Alasanne BA: Director of CHMP, combines a strong experience of GMP Guidelines, National Pharmaceutical Policy, Pharmaceutical Regulations, dealing with international institutions, NGOs and endemic countries in the field of public health



Mr. Kaushik Desai: Hon. General Secretary, Indian Pharmaceutical Association, former Director, Drug Information Association (DIA), India. Holding an experience of more than 30 years in multifunctional activities in GMP, GLP, audits and inspections



Mr. Prashant Sisodia: Associate Vice President at Mylan, former Vice President at Hetero Drugs, former Regional Manager at Cipla. He has experience of more than 15 years in the Pharmaceutical Industry and strong knowledge about various geographical markets



Mr. Lokesh Sharma: Senior Principal & Practice Leader – Public Health, IMS Health Information and Consulting Services India Private Limited, for Africa, Middle East and South Asia region with over 13 years of experience in leading and managing large healthcare programmes, strategic management, business planning and governance models

COLLABORATING PARTNERS



Empower School of Health's vision is to empower lives by promoting universal access to health and education. We work with health professionals from more than 30 countries to strengthen institutional capacity of global health programs. We also conduct assessments, research and provide advice to donors, governments and UN agencies on sourcing, logistics, pricing, quality, drug regulations, catalyzing local production and technology transfer. We offer intensive programmes (online, classroom and onsite) for participants/organizations seeking a more comprehensive understanding in a specific area of expertise.



Govt. of India

Pharmexcil, the dynamic growth of Indian Pharma Industry and the recommendations of four major National Pharma associations made the ministry of Commerce & Industry, Govt of India to realize the need for separate export promotion council. Accordingly, Pharmaceuticals Export Promotion Council (PHARMEXCIL) was set up. The Ministry of Commerce and Industry has made Pharm excil the sole agency to issue RCMCs to all Pharma exporters.



IAPHL India Chapter, managed by Empower, promotes the IAPHL mission of supporting the professionalization of supply chain officers and managers in India and others working in the field of public health logistics and commodity security. The objective of this chapter is to promote the importance of "Supply Chain" in public health programs in India.



CHMP is a Humanitarian and Pharmaceutical entity, involved in Innovation and Research with industrial partnerships and recognized as a center of excellence in training and pharmaceutical expertise in all areas related to the pharmaceutical industry and products such as combating the proliferation of falsified health care products, strengthening international institutions, and non-governmental organizations in their work to strengthen the pharmaceutical and health care.



IMS Health delivers solutions to drive healthcare forward. Around the world healthcare stakeholders are working to improve real-world patient outcomes through treatment innovations, care provision and access to healthcare. For the information, technology and service solutions they need to drive new insights and approaches, they count on IMS Health.

CONTACT US

For more details on the Training Programme, Contact
Course Counselor

Training.coordinator@empowerschoolofhealth.org

+91 95.99.83.50.01

www.empowerschoolofhealth.org

For aspirants who wish to pursue an advanced course in PSM, Empower offers an **online Post-Graduate Diploma in Global Health Procurement & Supply Chain Management**, in collaboration with Kent State University and UNAIDS. For more details, follow this link: [CLICK HERE](#)

SCHOLARSHIPS AVAILABLE