

A health care products procurement and distribution system for Kurdistan – a proposal

Stellan Lind, MBA, Uppsala, Sweden
Senior Advisor to Awamedica, Erbil

Overall systems objective

“The right products* are available at the right times at the right places and at the right quality, quantity and prices.”

* Medicines, devices, equipment etc. decided by specialist teams.

Basic System Principles

1. Selection of drugs

- Listing of “essential drugs”. WHO or National.
- Establishment of quality criteria, e.g. Certificates of Analysis and Batch Record Documents.
- Deciding on quantities based on **needs** from “down up”.
- Statistics on drug use, i.e. pharmacy and hospital records to central function for proper planning.

2. Procurement

- Establish supplier approval procedure.
- Decide on categories and number of suppliers – limited!
- Ensure “cost effectiveness”, not only “cheapest price”.
- Tenders, open, restricted or direct.
- Supplier performance and quality monitoring and feed-back.

3. Storage and Distribution

- Batch release documentation.
- Warehousing facilities.
- Delivery control.
- Products testing routines, e.g. analysis, stability tests.
- Product allocation principles – where and when.
- Physical distribution.
- Performance control and continuous routine improvement.

N.B. Advanced IT support needed.

Action plan for building a system

1. MoH to form a working party/committee with responsibility to build the system. All different stakeholders must be represented.
2. Leading principle: **Start from scratch!**
3. Establish objectives and their timing.
4. Make a detailed plan and budget for the work to be done.
5. Secure funding for the work and for the system.
6. **Get started!**

