



World Health
Organization

Procurement of medical devices

Presented By

[Presenter Name]

[Presenter Title]

Date

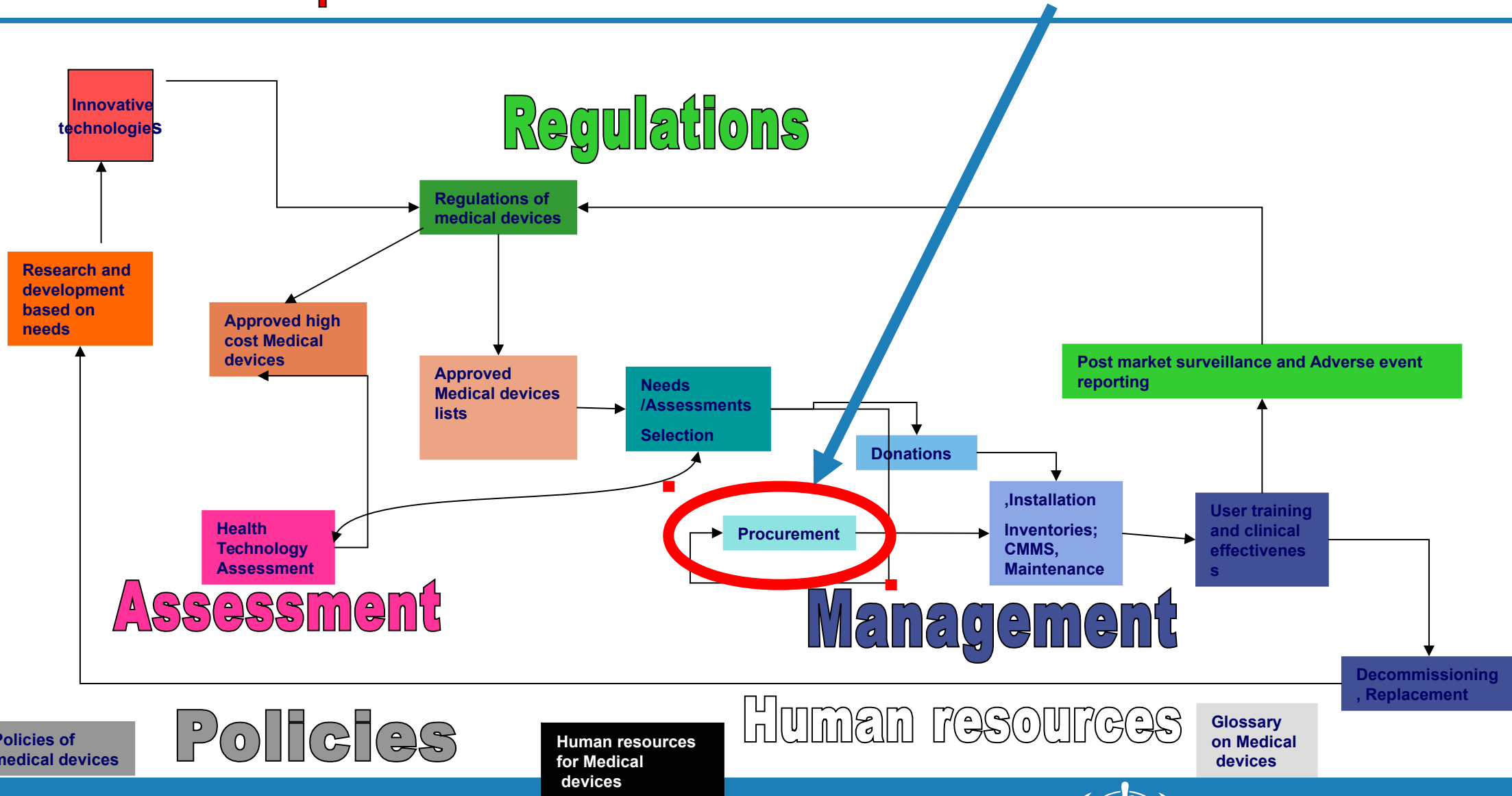
Introduction

- *Definition of procurement*
- *The importance of good procurement*
- *The process of procurement*
- *Challenges for good procurement*
- *Resources available*
- *Case study*



To ensure improved access of safe, quality medical devices

Research and development



Definition

- *Procurement:*
 - “the acquisition of property, plant and/or equipment, goods, works or services through purchase, hire, lease, rental or exchange”
- *and is taken to include*
 - “all actions from planning and forecasting, identification of needs, sourcing, evaluation, contracting and all phasesuntil delivery of the goods.”
 - (UN Office for Project Services)



Importance

- *Good procurement brings:*
 - **safe, quality healthcare services**
 - **the best deal for the organization's needs**
 - **timely delivery and handover**
 - **satisfactory delivery, installation, commissioning and training**
 - **effective payment and warranty**
 - **satisfactory after-sales service**
 - **greater interest in submitting offers in the future**
 - **transparent and trustworthy systems**
- *The right product of the right quality at the right price of the right quantity at the right place and time (Bailey, 1994)*



Purpose of document

- **To summarize published health technology procurement guidelines**
- **To be a planning aid and checklist for system development**
- **To give a set of indicators for procurement performance assessment**
- **Audience**
 - **procurement division or hospital management of a national or regional government health service body**



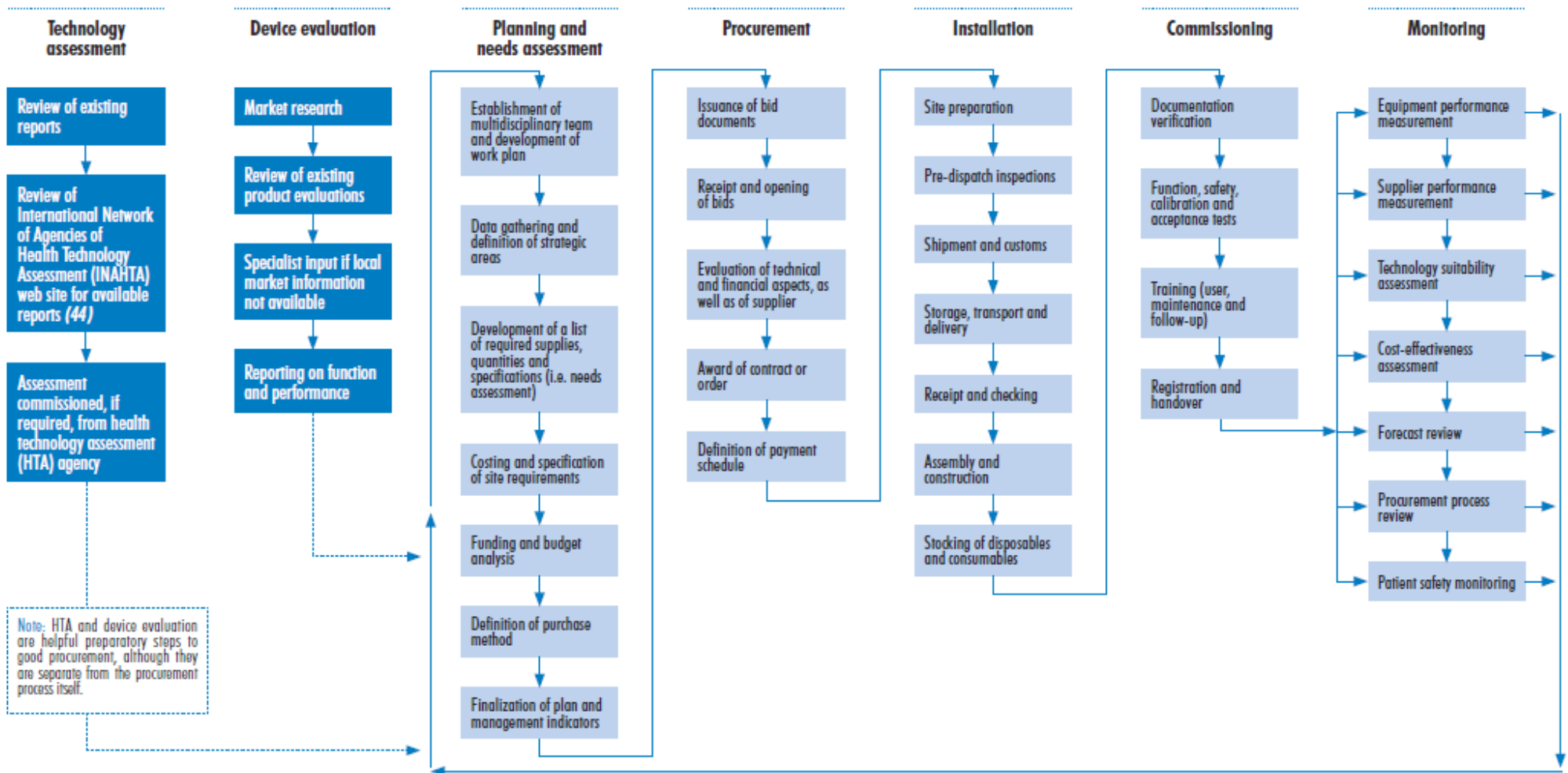
Key elements

- Process
 - Technology assessment
 - Device evaluation
 - Planning and needs assessment
 - Procurement
 - Installation
 - Commissioning
 - Monitoring
- All these are summarized in a flow chart....



Key elements

Figure 2. Summary flow chart of standard procurement procedures



Each stage of the process

- *Definition of each stage*
- *Inputs*
 - *what is needed before this stage*
- *Actions*
 - *how to accomplish each stage*
- *Assurances*
 - *how to be sure each stage is completed*
- *Outputs*
 - *what you expect to see at each stage*



Special considerations

- Local regulations
- replacement of equipment
- Refurbished equipment
- Radiological equipment
- Information technology
- Infrastructure
- Emergencies
- Sustainability
- E-procurement
- Grievances
- Ethical considerations



Assessing performance

- *Performance measures for:*
 - Efficiency of the competitive process
 - Cost reduction and containment
 - Supplier management
 - Efficiency of internal systems and processes
 - Procurement management
 - Quality control of equipment and facilities
- *References for:*
 - System development
 - Check sheets



Challenges

- *Vested interests*
 - *transparent systems and clear rules needed*
- *Poor monitoring*
 - *keep track of every stage, use assurances*
- *Poor planning*
 - *know what quality, quantity, timing is needed*
- *Lack of feedback*
 - *‘close the loop’, users know the issues*
- *Poor logistics*
 - *careful handling, transport and storage needed*



Resources available

- *63 references, grouped under:*
 - system development guidelines
 - medical device guidelines
 - country or organization documents
 - pharmaceutical guidelines
 - assessment tools
 - web resources



Case study

- *India*
- *Ministry of Health and Family Welfare*
 - Empowered Procurement Wing established
 - National Procurement Manual published
 - Warehousing and cold storage assessed
 - Equipment specifications formulated
 - E-procurement enabled
 - Procurement Management Information System developed
 - Test houses for quality assurance assessed



Working group session

Discussion questions

- *Why can one stage of procurement not be used alone?*
- *Which challenges listed are greater, which are less?*
- *Which stage of procurement has been effective here?*
- *Which stage of procurement is absent here?*

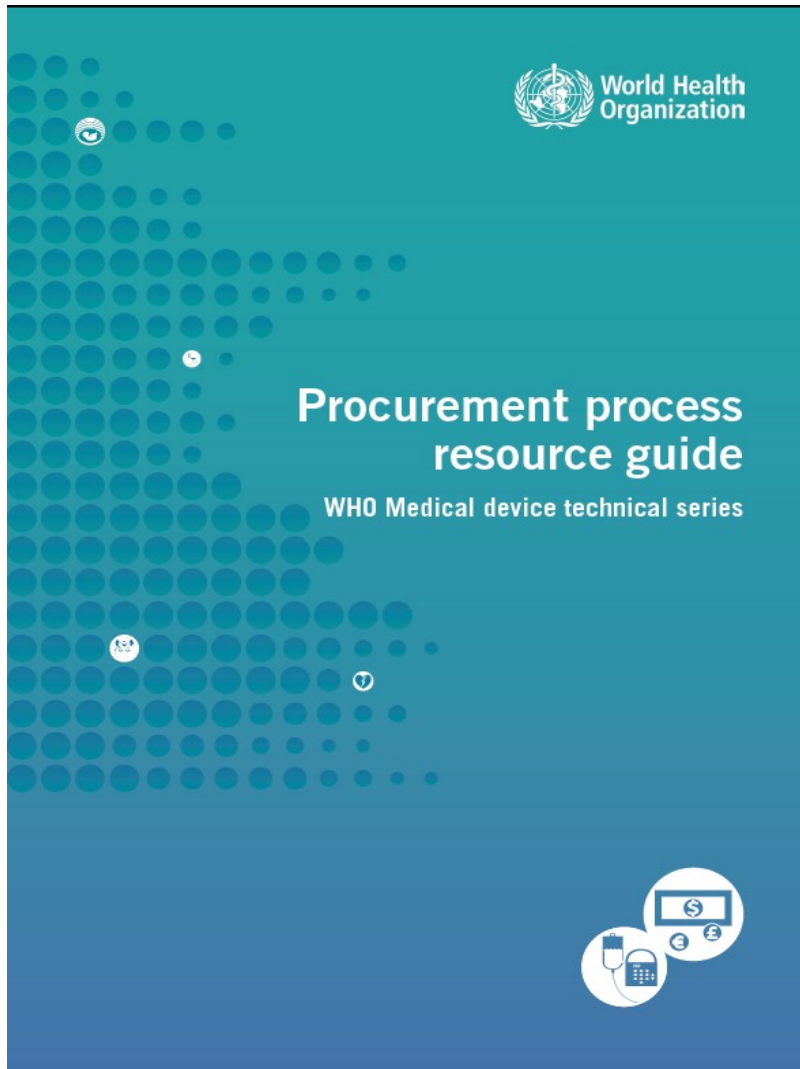
End



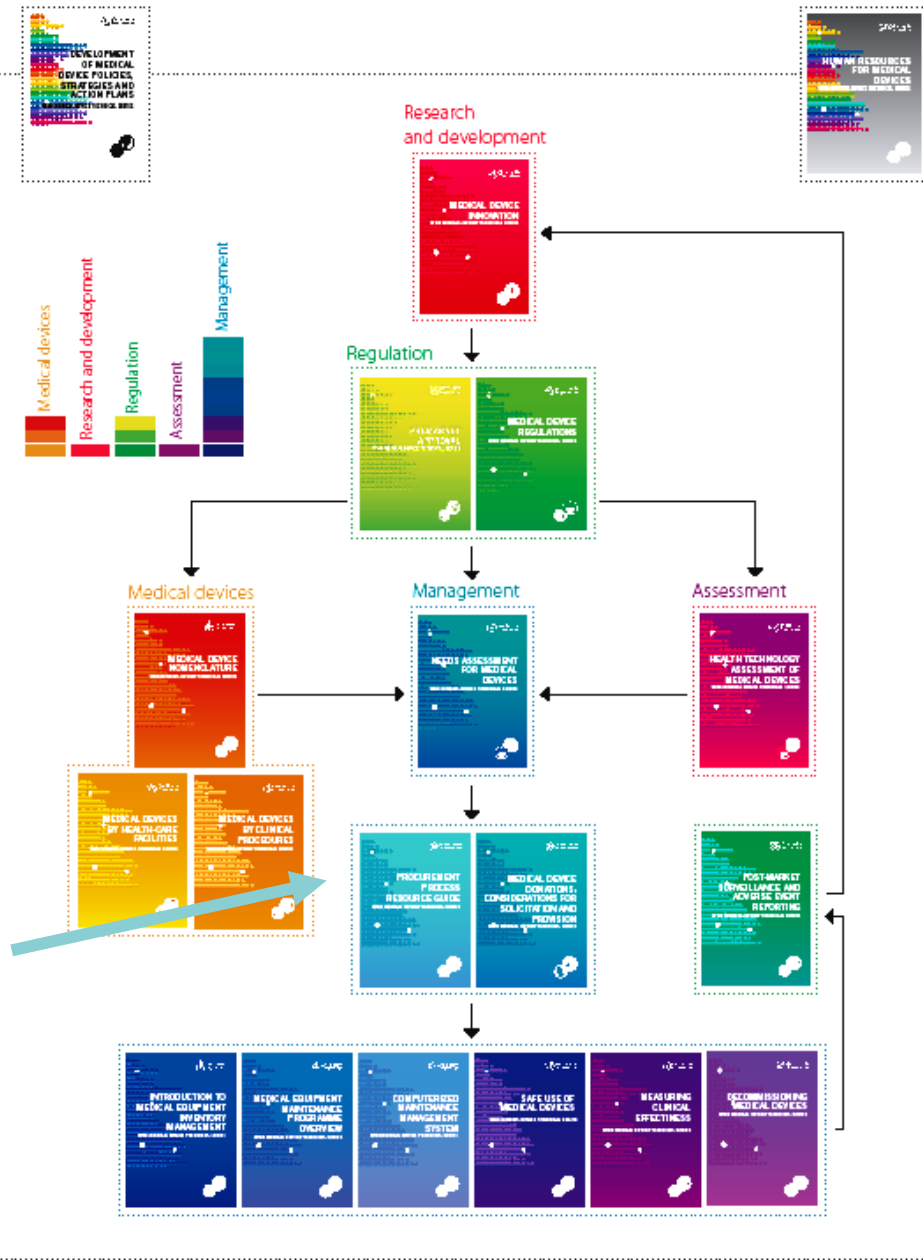
WHO Medical Device technical Series

Training module of :

- **Procurement process resource guide**
- Developed by Andrew Gammie
- April 2011
- **Global Initiative on Health Technologies, WHO**
- Supported by the Bill & Melinda Gates Foundation



Thanks!



Contacts:

- http://www.who.int/medical_devices/en/
- <mailto:medicaldevices@who.int>
- Phone: + 41 22 791 1239
- Fax: +41 22 791 48 36
- Skype: WHOHQGVA1 (then dial 11239)
- Other: (presenters name and email)

Objective: to ensure improved access, quality and use of medical devices.