

# Key considerations for suppliers in planning and executing equipment service bundles under Gavi's Cold Chain Optimization Platform (CCEOP)

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#### Background on CCEOP



Gavi established the CCEOP with a commitment of \$250M to jointly invest with countries to purchase and install optimal equipment. The primary objective is to accelerate the transition towards improved, "optimal" cold chain technology that provide:

- ☐ Higher levels of Vaccine **Availability**
- ☐ Improved Vaccine security i.e. **Potency** and **Safety**
- ☐ Greater efficiency with lower CCE operating costs
- ☐ Less Vaccine Wastage







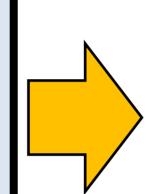
### The Service Bundle — A Key Area for CCEOP Success

What is the Service **Bundle?** 

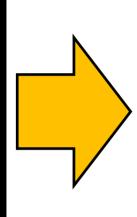
- Under the CCEOP, cold chain equipment suppliers are required to manage and execute in-country logistics, installation, commissioning and training of staff at health facilities in collaboration with local service providers.
- This combination of supplier accountability for equipment provision and service delivery is referred to as a "Service Bundle".

To maximize the benefit of the CCEOP, "The Service Bundle" needs close attention

Efficient service bundles reduce bid costs and delays

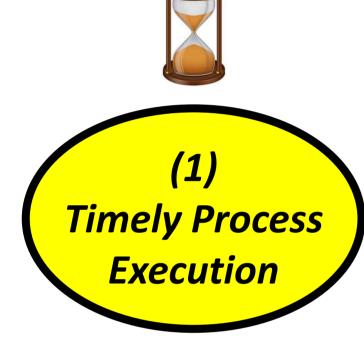


More optimal CCE deployed for every \$ invested in the CCEOP by Gavi and countries



Improved vaccine availability, potency and coverage

## "Three keys features define an efficient and optimized CCEOP service bundle"



Minimize delays of CCE deployment by optimizing execution of the essential service delivery processes

**Customs Clearance** 

Warehousing

**Installation &** 

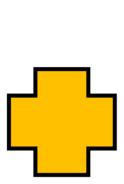
**Training** 

**Project Management** 

3

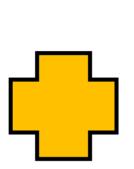
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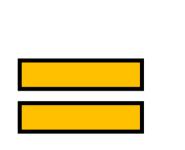
Cost-Effective Bids

> **Optimize service delivery costs** to ensure maximum impact of Gavi's and country \$250M co-investment in CCE





Proper installation and preventative maintenance to maximize performance and lifetime of Cold Chain Equipment



**Greatest Impact from** 

service Bundle

**RISK MITIGATION** 

□ Clear channels of

communication between

sender and receiver to

□ Early processing of

customs documents and a

help track status of

shipment

# In order to effectively plan and execute the service delivery bundle in-country, here are some recommendations

#### **SERVICE DELIVERY KEY CONSIDERATION KEY COST DRIVERS STAKEHOLDERS POTENTIAL RISKS PROCESS:** Experienced Freight □ *Number of Cold chain* □ CCE Manufacturer □ Port congestions and (1) Forwarder: To successfully ☐ Freight Forwarder equipment units shipped ☐ Unstable weather at sea navigate destination □ Distance from Port of ☐ Unicef Supply Division could lead to delay in shipping routes and Origin to Port of Entry ☐ Ministry of Health arrival of shipment Shipping manage customs clearance

- □ CCE Manufacturer
- ☐ Freight Forwarder ☐ Unicef Supply Division
- ☐ Ministry of Health

□ CCE Manufacturer

☐ Ministry of Health

☐ Local Service Provider

- delays in removing
- □ Necessary customs paperwork not available on time prior to the arrival of shipment results in

loading or due to inclement

☐ Unplanned deviations at

delivery sites can lead to

delays and overhead costs

☐ Inadequate number of

technicians to install CCEs

across the country at scale

□ Poor installations can

affect CCE performance

☐ Poor knowledge

weather conditions

delivery trucks and

□ Sub-optimal fleet of

- reliable network of clearing agents to help demurrage charges facilitate the process ☐ Liability of damage to equipment. E.g. poor cargo handling during trans
  - ☐ Adequate legal liability insurance that covers direct physical loss or damage to cargo during storage and handling ☐ Suitable **fleet**

management system

☐ Request access to

country **Deviation** 

- chain assets across long and short haul logistics **Distribution** networks in timely manner Technical and Managerial
  - workforce capacity: Ability to quickly expand pool of service delivery technicians Commissioning to manage scale of project Robust training methods

Port Clearance

**Documents:** Exempt waiver

and all necessary customs

papers should be available

prior to arrival of shipment

Strategic Location of

proximity to good road

networks and sufficient

floor space to store cargo

Delivery Route Planning:

To efficiently distribute cold

Storage Hub: With

- and materials: Pictorial job aids, training manuals, videos and real use case practical sessions
- Customized Project Management Tool kit: Inclusive of detailed work plans, KPIs, as well as Risk and Quality controls

- ☐ Local Service Provider ☐ Ministry of Health
- ☐ District Health Staff ☐ Health Facility Staff
- ☐ Local Service Provider
- □ District Health Staff ☐ Health Facility Staff
- □ CCE Manufacturer
- ☐ Local Service Provider ☐ Ministry of Health
- ☐ Health Facility Staff □ Cold Chain Technicians
- ☐ Project Mgt Team □ CCE Manufacturer
- ☐ Local Service Provider ☐ Ministry of Health

- ☐ Port charges ☐ Demurrage as a result of
- containers from port ☐ Warehouse lease
- ☐ *Machinery rental for* cargo handling
- ☐ Vehicle related costs for
- transportation ☐ Vehicle related costs
- ☐ Fleet staff wages including accommodation
- ☐ Technician wages including accommodation
- □ *Installation kit including* solar panel mounting poles
- ☐ Trainee and facilitator daily expenses including: Lodgings and per diems
- Training venue and ■ Training materials
- ☐ Risk Premiums ☐ Planning trips/meetings
- ☐ Talent acquisitions ☐ Site pre-assessments
- retention from the typical classroom-styled methods used to train end users
- ☐ Information asymmetry due to lack of visibility into country processes and costs during planning phase
- project requirements ☐ Robust commissioning guidelines ☐ Incorporate a

protocol for risk planning

service provider based on

□ Careful selection of

- participatory and handson mentorship approach into training modules
- ☐ Participate in monthly CCEOP PMT meetings to share information, acquire country intelligence and align on project goals

