Informed Push Distribution:
Is it the magic bullet to more effective supply chains?

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The Panel

- Rabiu Muhammad Fagge, State Logistics Officer, Kano State Primary Health Care Management Board (Nigeria)
- Michael Moreland, eHealth Africa (Nigeria)
- Philippe Jaillard, Program Leader : Technologies and Health Logistics, L’Agence de Médecine Préventive (Benin)
- Graça Matsinhe, EPI Director, Ministry of Health (Mozambique)
- Ruth Bechtel, Country Director, VillageReach (Mozambique)
Informed Push – What do we mean?

**Push vs. Pull**

Who makes stock replenishment decisions?
- The sender (e.g., the warehouse)
- The requestor or recipient (e.g., immunization post)

**Informed vs. Uninformed**

How are stock replenishment decisions made?
- With visibility into consumption data, stock levels, unplanned events, demand forecasts
- In the absence of data or with limited data
Commodity Replenishment Models

1. Uninformed Push
2. Uninformed Pull
3. Informed Push
4. Informed Pull

- Trained supply chain personnel
- Data
- Technology

*Adapted from the Visibility & Analytics (VAN) Blueprint Reference Model (ADP, 2015)
Characteristics of Informed Push Supply Chains

- Logistics tasks and replenishment decisions are consolidated
- Requires an emphasis on data visibility
- Clear roles and accountability
- Decreases time of medical staff spent on logistics

Many implementations combine informed push replenishment with a direct delivery transportation solution

- Improves data capture
- Allows for routine, scheduled delivery
- Consolidates costs
- Improves supervision
Multi-tiered
Diffused responsibility = Inefficient use of resources

Inconsistent deliveries
Unbudgeted, hidden costs
Logistics burden falls on health worker

$0.53
LOGISTICS COST
PER DOSE ADMINISTERED*

65%
VACCINE AVAILABILITY
AT HEALTH CENTERS*

VACCINE DELIVERY TO HEALTH CENTERS

Streamlined
Consolidated responsibility = More efficient use of resources

Routine deliveries
Clear, managed costs
Professional supply chain workforce

$0.31
LOGISTICS COST
PER DOSE ADMINISTERED*

95%
VACCINE AVAILABILITY
AT HEALTH CENTERS*