

OUTSOURCED TRANSPORT RESOURCE CENTER

VILLAGE
REACH[®]
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Consulting Services - General Presentation 2024

Challenge and Opportunity in Transporting Health Products

Challenge



Opportunity



Solution

Lack of regular, secure, and quality transport of medicines requires **sufficient and well-organized** transport assets and staff

Governments typically struggle to buy, operate and maintain transport assets resulting in infrequently delivered and stockouts but there is a **wide private sector available**

Using **private sector transport partners** to manage/execute transport can be the solution



Outsourcing obstacles in Public Health

Private Sector obstacles

- Low understanding of public health challenges and overall ecosystem
- Public sector delays in payment of invoices
- Unclearly formulated public sector service needs and RFPs
- Slow clock speed of the public sector, challenging reconciliation with private sector
- Being viewed as "just a supplier" by the public sector

Difficult to even start discussions between private and public sectors

Outsourcing efforts too small to have a meaningful impact

Outsourcing efforts are short-term and not scalable

Public Sector obstacles

- Limited understanding of the private sector
- Limited awareness of available outsourcing options
- Inadequate experience or capacity in managing private sector relationships
- Negative perception of private sector as "too expensive" and potential conflicts of interest
- Outsourcing not always in government's strategy making it difficult to advocate for it
- Private and public sectors not always willing to collaborate to unlock efficiency



How to Bridge the Gap?

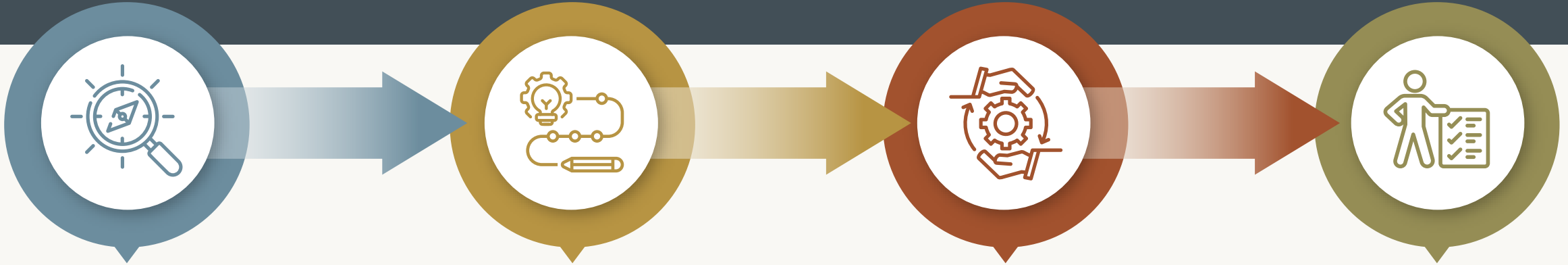
Outsourced Transport Resource Center Objectives

1. Ensure the MoH has **consistent achievement of on-time, in-full, at quality deliveries with market competitive cost.**
2. Ensure the MoH has capability to **manage, do verification, and continues improve the performance of the private sector providers** without external dependence.
3. Ensure the MoH has a **structured and strategic collaboration with 4PL's /3PL's and drone airlines.**
4. Ensure the **4PL's /3PL's/drone airlines** understand the needs and benefit of working with MoH's.

OTRC

Provides four service packages to governments, implementing partners and the private sector to integrate land and drone-based outsourced transport

OUTSOURCED TRANSPORT
RESOURCE CENTER



EXPLORATION & SET-UP

- Develop strategy & cost model
- Develop & release request for proposal
- Align on roles and required skills
- Assess government capacity & develop skills development plan
- Develop implementation plan
- Conduct advocacy & fundraising

IMPLEMENTATION

- Prepare start-up implementation plan & toolkit
- Develop stakeholder management plan
- Develop roles, procedures & SOPs
- Coordinate regulatory applications for drone transport authorization
- Implement the infrastructure acquisition plan
- Develop & validate the service level agreement
- Implement monthly review of performance
- Implement quarterly expense review
- Develop the transition strategy & plan

MANAGEMENT


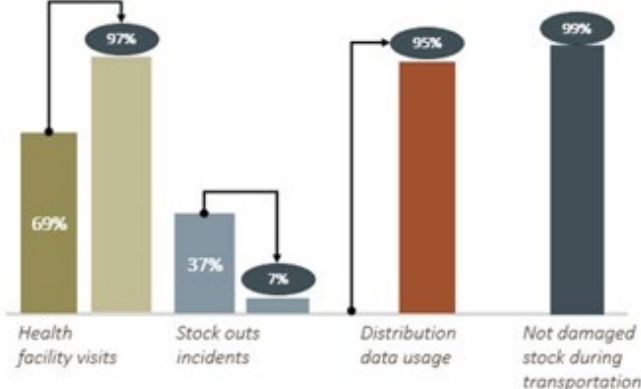

- Develop the transition strategy & plan*
- Develop stakeholder management plan*
- Develop staffing model
- Assess government capacity & develop skills development plan*
- Provide coaching & training based on skills development plan
- Develop annual budget with government
- Conduct advocacy & fundraising*

VERIFICATION

- Design verification approach, plan & budget
- Assess government capacity & develop skills development plan*
- Provide coaching & training based on skills development plan*
- Assess data quality & perform data analysis
- Develop verification report
- Conduct advocacy & fundraising*

Visit otrcsupport.org to learn more and contact us at otrc@villagereach.org

**This service is listed in more than one package and may not be required if already completed in another package of services.*

Time & Geography	OTRC illustrative activities	Key results															
<p data-bbox="25 164 293 207">2015 to 2021</p> <p data-bbox="89 299 267 335">Mozambique</p> 	<ul data-bbox="356 185 1567 664" style="list-style-type: none"> • Introduced first OT model in Tete province • Implemented the first integrated transport of health commodities (vaccines, lab samples and essential medicines) • Scaled nationally • Transitioned all managerial, operational and monitoring activity of OT to Government and private sector transporter 	<p data-bbox="1758 199 2191 235">Performance results - Tete</p> <p data-bbox="1758 264 2344 307"><i>Results of 6-month implementation. Baseline study conducted in October 2015. Impact study conducted in July 2016.</i></p>  <table border="1" data-bbox="1758 321 2395 706"> <thead> <tr> <th>Metric</th> <th>Baseline (Oct 2015)</th> <th>Impact (July 2016)</th> </tr> </thead> <tbody> <tr> <td>Health facility visits</td> <td>69%</td> <td>97%</td> </tr> <tr> <td>Stock outs incidents</td> <td>37%</td> <td>7%</td> </tr> <tr> <td>Distribution data usage</td> <td>95%</td> <td>95%</td> </tr> <tr> <td>Not damaged stock during transportation</td> <td>99%</td> <td>99%</td> </tr> </tbody> </table>	Metric	Baseline (Oct 2015)	Impact (July 2016)	Health facility visits	69%	97%	Stock outs incidents	37%	7%	Distribution data usage	95%	95%	Not damaged stock during transportation	99%	99%
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<p data-bbox="38 735 280 778">2021 to date</p> 	<ul data-bbox="356 756 1567 1142" style="list-style-type: none"> • Implemented OT model in nine countries to support Polio lab sample transport. • Implemented outsourced drone transport in three countries (Democratic Republic of Congo, Malawi and Mozambique). 	<p data-bbox="1592 771 2484 963">DRC: Transit Time, from 2 days to <2 hr. for remote HFs (EPI products). Stockouts from 6-18% to 0-4% (vaccines and Availability from 65% to 98% (vaccines)</p> <p data-bbox="1592 978 2484 1120">Guinea: Average transport time decreased from 6.5 days in 2022 to 3.2 days (Jan-May 2023), with 100% of samples arriving in good condition.</p> <p data-bbox="1592 1135 2484 1220">Malawi: Average transport time reduced from 5.8 days in 2022 to 2.0 days (Jan-May 2023).</p> <p data-bbox="1592 1235 2484 1378">Mozambique: Average transport time for on-demand system samples decreased from 12.1 to 6.4 days.</p>															

OTRC success track record



- Supported Polio lab sample transport initiatives in 9 countries
- Supported outsourced drone transport in 3 countries (DRC, Malawi and Mozambique).
- Support Role & Responsibilities transition to governments

Illustrative Results

- ✓ **DRC:** Transit Time, from 2 days to <2 hr. for remote HFs (EPI products). Stockouts from 6-18% to 0-4% (vaccines and Availability from 65% to 98% (vaccines)
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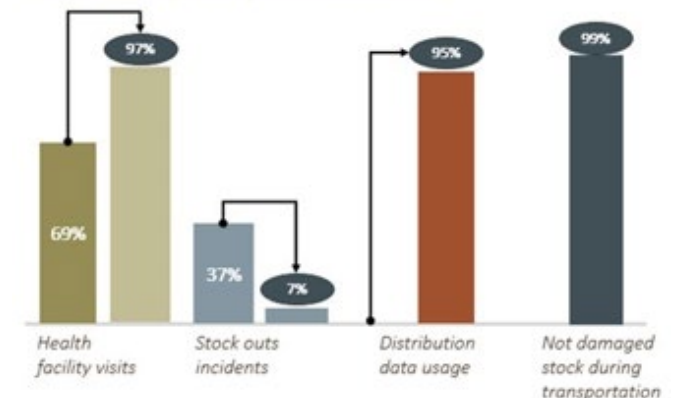
OTRC accomplishments in Mozambique



- Introduced first OT service in Tete province
- Implemented the first integrated transport of health products (vaccines, lab samples and essential medicines)
- Scaled integrated OT nationally
- Transitioned all managerial, operational & evaluation responsibility to Government and its private sector transporter(s)

Performance results - Tete

Results of 6-month implementation. Baseline study conducted in October 2015. Impact study conducted in July 2016.



Public Sector Engagement Process with OTRC

Pre-intervention



Govt. Expression of Interest

A government technical partner obtains an expression of interest by government to explore the opportunity for outsourcing transport



3. Assess the Capacity needs

The OTRC works with the TA partner to assess TA partner, Govt. and private sector capacity and to define a workplan. Gain TA partner agreement on workplan.



1. Evaluate the opportunity

The Govt. TA partner discusses with the OTRC whether OTRC support could be useful to help the technical partner achieve its objectives and that of Government



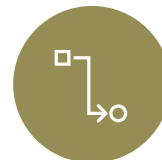
4. Provide OTRC Support

The OTRC provides capacity building to the government TA partner based on the agree workplan using coaching and by developing joint deliverables



2. Agree to collaborate

After reaching agreement on OTRC support, the OTRC and TA partner sign an agreement that outlines their intent to work together and key joint objectives



Assess impact of OTRC support

At a pre-agreed interval, OTRC conducts a joint evaluation with the local TA partner to assess skills acquisition and the partner's ability to continue outsourced transport work without OTRC support

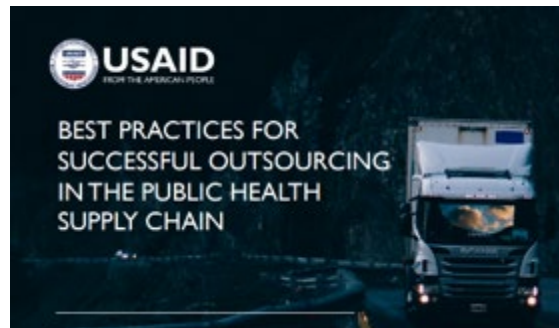
Post-intervention

OTRC – Illustrative Resource Available

Outsourcing Perception Survey



Advocacy material (video, presentation, etc.)



Technical notes



For more information about the Outsource Transport Resource Center and its resources, please click this [link](#)

For more information contact:



For more information on the OTRC approach, please contact

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