EFFICIENT IN-COUNTRY INFRASTRUCTURE & SUPPORT FUNCTIONS
FOR RAPID & SUSTAINABLE OPERATIONS IN AFRICA

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1. Market Context & Challenges

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Key Success Factors</th>
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<tr>
<td>Frequent Outbreaks, Equatorial Climate and diseases</td>
<td>Rapid responses &amp; agility of supply chains</td>
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<td>Shortage of pharmaceutical warehousing capabilities</td>
<td>Capacity building &amp; sustainability of operations both in rural &amp; urban areas</td>
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<td>Erratic quality of roads network</td>
<td>Last-mile deliveries</td>
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<td>Day-to-Day operational challenges,</td>
<td>Product integrity, Reduction in wastages</td>
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<td>African complexity induces costs</td>
<td>Cost efficiencies</td>
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2. Typical frame for successful operations

3. Solutions adapted to different levels of maturity

4. CASE STUDY: THE GLOBAL FUND @ KINSHASA

- **COUNTRY / CITY**: Democratic Republic of Congo, Kinshasa
- **SCOPE OF WORK**: Healthcare Logistics, Stores & Distribution

- **Value-added services**: Storage in a healthcare compliant warehouse with a Warehouse Management System (WMS) - 24/7 security guards, CCTV surveillance, stock management, IT infrastructure & support, infrastructure & materials, IT services & support, inventory management, administrative support, healthcare consulting, management consulting, project management, implementation performance.

- **Regional standards**: ISO 9001:2008 (current), 2015

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5. Expected Benefits

- **Key Areas**: Supply Chain Optimization, Infrastructure & logistics, Security & Asset Protection, IT Infrastructure & Support, Quality, Local Content Dev, Certifications, Finances, Human Resources

- **Potential gains**: 10 to 30%

6. AIDS COMMISSION @ LILONGWE – KEY FIGURES

- **COUNTRY & CITY**: Malawi, Lilongwe
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7. CONSOLIDATION, ROUTES & DELIVERY OPTIMISATION

- **Map 1**: Depot Locations
- **Map 2**: Final Locations & Workshops Locations
- **Map 3**: Milk Run 1
- **Map 4**: Milk Run 2