

UAV Implementation: Tackling Procurement of Systems & Services



USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM Procurement and Supply Management



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Our journey to UAVs

- GHSC-PSM is working with USAID to explore utilizing UAVs to transport lab samples and health commodities
 - Working in rural settings
 - Integrating into existing supply chain - not testing technology
 - Pursuing sustainability and adoption by private sector
 - Looking to improve health outcomes
- GHSC-PSM carried out an open and competitive process for UAV procurement



Adding to the knowledge base

- Many organizations/governments are looking to apply UAVs
- Procurement of a UAV or UAV services is uncharted territory
- GHSC-PSM would like to share our knowledge and experiences



Evaluating UAV manufacturers

- Platform
- Flight System
- Flexibility
- Staff Availability
- Evolving Technology
- Partnership



Manufacturer visits are critical

- Conduct a demonstration
- Interact with the UAV:
 - Assembling/disassembling
 - Flight planning
 - Carrying
 - Loading/unloading
 - Battery changing
- Interact with management and staff



Unmanned Aerial Vehicle Procurement Guide

SPECIFICATIONS, QUESTIONS, AND OTHER CRITERIA TO CONSIDER



GHSC-PSM, a USAID project, is working to explore utilizing Unmanned Aerial Vehicles (UAV) to move HIV/AIDS supplies and other health commodities through public health supply chains to serve hard-to-reach health facilities. The project is focusing this UAV initiative in rural settings with limited distribution systems and infrastructure that create gaps in servicing patients. GHSC-PSM will assess UAV technology by integrating UAVs into country supply chains to improve health outcomes through increased speed and access.

Purpose of this guide

Many organizations are determining how an UAV could be applied to their work. For those organizations moving to the next step of testing or implementing, the procurement of a UAV or UAV services is uncharted territory.

In an effort to contribute to the UAV community's knowledge base and prevent

organizations from reinventing the wheel or starting from zero, GHSC-PSM would like to share our experiences to benefit others undertaking similar efforts.

GHSC-PSM developed this resource guide based on our experience in completing the UAV procurement process for cargo application. This guide provides:

- A list of general considerations for evaluating manufacturers.
- A thorough list of specifications and relevant questions for inclusion in a request for proposals (RFP). This structured approach will help you easily compare and analyze UAV companies and service providers to determine the most qualified and ensure they meet organizational needs.
- A sample short list of recommended criteria to use when visiting manufacturers or attending demonstrations.

We Want to Hear From You

GHSC-PSM is dedicated to sharing information and collaborating with the greater UAV community. All those pursuing the application of an UAV have valuable experiences and lessons to share. This UAV procurement guide is meant to be a living document that we will update periodically with the UAV community's contributions.

To that end, please contact with your feedback:
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The USAID Global Health Supply Chain Program-Procurement and Supply Management (GHSC-PSM) project works to ensure uninterrupted supplies of health commodities to save lives and create a healthier future for all.

GHSC-PSM is implemented by a Chemronics International-led consortium. To learn more, visit ghsupplychain.org



Check out our new UAV procurement guide for more recommendations!

Available on ghsupplychain.org

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The USAID Global Health Supply Chain Program-Procurement and Supply Management (GHSC-PSM) project is funded under USAID Contract No. AID-OAA-I-15-0004. GHSC-PSM connects technical solutions and proven commercial processes to promote efficient and cost-effective health supply chains worldwide. Our goal is to ensure uninterrupted supplies of health commodities to save lives and create a healthier future for all. The project purchases and delivers health commodities, offers comprehensive technical assistance to strengthen national supply chain systems, and provides global supply chain leadership. For more information, visit ghsupplychain.org.

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