

# **FRAMEWORK FOR ROADMAP ON PROCUREMENT AND REGULATORY TRANSFORMATION**

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# FACTS

- In transition period from GF grants countries mainly have problems of technical character or inefficient tender organization
- National and international level legislation for countries are very different
- MoFs are mainly against single source procurements or giving opportunity to MoH to deal directly with procurement agents
- In case of comprehensive financial analysis, which will show real savings in case of insertion of international procurement mechanisms, a field for legislative reforms will be created



# ROAD MAP

1

- Analyzing country current legislation

2

- Making feasibility study with financial impact for current and alternative procurement mechanisms

3

- Analyzing market players, restrictions in market

4

- Making real calculation for savings in case of reformation

5

- Negotiations with Ministry of Finance

6

- Prevent shortcomings and improve the model after practical application

7

- Correct savings to implement other projects

# 1. ANALYZING COUNTRY CURRENT LEGISLATION

WHAT	HOW
Analyzing the laws and legislative acts of procurement	Implementation of direct procurement mechanisms
Analyzing legalization of importing non-registered drugs	Establish mechanisms for importing non-registered drugs



## 2. MAKING FEASIBILITY STUDY WITH FINANCIAL IMPACT FOR CURRENT AND ALTERNATIVE PROCUREMENT MECHANISMS

WHAT	HOW
Organizing local tenders	Organizing local tenders to have prices of local distributors
Price requests from the procurement agents	Get prices quotes from the procurement agents
Price comparison	Compare local prices with the prices of agents to justify the need to introduce a mechanism;

### 3. ANALYZING MARKET PLAYERS, RESTRICTIONS IN MARKET

WHAT	HOW
Analyzing market players	Make market research find out the real local and international distributors of the drugs
Organizing meetings with the distributors	Get in contact with the real distributors to inform about the new mechanism
Analyzing the feedbacks	Collect feedback and comments from the distributors and if there is necessity improve the mechanism

## 4. MAKING REAL CALCULATION FOR SAVINGS IN CASE OF REFORMATION

WHAT	HOW
Making real calculation of the possible savings	After finding out the real distributors and making market research calculate the real possible saving



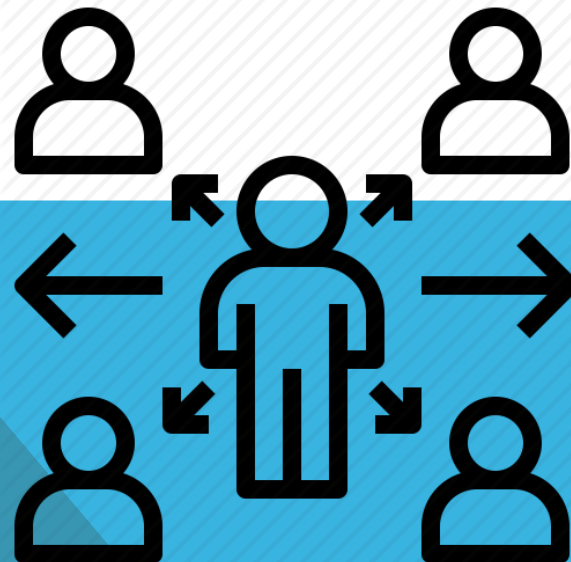
## 5. BASED ON DESCRIBED STARTING NEGOTIATIONS WITH MOF

WHAT	HOW
Starting negotiations with MOF	After calculating the real possible saving starting negotiations with MOF to introduce the new mechanism
In case of new restrictions edit the model	As a result of the negotiations edit the model if there is necessity
Initiate appropriate legislative changes	Initiate the legislative changes which will allow to apply the model
Introduce and apply the model	Start procurement process through the new model



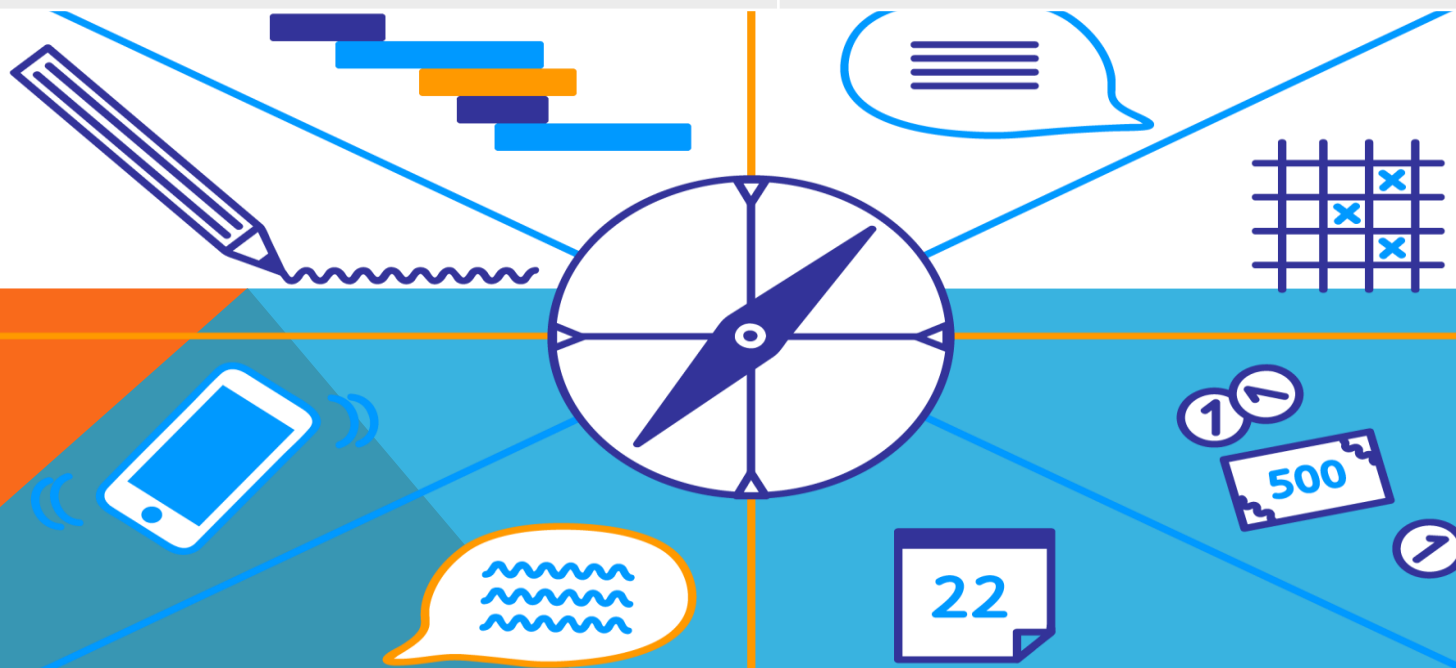
## 6. PREVENT SHORTCOMINGS AND IMPROVE THE MODEL AFTER PRACTICAL APPLICATION

WHAT	HOW
Prevent shortcomings	After practical application find out shortcomings and improve the model
Expand the list of products	After the effective using the model add other products
Expand the list of suppliers	If it is possible expand the list of the procurement agents and other possible suppliers

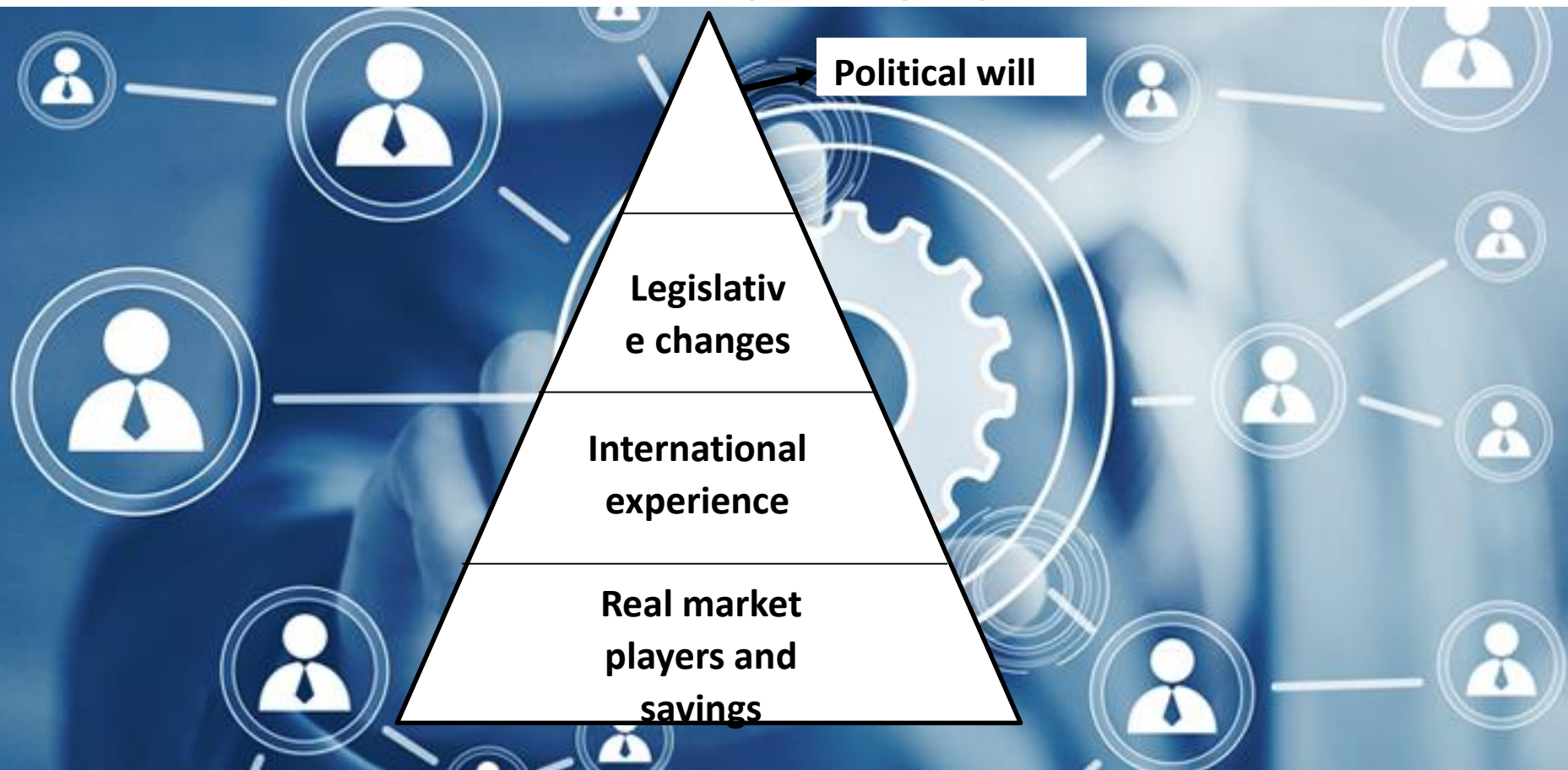


## 7. CORRECTED SAVINGS TO IMPLEMENT OTHER PROJECTS

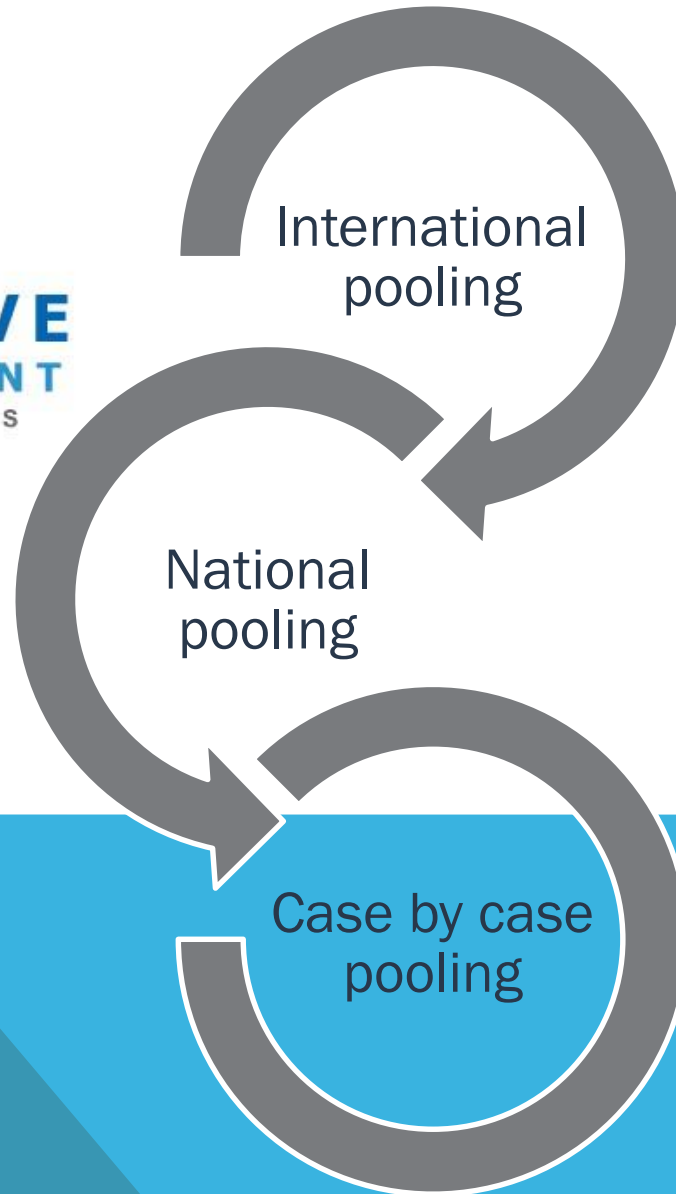
WHAT	HOW
Make savings	After the procurement of the drugs with the minimum prices using the new model make saving
Implement other projects or supplement number of patients	Correct the saving to the other projects or supplement the number of patients in the acting project



# IMPORTANT FACTORS FOR THE INTRODUCTION OF NEW MECHANISMS



# 3 LEVEL POOLING PROCESS ANALYSIS



**THANK YOU**

