

HEALTH & HUMANITARIAN SUPPLY CHAINS UPS/GAVI PARTNERSHIP

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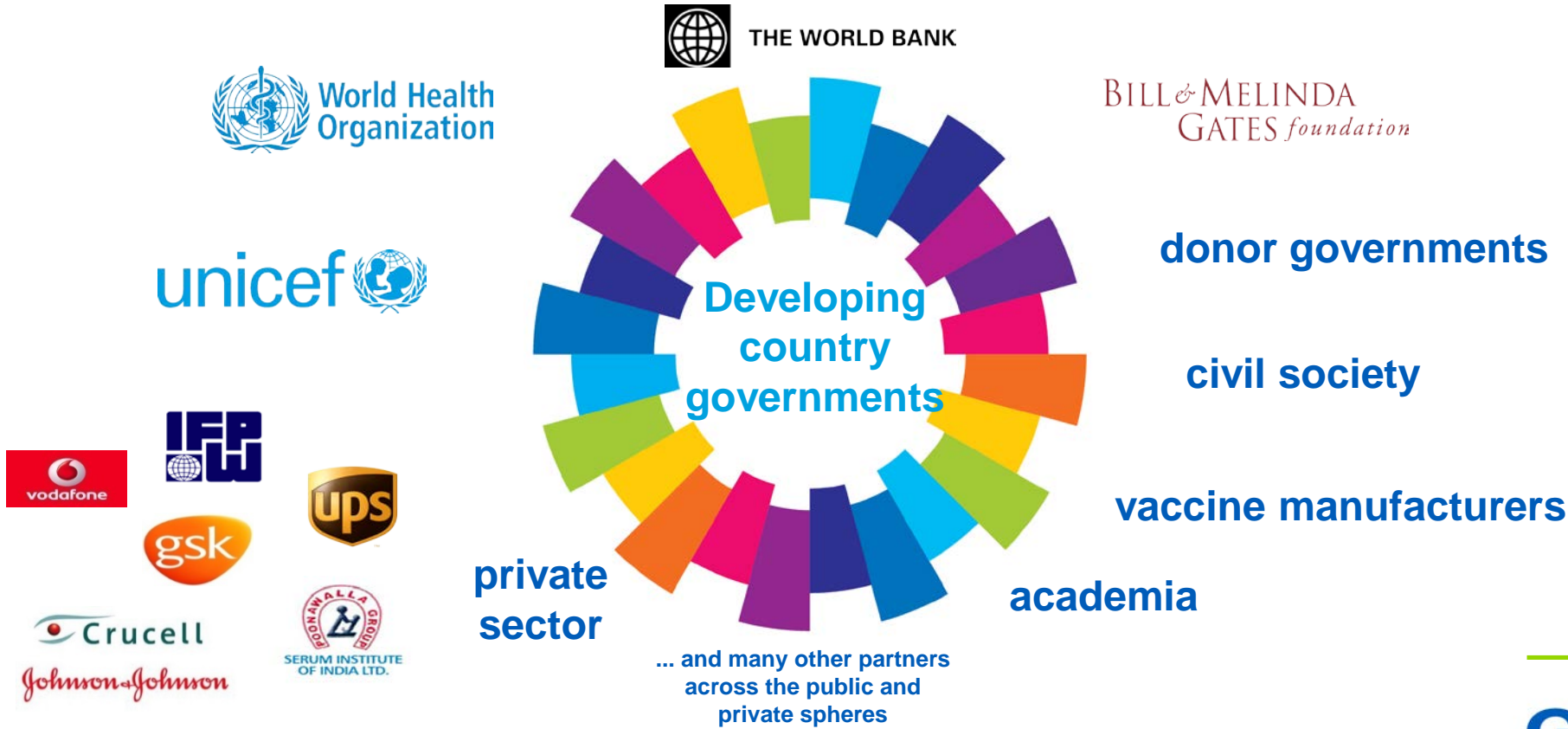
Johannesburg, South Africa
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A world free from vaccine preventable diseases
gavi.org

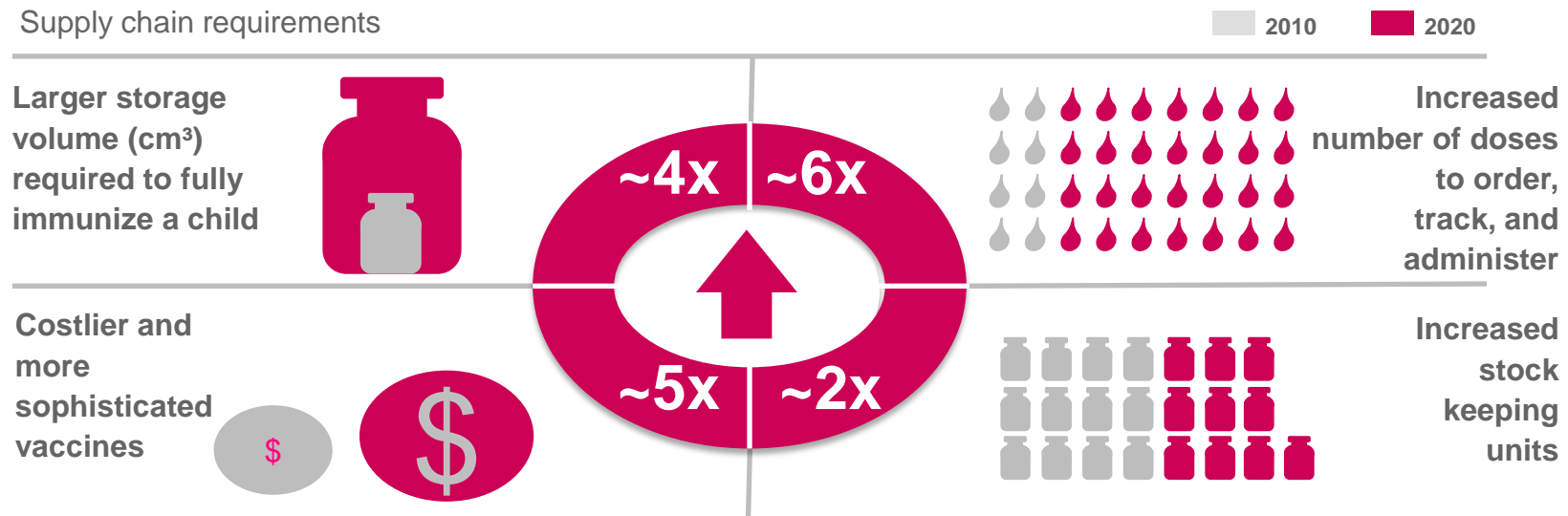
GAVI: A BROADENING PARTNERSHIP

Save children's lives and protect people's health by increasing access to immunisation in poor countries



INCREASING EXPENSE AND COMPLEXITY

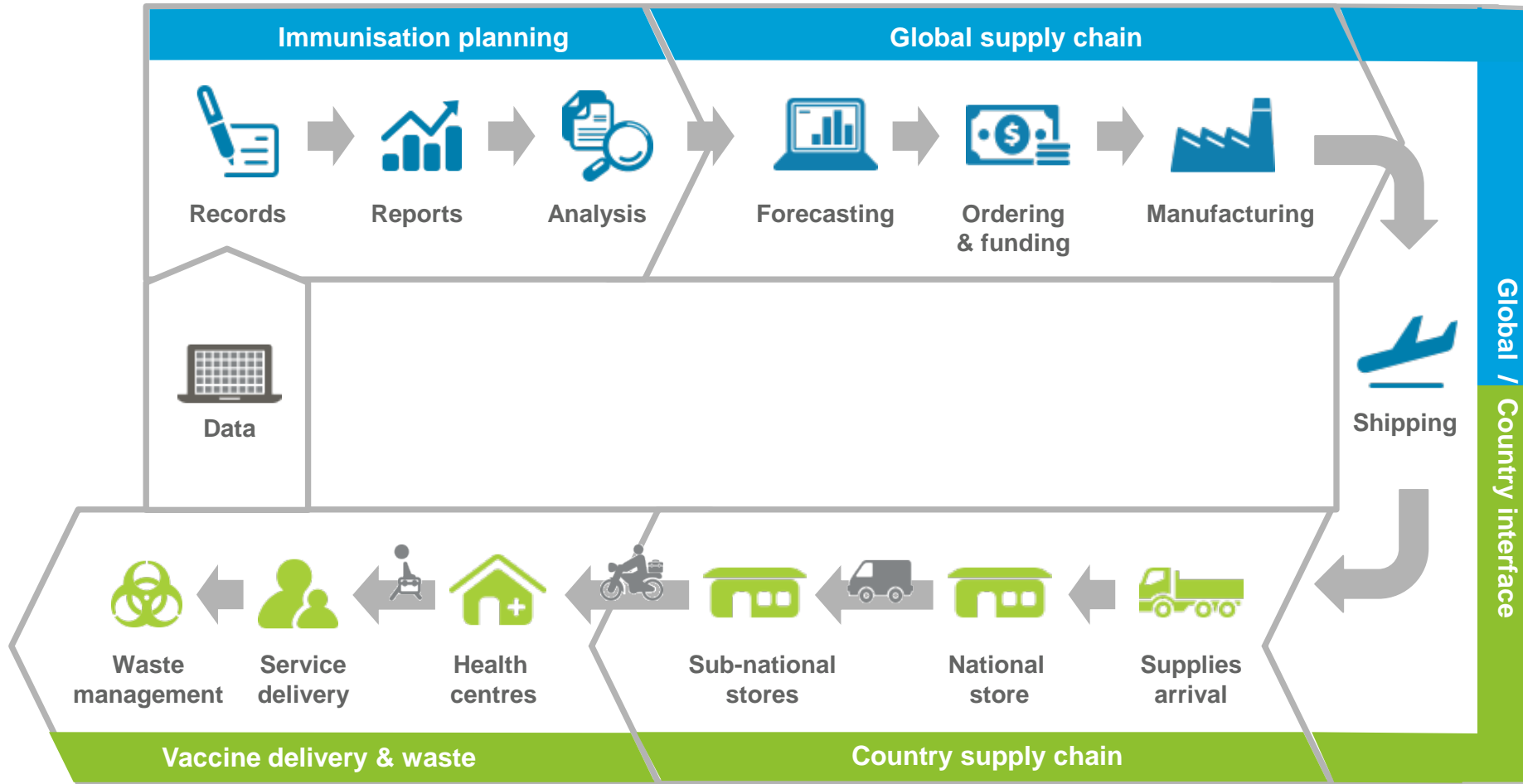
Poor performance is a concern because immunisation programmes are expanding and becoming more expensive and complex.



Note: All figures relate to Gavi-funded vaccines
 1. UNICEF Supply 2012 Financial report, WHO data for Pneumo and Rota vaccines, and HPV (only for girls);
 2. 2010: Gavi Shipment Data; 2020: Gavi SDF Forecast; Including volume for Gavi future graduated countries;
 3. Comparison based on 2013 Price; 2020 Vaccines include: Rota, Pneumo; HPV; 2010' vaccines include: YF, Measles, DPT, OPV (UNICEF SD); 4. Gavi Background SDF Information; 2010': estimates based on 2009 data; 2020: estimates based on 2013 forecast

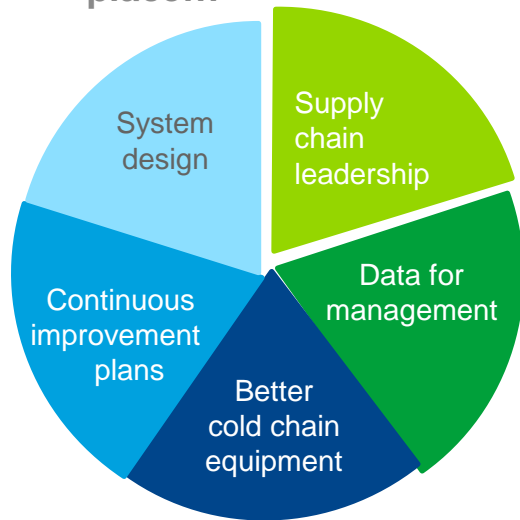
THE IMMUNISATION SUPPLY CHAIN AT A GLANCE

An interconnected system involving flows of goods, funds and data



WHAT IS NEEDED TO IMPROVE THE SYSTEM

If countries have the following fundamentals in place...



...then EPI will begin to reach the objectives of vaccine that is...



Available

- In the right place at the right time



Potent

- Providing a high level of immunity



Efficient

- Resources used for best purpose

...helping to achieve the desired results:



Vaccine coverage & equity



Under-5 mortality

SEEKING TRANSFORMATIVE IMPACT WITH THE PRIVATE SECTOR

Leverage the private sector's comparative advantage to help optimise results and to reach more children with life-saving vaccines

**IMPROVE
DATA QUALITY**



**GENERATE DEMAND
FOR VACCINES**



**SUPPORT COUNTRIES
GRADUATING FROM
GAVI FUNDING**



**OPTIMISE COUNTRY
IMMUNISATION SUPPLY
CHAINS**



LEVERAGING THE PRIVATE SECTOR

Why the private sector?

- Has the expertise in house that is needed
- Provide promising practices
- Has a focus on results and market driven efficiencies

Why UPS?

- One of the world's largest transportation and logistics companies
- One of the world's oldest logistics companies with over 100 years of logistics innovation
- Focus on “Constructive Dissatisfaction” or “How can we do this better?”
- Focus on innovative solutions
- Forward thinking philanthropic activities
- Willing and keen to engage in initiatives that develop capacity of the government and implementing partners

INTRODUCING : ESTHER NDICHU!!

WHO WE ARE

- **Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe.**
- **Today, UPS is a global company with one of the most recognized and admired brands in the world.**
- **We have become the world's largest package delivery company and a leading global provider of specialized transportation and logistics services.**
- **Every day, we manage the flow of goods, funds, and information in more than 220 countries and territories worldwide.**



THE UPS FOUNDATION

Our Mission Statement

To help build stronger, more resilient communities around the world by leveraging the company's resources, expertise and volunteer spirit of our people

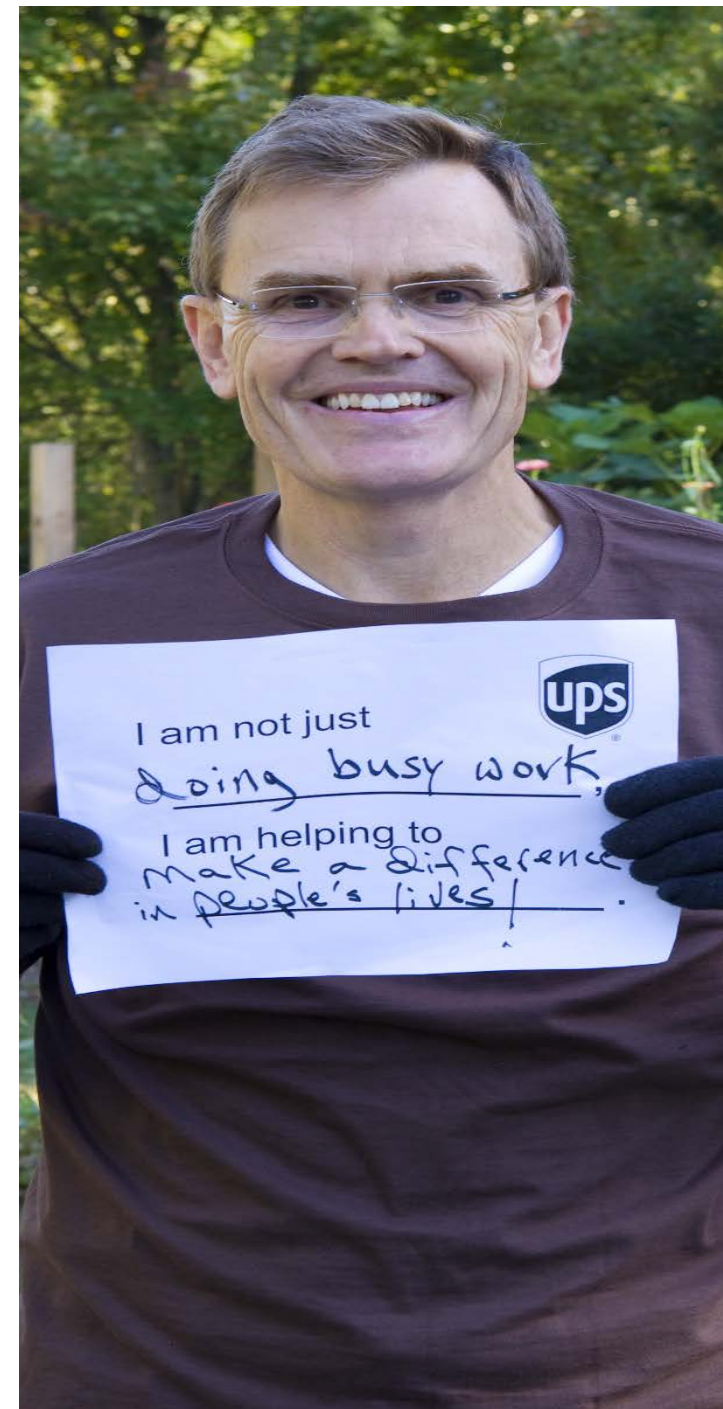
- **Founded in 1951**
- **Continues the legacy of UPS as a caring and responsible corporate citizen, while supporting programs that provide long term solutions to community needs**
- **Leads UPS's Global Citizenship programs**
 - **Which facilitate community involvement in local, national, and global communities**



THE UPS FOUNDATION

Our Strategy

- The best and most efficient way to give back is to draw upon our collective strengths: linking philanthropic dollars with logistics expertise, transportation assets, and the skills and passion of our people
- We invest in programs that connect to our global logistics business and the expertise of our people



OUR FOCUS AREAS

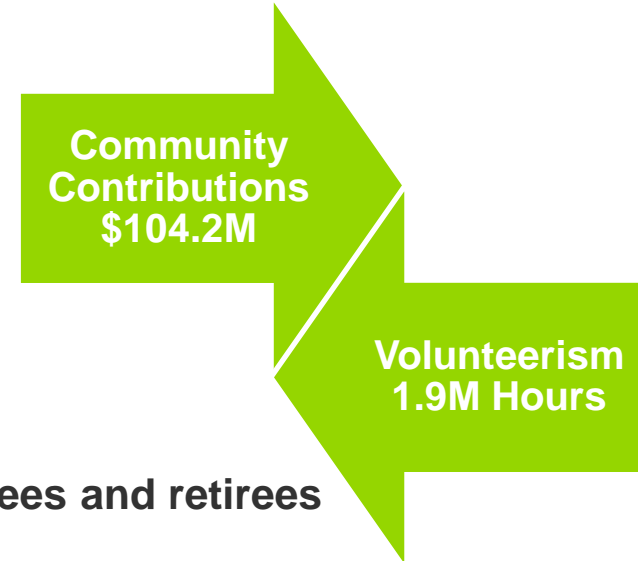
We manage a portfolio of community investment programs designed to connect to our global logistics business. The programs are executed through strategic partnerships with global nonprofits/NGOs and the engagement of the UPS employees with local communities around the world



OUR STATISTICS

Overall Giving Statistics

- \$963 million contributed since inception
- \$70.7 million contributed outside the U.S.
- \$48.5 million in scholarships to children of UPSers
- \$1.3 billion contributed to United Way by UPS, employees and retirees
- 4,260 nonprofits/NGOs supported each year

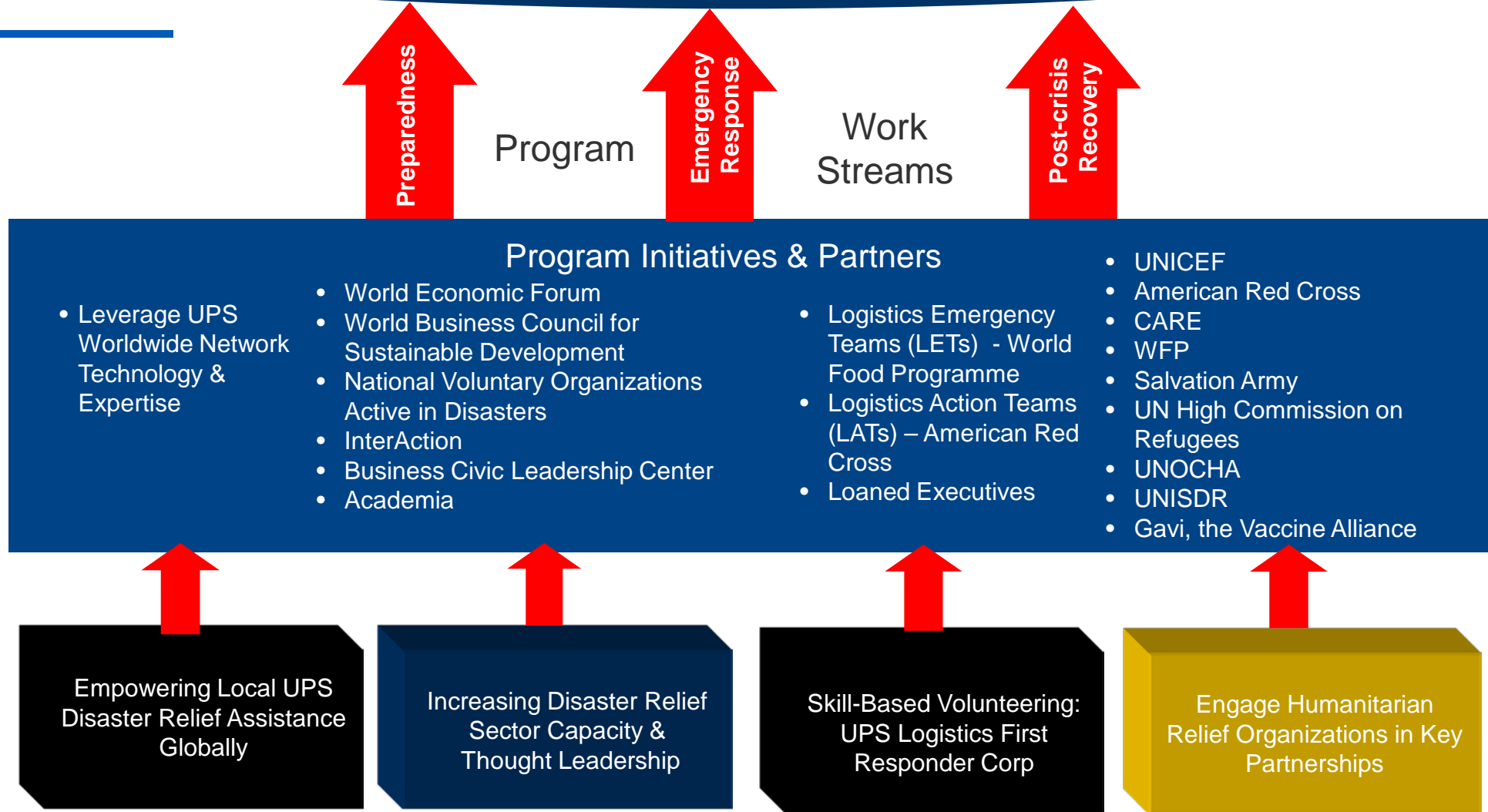


Highlights in 2014:

- \$52 million in cash contributions to local, national, and global nonprofits/NGOs
- \$2.7 million in-kind services, primarily in humanitarian relief and community safety initiatives
- 1.9 million volunteer hours recorded by UPS employees, friends and families around the world
- \$63.75 million contributed to United Way by UPS, employees and retirees



UPS Humanitarian Relief & Resilience Program



Program Pillars



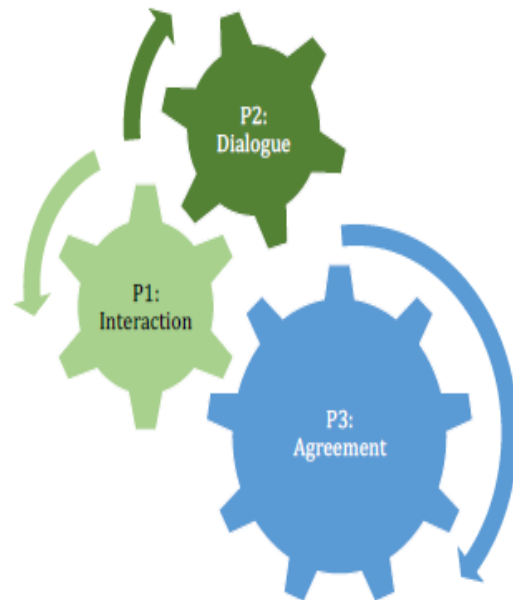
KEY INITIATIVES SUPPORTED IN 2015

- **UNHCR - Expanding UPS Relief Link**
- **UNICEF - Strengthening immunization supply chains and building country level tracking capabilities**
- **United Nations International Strategy for Disaster Reduction (UNISDR) - Enhancing education and planning to help communities reduce risks and support for the UN World Conference on Disaster Risk Reduction in Sendai, Japan**
- **U.S. Chamber Foundation - Enhancing disaster preparedness for small and medium businesses**
- **World Food Programme - Conducting logistics capacity assessments in at-risk countries and expanding training for UN Humanitarian Response Depot (UNHRD)**
- **GAVI Alliance - Helping to improve the effectiveness and efficiency of vaccine supply chains through enhanced training**



PARTNERSHIP LIFE-CYCLE

The Gavi-UPS partnership creation was not linear but iterative



P1: Public-Private Interaction

Emphasis on *communication* of information to assist each entity

P2: Public-Private Dialogue

Emphasis on *cooperation* around an issue of mutual interest

P3: Public-Private Agreement

Emphasis on *collaboration* formalized in a contract that is jointly designed and implemented

INTRODUCING : KEVIN ETTER!!









www.gavi.org
www.ups.com
www.peoplethatdeliver.org

HR Leadership for Supply Chain Managers

Authors: Kevin Etter (UPS, seconded to Gavi), Andrew Brown (PD), Moz Siddiqui (Gavi) and Hamadou M Dicko (Gavi)

Strategic

Training

Executive

Programme

Background

Supply chain management requires dedicated and competent immunization supply chain leaders with adequate numbers of skilled, accountable, motivated and empowered personnel at all levels of the health system to overcome existing and emerging challenges. The Vaccine Alliance will support countries to hire and strengthen supply chain managers by providing access to training.

A landscape analysis completed last year revealed a gap in both technical and general management competencies among health supply chain leaders. This same analysis determined that while sufficient technical competency training is available, there is insufficient availability of general leadership competency training.

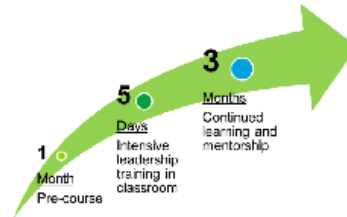
Recognizing that the private sector is a valuable source for leadership development, Gavi has entered into an innovative public-private relationship with UPS to produce a leadership development program providing health supply chain management professionals and decision makers with core leadership and management skills.

Programme content will be built around the general leadership competencies detailed in People that Deliver's *PTD Health Supply Chain Competency Framework for Managers and Leaders* (published April, 2015 on peoplethatdeliver.org).

Forward Story

STEP will provide a continuous learning experience utilizing a blend of instructor-led classroom sessions and distance learning assignments, with activity and mentorship opportunities.

STEP will provide instruction in People Management, Problem Solving, Communication, Project Management and Professional Development competencies.



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THANK YOU

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