



**VHL**

# **VUNA HEALTHCARE LOGISTICS**



A THEBE COMPANY

PHARMACEUTICAL AND HEALTHCARE SUPPORT SERVICES

WHO-WTO Workshop Presentation Oslo

by Keith McCullough

# Session V – Market Segmentation: Techniques, Actors & Incentives

## **PURCHASE UNDERTAKINGS**

**Including security and  
prevention of diversion**





Business focus

# Pharmaceutical & Healthcare support services

Consultancy

Planning - Strategic and  
Operational

Implementation - Turn key  
Process Management





# COMED - Price Differentials

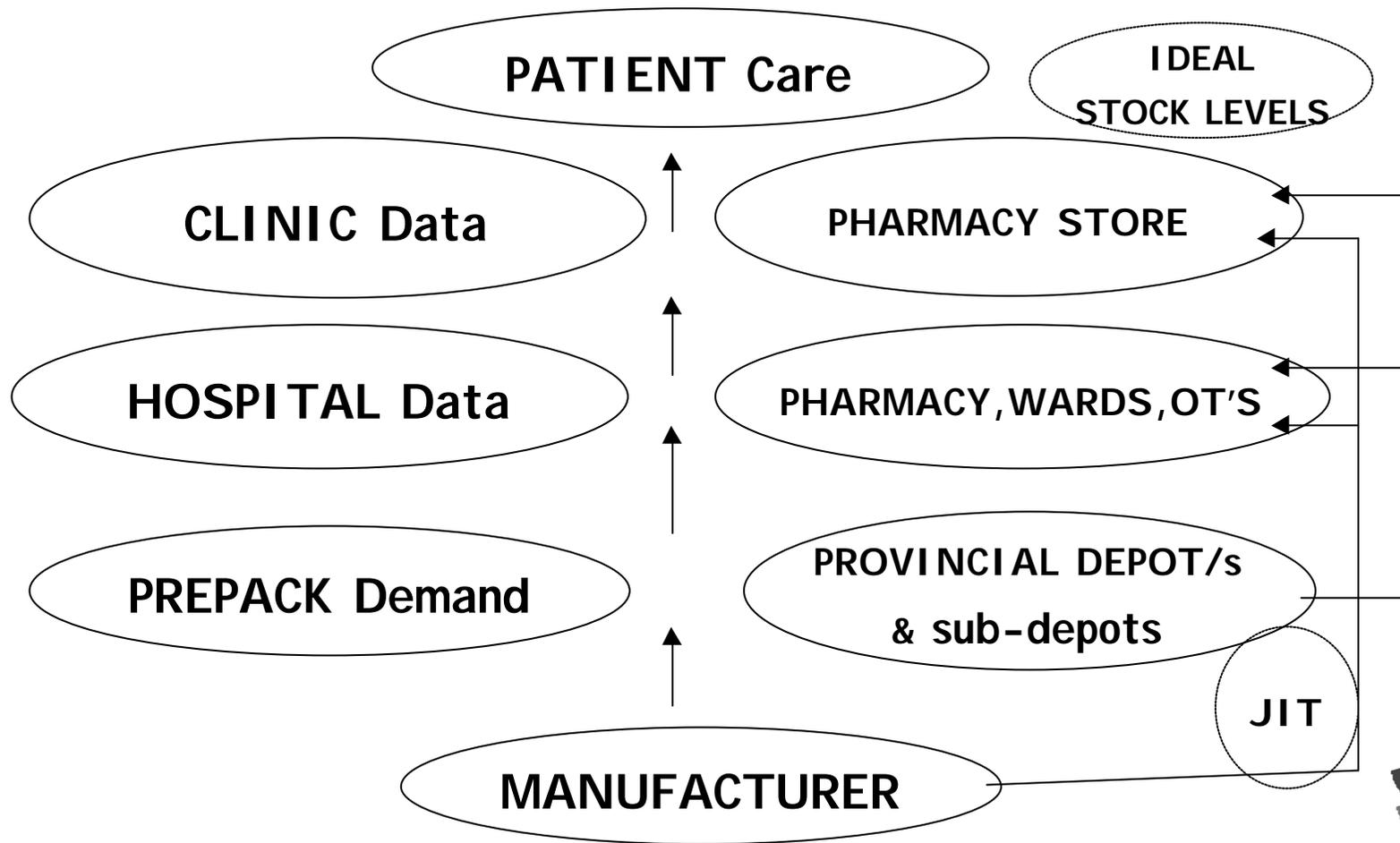
**Central Tendering  
Commission for  
Pharmaceutical and  
Surgical products and  
other medical requisites**

**Two Markets - Public & Pvt**



PHARMACEUTICAL/SURGICAL STOCK

Supply Chain Management from Supplier to Patient



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Main areas of competency & activity

Broad hands-on management expertise

**Patient clinical & pharmaceutical management systems**

**Clinic management systems**

**Hospital management systems**

**Pharmacy management**

**Procurement & logistics**

**Distribution: direct and different carriers**

**Depot management: physical and virtual**

**Repacking unit set-up and management**

**Training for all operational activities**

**Health Facility design**

**Financial management**

**Management information reports and analysis**



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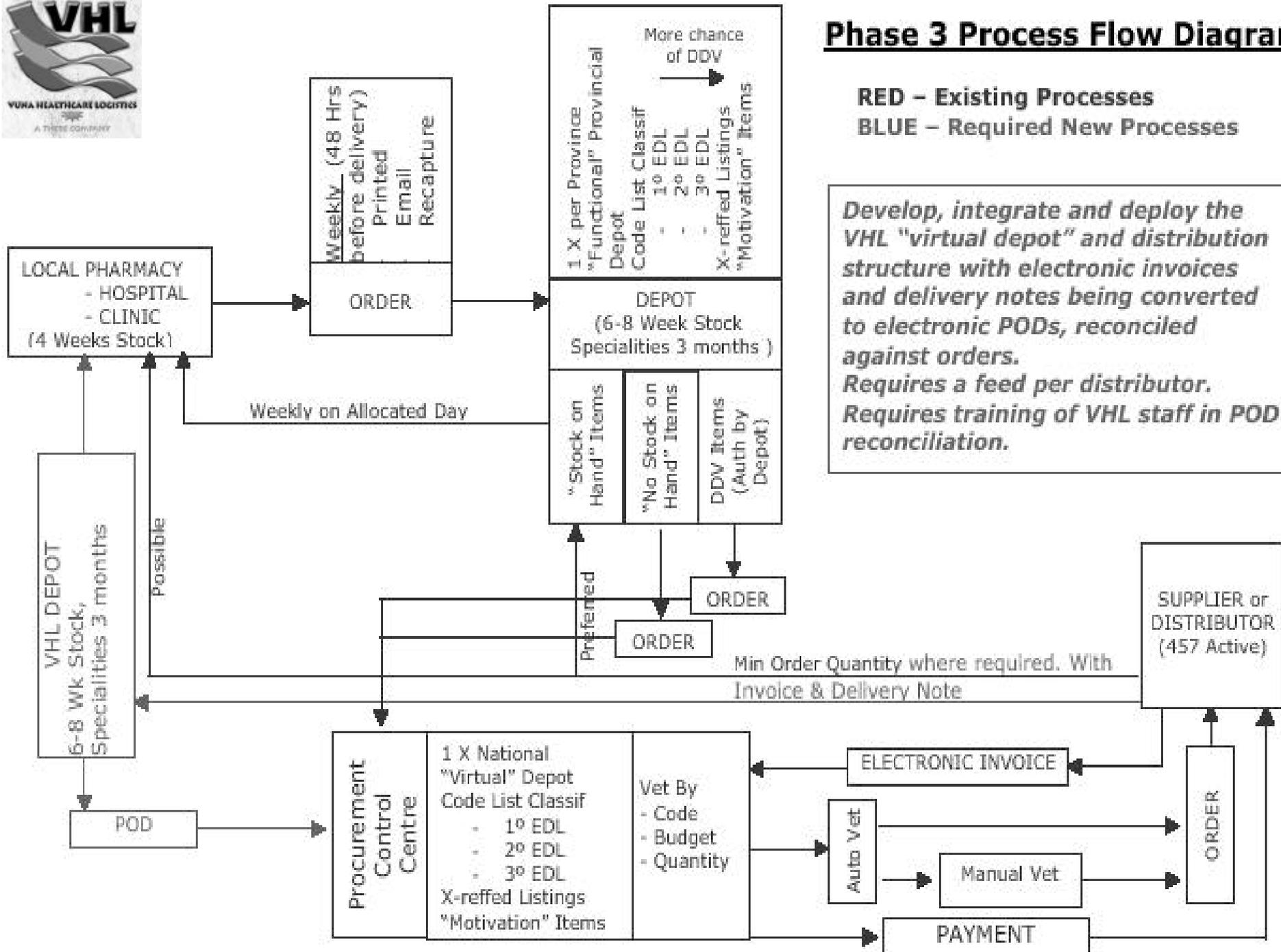
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## Phase 3 Process Flow Diagram

**RED** - Existing Processes  
**BLUE** - Required New Processes

*Develop, integrate and deploy the VHL "virtual depot" and distribution structure with electronic invoices and delivery notes being converted to electronic PODs, reconciled against orders.  
 Requires a feed per distributor.  
 Requires training of VHL staff in POD reconciliation.*





# Final Security

## **BATCH NUMBER**

**and any other distinguishing  
mark or electronic identifier**



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Problem Areas to be Addressed  
MAT

**Wards, Theatres and  
Clinics**

**Culture**

**Threat**

**Attitude**

**Resource**





## MAT & Diversion - Answer

- **Systems bases on Batch Number and Expiry Date**
- **Integrated Systems at Different Levels of the Supply Chain**
- **Risk Management and Process Control Management**





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Thank You