

From procurement to health systems: preventing market failure in decentralized diagnostics

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PFSCM

Partnership for Supply Chain Management

Who we are

PFSCM is a nonprofit procurement and 4PL solutions provider serving donors, governments and humanitarian programs around the world.

- Quality Management System is ISO 9001:2015 certified.
- Procurement processes comply with the ISO 20400:2017 guideline for Sustainable Procurement.
- Catalog includes +5,900 medical devices and pharmaceuticals.
- Serve 70+ countries, 90% of products are destined for Africa.
- We have around 137 full-time staff in the US, UK, Europe and Africa; representing 49 nationalities.



Procurement in an evolving landscape



Transformation

- Increasing country ownership
- Multiple Procurement Channels
 - PPM
 - Regional pools
 - Domestic financing
 - Partner procurement



Risk

- Fragmented demand



Opportunities

- Coordinated procurement
- Shared market intelligence
- Regional collaboration

Scaling nPOC diagnostics

As diagnostics move closer to communities, procurement and supply chain planning must evolve to:

01

Plan

- Forecast decentralized demand.
- Coordinated country supply plan.
- Fragmented budget harmonization.
- Regulatory, freight & logistics.
- Consider total lifecycle costs.
- Understand market capacity.

02

Procure

- Select fit-for-purpose technologies.
- Define service models and support requirements.

03

Sustain

- Monitor equipment performance.
- Ensure service and maintenance.
- Leverage digital connectivity.

Path to sustainable scale



Preventing market failure

Market sustainability depends on coordinated action across the diagnostic ecosystem.



Improve Market Visibility

- Improve demand visibility across procurement and financing mechanisms.



Procure for Long-Term Value

- Consider total lifecycle costs, service support and sustainability—not just purchase price.



Strengthen Collaboration

- Strengthen collaboration between countries, manufacturers, procurement partners, funders and regional institutions.

Key messages

01

Procurement must evolve:

Procurement is becoming a strategic function that supports sustainable diagnostic systems—not simply the acquisition of products.

02

Plan early:

Integrating procurement and supply chain planning from the outset supports successful implementation and long-term sustainability.

03

Collaborate to prevent market failure:

Preventing market failure requires shared responsibility across countries, manufacturers, procurement partners, funders and regional institutions.