



## Webinar

# Pooled Power: Exploring mechanisms for pooled procurement of health technologies

## Background

Pooled procurement refers to collaborative initiatives in which multiple buyers consolidate their purchasing activities to enhance procurement efficiency and leverage collective bargaining power. In the context of health commodities, pooled procurement offers potential benefits such as lower prices, enhanced efficiency, strengthened quality control enforcement, and increased supply chain resilience (1,2). However, several barriers hinder its implementation, including different regulatory standards and treatment guidelines, import and customs restrictions and obligations to support local industries (3). There have been successful regional initiatives such as the Pan American Health Organization (PAHO) Revolving Fund for vaccines and the Gulf Cooperation Council (GCC) Group Purchasing Program and more recent initiatives, for cancer medicines in India, antidotes in the WHO Southeast Asian Region and for antibiotics in Africa, with potential in Asia are being explored (4-8).

This webinar serves as a platform for knowledge exchange among organisations that have implemented pooled procurement strategies, highlighting best practices, challenges, and potential pathways for implementation in the Association of Southeast Asian (ASEAN) region, whereby member countries may leverage their purchasing power to secure more favorable pricing and ensure equitable access to essential medicines across the region.

This webinar has been organised by the Health Intervention and Technology Assessment Program (HITAP) Foundation, with support from the Access and Delivery Partnership (ADP), hosted by the United Nations Development Programme (UNDP), PMU B, Thailand and the Center for Global Development (CGD).

**Date:** Tues, 17 December 2024

**Time:** 14:00-16:00 Thailand/Indochina Time (ICT)

**Location:** Online (Zoom).

**Registration:** Register at the following link:

[https://us06web.zoom.us/webinar/register/WN\\_Mjdh7S2VQTOaSI-TcMkLNg#/registration](https://us06web.zoom.us/webinar/register/WN_Mjdh7S2VQTOaSI-TcMkLNg#/registration)

**Objective:** To learn and exchange experiences about pooled procurement strategies employed by various organisations and to explore potential opportunities for collaboration and implementation within the ASEAN region.



**Speakers, Discussants and Moderator:** Speakers from the Initiative for Coordinated Antidotes Procurement in the Southeast Asia Region (iCAPS), National Cancer Grid pooled procurement initiative in India, and SECURE; discussants from the United Nations Children’s Fund (UNICEF), the Pan American Health Organization (PAHO) and the Saw Swee Hock School of Public Health, National University of Singapore (SSHSPH NUS); moderated by Access and Delivery Partnership (ADP), United Nations Development Programme (UNDP).

**Participants & language:** This webinar is open to the public and will be conducted in English. The target audience is policymakers, procurement specialists, researchers and other stakeholders relevant to processes of increasing access to health technologies.



## Agenda

**Moderator:** Dr. Inthira Suyu, ADP

Time	Particular	Responsible Person(s)	Remarks
14:00 – 14:05 (5 mins)	Introduction and announcements	Manit Sittimart, with Zin Nwe Win	<ul style="list-style-type: none"> <li>Welcome and announcements</li> <li>Poll for engagement</li> <li>Introduce moderator (refer to bios below)</li> </ul>
14:05 – 14:10 (5 mins)	Overview of webinar	Dr. Inthira Suyu, ADP	Welcome audience, highlight importance of topic Refer to objectives and agenda (consider referring to slides)
14:10 – 14:30 (20 mins)	Modelling Pooled Procurement to shape the market for antibiotics: SECURE Initiative	Dr. Kim Faure, SECURE Project Lead	<ul style="list-style-type: none"> <li>Moderator to introduce speaker (refer to bios below)</li> <li>Presenter has 15 mins presentation, 5 mins for buffer/clarifying questions</li> </ul>
14:30 – 14:50 (20 mins)	Pooled procurement in oncology: A case study from the National Cancer Grid	Dr. Manju Sengar, Professor Medical Oncology, Tata Memorial Hospital, Mumbai, India	<ul style="list-style-type: none"> <li>Moderator to introduce speaker (refer to bios below)</li> <li>Presenter has 15 mins presentation, 5 mins for buffer/clarifying questions</li> </ul>
15:50 – 15:10 (20 mins)	Using pooled procurement for antidotes across countries: The case of iCAPS in Southeast Asia	Associate Professor Satariya Trakulsrichai, Head of Ramathibodi Poison Center, Mahidol University	<ul style="list-style-type: none"> <li>Moderator to introduce speaker (refer to bios below)</li> <li>Presenter has 15 mins presentation, 5 mins for buffer/clarifying questions</li> </ul>
15:10 – 15:55 (45 mins)	Reflection & Discussion	Discussants: Mr. Jon Blasco, UNICEF Regional Supply Specialist, UNICEF* Mr. Murat Ozturk, Senior Advisor,	<ul style="list-style-type: none"> <li>Moderator to invite discussants (refer to title and affiliation) and moderate questions – refer to priority questions and any additional questions</li> </ul>



Time	Particular	Responsible Person(s)	Remarks
		Revolving Fund for Access to Vaccines, PAHO Dr. Kiesha Prem, SSHSPH NUS	<ul style="list-style-type: none"><li>• Discussants to share brief reflections (7-10 mins each)</li><li>• The floor will then be open for questions from the audience</li></ul>
15:55 -16:00 (5 mins)	Summary and closing	Dr. Abha Mehndiratta, CGD	<ul style="list-style-type: none"><li>• Key message(s) and vote of thanks to all</li></ul>

*The meeting will be recorded for reference purposes.*



## Key questions for pool procurement of health technologies

### *Priority questions*

1. What lessons can be drawn from the case studies that have implemented pooled procurement?
  - What are the characteristics of a successful arrangement for pooled procurement?
  - What are the different types of procurement that can be considered?
  - Who are the key stakeholders who should be involved? When?
2. How can priority-setting mechanisms (e.g., Health Technology Assessment) support the realisation of strategic pricing or pooled procurement?
  - How is price negotiation done?
3. What is the potential for implementing pooled procurement (or, its variations) in the ASEAN region?
  - What are the main barriers to implementing pool procurement in the ASEAN region, and how can these challenges be overcome?
  - What are potential priority areas for implementing pooled procurement in the ASEAN region?
  - What are potential areas for building capacity for pooled procurement in ASEAN?

### *Additional questions*

4. What best practices should be followed to ensure effective coordination in ASEAN to implement the pool procurement process?
5. How can pool procurement improve access to essential medicines for underserved populations in the region?
6. How can collaboration among stakeholders, government agencies, healthcare providers, and the private sector be strengthened to facilitate successful pool procurement?
7. What metrics should be used to evaluate the success of pool procurement initiatives in terms of cost savings and health outcomes?
8. What are the potential future trends in pooled procurement within ASEAN, particularly in response to global health challenges?



## Biographies

### Moderator



**Dr. Inthira Suya** is a Research and Monitoring & Evaluation Specialist at the UNDP Bangkok Regional Hub. She supports the Access and Delivery Partnership (ADP), which focuses on strengthening health systems to ensure equitable access to essential health technologies for neglected tropical diseases, malaria, and tuberculosis in low- and middle-income countries. Inthira's role involves providing technical expertise in research and monitoring to enhance program implementation and impact.

### Speakers



**Dr. Kim Faure**, SECURE Project Lead. Kim has a passion for redefining health care services. With expertise in addressing Antimicrobial Resistance and implementing Quality Assurance systems, she has worked in public, private and mining healthcare sectors in South Africa as well as supported African countries with their Antimicrobial Resistance National Action Plans. Kim is currently the Project Lead for SECURE, an initiative to improve access to antibiotics especially for LMICS.



**Dr. Manju Sengar**, Professor Medical Oncology, Tata Memorial Hospital, Mumbai, India. Dr Manju Sengar is a core group member of National Cancer Grid and is involved in several projects to facilitate delivery of high-quality and affordable cancer care.



**Associate Professor Satariya Trakulsrichai**, Head of Ramathibodi Poison Center, Mahidol University. Associate Professor Dr Satariya Trakulsrichai is a board-certified specialist in Internal Medicine, Emergency Medicine and Clinical Pharmacology and Toxicology. She works as an Attending Physician at the Emergency Department and Clinical Toxicologist at Ramathibodi Poison Center, Ramathibodi Hospital, Bangkok, Thailand. Her areas of interest and researches focus on heavy metals, pesticides, natural toxins and envenomation and especially kratom.

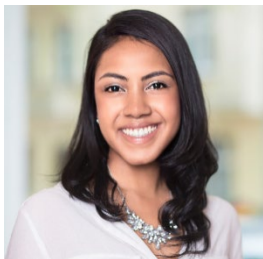
## Discussants



**Jon Blasco** is the UNICEF Regional Supply Advisor for East Asia Pacific. In his role, he provides technical support to UNICEF Country Offices in this region, in all aspects related to procurement, supply and logistics. As one of the areas in his portfolio, he coordinates UNICEF engagement with Governments to procure health commodities on their behalf. This facility, known as the UNICEF Procurement Services mechanism, enables UNICEF to extend its global purchasing power to more than 100 countries, bringing economies of scale through demand pooling, stringent quality assurance and market shaping, ultimately facilitating access to essential supplies for children.



**Mr. Murat Ozturk**, Senior Advisor, Revolving Fund for Access to Vaccines, PAHO.



**Dr. Kiesha Prem** is an Assistant Professor at the NUS Saw Swee Hock School of Public Health and the London School of Hygiene & Tropical Medicine. As an infectious disease modeller, she builds computational models to understand the population impact and cost-effectiveness of interventions against infectious diseases. Her research involves evaluating the population impact and cost-effectiveness of single-dose schedules for Human Papillomavirus (HPV) vaccination globally, reviewing new evidence on HPV vaccination and responding to questions from governments and other decision-makers. Kiesha led the development and updates of the global age- and location-specific synthetic contact matrices for infectious disease transmission. She also leads the NUS public health office in Lao PDR and provides technical expertise to the national Tuberculosis and HIV programmes and other local partners in Cambodia.



## Resources:

1. Parmaksiz K, Pisani E, Bal R, Kok MO. A systematic review of pooled procurement of medicines and vaccines: identifying elements of success. *Globalization and Health*. 2022;18(1):59.
2. Nemzoff C, Chalkidou K, Over M. [Aggregating demand for pharmaceuticals is appealing, but pooling is not a panacea](#). Center for Global Development. 2019
3. Barton I, Berger R, Clark M. [The Why of Pooled Procurement: An Evaluation of Pros and Cons](#). *Management Sciences for Health*. 2022.
4. PAHO. (2020). *The Revolving Fund: A regional mechanism for equitable access to vaccines*. Pan American Health Organization.
5. Khoja TA, Bawazir SA. Group purchasing of pharmaceuticals and medical supplies by the Gulf Cooperation Council states. *Eastern Mediterranean health journal = La revue de sante de la Mediterranee orientale = al-Majallah al-sihhiyah li-sharq al-mutawassit*. 2005;11(1-2):217-25.
1. 6 [A National Cancer Grid pooled procurement initiative, India: https://iris.who.int/handle/10665/372815](https://iris.who.int/handle/10665/372815)
6. [iCAPS Initiative for coordinated antidotes procurement in the South-East Asia Region : iCAPS Initiative for coordinated antidotes procurement in the South-East Asia Region \(who.int\)](#)
7. SECURE: [SECURE - Improving access to antibiotics](#)