# HEALTHCARE PROCUREMENT AND SUPPLY CHAIN MANAGEMENT



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# Introduction

Healthcare procurement carries two burdens at the same time. It must deliver clinical supplies reliably, because a missing item can affect patient safety, and it must prove every purchase was justified, compliant, and fairly priced, because public and donor money funds it. This Healthcare Procurement and Supply Chain Management Training Course gives procurement officers, hospital supply chain staff, and programme managers a complete working method for that environment. Participants learn clinical specification writing, supplier qualification and audits, tendering and framework agreements, pharmaceutical and cold chain logistics, inventory control for critical items, and traceability from manufacturer to patient. Furthermore, the course connects supply chain performance to clinical outcomes and budget control.

# Healthcare Procurement and Supply Chain Management Course Objectives

- Apply public and donor procurement rules, including WHO and World Bank guidance.
- Write clinical and technical specifications with clinical and user input.
- Qualify suppliers and conduct audits against GDP and GMP standards.
- Manage tendering, framework agreements, and long-term supply contracts.
- Plan demand and forecast consumption for medicines and consumables.
- Control inventory with min-max levels, ABC-VED analysis, and safety stock.
- Manage cold chain logistics, temperature monitoring, and excursions.
- Apply traceability, batch control, and recall procedures.
- Reduce expiry waste and improve shelf-life management.
- Measure performance with stockout rate, lead time, and cost per unit.

# Course Methodology

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- Facilitated sessions built on real tender files, stock reports, and supply plans.
- Case workshops on stockouts, cold chain failures, and supplier defaults.
- Specification writing and supplier evaluation exercises.
- Inventory and forecasting labs using hospital consumption data.
- Group exercise on a healthcare supply chain improvement plan.

## Who Should Take This Course

- Procurement and purchasing officers in health organisations.
- Hospital supply chain and stores managers.
- Pharmaceutical and medical device buyers.
- Programme and donor-funded procurement staff.
- Warehouse, distribution, and cold chain supervisors.
- Clinical and pharmacy staff involved in specification setting.

## Healthcare Procurement and Supply Chain Management Course Outlines

## Day 1: Healthcare Procurement Framework

- Public procurement law and donor procurement rules.
- WHO and World Bank procurement guidance and thresholds.
- Ethical procurement, conflict of interest, and anti-fraud controls.
- Category structure: pharmaceuticals, devices, consumables, and services.
- Procurement planning and budget alignment.
- Make-or-buy and centralised versus local purchasing decisions.
- Documentation and audit trail requirements.

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## Day 2: Specifications, Tenders, and Supplier Qualification

- Writing clinical and technical specifications with clinical input.
- Avoiding restrictive specifications and brand lock-in.
- Tender documents, evaluation criteria, and award practice.
- Framework agreements and long-term supply arrangements.
- Supplier prequalification, financial checks, and site audits.
- GMP and GDP requirements for manufacturers and distributors.
- Supplier performance management and default remedies.

## Day 3: Demand Planning and Inventory Control

- Consumption analysis and forecasting methods.
- Morbidity-based and service-based quantification.
- ABC and VED classification for health commodities.
- Min-max levels, reorder points, and safety stock.
- Lead time variability and buffer decisions.
- Cycle counting and stock accuracy control.
- Reducing expiry write-off and stock obsolescence.

## Day 4: Warehouse, Cold Chain, and Distribution

- Storage requirements for medicines and medical devices.
- Warehouse layout, racking, and picking for health commodities.
- Cold chain equipment, temperature mapping, and monitoring.
- Handling temperature excursions and deviation reports.

- Transport and last-mile distribution to clinics and hospitals.
- Reverse logistics for returns, recalls, and expired stock.
- Traceability, batch and serial control, and recall execution.

## Day 5: Performance, Risk, and Continuous Improvement

- KPIs: stockout rate, order fill rate, lead time, and cost per unit.
- Data systems: ERP, LMIS, and inventory dashboards.
- Risk management for supply interruption and quality failure.
- Emergency preparedness and buffer stock strategy.
- Contract and supplier performance review cycles.
- Internal audit and compliance review in health procurement.
- Building a healthcare supply chain improvement roadmap.

## Conclusion

By successfully completing the Healthcare Procurement and Supply Chain Management Training Course, participants will have acquired a thorough working knowledge of healthcare procurement rules and documentation, clinical specification writing, supplier qualification and audit, tendering and framework agreements, demand forecasting and inventory control, cold chain and distribution management, traceability and recall, and supply chain performance measurement. They will leave able to keep critical health commodities available, control cost and expiry waste, and evidence compliance to auditors and donors. Gentex Training Center delivers this programme with health procurement and supply chain practitioners working in live health systems.

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# FAQs for the Healthcare Procurement and Supply Chain Management course

## Q1 What is the "Healthcare Procurement and Supply Chain Management" course about?

It is a five-day programme on buying and moving health commodities reliably and compliantly. It covers healthcare procurement rules, specification writing, supplier qualification and audit, tendering and framework agreements, demand forecasting, inventory control, cold chain and distribution, traceability, and performance measurement.

## Q2 What are the key benefits of the "Healthcare Procurement and Supply Chain Management" course?

Participants reduce stockouts of critical items, cut expiry write-off and excess holding cost, and qualify suppliers on evidence rather than price alone. They also produce documentation that stands up to donor and audit review, and reporting that shows availability and cost performance.

## Q3 What skills will I gain from the "Healthcare Procurement and Supply Chain Management" course?

You will gain healthcare procurement planning and compliance, clinical specification writing and tender management, supplier qualification and audit, and demand forecasting, inventory control, and cold chain distribution management.

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## Q4 What tools, methods, or standards are covered in the "Healthcare Procurement and Supply Chain Management" course?

The course works with public procurement law and donor procurement rules, WHO and World Bank procurement guidance and thresholds, GMP and GDP requirements for manufacturers and distributors, clinical and technical specification writing, tender documents and evaluation criteria, framework agreements, supplier prequalification and site audits, consumption analysis and quantification methods including morbidity-based and service-based approaches, ABC and VED classification, min-max levels, reorder points and safety stock calculation, lead time variability analysis, cycle counting, cold chain temperature mapping and monitoring, temperature excursion deviation reports, batch and serial traceability, recall procedures, reverse logistics, ERP and LMIS data systems, and KPIs covering stockout rate, order fill rate, lead time and cost per unit.

## Q5 How is the "Healthcare Procurement and Supply Chain Management" course applied in real-world practice?

Teams apply it when preparing a tender for pharmaceuticals, setting min-max levels for a hospital store, investigating a cold chain excursion, planning buffer stock ahead of a seasonal demand peak, executing a product recall, and reporting availability and cost performance to a donor or health ministry.