

# President's Emergency Plan for AIDS Relief

A SUPPLY CHAIN FOR HIV/AIDS PREVENTION, CARE, AND TREATMENT

## CASE STUDY

*Booz Allen Hamilton worked as part of a cross-sector partnership to build a global supply chain for the delivery of life-saving medicines and supplies to developing countries severely impacted by HIV/AIDS.*



## About Booz Allen

Booz Allen Hamilton has been at the forefront of management consulting for businesses and governments for more than 90 years. Providing consulting services in strategy, operations, organization and change, and information technology, Booz Allen is the one firm that helps clients solve their toughest problems, working by their side to help them achieve their missions. Booz Allen is committed to delivering results that endure.

## For more information, contact

Susan Penfield  
Vice President  
240/314-5505  
penfield\_susan@bah.com

Robert Hutchens  
Vice President  
212/551-6499  
hutchens\_robert@bah.com

[www.boozallen.com](http://www.boozallen.com)

## Client's Challenge

The Supply Chain Management System (SCMS) is a newly established high-profile project within the President's Emergency Plan for AIDS Relief. How can the SCMS create a global enterprise capable of providing a reliable, secure supply of high-quality, low-cost medicines and supplies to expand HIV/AIDS care and treatment at an unprecedented scale?

## What Booz Allen Did

Working as part of the SCMS team, which is comprised of leading nonprofit organizations, private sector companies, universities, and faith-based organizations, Booz Allen initially set out to assist in three areas: technical supply chain support, monitoring and evaluation program design, and management information system (MIS) consultation. Our involvement soon expanded far beyond the original scope of work to include diverse contributions, such as developing a procurement strategy, analyzing the chemical makeup of essential pharmaceuticals, providing strategic communications leadership and support, and developing a framework for assessing healthcare technology. In addition, Booz Allen supported the development of strategies to improve country supply chain efforts, implement standard replicable processes for supply chain operations, and create a performance management mechanism to ensure continuous improvement.

Applying best practices learned through our government and commercial practices, Booz Allen helped create an innovative solution for procuring essential medicines and supplies. This new operating model includes long-term forecasts of estimated need, long-term contracts with vendors, regional distribution centers, and information systems for viewing and monitoring products throughout the supply chain.

## Results

Since the project began in September 2005, SCMS has purchased more than \$102 million worth of HIV/AIDS medicines, HIV test kits, and other supplies and delivered more than \$50 million of these supplies to 18 countries. SCMS has been able to procure these medicines at significantly lower prices than benchmark comparisons, saving millions of dollars and enabling more patients to access care and treatment. SCMS has more than 100 standard operating procedures and an established system for performance monitoring, reporting, and process improvement. Sixteen country programs have engaged in strategic planning exercises, and all have developed draft strategies and plans.

The SCMS project has been especially rewarding for Booz Allen staff, who have applied their business skills to positively influence HIV/AIDS care and treatment—one of the most important and challenging issues facing the world today.

Booz | Allen | Hamilton