



Medicine Distribution in Low- and Middle-Income Countries: Technologies and Supply Chains



SPEAKER

J. Michael Wrigglesworth

SENIOR DIRECTOR OF PROGRAM STRATEGY AND DATA SOLUTIONS, THE MAX FOUNDATION



Senior Director of Program Strategy and Data Solutions, The Max Foundation



SPEAKER

Neal Parry

SENIOR SUPPLY CHAIN AND LOGISTICS MANAGER, THE MAX FOUNDATION



Senior Supply Chain and Logistics Manager, The Max Foundation



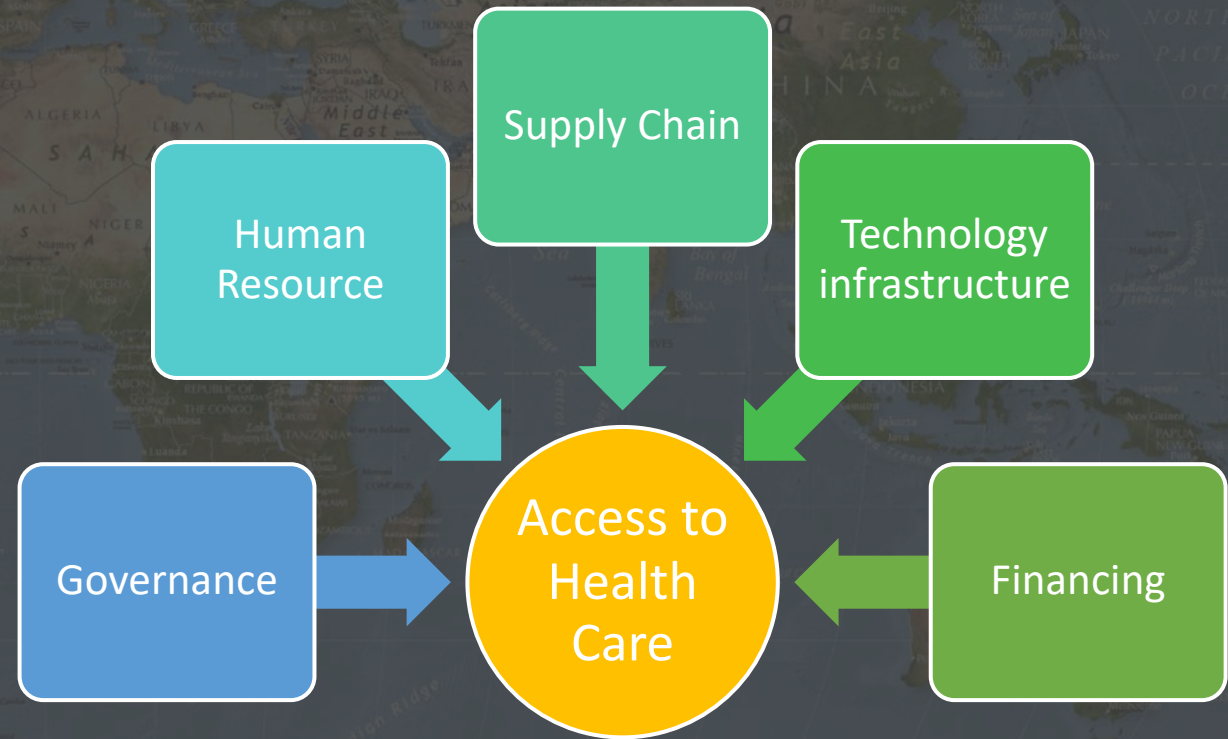
SPEAKER

Dr. Surya D. Pathak

PROFESSOR & AREA COORDINATOR OF OM&IS, UW BOTHELL SCHOOL OF BUSINESS



Reliable and Equitable Health Care



Challenges for Policy Makers



Panel Introduction

The Max Foundation

Who We Are | Our Work | Our Reach | How to Help | **Donate**

Access to cancer treatment and care is a human right

We make lifesaving treatment accessible to people facing cancer worldwide.

OUR IMPACT

36k cancer patients receiving support	18m daily doses of treatment donated	70+ low- and middle-income countries where we work	500+ partner health care professionals in our global network
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Michael - introduction

- Background
- Engagement for many years with The Max Foundation
- A few personal words





Our **mission** is to increase global access to treatment, care, and support for people living with cancer

In memory of Max Rivarola, 1973-1991

Neal - introduction


- Background
- Supply chain & healthcare
- Role at The Max Foundation



Our **vision** is a world where
all people facing cancer live
with dignity and hope.



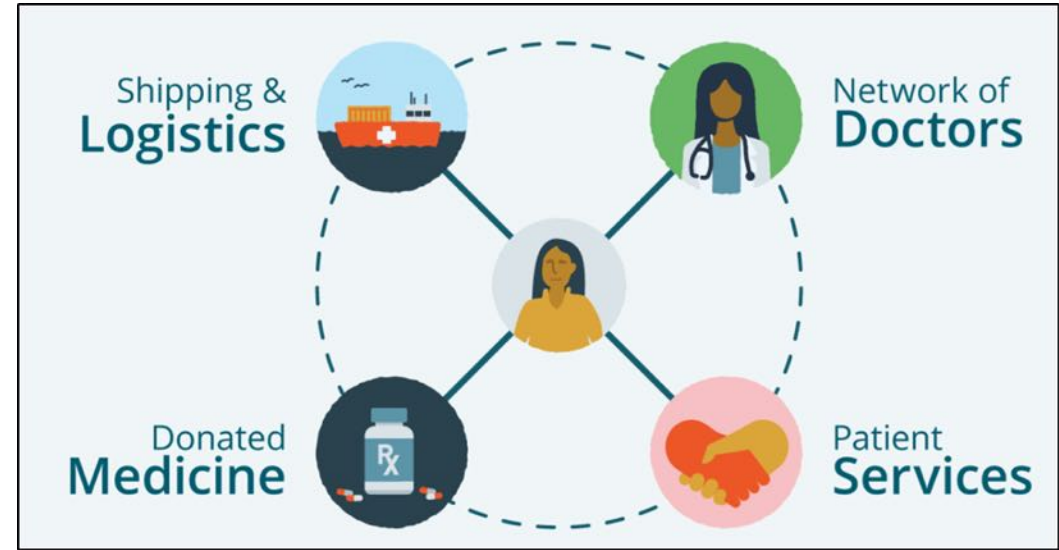
2018 Rising Sun Conference



Matching
supply to
demand with
respect to
medicine
distribution in
different parts
of the world:

- Demand Planning
- Sourcing , Supplier Relationship, Procurement planning, Logistics and Distribution

Michael



- History of Patient Access Tracking System (PATs)
 - Transition to Max Access Solutions (MAS)
- Patient-centric model
 - Steps to validate program
 - Physicians; Patients
- Forecasting functionality
 - Use of Active patients on a monthly basis

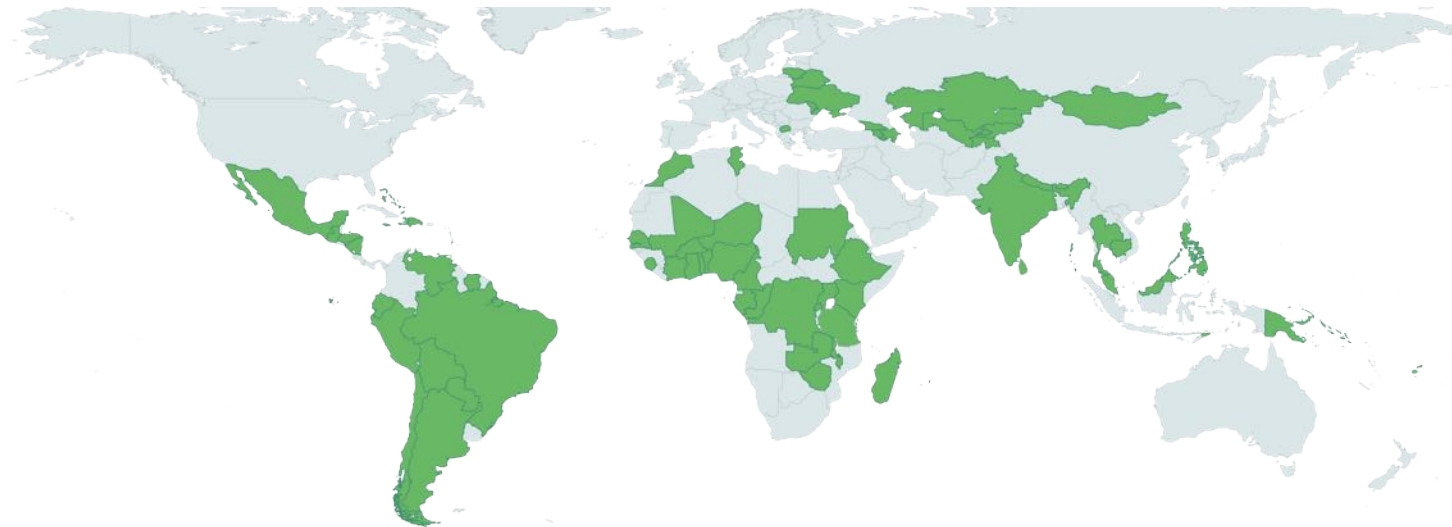
Neal



- Sourcing
 - Donation program
 - Limits to patient numbers, but always expanding
 - Market Authorization / Commercialization
 - Monthly & Bi-annual lead times
 - Production planning (COVID impact on API 2-3 year lead time)
 - Product flow (DIR)
 - Warehousing
- Logistics & Distribution overview
 - General lessons learned (not COVID-specific)
 - Importing donated medicines has challenges!

20 million daily doses distributed to 30,000+ patients in over 70 countries

Since the start of Max Access Solutions in 2017



NETWORK OF DOCTORS

383 Hospitals & Clinics
570 Physicians



DONATED MEDICINE

5 Manufacturers
9 Compounds



SHIPPING & LOGISTICS

1 Distribution Partner
3 Distribution Sites



PATIENT SERVICES

70 Patient Groups
60+ Max Team Members

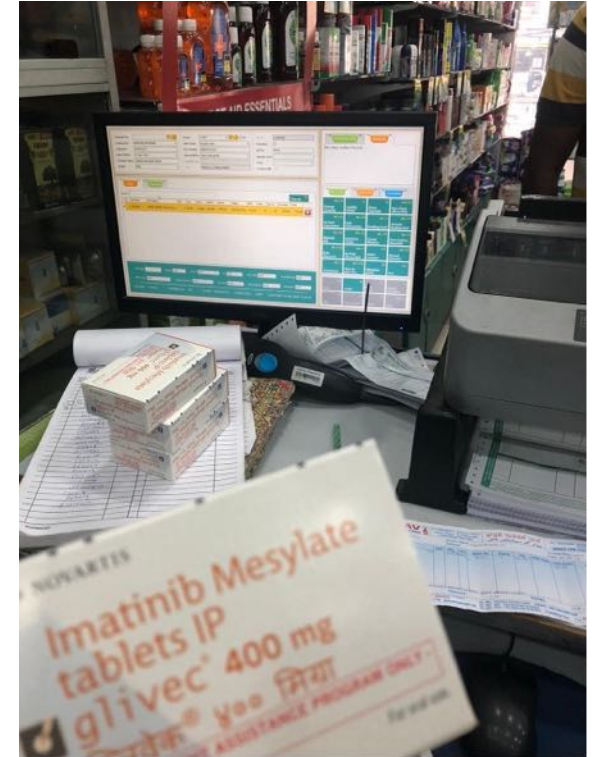


What lessons have you learnt while operating through pandemic?

What are the enablers and what were the constraints?

What should the system look like in the future?

Michael



- Technologies
 - Telehealth; E-prescriptions
 - Timeline for implementation (short!)
- Regulations
 - Rules around legal acceptability of E-prescriptions
 - Scan vs. Physical

Neal

- Fraud Prevention
 - Enhanced ability to use technology for management (Batch numbers for recall)
 - Traceability
- Improved traceability & visibility
 - Enhancements to PATS
 - Particularly relevant and driven due to COVID impacts
 - Additional technologies
 - Block Chain
 - AI
 - Machine Learning
 - Big Data
 - **Reality!**



X + Y - Z



Michael

- Patient Advocacy & Increased contacts
- Home Deliveries
- Equitable and Inclusive Operations



THANK YOU!

Stay connected to The Max Foundation



@themaxfoundation @stompoutcancer

Sign up for news from Max at
themaxfoundation.org/newsletter

