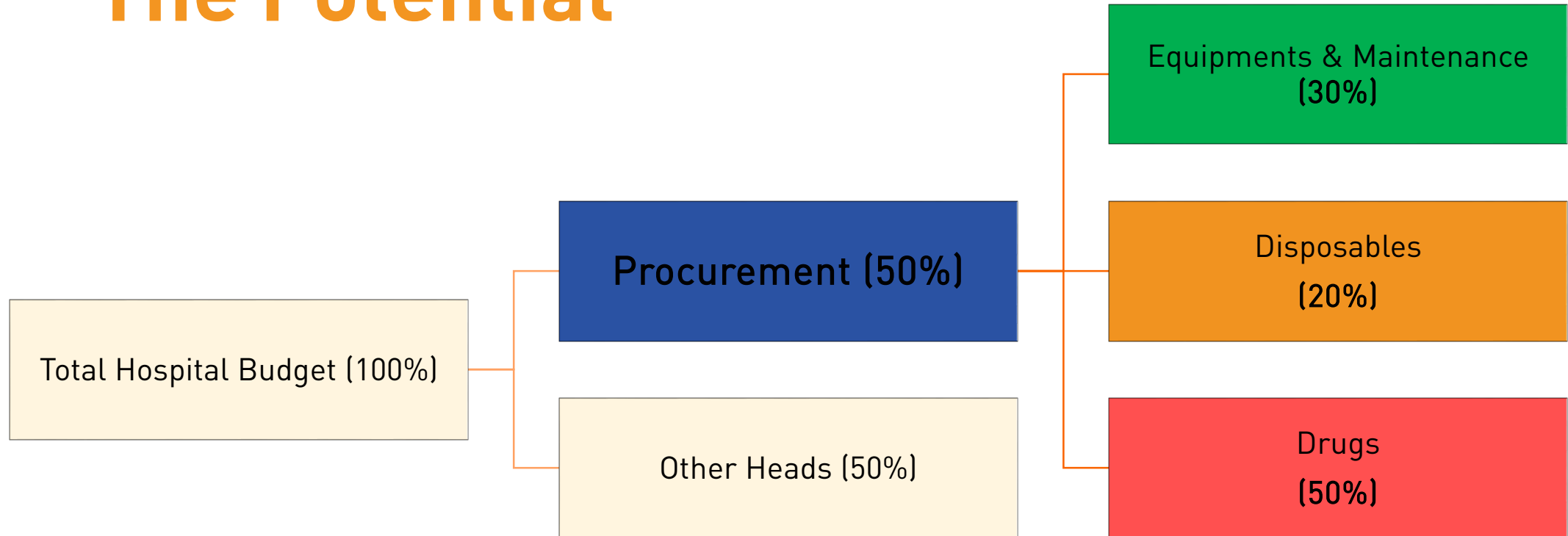




Common Procurement Project

Background & Initial Phases (Pre-2018)

The Potential



Existing Models in the CHAI Network

- Congregational Model (Holy Cross)
- Regional CHAI Model
 - CHAKE
 - RUPCHA
- Diocesan Model (North East Forum)
- CHAI Directorate Model



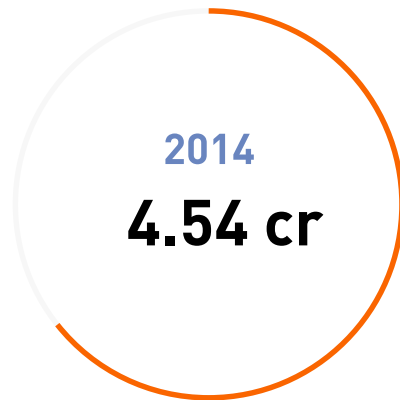
Holy Cross Model

- ▶ **Oct 2013 – ongoing**
- ▶ **Sr. Vijaya**
Executive Director
- ▶ **Holy Cross Institutions**
(31 Hospitals + 24 HC)
- ▶ **Phone, Email, Excel**

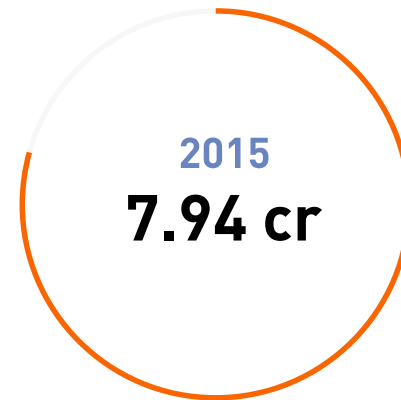
Holy Cross Successes (Oct 13 – Dec 2015)



22 lakhs



1.15 crore



1.77 crore



3.14 crore

Savings



CHAI Directorate Model

▶ **Mar 2017 – Sep 2018**

▶ **Dr. Naveen John**
Procurement Manager

▶ **CHAI Network**

▶ **Phone, Email,
Whatsapp, Excel**

CHAI CPP Successes (Mar 17 – Sep 18)



Total PO Value:
Rs. 9.87 crore



Total Savings:
Rs. 85 lakhs



Average Savings %:
9.87%



Other Help Provided

- Guidance on
 - Best Brand & Model
 - Vendors
 - From experts in the network
- Facilitating EMI payments
- Procuring non-healthcare items
- Identifying unauthorized dealers / vendors
- Quotations for Project Proposals
- Negotiate with Parent Company, purchase from local vendor



Therefore... Benefits of Common Procurement

- Savings
- Reduce clerical work
- Transparency & Accountability
- Not dependent on doctors / staff
- Easier decision-making
- Reduce number of purchase staff

Transition to Online – Why?

- Greater Reach
 - Geographic
 - Products
 - Vendors
- Greater quantity → greater savings
- Less dependent on staff and numbers
- Easier Data Management → Greater transparency (MI has all data)
- Reduced disputes (documentation)





Medigate

- ▶ **Started May 2019**
- ▶ **Vidal Health & Billion Lives**
- ▶ **On to...** 

Thank you!