



Affordable healthcare

Procurement of laboratory items

WHO Geneva 27and 28 October 2008

Mission

To improve access to and deliver high-quality essential medicines and medical supplies at the lowest possible price to low- and medium-income countries.



We are

- Not-for-profit supplier of essential medicines and medical supplies
- Founded in 1972
- Approx. 150 employees
- More than 700 customers
- Distribution to over 100 countries worldwide
- 750 pharmaceutical products available from stock; total 3,000 products in product range
- Quality certificates: ISO 9001:2000, GMP & GDP



IDA position

- IDA's position in the product chain:

manufacturer



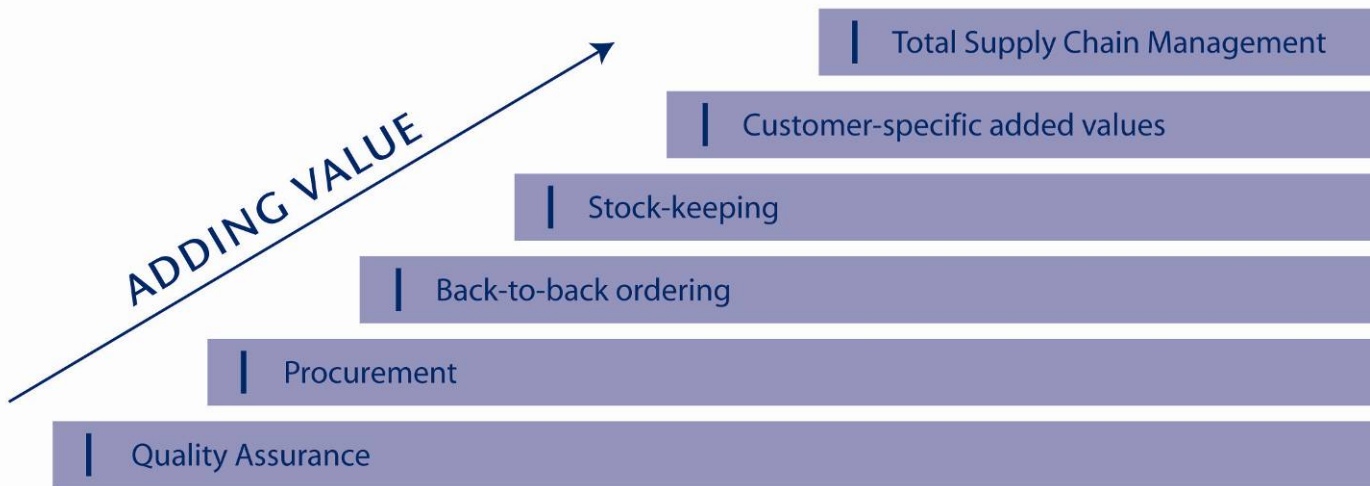
customer



patient

Added value

IDA Foundation fulfils various roles according to customer needs.



Partners & Customers

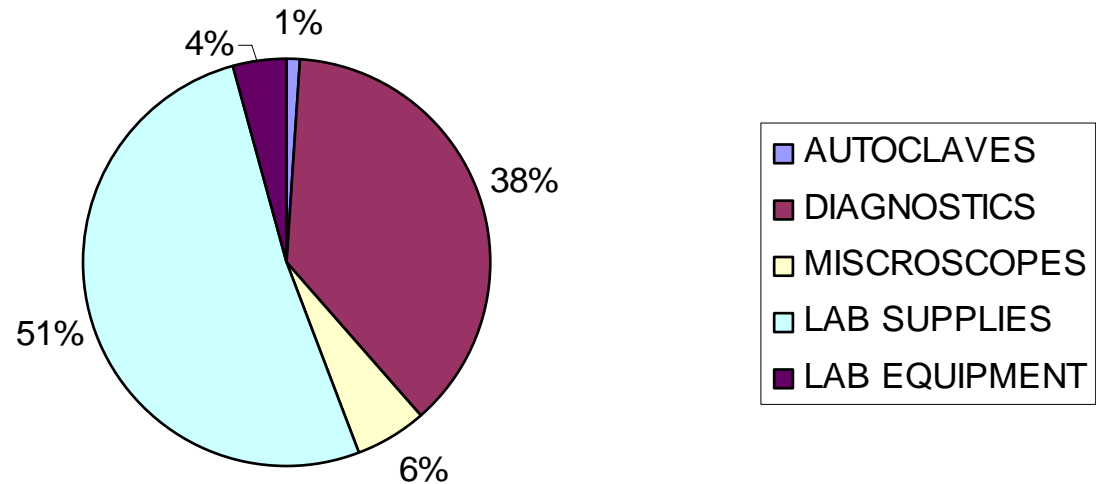
- United Nations organisations
e.g.: UNDP, WHO, UNICEF, UNHCR, GDF
- International NGO's
e.g.: AZG/MSF, PSF, Red Cross, IRC, MSH, PIH, CRS
Harvard, IHV
- National governments & governmental organisations;
e.g.: MOH, CMS
- Local NGO's
e.g.: JMS, ASRAMES, MEDS
- Local Wholesalers
e.g.: Megascop, Avakash



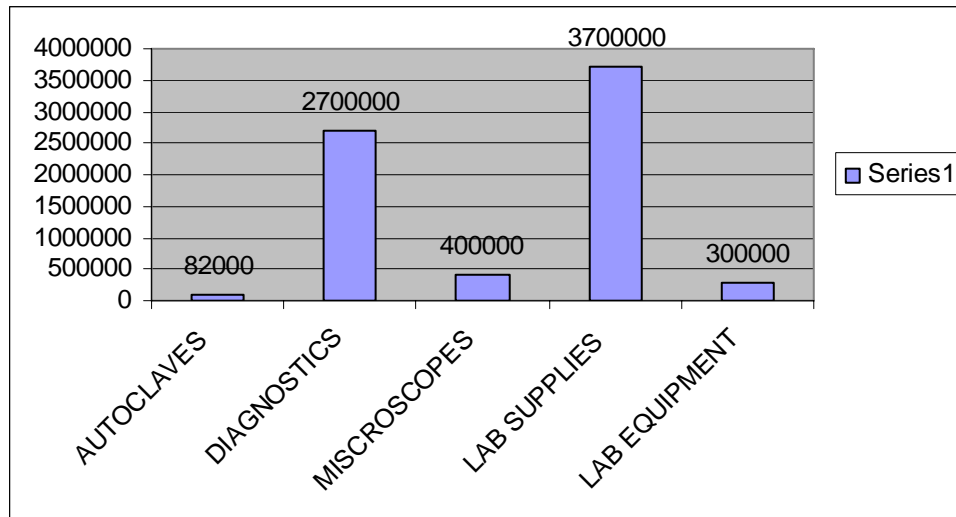
Some facts

- IDA turnover 2007: 80 mio euro
- Total procurement value LAB ITEMS 2007-2008 yts: 10 mio euro
- IDA product range lab items: over 450
- Lab item categories within IDA:
 - Microscopes
 - Autoclaves
 - Diagnostic tests
 - Lab equipment
 - Lab supplies
 - Rest category

IDA PROCUREMENT OF LAB ITEMS IN PERCENTAGES



IDA PROCUREMENT OF LAB ITEMS 2007-2008YTD IN EURO



TOP 5 DIAGNOSTICS IN EURO

HIV 1+2 Determine test

Malaria P.falciparum rapid test, Paracheck

HIV 1+2+O Vironostika Uni-Form II A4 *

Syphilis Determine TP*a

Hepatitis C rapid test HCVSpot / HCVScan *a

TOP 5 DIAGNOSTICS IN QTY

Malaria P.falciparum rapid test, Paracheck

HIV 1+2 Determine (abbott 7D23) *a

Pregnancy test hCG strips 2.5mm

HIV 1+2 Stat-Pak Dipstick (Chembio diagnostics)

Malaria P.falciparum + pan rapid test, Parascreen

Challenges

- Shelf life (partial shipments – increase transport costs)
- Broad range; many items – low volumes
- Lack of standardization

Thank you for your attention



IDA
FOUNDATION