**Definitions**

**Procurement** is the act of obtaining goods and services.

**Supply Chain**

Network of entities that work to bring a product/service to client. Comprises of vendors, warehouses and stores, distributors, retailers, etc.

**Supply Chain Management**

Management of material and information to bring the best products from a producer to user-in an effective and efficient manner.

**Role of Supply Chain in Research**

Supply Chain has evolved to business and operational strategies in support research.

- Purchasing of capital equipment and consumables.
- Offering cost savings, labor savings.
- Improving performance,
- turnaround times & backorders, clearance and customs.
- Storage/Space.
- best product/price.

**Outcomes**

- Discussion
- BecA-ILRI Hub experience

**Procurement process**

**Definitions**

Procurement is the act of obtaining goods and services.

**Evolution of Supply Chain Management**

The processes required to ensure that a product is delivered to a client satisfactorily.

- Supplier Relationship Management
- Green Procurement
- Resource Management
- Partnerships & collaboration
- Commissioning
- Strategic Sourcing
- Logistics
- Whole lifecycle costing
- Enterprise Response Planning
- Materials Response Planning
- Buying, eProcurement
Role of Supply Chain in Research

- Effectiveness and efficiency in supply chain is indicated by the 5 rights of procurement:
  - buying at the right price
  - right quality
  - right quantity
  - delivered at the right time
  - from the right source
- These are the values endowed onto research

Challenges in the Supply Chain

- Technological Advancement (Systems): Need to work on an integrated real time system to link and monitor inventory, seamless procurement process, finance and most important accessible to users, for real-time status of progress.
- Service delivery/Turnaround time: This is the time between when an order is raised to the time the items are delivered which is influenced by a number of factors like geographical location, nature of item, mode of transport among others.
- Scientific/Laboratory Operations: To understand, integrate and relate SCM to nature of business and the frequent change of needs for kind of current research designs underway. SC needs to be at par if not ahead of the changes anticipated in the institute/s.
- Cost: with the reduction in core funding there is urgent need to mitigate cost in smart procurement and inventory management methods...planning, strategic vendor relationships/partnerships
- Global donor funding changes: the aspect of uncertain funding scenarios

Cont...

- Policies: need for amendment to institutional policies to accommodate the relevant changes.
- TCoO: Total Cost of Ownership vis-à-vis Full Cost Recovery
- Demand planning responsiveness: This can be achieved by having a close collaboration with suppliers and users so that demands are planned accordingly to allow for very quick response to changes in the Supply Chain. This is often lacking.
- Supplier relationship collaboration: This focuses on communicating and collaborating with suppliers which leads to a reduction the lead-time and total cost of acquisition, transportation and possession of goods and services for the benefit of both the buyer and seller. However most institutions maintain adversarial transactions relationship leaving no room for collaboration.

Bottlenecks in procurement

- Inefficient bureaucracy
- Policy instability
- Inadequate Infrastructure
- Corruption
- Poor work ethics
- Inadequate Educated workforce
- Tax Regulations

Supplier’s perspective

- Alliance Global Ltd-AGBL (apologies)
- Bio Zeq East Africa Ltd.
- Carramore
- Estec
- F & S
- Inqaba Biotech East Africa
- Kobian
- Wagtech

General Discussion

<table>
<thead>
<tr>
<th>Constraint</th>
<th>Implication</th>
<th>Possible solution</th>
<th>Action by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead time</td>
<td>Delayed results- Notification of protocols, delayed project implementation</td>
<td>Maintain back orders, up front &amp; clear indication</td>
<td></td>
</tr>
<tr>
<td>Importation procedure</td>
<td>As above</td>
<td>Pre shipment notifications, using reliable clearing and forwarding firms</td>
<td></td>
</tr>
<tr>
<td>Opening tender processes</td>
<td>As above</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Cont...
General Discussion

<table>
<thead>
<tr>
<th>Constraint</th>
<th>Implication</th>
<th>Possible solution</th>
<th>Action by</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ILRI experience

- Purchasing process
- Research support
- Choices of vendors
- Relationship with vendors

Thank you

Julius Ososo  
Diagnostic Platform Manager/Kafat Technology Manager  
BecA-ILRI Hub  
j.ososo@cgiar.org

Mobilizing biosciences for Africa’s development  
http://hub.africasciences.org