

# Exploratory Phase: Update on Transitional Workstreams



Open**LMIS**

September 8, 2020

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- Partner Evaluations
- Enterprise Support (PHMF)



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# CHAI's Data Initiative



## Background

- Project that builds on the OpenLMIS community assumption that the supply chain data generated by OpenLMIS has commercial value

## Activity

- CHAI will evaluate a pay-for-access model that provides commercial entities market intelligence in return for a fee that can be used to maintain and expand OpenLMIS
  - Test govt willingness to share data with manufacturers for a fee
  - Test manufacturer willingness to pay a fee in exchange for country LMIS data



Initial planning to begin this fall:

- Determine who/how to engage at country level
- Work with CHAI markets team to qualify manufacturers
- Establish benchmarks around data (e.g. frequency, product)

Opportunities with other transitional workstreams:

- Align communications at the country level (Zambia & Malawi)
- Apply learnings about the value of data to partner discussions
- Evaluate synergies to operationalize data monetization
- Provide engagement support as appropriate

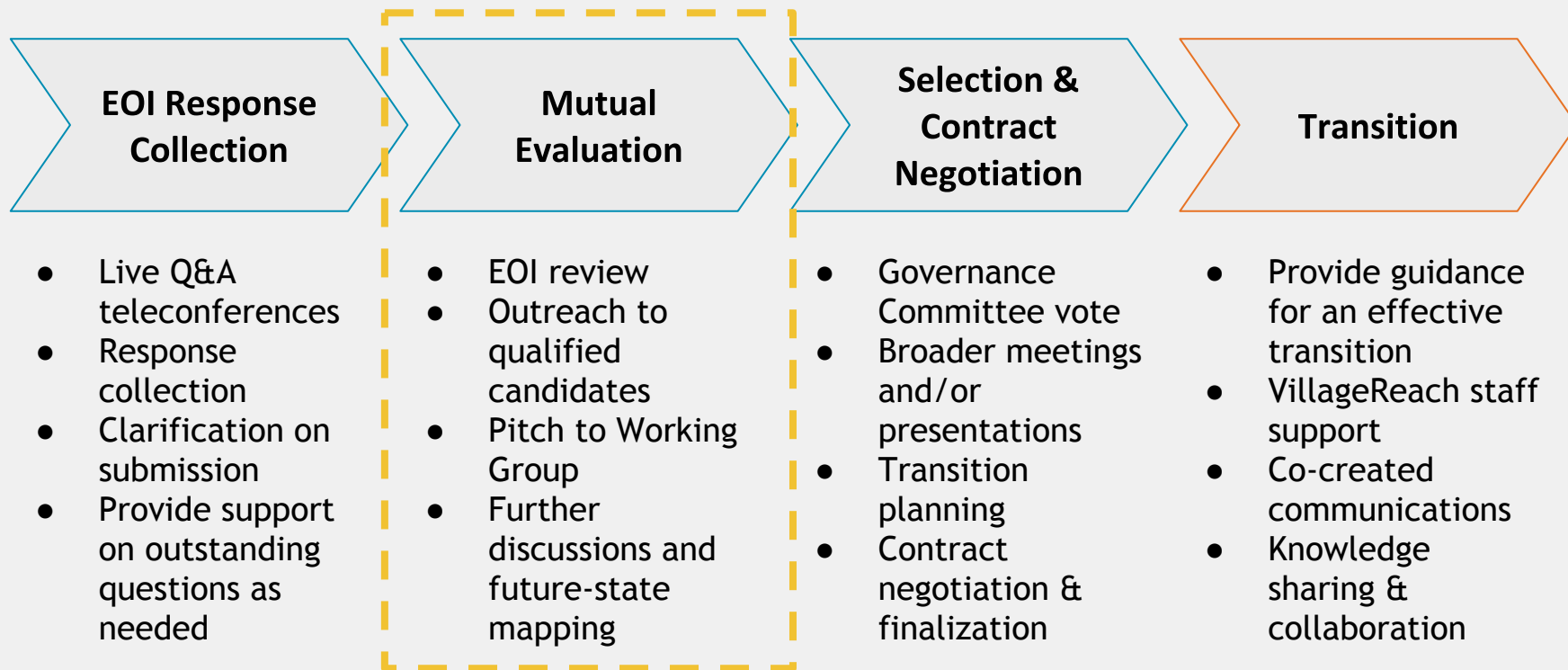


# Private Sector Engagement

# EOI Process Flow



Private Sector  
Engagement



# EOI Evaluation Update



Private Sector  
Engagement

Received a total of 22 submissions:

*Others under consideration for hybrid partnership opportunities include:  
DIAL OSC, Mastercard, and Good Machine.*



# Next Steps



Private Sector  
Engagement

For shortlisted candidates:

- Mutual signing of NDA
- Share OpenLMIS financials for more robust financial model
- Continued discussions to evaluate opportunities and narrow candidates

For other candidates:

- Answer key questions and determine whether to shortlist
- Continue to be open to hybrid opportunities where possible



# Enterprise Support

# Overview



Enterprise  
Support

- OpenLMIS is launching a enterprise support model, which will offer country implementations and governments options for enterprise class services on an subscription basis
- These subscriptions will provide enhanced software support, training opportunities, and access to customized tools that are part of the OpenLMIS global core
- This subscription model will create a sustainable funding base so that OpenLMIS users can continue to rely on OpenLMIS to strengthen health systems over time

# Current Priorities



Enterprise  
Support

- Delivered presentation “OpenLMIS Transition - Keeping Your LMIS Sustainable” to country teams and partners on 8/24 (view [here](#))
- Working closely with USAID to schedule follow up meetings with individual countries to discuss specific country context and needs
  - Countries to integrate into annual budget planning
  - Ensure two-way dialogue and alignment
  - Continue to refine offerings as feedback is collected

# Top Features - Proposed



Enterprise  
Support

Feature	Standard	Premium <i>Includes standard services</i>
<b>Update Continuity</b> <i>Get ongoing software updates with bug fixes and community improvements</i>	Enterprise Support funds the ongoing maintenance and quarterly software releases	<i>(same as standard)</i>
<b>Priority Support &amp; Expert Consultation</b> <i>Get priority support from the core team and get personalized assistance on your customizations, architecture, and workflows</i>	Prioritized access to core team tech support and a maximum 5-day response + access to a monthly group consultation “Office Hours” session	Prioritized access to core team tech support and a maximum 3-day response + additional hours per month of individual consultation support
<b>Priority Development Requests</b> <i>Get your important features included fast</i>	Pull request responses within 5 business days	Pull request responses within 3 business days and core team assistance with meeting coding/ community standards
<b>Early Access to Releases</b> <i>Ensure new releases will work with your implementation</i>	Early access to release candidates for testing and highlighting priority fixes to be included in the release	<i>(same as standard)</i>
<b>Access to Demo Sites</b> <i>Support users and trainings with your own demo and logins</i>	Access to your own demo site URL with specific versions of OpenLMIS modules (using standard demo data)	Access to your own demo site (using country-specific data you provide)
<b>Voting Membership in the Product Committee</b> <i>Influence product-related decisions</i>	Voting member of the OpenLMIS Product Committee	<i>(same as standard)</i>

# Cost Implications



Enterprise  
Support

## Price:

\$25,000 / year for **Standard Support** for each country OpenLMIS implementation; premium Support is available at a custom price point upon request

## When does this start?

October 2020 (USAID Fiscal Year 2021)

## Who will pay?

For each country OpenLMIS implementation, there will be a discussion where either the PSM country program, GHSC-TA program, USAID Mission, or similar will choose to pay

# Operations



Enterprise  
Support

## Where will the money go?

The funds will be collected by VillageReach and dispersed to the core team to provide ongoing enterprise support services. Once a private sector partner is selected, the operational management of these funds may shift

## Who will govern and oversee the enterprise support model and funds?

Voting members from the OpenLMIS Governance Committee (logos at right)



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FROM THE AMERICAN PEOPLE



BILL & MELINDA  
GATES *foundation*



# Next Steps



Enterprise  
Support

- Receive feedback and continue to refine model
- Set up transparent mechanism to track flow of funds
- Upcoming working session through Digital Square with other global goods to discuss proposed structure, similar models and lessons learned

## How can you help support us?

- We know current partners understand the importance of sustainability more than anyone, and hope you can serve as champions throughout this process



# Thank you!



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