Contents

- Process for Partnership to Handover Decision

- Update on CHAI's Value of Data Initiative

- Discussion about Enterprise Support

Private Sector Engagement

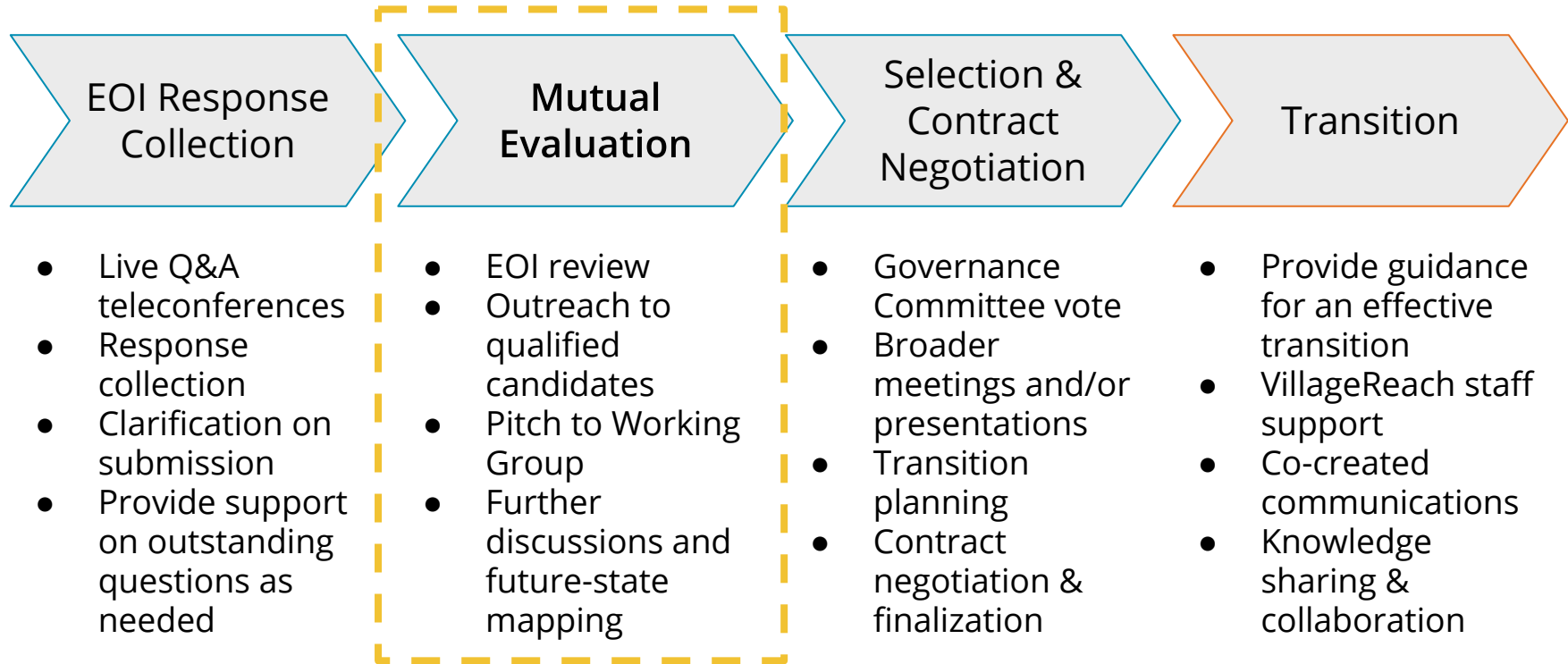# Collaboration Sessions

- Over the last month, we've been hosting a series of small group meetings that mimic an in-person working session with each shortlisted candidate.

- The focus has been on:

  - Future-state planning for current implementations, community, and governance;
  - An exploration of product synergies and a discussion around licensing; and
  - Strategic alignment around growth and revenue model, investments and financing, and long-term sustainability.

- The output of these meetings will be a custom Term Sheet for each candidate, which will inform our Community's final partner decision.

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P2H Process Flow

EOI Response Collection

- Live Q&A teleconferences
- Response collection
- Clarification on submission
- Provide support on outstanding questions as needed

Mutual Evaluation

- EOI review
- Outreach to qualified candidates
- Pitch to Working Group
- Further discussions and future-state mapping

Selection & Contract Negotiation

- Governance Committee vote
- Broader meetings and/or presentations
- Transition planning
- Contract negotiation & finalization

Transition

- Provide guidance for an effective transition
- VillageReach staff support
- Co-created communications
- Knowledge sharing & collaboration

Finalizing P2H Terms → Approaching Selection

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Next Steps

- 11/16 - Stewards provide input on shortlisted partner candidates

- 11/18 - Working Group determines partner recommendation

    - Expect a pre-read + our team will hold office hours for questions

- 11/23 - Off-cycle Governance Committee discussion

    - Expect a pre-read + keep our discussion confidential

    - If voting member cannot attend, please send a replacement

- 11/23 to 11/25 - Members vote on partner (48 hour window)

    - Confirm/reject WG recommendation via email or a short survey

Activities and Process

Preparatory Phase

- Explore synergies with other initiatives
- List supply chain data generated in country
- Price benchmarking
- Stakeholder consultations
- Create country & supplier consultation materials
- Create draft data use/ sharing agreements

- Develop pitch deck
- Develop questionnaire /discussion guide
- List of collaborators and stakeholders
- List of government decision makers
- Validate/finalize discussion guide
- Schedule country & supplier consultations

Country & Supplier Consultations

- Iterative consultations with multiple government and supplier reps
- Country costing assessments if willingness to sign up for the model
- Data gathering and analyses

Report & Recommendations

- Draft report
- Stakeholder presentations and consultations
- Final report and recommendations

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Timelines

Phase	Activity	Oct	Nov	Dec	Jan	Feb	Mar	Apr
1	Preparatory Work							
1a	Country Consultation Materials							
1b	Supplier Consultations Materials							
2	Country Consultation							
3	Supplier Consultartions							
4	Country Costing Assessments							
5	Report and Recommendations							

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Enterprise Support

Overview

We heard your feedback last month and are currently:

- Deprioritizing marketing enterprise support to v1/v2 countries
- Exploring options for countries with lower budgets, including:
  – Bundling support for multiple implementations (supports economies of scale)
  – Reducing cost for longer-term commitments (reduces admin burden)
  – Including support as part of v3 upgrade (enhances applicability)
- Recognizing the importance of donor buy-in that trickles down to countries; though want to balance autonomy of implementations
- Acknowledging that piecemeal participation amongst OpenLMIS country implementations is challenging; hope to determine a path forward during today's conversation

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Transparency & Reporting

- VillageReach has established a Fund to hold and administer Enterprise Support subscription fees until the Handover

- VillageReach will provide the Governance Committee a monthly report showing revenue and expenses by category

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Commitment Statuses

- # committed subscribers: **1** (Malawi)

- # active conversations: **5**
  (Angola, Mozambique SELV, Mozambique SIGLUS, Tanzania eLMIS, Guinea)

- # subscribers de-prioritized or declined: **4**
  (Zambia, Côte d'Ivoire, Benin, Tanzania VIMS)

- COVID Edition: Plan to build Enterprise Support into future expansion plans

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Reflections on this Process

- Original timeline for October 1 launch with Aug 24 announcement

  → Learned that a longer outreach cycle is needed

- Stewards team held meetings starting with USAID contacts

  → Learned that at country level we didn't always have the right people in the room or the OpenLMIS partner on board

- Chicken and egg dynamics

  → Why pay now if donor funds will still support OpenLMIS longer?

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Discussion Questions

Scenario	+ Pros	- Cons
1. VillageReach uses current grant to pay for v3 countries for six months, then countries have until April 1st to subscribe.	• Framed as a "free trial," will help promote understanding of value.	• May perpetuate the belief of "open source is free." • April 1st may still not be realistic because of fiscal year.
2. Continue to sell plans to v3 countries without shift in approach. (Do not offer 6 months of support; do not wait for Handover Partner; do not try to align start dates.)	• May get subscriptions quicker. • Helps the Handover Partner de-risk.	• Difficult to get commitments (plus there's no clear deadlines). • Continued lack of clarity on who the right decision makers are. • Mixed messages for countries.
3. Pause and let the Handover Partner sell and market this.	• Fluidity between conception, roll out, and actual support.	• No promise or track record of revenue to share with partners.

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Other Open Questions

Depending on our strategic direction:

1. Should we market enterprise support to v1/v2 countries for less $?
    (We offered $15k price point to one party, but have not publicized.)

2. Should we update the flyer to be more clear on what implementers can
    still get without subscribing?

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Thank you.

ES - Discussion Status by Implementation

Country Implementation	Implementer	Donor	Status of ES Discussions
Angola (v3)	GHSC-PSM (VR sub)	USAID (Malaria)	Active
Guinea (v1/v2)	GHSC-PSM	USAID (FP)	Active
Malawi (v3)	GHSC-PSM (VR sub)	USAID (PEPFAR & FP)	Committed
Mozambique - SIGLUS (upg.)	GHSC-PSM (VR/TW support)	USAID	Active
Côte d'Ivoire (v1/v2)	JSI	Unconfirmed	Deprioritized
TZ - eLMIS (upg.)	Guidehouse-JSI-VR	USAID Guidehouse	Active
Zambia (v1/v2)	JSI (under Deliver)	USAID (Deliver & AIDS-free)	Deprioritized
Benin (v1/v2)	VR	ANV-SSP (Gavi)	Deprioritized
Mozambique - SELV (upg.)	VR	BMGF	Active
TZ - VIMS (v1/v2)	JSI/PATH/VR/CHAI	Gavi (MOHCDGEC IVD)	Deprioritized