OpenLMIS

Introduction to Vitalliance

Governance Committee Meeting - March 9, 2021

Agenda

- Welcome & Announcements
- Introductions (videos on please!)
- Partnership Overview
- Vitalliance Vision for this Partnership
- Transition Support
- Q&A with Vitalliance

Our Partnership is Official!

We have a signed contract so the partnership is finally official!

- GC members should have received a content package yesterday to support dissemination of this news to community and stakeholders:
  - Partnership Flyer
  - Talking Points re: Partnership
  - Social Media Posts
  - Draft Email Template
- The news is now public, we encourage sharing via your personal or organization channels.

The Power of Partnership

Vitalliance and OpenLMIS will work together to transform and digitize humanitarian and

INITIATIVE ANNOUNCEMENT

OpenLMIS Embarks on New Partnership with Vitalliance

OpenLMIS

OpenLMIS is embarking upon a new partnership with Vitalliance, a joint venture between Imperial, the largest logistics provider in Africa serving 20 countries on the continent, and U.S.-based One Network, a leading global provider of supply chain control towers.

Over the next year, the stewardship of OpenLMIS will gradually transition to Vitalliance. At the global level, Vitalliance will maintain and grow the core software, while country implementers will still manage the day-to-day operations of OpenLMIS running around the world. The transition is being carefully planned to ensure uninterrupted country-level operations, and the availability of continued technical and community support from the OpenLMIS team.

This partnership enhances the software, advances interoperability with products that drive supply chain performance, achieves financial sustainability, and extends OpenLMIS' reach across the African continent.

one One Network Enterprises

- Technology expertise
- Control tower
- Real-time data

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Global OpenLMIS software steward

Imperial

- Logistics expertise
- Geographical reach
- In-country system implementation

Support to expanding country activities

- OpenLMIS Deployments
- Vitalliance Activities
- Both

Partnership Benefits

This partnership will unlock new opportunities to:

- Expand the OpenLMIS software feature set and enhance access to information through an integration with One Network
- Strengthen and extend the OpenLMIS Community
- Leverage shared resources in supply chain and technology from Vitalliance
- Grow OpenLMIS sustainability, ensuring a reliable and long-lasting system which does not rely solely on donor support

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Introductions from GC Members

- Name & organization
- Your involvement w/ OpenLMIS
- Something that has helped you stay sane during COVID (hobbies/activities, TV shows, podcasts, etc.)

How We Got Here

- Live Q&A teleconferences
- Response collection
- Clarification on submission

- EOI review
- Outreach to qualified candidates
- future-state mapping

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

- Community guidance
- VillageReach staff support
- Knowledge sharing & collaboration
- Integrations with One Network

- Product roadmap & community management by Vitalliance
- New service tiers and Enterprise Support

Status: Year of Transition

OpenLMIS

One Network Enterprises™

- Technology expertise
- Control tower
- Real-time data

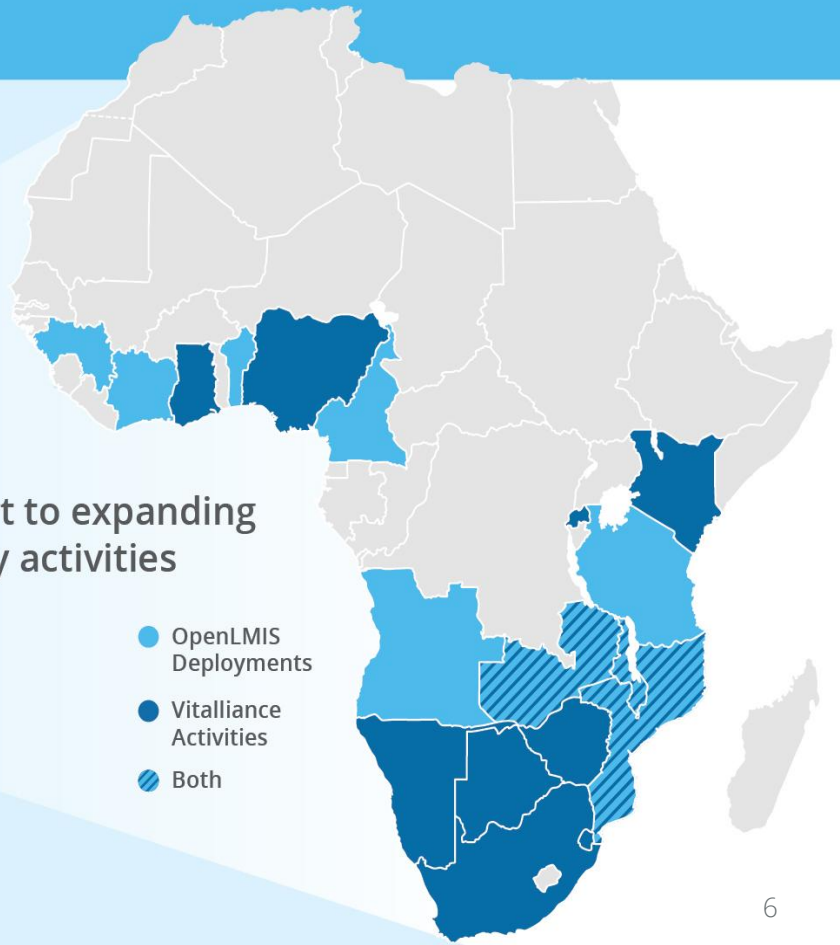
vitalliance®

Global OpenLMIS software steward

Imperial™

- Logistics expertise
- Geographical reach
- In-country system implementation

Support to expanding country activities



Partnership Benefits

New opportunities for current and future OpenLMIS Community:

Grow OpenLMIS sustainability, ensuring a reliable and long-lasting system which does not rely on donor support

Expand the OpenLMIS software feature set through an integration with One Network

Strengthen and extend the OpenLMIS Community

The option to opt into new service tiers that will further OpenLMIS' ability to reduce stockout rates and enable health workers to focus on patient care

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OpenLMIS & Vitalliance

March 2021

Who is Vitalliance?

One Network Enterprises™ + Imperial logistics = vitalliance

Technology

Leader in Innovative Supply Chain Network Technology

Industry Analyst: Gartner
Leader Magic Quadrant for Multi-Enterprise Supply Chain Business Networks

US Grocery Retailers 40% of US market

2 out of 3 Top Humanitarian Health Organizations

All 4 US military branches

40% of all auto parts

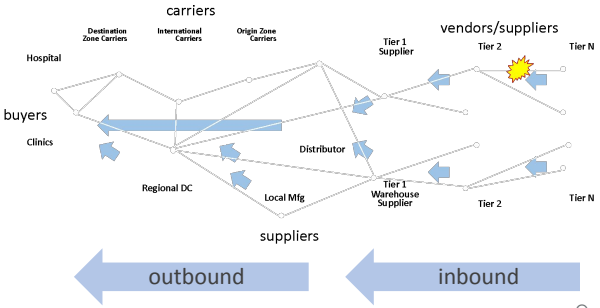
Logistics

Logistics provider of outsourced, integrated freight management, contract logistics and distributorships.

Supply Chain Enabler

Consult, design, implement, educate & analyze healthcare supply chain operations to enable proficiency and resiliency across the supply network.

Private and Public Sector



The Partnership

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Our Commitment

- Core Support and Maintenance
  - Product maintenance plan and funding
  - Connect into One Network NEO
  - Complete turnover of support as of October 1, 2021
- Implementer Network
  - Engage and support the implementer network
  - Add additional tools for more seamless implementation
- Enterprise Support
  - For a minimum of three years
- Financial Support
  - Provide as stipulated in the Collaboration Agreement
- OpenLMIS Staffing
  - Define which staffing will absorbed by Vitalliance and/or hired

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OpenLMIS Vision: Multi Service Offering

The tiers of services will incorporate the OpenLMIS capabilities and extend the services with those already available from Vitalliance working with both public and private sectors clients:

Tier 1 Increase Support	Tier 2 Add-on's	Tier 3 Control Tower	Tier 4 Autonomous
• Create Wrapper to "Network" • Wrapper provided to governments at no cost • Costed support contract can be provided as needed • Hosted internally or in a SaaS model (for additional hosting fees) • Create backward compatibility for future releases based on "never legacy" technology	• Subscription-based in-country data warehouse, with relevant alerts, analytics and support provided • Analytics provide helpful insights to donors & regulators • Additional functional areas (for fee): Inbound Transportation, Scheduling, Projected Capacity Planning	• Performance-based contract deploys a supply chain control tower • Provide end-to-end integrated services for products, health system entities and suppliers in the network • Full execution and reporting • End-to-end visibility	• Intelligence from data model where knowledge for research and investment companies made available • Combines all demand and forecasting creating an additional revenue stream based on data availability for the OpenLMIS model

Product Strategy

- Familiarization of current obligations
- Structure detailed "transition" plan
  - Map the next 18 months with definitive SLA's
- Structure the support program, marketing, and sales
- Define first commercial opportunity targets

- Develop wrapper for OpenLMIS to become "Network Enabled"
- Need to embrace backward compatibility
- Support mechanisms
- Hosting activity where applicable / acceptable
- Network connectivity

- Partner configurations
- Value added IP

- Include partners at the core

- Tie back into USAID bid
- Apply to Imperial "affiliates"
  - Pharmacies
  - Countries
- Support Unjani Clinics
- Support the implementation to existing network constituents

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Active Carriers all onboarded (to date): 12,253
Active Trading Partners all onboarded (to date): 43,532

Embracing OpenLMIS into our Vitalliance Portfolio

Four cornerstones to transformation

Community

Community – People as the core asset for operational change and sustainability,

Governance

Governance – Policy to direct business controls and enable standardization,

Technology

Innovations – Technology to execute with consistency and achieve optimal performance

Data

Data – Monitor and improve cycles to drive transformation

- **Extend** our team with appropriately skilled and dedicated resources
- Leverage the One Network platform to **embrace and evolve** next generation OpenLMIS
- Aligned objectives
  - Respond effectively to improve supply chain services to **deliver patient treatment** needs at all levels of the health system
  - Achieve visibility of inventory throughout the value chain to manage supply and demand which **tracks the delivery of quality medicines** and supports the elimination of sub-standard products
  - Manage collaborative planning by integrating data from multiple existing sources and service providers to create **end-to-end visibility** in the supply chain
  - Improve **operational performance** by increasing supply chain visibility and analytics leveraging data to deliver the highest service levels at the lowest cost

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Why Vitalliance

Proven Experience

- Comprehensive supply chain deployments in public and commercial sectors
- Onboarding supply chain stakeholders (suppliers, hospitals, carriers) to enable end-to-end visibility and execution
- Embrace and integrate legacy systems

Depth of Expertise

- Analysis, program design, implementation, administration of systems and coaching
- Best in class technology and LMIS expertise enabling visibility into networked supply chains

Applied Commercial Model

- Value driven cost models
- Never legacy continuous enhancements

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Q&A

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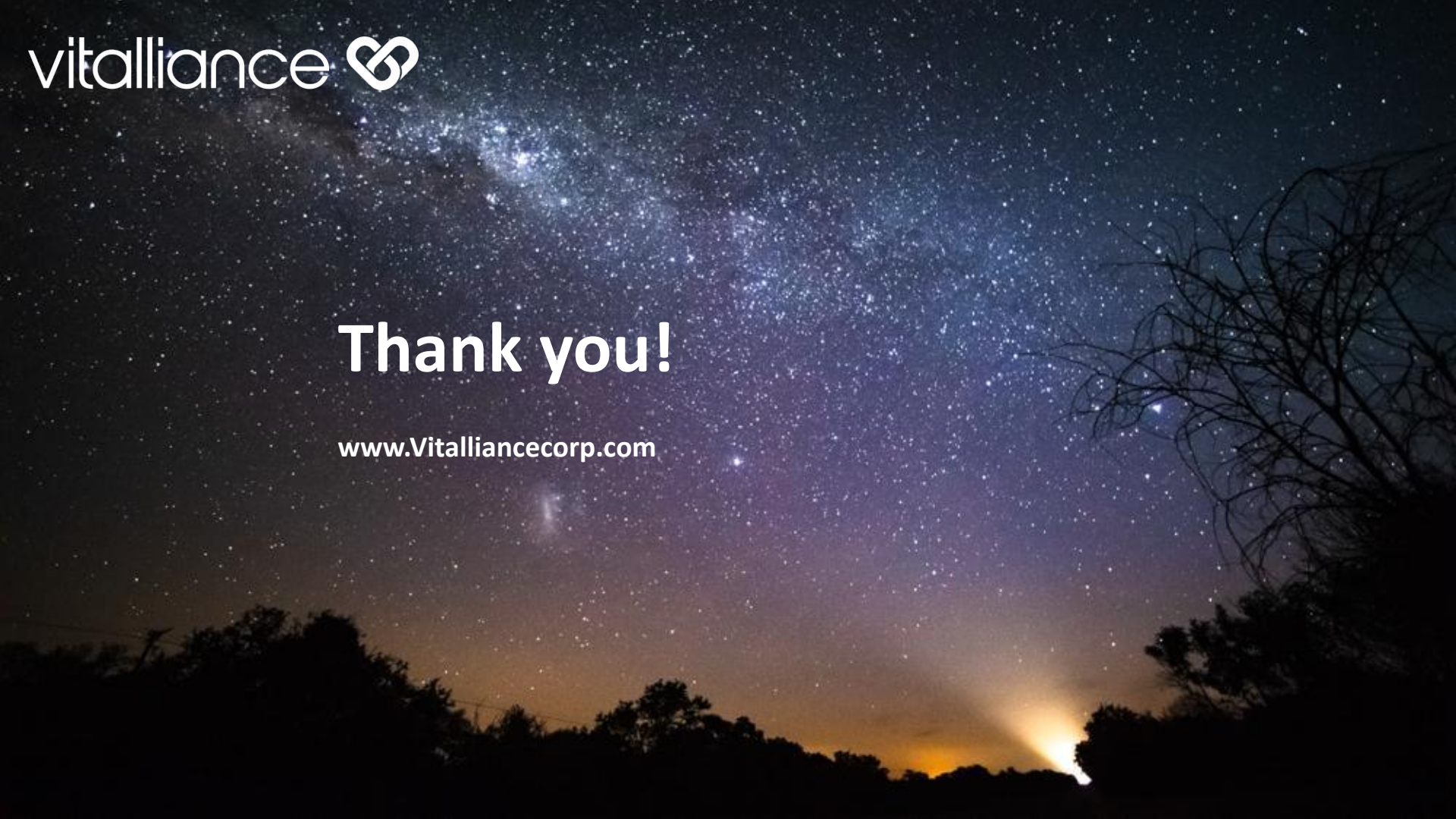
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Thank you!
www.Vitalliancecorp.com

What This Transition Will Look Like

- Gradual shift in people and processes over 2021
  - Stewards remain engaged for continued support- any changes in key points of contact will be clearly communicated
  - Close collaboration with Vitalliance and stewards in the coming months
  - Outreach from Vitalliance to engage with key partners in the coming months
  - Will provide regular updates to the Governance Committee
  - Please share feedback from in-country team members

Q&A / Discussion

OpenLMIS

Thank you.

OpenLMIS

https://openlmis.org/transition/