

Pharma Middle East

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The opportunities and challenges for pharmaceutical supply chain in Nigeria/Africa

Introduction: The pharmaceutical supply chain is often a 'hidden' element within healthcare systems – the elaborate pathway between a medicine leaving the manufacturer and being dispensed to the patient. Middle men sit in the middle, playing a vital role in ensuring constant supply of high quality medicines to the medical front line. Africa like the middle-east countries is a continent ripe with potential, but the challenges for developing a viable market strategy are formidable, with distribution being consistently one of the largest challenges for drug makers. Inefficient or expensive distribution increases the final price to patient, reducing volume sales and hurting family finances in the largely out-of-pocket private market for medicines. That said, the problems in African distribution also provide an opportunity for those willing to take on this challenge. Pharmaceutical supply chains are one of the most complicated of logistics processes. Not only do they rely upon infallible temperature control and meeting stringent border regulations across regions, but logistics providers also have to guarantee the integrity and security of the products throughout the process. A single loose link in the chain could mean that costly and essential pharmaceuticals are left in an unusable or even potentially dangerous state, with the spin off problems associated with lack of adequate vital medicinal stocks or even legal procedures.

Conclusion: (1) Strengthening supply chain management: The government should establish a structured supply chain management system with a logistic manager at both state & local government level ensuring the distribution system to flow in top to bottom approach. (2) Strengthening procurement system: In order to ensure hassle free procurement all the level of government should create a procurement society to make the process even faster. It will be a great idea if the government at grass-root level has decentralized small purchases at the local government level.

Biography

Ben Ajepe M P S N is a licensed & registered Pharmacist. He started his sales career in Pfizer a multinational company in 1987. He loves to understand goals and objectives. He has had a 28+years career which has reflected continual advancement, a depth of valuable, diversified leadership experience in cost-effective sales and marketing strategies. All his career life has been involved in improving supply chain management of pharmaceutical products in Nigeria and some African countries. He is currently the MD/CEO of Today's Pharmacy and Stores Ltd., and B. Perazim Pharmaceuticals Ltd.

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