



Centrale d'Achats de Médicaments Essentiels
et de Matériel Médical de Madagascar



INDIA SOURCED GENERIC DRUGS-GLOBAL EXPECTATIONS

SALAMA: National Medical Store of Madagascar

SESSION 7, 23th September 2022, Greater Noida

SALAMA



SALAMA

WHO ARE WE?

SALAMA is a non profit association created in 1996 by the Malagasy Government with the support of Technical and Financial Partners and under Technical supervision of the Ministry of Health

MISSION

Procurement of essential generic medicines, medical consumables and medical equipments at affordable prices to public sector and private non-profit organization

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OBJECTIVE

To facilitate the physical and a financial access to essential medicines and quality medical consumables for the whole Malagasy population

VISION

SALAMA, effective pillar of the health system, guaranteeing a better access to quality medicines for Malagasy population

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STRATEGIC PLAN 2021-2024

- **Among components of strategic plan:**
- **Develop logistical storage capacity**
- **Develop distribution logistics capacity**
- **Developing SALAMA's resilience to epidemics**
- **Decentralization**
- **Develop skills in quality assurance**

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QUALITY ASSURANCE

- **QUALITY is our key concern :**
- **Strict pre-qualifications of suppliers**
- **Technical tests without complacency of products**
- **Compliance to logistics standards**
- **QA all along the supply chain: purchase, storage and distribution**
- **QA relies on: the continuous research of products following renowned international norms : BP, USP, PH EUR, PH INTER, CE/ISO Branding and the collaboration with WORLD-RENOWNED SUPPLIERS for their quality of products**

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PROCUREMENT

- **2 steps of procurement: Preselection + Restricted Financial Tender**
- **Worldwide partners: + 100 with majority from India(>30)**
- **Average purchase volume per year: around USD 12 000 000**
- **Indian part of market (volume): 24%**
- **As per strategic plan, estimate of volume increase per year= turnover which globally doubles every 5 years**
- **Oncology: almost 100% from India**

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EXPECTATIONS

- **Develop existing partnership with current suppliers**
- **Development of partnership with new suppliers in India**
- **Increase the number of prequalified and registered products**
- **Promote communication around SALAMA mission and vision in order to share the business opportunities in Madagascar**

Thank you !



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