

# International Practices in Centralized Procurement Türkiye



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# Company mission...

- Alleviate pain
- Restore health
- Extend life

Transforming the lives of two people,  
every second  
of every hour  
of every day

FY21  
data

**\$2.5B**  
in R&D  
investments

**49K+**  
patents

**350+**  
clinical trials

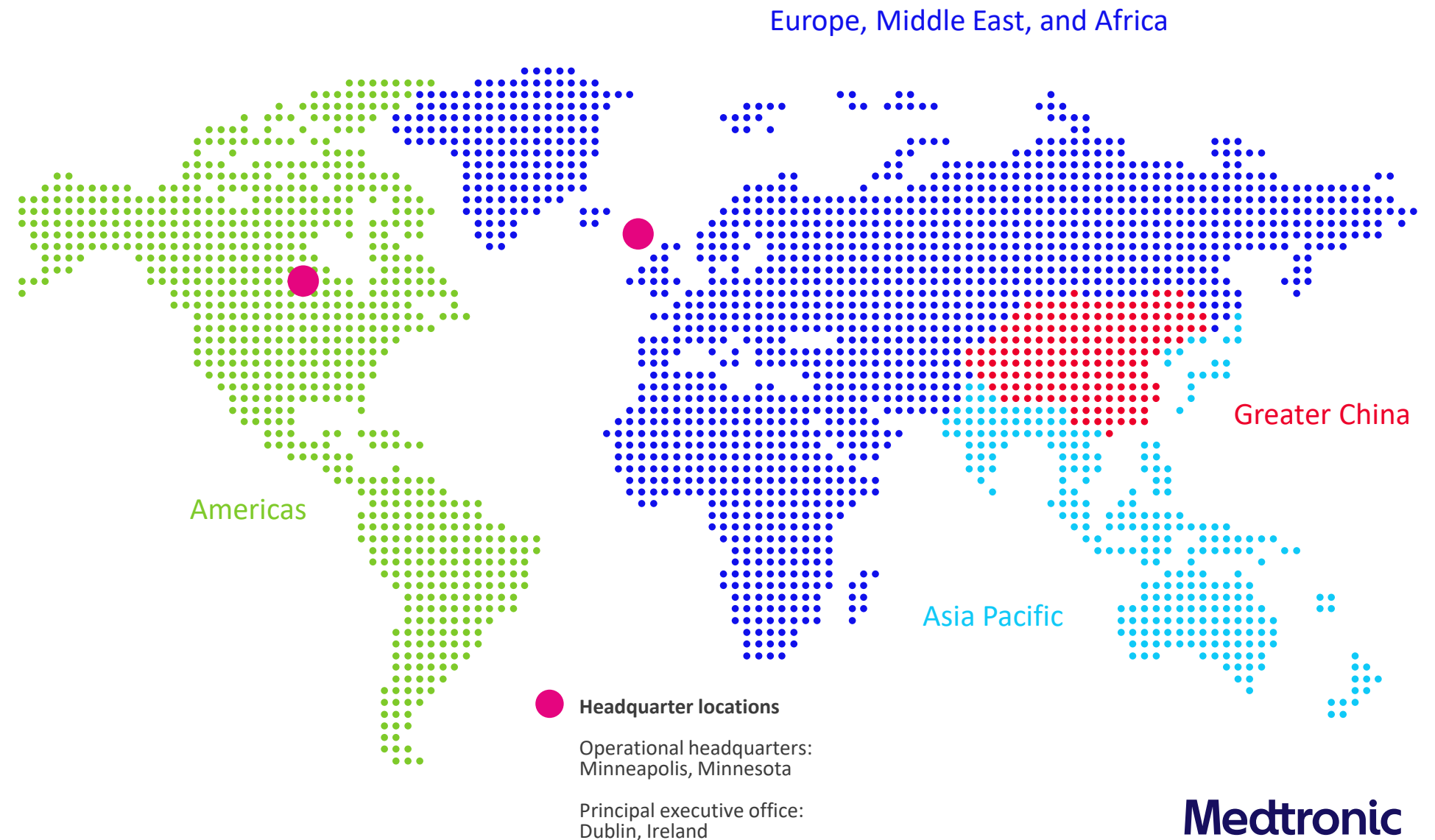
# To help more people in more places

Working in  
**150+**  
countries

Organized into  
**4**  
regions

**19**  
distribution  
sites

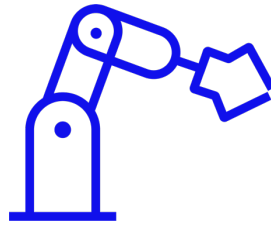
**79**  
manufacturing  
sites



Our therapies and solutions span four portfolios to treat more than 70 conditions in the human body



Cardiovascular



Medical Surgical



Neuroscience



Diabetes

# GPO Practice in Türkiye



# What were the problems?

Late payments  
due to poor  
financial  
management

Excess staff  
allocation  
for procurement  
at hospital level

No  
standardization  
for technical  
specifications,  
variation in  
quality

Loss in  
expiry and excess  
inventory

# What happened after GPO?

Standardized  
90 days payments  
through end-to-end  
digital tracking

High quality  
procurement  
processes with  
lower number of  
admin work

Standardized  
technical  
specifications,  
improve quality/  
value for money

Significant  
reduction in waste,  
better allocation  
of inventory

*Finally, leveraging on scale...*



*...is this all?*

Standardizing procurement through GPO leads to,



Efficiency



Increase patient access



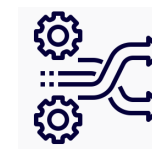
Transparency



More investment in  
healthcare system



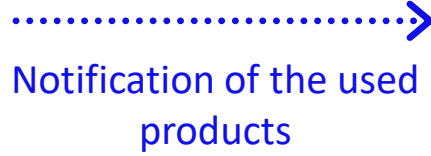
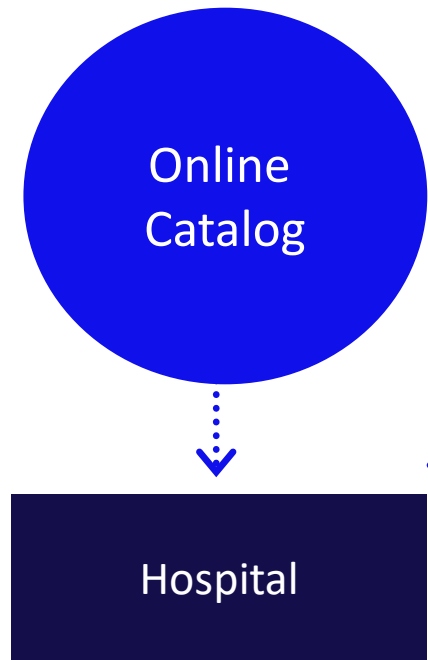
Promotes direct participation of  
multinational companies



Unlocks true potential of  
the country

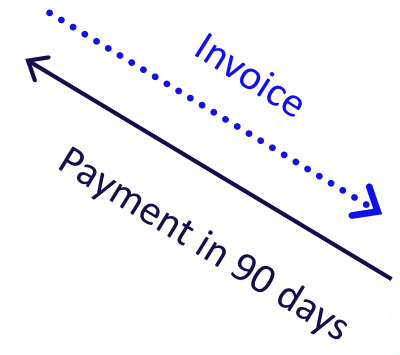
# How does it work?

E-Catalog

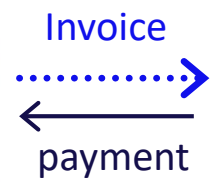


## ORDER & DELIVERY

## PAYMENT



**THE STATE SUPPLY OFFICE**  
"SMART PUBLIC PROCUREMENT"



Barkod : 00847536033566



Concerto - NV-5-20-HELIX - Concerto Bira.,

**Product Name** EMBOLIZAN KOIL, PERIFERIK, ANI.

**Company Name**

**Price**

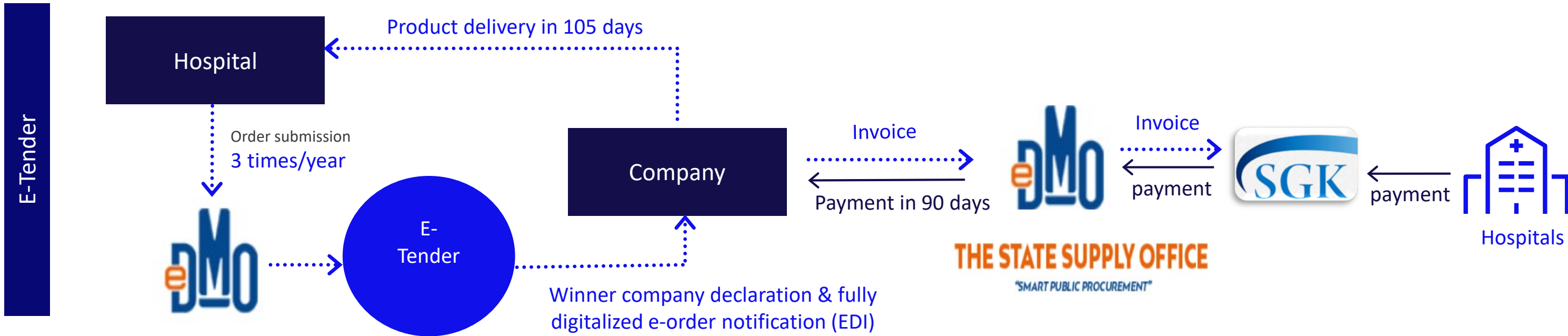
Product Detail	Purchase Information	Specification	ÜTS Information	Promotion Brochure	Comments
Per-patient Catalog					✓
Tender					—
Catalog					—
Agreement No					K1655
Agreement Start Date					26/08/2020
Agreement Finish Date					31/12/2022
Agreement Document					<a href="#">Download Document</a>
Request Period					It can be delivered at any time
Delivery Type					Single Delivery
Delivery Time					10 Day

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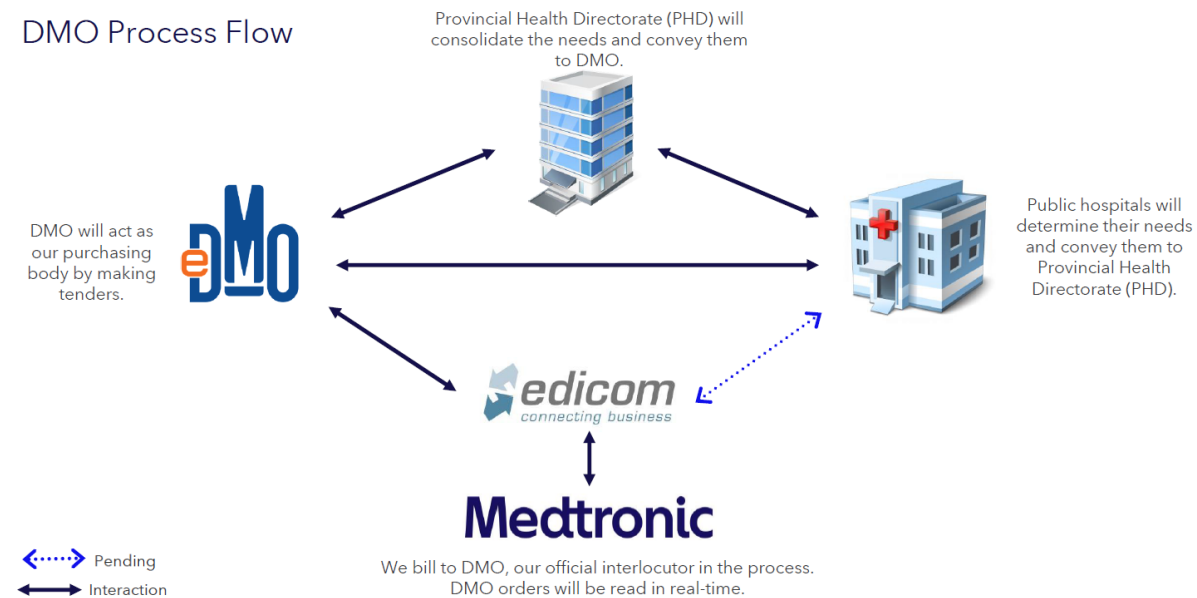
# How does it work?

## ORDER & DELIVERY

## PAYMENT



### DMO Process Flow



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Thank you