



**Strengthening India's Public Health
& Development Sectors**



About SAMS



SAMS is a premier multi-disciplinary management consultancy, exclusively focused on servicing the public health and development sectors. Possessing over 20 years of experience in providing best in class consultancy services in Recruitment, Payrolling/Third Party Outsourcing, Procurement and Supply Chain Management and Training & Capacity Building, SAMS services an enviable list of clients, including premier international and national non-profits, bilaterals and UN agencies. We also work in close collaboration with MoHFW, GOI and various state governments.

SAMS has unmatched prior experience of successfully executing projects in the public health and development sectors. We are grounded, understand the environment and are able to informally discuss, validate and tweak solutions, so that they are acceptable to government, donors and project partners. Head-quartered in Delhi, with operations spread across the country and offices in five states, SAMS has extensive reach into the remotest districts of India.

SAMS' Mission & Philosophy



We aspire to provide our clients with high quality, consistent, cost-effective and excellent services, recognized as industry benchmarks, for all the sectors in which we operate.

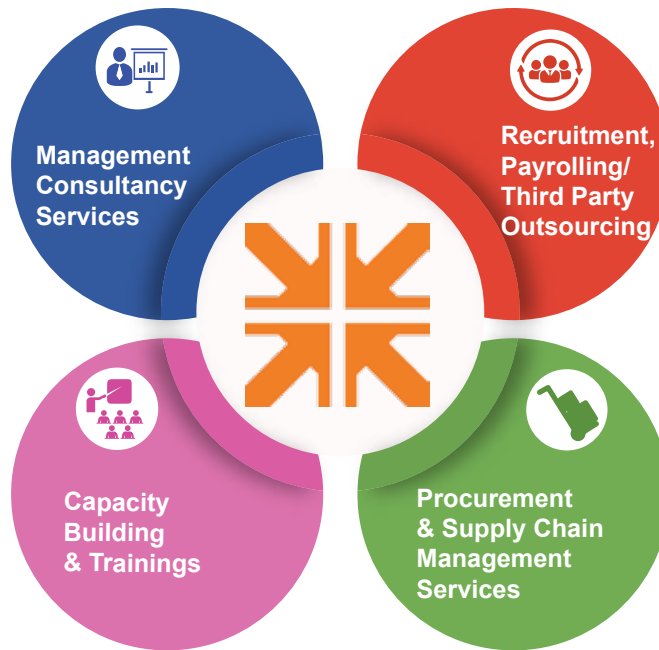
Our Strengths



- ▶ +25 years of rich experience as a multi-disciplinary consultancy service provider, with primary focus on the public health and development sectors
- ▶ Provider of best in class specialist recruitment services with unmatched reach and access to talent
- ▶ Filled +10,000 public health and development sector vacancies over the past 25 years; Database of +30,000 public health and development sector professionals and +500 empanelled experts from all thematic areas
- ▶ Successfully executed procurement processes for over Rs.1500 crores worth of drugs, equipment, works and services
- ▶ Unmatched reputation for Service Delivery
- ▶ In-depth understanding and full compliance with requirements of donors, GOI and state governments

What We Do

SAMS provides best in class consultancy solutions in the areas of recruitment, third party outsourcing, procurement and supply chain management and training and capacity building to the public health and development sectors.



Our Clients

act:onaid

Ashden
Sustainable solutions. Better lives.

BRLF
Bharat Rural Livelihoods Foundation
An independent society set up by the Government of India to upscale civil society action in partnership with Government

BBC MEDIA ACTION
TRANSFORMING LIVES THROUGH MEDIA AROUND THE WORLD

BRITISH COUNCIL

care

CDC

DFID
Department for International Development

EY
Building a better working world

FIND
Because diagnosis matters

fhi360
THE SCIENCE OF IMPROVING LIVES

giz
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

HelpAge India
Fighting isolation, poverty, neglect

ICRC

ihat

India HIV/AIDS Alliance

The Union
International Union for Conservation of Nature
The World Conservation Union

SEWEE SEWEE

Ministry of Health & Family Welfare
Government of India

NHSRC

NACO

National Leprosy Eradication Programme (NLEP)

POPULATION FOUNDATION OF INDIA

Pradhan Mantri Ujjwala Yojana

SightLife
Enabling the world to see

Save the Children
India

TATA TRUSTS

UNDP
United Nations Development Programme

unicef

UNFPA

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

WFP
World Food Programme

USAID
FROM THE AMERICAN PEOPLE

Ministry of Health & Family Welfare
Government of India

Vital Strategies

World Health Organization

water.org

1 Recruitment, Payrolling & Third Party Outsourcing



SAMS provides best in class, recruitment, talent sourcing and third party human resource management/ payroll solutions to the public health and development sectors. SAMS offers clients end-to-end recruitment solutions to meet their talent sourcing needs, apart from managing a wide array of HR functions, including payroll management, performance appraisal, attrition management, operations support and travel facilitation.

SAMS has successfully filled +10,000 public health and development sector vacancies over the past 20 years and is widely regarded and respected as India's premier recruiter, for these domains.

Services



Key Projects Delivered

INGOs and Premier Non-Profits

American Embassy/ CDC Atlanta, USA: Recruitment, selection and enrolment of cohort of 10-12 public health professionals annually, for the India Epidemic Intelligence Service (EIS) Program, modelled on US EIS Program, from 2012 to 2016.

CARE India: Recruitment assistance for filling vacancies for Technical Director - Health, Executive Director- Program Quality and Learning and other key, senior level vacancies with NRLM, BTAST and other projects.

FHI 360: Recruitment assistance for filling a number of senior level vacancies, including Project Director- Alive and Thrive Project, Team Leader- Health and Deputy Team Leader- Nutrition for MP Health Sector Reforms.

IUATLD (The UNION): Ongoing recruitment support for +10 years for Regional Director and Project Director and other key vacancies arising with the South-East Asia Office of this Paris-based scientific research organization focused on TB Control.

Government Projects

Foundation for Innovative New Diagnostics (FIND): Recruitment and payrolling of approximately 300 laboratory professionals across India, for the past five years for “Strengthening/Up-grading of 46 laboratories for the detection of MDR-TB cases in India, under RNTCP.” More than 50 staff are recruited annually.

Jharkhand Rural Health Mission Society, Government of Jharkhand (JRHMS): Recruitment of 64 positions (404 vacancies) for JRHMS, Government of Jharkhand from 2015-ongoing. Contract value worth Rs. 8.5 million.

Uttar Pradesh National Health Mission/India Health Action Trust (UPNHM/IHAT): Recruitment assistance for filling 2,035 State, Division, District and Block Level vacancies for State Health Society, National Health Mission, Uttar Pradesh (2015-ongoing). Selection process includes written tests, skill tests, final interviews and deployment of talent. Contract value worth Rs. 20 million.

UN Projects

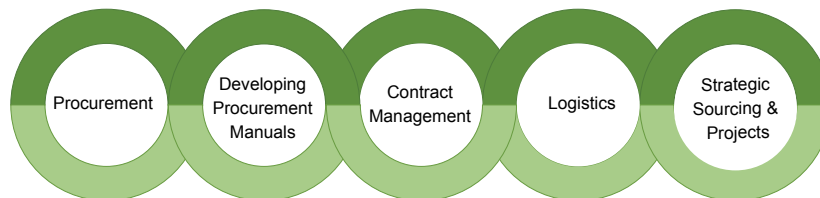
UNICEF: Ongoing LTA for Provision of Recruitment and Head-hunting Support 2013-2017. Responsibilities include recruitment of various NOC level posts-Communication Specialist, Health Specialist, etc. SAMS was earlier retained for provision of recruitment assistance for the competitive selection and appointment of more than 50 temporary fixed term appointment staff. **SAMS** was also engaged for recruitment of +150 social mobilizers integrating with the National Polio Surveillance Project (NPSP) in UP.

WHO Administered National Health Programmes: Conducted 14, large, nation-wide assignments for the selection and appointment of more than 800 medical professionals for the polio, tuberculosis and leprosy national health programmes facilitated by the World Health Organization (WHO).



SAMS is engaged in procurement of drugs, consumables, diagnostics, equipment, works and services for National AIDS Control Organization and for upgradation of Labs under the Revised National TB Control Programme. SAMS has achieved a rare distinction of being selected as the first private sector organisation as Procurement Agent for a National Health Programme under MoHFW, Govt. of India. Procurements are undertaken following World Bank Guidelines and General Financial Rules of Govt. of India, by an experienced team of specialists. E-procurement services have also been recently introduced for clients through MSTC. With this, SAMS endeavours a wider participation in the government public health programmes ensuring a high degree of transparency. SAMS, over the years, has accomplished a proven track record of delivering quality services.

Services



Key Projects Delivered

- ▶ SAMS has undertaken procurement worth Rs. 1400 + crores of drugs, equipment, diagnostic kits, medical supplies and other related services for National AIDS Control Organization (NACO), MoHFW, Gol. SAMS has been providing these services since October 2015
- ▶ On behalf of NACO, SAMS has identified consultants for Impact Assessment of ART Centres and outsourcing of Viral Load Testing services across the country
- ▶ SAMS has procured laboratory equipment, consumables, reagents, goods, works and services for use in IRLs / TB Laboratories across India on behalf of Foundation for Innovative New Diagnostics (FIND), India under Revised National Tuberculosis Control Programme (RNTCP) of MoHFW, GOI as their Procurement Agents and funded by The Global Fund. SAMS assisted FIND in setting up new BSL-3 Labs and LPA Clean Rooms besides upgrading the existing Laboratories with the latest equipment worth Rs. 150 Cr. and has been providing these services since November 2013
- ▶ SAMS has developed Procurement Manuals for National Health Programmes based on IBRD and World Bank guidelines

Supply Chain Management (SCM) Services

SAMS SCM Consulting is widely recognized as India's leading health care Supply Chain Management Consultancy, with an unmatched experience of over 100 consultant years of Inventory Management for Revised National Tuberculosis Programme (RNTCP), National Vector Borne Disease Control Programme (NVBDCP) and HIV-AIDS Control Programme (NACO), Universal Immunization Programme (UIP), and World Health Organization etc. Having worked in close collaboration with MoHFW, GOI, the sustainable supply chain strategies from SAMS has helped ensure uninterrupted supply of quality and safe drugs and commodities to the community, delivering value to the public health programmes across many states in India.

Services



Key Projects Delivered

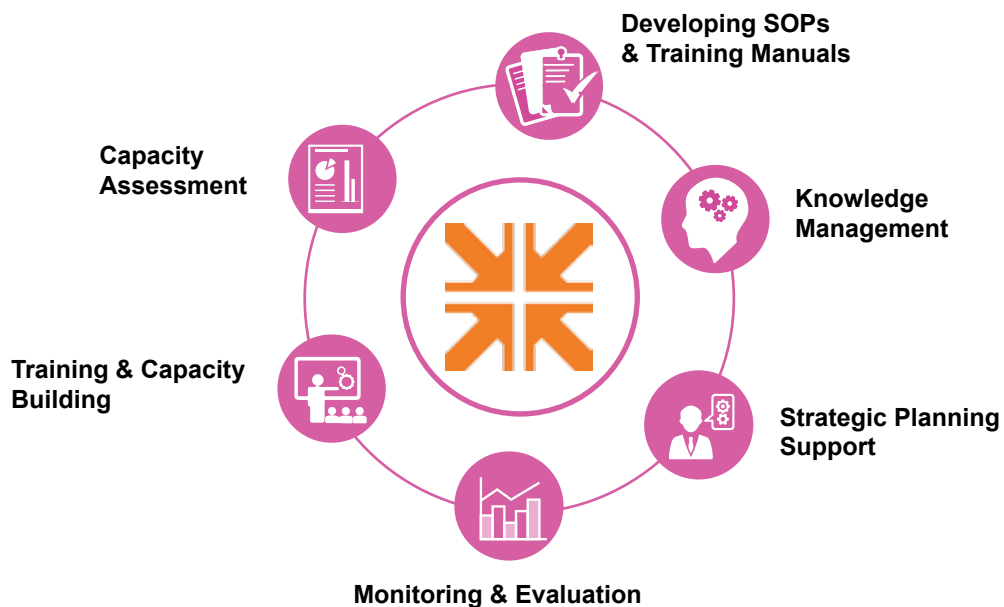
- ▶ Supply Chain Management through dedicated team for tracking, monitoring and managing uninterrupted availability and utilization of:
 - ◊ Anti-TB drugs for Revised National Tuberculosis Control Programme (RNTCP), MoHFW, Govt. of India (2000 – 2017)
 - ◊ Anti-Malarial drugs, diagnostics and other supplies for the National Vector Borne Disease Control Programme (NVBDCP), MoHFW, Govt. of India (from 2009 - 2013)
- ▶ Managed Supply Chain of ARV drugs, during the period 2007-2008, covering +150 ART Centres across the country under HIV/AIDS Programme for NACO
- ▶ Successfully conducted audit of DDT Supplies in 12 districts in 6 states under NVBDCP, to ensure rational use of such supplies
- ▶ Conducted Assessment of Cold Chain and Supply Chain of Vaccines under Universal Immunisation Programme for a Crown Agents / DfID awarded project, in 16 Districts, Regional and Zonal vaccine centres across State of Uttar Pradesh



Capacity Building approaches in the health and development sectors help deliver long-term impact in bringing about sustainable change, alongside learning and growth. With this belief strongly embedded at the centre of our development efforts, SAMS works towards imparting knowledge, providing technical and functional trainings and developing Standard Operating Procedures (SOPs) to help equip field staff with the right skill sets and develop abilities in them to strengthen the ground processes.

Till date, SAMS has worked pan India and trained nearly 40,000 resources deployed in the health and development sectors. SAMS made significant technology investments to initiate web-based service delivery models that leveraged real-time data updates and analytics from the healthcare workforce on the field. With strategic planning and implementation, the SAMS model of training and development helped take capacity building processes to the next level.

Services



Key Projects Delivered

- ▶ Developed Standard Operating Procedure (SOP) & Training Manuals for Drug Logistics and Inventory Management of anti TB Drugs followed with Pilot Trainings for finalisation of these SOPs
- ▶ Conducted regular trainings of Medical Professionals, Pharmacists and other Officials engaged in inventory management of anti TB Drugs under RNTCP at the Centre, State and Zonal levels since the Year 2005 upto 2014
- ▶ Developed Standard Operating Procedure (SOP) and Training Manuals for Supply Chain Management of Anti-Malarial Drugs for the State and District Malaria centres under NVBDCP
- ▶ Conducted Training and Capacity Building activities under NVBDCP for State, District and Primary Healthcare Centres across 10 states during the period June 2009 to December -2013 under funding by World Bank and in 7 North-Eastern States of India, in the year 2014-15 under funding by The Global Fund
- ▶ Worked in collaboration with Ernst & Young (EY, India) during 2015-16 for a UNDP Initiative on Manpower Deployment, Management and Capacity Building of Government staff handling cold-chain and vaccine logistics across 11 states of India viz. Rajasthan, Madhya Pradesh, Uttar Pradesh, Gujarat, Chhattisgarh, Bihar, Jharkhand, Orissa, Assam, Manipur & Nagaland (Phase I and II)
- ▶ Engaged by UNDP to provide Recruitment, Payrolling and Training Management Services for eVIN project in East & North-East Zones of the country comprising of 4 states in East Zone and 8 States in North-East Zone (Phase III). This project aims to support Universal Immunization Programme (UIP), by providing real time information and availability of vaccine stocks at the desired temperature control across all cold-chain points in the country
- ▶ SAMS is exploring possibilities to contribute and strengthen efforts towards achieving the vision of a 'Skilled India'. We are poised for multi-level engagement with central ministries, state governments, international organizations, industry and NGOs for impactful skill up-gradation



SAMS Management Consultancy Services offers a client service based consultancy model that offers 360-degree management solutions that help in minimizing risks and streamlining operations seamlessly. We combine Management Services with the latest technology that help our clients to improve and sustain their capabilities to attain their targets and goals.

Services



Key Projects Delivered

- ▶ We have served many vital National Health Programmes and provided time-tested solutions and assistance in post procurement reviews and financial management; profit planning, project administration and project management
- ▶ For rationalization of storage space, SAMS conducted Stores Management Review for World Health Organization (WHO), SEARO Office, New Delhi
- ▶ Facilitated due diligence, financial and programmatic reviews to appoint 19 Sub-recipient organizations for a large HIV-AIDS programme funded by the Global Fund
- ▶ Assisted in Integration of Administrative reforms and monitoring and evaluation of various programmes for Save the Children organization
- ▶ Facilitated Programme Monitoring and development of dashboards for decision support in the UNDP-EY project for Universal Immunization Programme. Additionally provided Medical and Health Insurance facilities and claim disbursement to all the staff employed at the district and state levels in the project
- ▶ Organized Annual Review Meetings for +150 delegates from different parts of the country, (government national and state health offices) for over 3-4 days for RNTCP, in different states

SAMS Foundation

Established with the objective of aiding, assisting and financing community-led development, SAMS Foundation undertakes projects and programmes in the public health, development and corporate social responsibility sectors.

Key Focus Areas

- 01 Promoting and strengthening healthcare in India
- 02 Poverty alleviation in line with Millenium Goals
- 03 Gender equality issues and women's empowerment
- 04 Charitable initiatives to support widows, orphans and people in distress
- 05 Promoting Education and Research

Our Team

SAMS has a rich culture of successfully delivering projects. The credit goes to our amazing team. We have a rich pool of technical consultants who have required skills and expertise to handle any project with exceptional success. Our core team includes:



Chartered Accountants with more than 25 years of experience



Procurement and SCM Specialists with decades of exposure to Procurement & SCM



Public Health Specialists, Medical Consultants and Development Sector Professionals with extensive exposure to Health Systems, National Health Programmes and Development initiatives



Training and Capacity Building Professionals with hands on experience in developing organisational capacity, with emphasis on design and delivery of Capacity Building programmes



HR Specialist with +25 years of unmatched experience in Recruitment & Payrolling for the Public Health and Development sectors

Strategic Alliance Management Services Pvt. Ltd.

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