



CDI

Connecting the Dots Initiative
African manufacturers coming to Africa's aid



CONNECTING THE DOTS INITIATIVE (CDI)

AFRICAN MANUFACTURERS COMING TO AFRICA'S AID

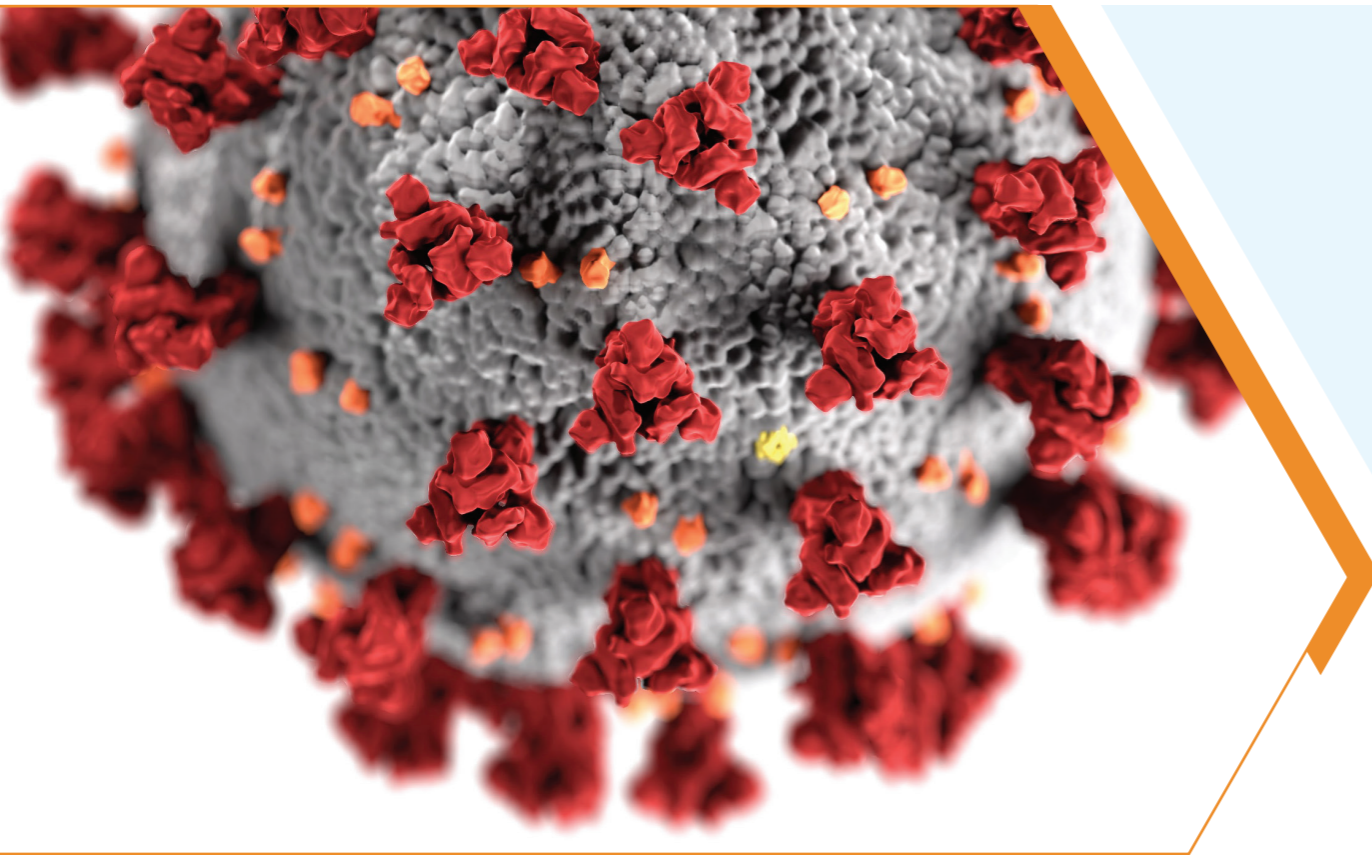
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CDI OBJECTIVES

- 1 The CDI platform connects manufacturers or suppliers of healthcare and pharmaceutical products needed on the continent to institutions and organisations that would serve as Off Takers.
- 2 The CDI platform aggregates demand and supply of essential COVID-19 products at an optimised price.
- 3 The CDI platform allows suppliers to list the products they are able to supply, the price, lead time and their location hence helping the Off takers in making informed decisions

CDI BACKGROUND

The supply chain for PPEs, Diagnostic equipment, pharmaceuticals and other clinical products needed to respond to the COVID-19 pandemic has been severely disrupted due to global travel restrictions and has severely impacted the ability of many African countries to access products from their usual suppliers. While this creates an opportunity for local manufacturers and distributors, the lack of information of what is needed when, where and who can supply it has hindered cost effective procurement and the resulting defragmented market has not helped suppliers with repurposing and long-term planning.

The Connecting the Dots Initiative (CDI), an initiative launched by DFS Africa and its consortium of partners, as an immediate response to the COVID-19 pandemic is a robust technology platform that aggregates the demand and supply of the much-needed products

required to combat the COVID-19 pandemic. It is designed to connect African manufacturers or suppliers of all the essential products needed on the continent to institutions and organisations that serve as Off-takers/buyers on the Continent and beyond.

The CDI approach to making medical supplies available to buyers comprise the engagement of African manufacturers with production capabilities to meet COVID19 essential supplies. The platform equally supports African manufacturers who are in the process of repurposing existing manufacturing facilities with a view to meeting the demand for specific COVID-19 products.

The CDI serves as a unique interface which enables procuring organisations to easily identify available suppliers on the CDI platform and place their orders, taking advantage of the versatile options that underpin the platform.

WHAT MAKES CDI UNIQUE

The CDI platform is designed to ease the procurement challenges encountered by African governments, Institutions and NGOs seeking essential medical products needed to respond to the COVID-19 pandemic.

The CDI is an African solution to the challenges posed by the COVID-19 pandemic. The platform has fully embraced the African manufacturing base making CDI 100% African. This is why the platform is supported by all the manufacturing associations on the continent. The aim of the CDI is to leverage Africa's manufacturing capabilities to proffer solutions to challenges posed by COVID-19 in Africa.

The CDI serves as a unique interface which enables procuring organisations to easily identify available African suppliers and manufacturers to fulfil their orders, thereby taking advantage of the economies of scale that underpins the platform.



FEATURES OF CDI

The CDI through its underpinning algorithm streamlines the procurement processes and delivers medical products, life-saving clinical management products, personal protective equipment (PPE), diagnostic test kits, as well day-to-day items needed across Africa in a user-friendly format. Here are some of the features that makes CDI so efficient:



Explore each category of product through a **real-time dashboard** that informs both the supplier and the buyer about the number of products that are available on the platform. The dashboard automatically recalibrates itself after every purchase to provide users with real-time information on availability of products.



Procuring institutions find the **trend analysis feature** of the CDI so compelling because it forecast both demand and supply of COVID-19 essential products. This feature helps the manufacturer to forecast production volumes, while the feature helps the buyer to secure products at optimized prices.



CDI platform supports **ease of bank payment**. The CDI platform facilitates transactions across Africa with the support of all major banks and finance institutions on the continent. The platform allows buyers and off-takers access to **access credit financing** for their orders.



CDI platform ensures safety of transactions via several **risk mitigation strategies** like **Third party verification systems, central processing systems, local currency enabled settlements, central counterparties** and **logistical efficiencies**.



CDI is a **supply aggregation** platform. This platform consolidates all supplier and manufacturer information across the continent for each product. This ensures that all buyers/off-takers who purchase essential medical supplies through the platform will procure at an optimised price, no matter the quantity of your purchase.



CDI is a **demand aggregation** platform. This platform supports pooled procurement by combining the orders of several buyers into a single entity so that suppliers and manufacturers across Africa have access to a bigger market.



CDI platform supports **ease of logistical support** from Africa's leading logistics companies. The CDI platform is in partnership with the leading logistics providers on the African continent; hence these partnerships allow us to serve every major city in the continent using the most efficient supply chain network.



Repurposing and retooling of Africa's manufacturing capabilities to produce COVID-19 essential products is a core feature of the CDI. Through the CDI African manufacturers have access to technology partnerships and access to credit financing that leverages decades of expertise, to quickly, efficiently and sustainably produce the personal protective equipment (PPE) at the speed and quality that is needed.

CDI PROCUREMENT PROCESS

The CDI streamlines the procurement process by ensuring product availability is validated against accredited standards. Coupled with our world class logistics and transaction partnerships, this platform offers buyers and off-takers a hitch free procurement experience.



WHAT CDI OFFERS (TO SUPPLIERS AND BUYERS)

DEMAND AND SUPPLY AGGREGATION

The CDI platform is unique for both buyers and sellers because the platform is re-imagined for efficient supply chain and logistics support. The repurposing/retooling components of the platform ensures that existing manufacturing facilities on the continent can continue to produce the volume of products that will make Africa self-sufficient.

The CDI platform has established partnerships with manufacturers and suppliers across Africa and this allows the platform to aggregate demand and supply of products in a way that ensures optimal pricing. The platform is in constant engagement with manufacturers and suppliers with the view of improving the supply pool and meeting demand for COVID-19 products at optimised cost.



MAINTAINS WHO AND GLOBALLY RECOMMENDED PRODUCT STANDARDS

This platform recommends standards to off takers, finalize sales, finance and advise local manufacturers and smoothen the logistic process for each procurement. In essence, the CDI ensures there is a seamless procurement process to access essential COVID-19 products.

- On-boarding process ensures only standardised products are uploaded to the platform.
- World Health Organisation (WHO) Standards and Supplier warranties are built into the agreement with suppliers and manufacturers.
- We engage 3rd party verification service to ensure standards are met.

SUPPLY CHAIN RE-IMAGINED

1 The CDI platform supports African governments, Institutions and institutional healthcare providers to source essential COVID-19 products and equipment, in the most efficient manner.

2 CDI partners with institutions at all levels to support the COVID-19 response teams with sourcing, procurement, and distribution of essential medical products and equipment.

3 CDI support suppliers who manufacture COVID-19 products with access to grants and loans that can enable African manufactures to repurpose/retool their existing facilities.

4 CDI support African suppliers who have arrangements with foreign suppliers to deliver COVID-19 products to scale their supply capabilities by providing access to new markets.

LOGISTICS RE-IMAGINED

The CDI optimises the logistics process by ensuring product availability and supply is delivered through four efficient steps.

- 1** Regional based demand and supply. Through the algorithm underpinning CDI, the platform can inform buyers about the most efficient pricing for each product in that region of Africa.
- 2** Government procurement and certain volumes of procurement are delivered through cargo and freight arrangement. The CDI platform is in partnership with all the leading logistics providers on the African continent; hence these partnerships allow us to serve every major city in the continent using the most efficient supply chain network.
- 3** Repurposing production capabilities to meet regional demands. The CDI through its underpinning algorithm can forecast demands for products in each region on the continent. This information allows the platform through its partnerships to identify manufacturing companies in each region that can be repurposed to meet regional needs.
- 4** The CDI logistics and transaction experience is designed in a way that ensures that suppliers and off-takers/ buyers have a hitch free procurement experience.



HOW CDI SUPPORTS MANUFACTURERS THAT ARE REPURPOSING OR RETOOLING

During these unprecedented times, it's critical for medical professionals and the public, to have the appropriate protective gear they need to remain healthy and safe. CDI in partnership with global technology companies is supporting African manufacturers to repurpose their manufacturing capabilities to fully-functional Industry 4.0 solutions.

The CDI has partnered with global technology providers that can support African manufacturers with raw materials and machines required for

product manufacturing. Through the CDI African manufacturers can leverage on decades of expertise, to quickly, efficiently and sustainably produce the personal protective equipment (PPE) at the speed and quality that is needed.

The CDI platform is committed to supporting African manufacturers to repurpose existing manufacturing practices or facilities to meet the demand for the priority products needed to combat COVID-19 especially.



PRODUCT CATEGORIES

The CDI platform carries the following products that has been highlighted as critical in the fight against COVID-19. For the exhaustive list of all the products available on the CDI platform, please visit the website.

1 Personal Protective Equipment

- a. N-95 Masks
- b. N95 Respirator / FFP1, FFP2 and FFP3
- c. KN-95
- d. Surgical Face Mask
- e. Self-Contained Breathing Apparatus
- f. Full Face Respirator
- g. Full Length Face Shield / Visor
- h. Disposable Isolation Gown
- i. Medical Isolation Protective Clothing with Sealer



2 Swabs

- a. Plain swabs without tube with wooden stick and cotton tip non-sterile CE marked supplied
- b. Plain swabs without tube with wooden stick and cotton tip sterile CE marked
- c. Plain swabs without tube with polystyrene stick and viscose tip EO sterile CE marked
- d. Plain swabs without tube with polystyrene stick and viscose tip non-sterile CE marked



3 Diagnostic

- a. Reagents: REAGENTS/Ready to use RNA Reagents
- b. Reagents: REAGENTS/PCR REAGENTS/ PCR MasterMix
- c. Reagents: REAGENTS/PCR REAGENTS/ DNA Polymerase
- d. Reagents: REAGENTS/PCR REAGENTS/ Serological Assays
- e. Reagents: REAGENTS/PCR REAGENTS/ Molecular Assays



- f. Digital Thermometer
- g. Electronic Ear thermometer
- h. Forehead Infra-red Thermometer
- i. Plastic Strip thermometers
- j. Pacifier Thermometer



4 Clinical Management

- a. Ventilators
- b. Oxygen Concentrators
- c. Patient Monitors

5 Infection Prevention

- a. Alcohol based sanitiser
- b. Alcohol Gel Hand Sanitizer
- c. Germicidal hand sanitizer
- d. Disinfection Wipes 75% Alcohol Wipes



6 Pharmaceuticals

- a. ARVs
- b. Anti-malarials
- c. Antihypertensives
- d. Anti-diabetics
- e. Antibiotics,
- f. Vitamins
- g. Analgesics





BUYING & SELLING ON AFRICACDI.COM

HOW TO SELL ON CDI

- 1 Go to <https://www.africacdi.com/sourcing> and click on 'Sell Your Products'
- 2 A form is displayed that allows you to upload your product details
- 3 Once you've uploaded your products, the CDI team will be in touch within 24 hours to complete the onboarding process for your company

HOW TO BUY ON CDI

- 1 Search for products on the home page www.AFRICACDI.com or select any category of product you are interested in
- 2 Click Place Order. A form opens up that asks for some key information on the order
- 3 The CDI team receives your order and will be in touch within 24 hours to process your order

WHY USE CDI FOR YOUR PROCUREMENT

CDI is recommended as Africa's preeminent procurement platform for medical devices and pharmaceutical products for several reasons. The platform functions as a **Demand and Supply Aggregator** that aims to further African manufacturing interests for Africa's use. In addition to aggregating market opportunities for African manufacturers and increasing business, the platform enables manufacturers to maximise production capacity based on an accurate view of the demand trends. The CDI **trend analysis feature** provides accurate information if there is a need for manufacturers to repurpose their facilities to manufacture new products and supply new markets.

Through its **real-time dashboard** that informs both the supplier and the buyer about the number of products that are available on the platform, the platform offers African governments, health institutions and NGO's across the continent to procure COVID19 essential products at competitive prices.

CDI affords institutions and entities procuring small quantities of products the same opportunities it affords countries and large organisations through its **pooled procurement** algorithm; thus, combining the orders of several buyers into a single entity so that suppliers and manufacturers across Africa

have access to a bigger market at an optimised price.

At the core of the transaction experience on CDI is the principle of **ease of bank payment**. The platform is in partnership with all the major banks and finance institutions on the continent, thereby ensuring ease of transactions and the right **access to credit financing** across Africa.

By eliminating the complexities around product delivery and logistics, the CDI platform has resolved one of Africa's biggest challenges. In order to make **ease of logistical support** a reality, the CDI platform has formed an alliance with Africa's leading logistics companies; thus, these partnerships allow us to serve every major city in the continent using the most efficient supply chain network.

Finally, in order to ensure that Africa maximises this opportunity of attracting technological improvements and investments into its manufacturing sector, the CDI has made supporting African manufacturers to efficiently **repurpose and retool** their manufacturing capabilities a core feature of the platform. Through the CDI African manufacturers have access to technology partnerships and access to credit financing that leverages decades of expertise, to quickly, efficiently and sustainably produce products that are essential to the continent.



CONTACT US

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DFS ADVISORY SERVICES

DFS Africa

THINK TALK REALIZE

DFS Africa is a platform dedicated to connecting projects and businesses in Africa to the right financing sources globally.

Our principals have a combined 50+ years experience of advising National Governments and Global Multinational Corporations in delivering Socio-economic and sustainable benefits across sectors such as Energy, Infrastructure, Technology and Agriculture.

WE ARE

DFS Africa provides expert support to individuals and organizations. We support our clients to implement growth strategy, unlock value from their operations and assets, as well as realize benefits from complex projects.

Our range of investment and business advisory services include:

- Project & Infrastructure Financing
- Advisory Services to Private Equity Management Firms
- Strategic Advisory Services
- Financial Restructuring
- Private Placement of Debt and Equity
- Merger & Acquisitions Advisory Services
- Valuations and Fairness Opinions

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