

Mission : International NGO

Project : Infant Incubator

Time Period : April 2016

Location : Ghana

Contract Value : USD 84,000+



International Procurement Agency
Reliable Supply Chains

Professional Staff Allocated

Barry Kroon – Managing Director (USA)

Charlie Thian – Project Coordinator (USA)

Eric Miller – Project Coordinator (USA)

IPA partnered with the international NGO to source and deliver infant medical equipment for facilities in Ghana.



Planning: IPA reviewed the equipment requested by the NGO and researched alternative product options that best suited the program budget. In order to offer additional savings, we assessed and suggested several delivery methods with variable costs, transit times, and delivery points for the NGO's consideration.



Procurement: The final product list was confirmed for infant incubators, autoclaves, and hemoglobin test strips. IPA then worked with manufacturers of medical equipment to determine the necessary components and accessories for the incubators. After auditing several options, we were able to offer a custom unit including: a double wall hood, adjustable unit height, baby weighing system, x-ray cassette trays, and LED photo capabilities. By purchasing the units and optional accessories together, we were able to extend exclusive discounts for product bundling.



Pre-Shipment Services: IPA inspects each unit to ensure quality and compatibility within the end-user environment. For equipment requiring power supply this includes plug style and voltage/ Hertz requirements. After products are approved, our warehouse professionals package consignments for export.



Logistical Solutions: IPA recommended Sea Freight as the mode of transit for this consignment. Given the large volume and lenient delivery timeline, Sea Freight presented a solution that preserved the project budget while maintaining determined deadlines.



After-Sales Support: After delivery, IPA supports manufacturer warranty coverage in case of unforeseen damages. We also facilitate routine re-orders for items like blood test strips, latex gloves, and other medical consumables.

