

Optimizing Health Supply Chains in LMICs with Machine Learning: A Case Study in Sierra Leone

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Abstract This chapter overviews the challenges in pharmaceutical supply chains 5 (PSCs) in Low- and Middle-Income Countries (LMICs), with a focus on Sierra 6 Leone. Furthermore, it describes how traditional supply chain optimization strate- 7 gies can be used to improve performance of PSCs in Sierra Leone. Finally, it 8 describes the significant potential for using machine learning in this framework 9 for effective demand forecasting. We highlight challenges such as limited data 10 availability, the need to ensure equitable distribution, as well as the potential for 11 transfer learning to address some of these challenges.

Keywords Global health · Machine learning · Healthcare supply chains

1 Introduction

According to the World Health Organization (WHO), nearly 2 billion people in the world lack access to essential medicines. Stockouts of essential medicines present a barrier to universal health coverage in Low- and Middle-Income Countries (LMICs), potentially leading to increased avoidable morbidity and mortality, 18 economic losses, and poverty (World Health Organization et al., 2017).

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¹ Target 3.8 of the UN Sustainable Development Goals (SDGs).

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Maximizing access to essential medicines requires well-functioning supply chain 20 systems capable of optimally allocating limited supplies to healthcare facilities in 21 alignment with their demand. Inefficiencies in healthcare supply chains can result 22 in stockouts, expired products, delayed deliveries, and other issues that jeopardize 23 people's lives and well-being; furthermore, medicine shortages have the potential to 24 encourage illicit trade of medicines between government hospitals, drug importers, 25 and retailers (Humanitarian, 2012).

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Supply chain management has been a well-studied topic in operations man- 27 agement, and there has been interest in applying these techniques to improving 28 healthcare supply chains. For example, previous studies have explored how to 29 reduce costs and improve care in the healthcare industry through lessons learned 30 from the retail industry in the US (Agwunobi and London, 2009). However, a 31 number of unique challenges make it difficult to apply existing strategies to supply 32 chains in LMICs; Project Last Mile—a project aiming to adapt The Coca-Cola 33 Company's supply chain optimization techniques to improve the availability of lifesaving medicines in LMICs—has found that translating existing strategies is not 35 straightforward (Linnander et al., 2017, 2018).

In this book chapter, we describe the challenges facing pharmaceutical supply 37 chains in LMICs, with a case study focusing on Sierra Leone, one of the poorest 38 countries in the world (Worldbank, 2022). One of the key challenges in optimizing the pharmaceutical supply chain in Sierra Leone is the high rate of missing data, 40 likely a consequence of low digital penetration and heavy reliance on manual 41 data entry. The unreliable data poses challenges for existing demand forecasting 42 methodologies, which make strong assumptions about data availability.

Machine learning has proven to be an effective, general-purpose prediction 44 methodology for high-dimensional data; accordingly, there has been a great deal 45 of interest in leveraging machine learning for demand forecasting (Ban and Rudin, 46 2019). We describe how a specific form of machine learning called *transfer learning* 47 (Bastani, 2021) can be applied to demand forecasting pharmaceutical supply chains 48 in LMICs. In particular, it addresses the challenge of missing data by combining 49 data across different locations. Intuitively, this strategy can obtain accurate forecasts 50 even in locations with a large amount of missing data by leveraging trends from 51 similar locations with more complete data. Our recent work in this direction has 52 demonstrated the promise of transfer learning for optimizing the pharmaceutical 53 supply chain in Sierra Leone (Chung et al., 2023).

We begin by surveying the challenges facing pharmaceutical supply chains in 55 developing countries (Sect. 2), with Sierra Leone as an in-depth case study (Sect. 3). 56 Finally, we describe how a combination of supply chain optimization and machine 57 learning can be used to improve supply chain performance (Sect. 4).

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Optimizing Health Supply Chains in LMICs

Pharmaceutical Supply Chains in Developing Countries

In this section, we survey the key challenges in optimizing healthcare supply 60 chains in LMICs compared to more traditional retail supply chains, focusing on 61 pharmaceutical supply chains (PSCs) (Agwunobi and London, 2009; Privett and 62 Gonsalvez, 2014; Yadav, 2015; Yadav et al., 2010):

Limited Data and Lack of Technology Historically, the absence of data collection 64 technologies is a central problem for PSCs in developing countries (Yadav et al., 65 2010). In particular, information sharing (Aviv, 2001) and access to accurate 66 demand data (Cachon and Fisher, 2000) are often infeasible in LMICs. As a 67 consequence, there is heavy reliance on manual demand forecasting. Unfortunately, 68 manual forecasting can be ineffective (Yenet et al., 2023) since accurately estimating 69 market size is challenging due to limited knowledge about the population (Levine 70 et al., 2008).

Recently, information sharing and data collection technologies have increased 72 in prevalence, as state governments have realized their importance (Bastani et al., 73 2021; Wong et al., 2023; Saha et al., 2022). However, Saha et al. (2022) points out 74 that challenges such as lack of digital literacy can reduce the effectiveness of these 75 technologies on improving PSCs. For instance, Lugada et al. (2022) finds that in 76 Uganda, despite an emphasis on digitalization, many nodes in their PSC still rely on 77 manual data entry, which can lead to data loss and limit information sharing.

Ineffective Regulatory Agencies A reliable and efficient PSC requires an effective 79 regulation. However, in LMICs, regulatory agencies are often limited by issues such 80 as lack of resources and limited organizational capacity (Yaday, 2015). Regulatory 81 agencies for PSCs in African countries also tend to focus on registration of 82 medicines, neglecting supervision of PSCs (Tetteh, 2009).

Government-Operated Supply Chains In developed countries, patients typically 84 access medicines through retail or hospital pharmacies, which are supplied by 85 a network of private distributors and wholesalers. In contrast, in many LMICs, 86 government-operated PSCs remains the dominant approach. The public nature of 87 these PSCs can pose challenges such as lack of accountability, the bullwhip effect, 88 and limited incentives.

Lack of accountability stems in part from the limited power of regulatory 90 agencies described above. It can be exacerbated by the complexity of PSCs; a study 91 across 13 African countries finds that on average, their distribution model involves 92 three tiers and a large number of stakeholders at each tier (Wong et al., 2023; Lu 93 et al., 2011). This complexity can lead to a lack of accountability among actors 94 in the supply chain (Wong et al., 2023); for instance, each actor may attribute the 95 inefficiency or failure of the supply chain to others (Yaday, 2015). The limited 96 data availability discussed above can also exacerbate lack of accountability, since 97 it makes it difficult to create measurable performance metrics, thereby hindering the 98 ability to hold actors accountable.



Coordinating different actors in public PSCs can also be more challenging. For 100 instance, while contracts can be used to facilitate coordination (Cachon, 2003), 101 these contracts are difficult to leverage in public PSCs since limited regulatory 102 power can make it difficult to ensure compliance (Yadav et al., 2010). The lack of 103 coordination can contribute to the bullwhip effect (Yadav, 2015; Wong et al., 2023), 104 which exacerbates the mismatch between supply and demand and further decreases 105 access to medicine.

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Finally, incentives are not always aligned for public PSCs. Political leaders 107 typically have many priorities competing for their attention, and may be more 108 eager to invest in tangible capital projects than in operating expenses such as truck 109 maintenance or driver salary (Yaday, 2015; Adebisi et al., 2022). Similarly, in the 110 public sector, penalties for failure often significantly outweigh rewards for success, 111 which incentivizes a conservative approach that maintains the status quo (Ostroff, 112 2006). Even when there is a desire to improve PSCs, doing so can be difficult since 113 it often requires skilled labor that may be in short supply (Radnor and O'Mahoney, 114 2013). Furthermore, changes can pose risks to many stakeholders, necessitating 115 coordination and approvals from all relevant parties.

Long Resupply Interval In contrast to retail supply chains, which tend to have 117 high frequencies of shipments, lead times in PSCs are typically long due to the 118 complex processes that occur at each level of the PSC, often to fulfill regulatory 119 requirements (Yadav et al., 2010). As a consequence, replenishment may only occur 120 every few months, meaning health facilities must accurately forecast demand over a 121 long time horizon, which can be noisy and difficult.

Limited Human Resources and Distribution Points Medications and medical 123 supplies must typically be dispensed at designated locations, due to the need for 124 proper storage facilities; these sites can be limited due to the costs associated 125 with proper storage. Furthermore, in many cases, only qualified pharmacists are 126 permitted to dispense medicines, but qualified pharmacists tend to be scarce in 127 LMICs. Finally, different nodes in PSCs such as distribution centers and warehouses 128 often require skilled staff to operate, and these staff can be in short supply (Yadav 129 et al., 2010).

Potential Solutions Many efforts have been made to enhance PSCs in LMICs to 131 increase access to essential medicines (e.g., Alayande et al., 2016; Chandani et al., 132 2014; Daff et al., 2014; Seidman and Atun, 2017; Lesego et al., 2023; Vledder et al., 133 2019). Importantly, improving integration and coordination along components of 134 the PSC has proven to be an effective strategy across multiple African countries 135 (Chandani et al., 2014; Mueller et al., 2016). Despite this progress, there remains 136 a significant need for more powerful data-driven tools that integrate with existing 137 data systems and operational processes to manage various stages of distribution. In 138 the remainder of this chapter, we describe the limitations of existing approaches in 139 the context of a case study on Sierra Leone, and discuss the potential for machine 140 learning to address some of these challenges.

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Case Study: Sierra Leone

In this section, we describe some of the challenges facing the pharmaceutical 143 supply chain (PSC) in Sierra Leone, based in part on our own discussions with 144 government officials. Sierra Leone is one of the five poorest countries in the 145 world (Worldbank, 2022). The average life expectancy at birth is only 60.8 years, 146 significantly lower than the global average of 73.3 years (WHO, 2020). The child 147 and maternal mortality rates are also among the highest in the world (Carshon- 148 Marsh et al., 2022).²

In 2010, the country launched the Free Healthcare Initiative (FHCI) to provide 150 free health care service and medicines for pregnant women and children under 151 five. The National Medical Supplies Agency (NMSA),³ a part of the Ministry 152 of Health and Sanitation (MoHS), was established to be responsible for ensuring 153 the transparent, cost-effective and timely availability of medical supplies and free 154 healthcare products to every public health facility. However, as of 2019, only 39% 155 of the country has achieved universal health coverage in Sierra Leone (Higgins 156 et al., 2023). The NMSA has been facing difficulties in allocating limited supplies 157 of essential medicines to over a thousand health facilities across the nation. Because 158 of unstable and insufficient supplies, digital immaturity, and technical challenges of 159 demand prediction with limited data, the NMSA currently uses an Excel-based tool 160 to decide the allocation, which is labor-intensive and prone to errors. In 2022 Q1, 161 42% of the needs across health facilities in the country remained unfulfilled.

Essential Medicines Allocation in Sierra Leone *3.1*

Allocation Problem The NMSA allocates essential medicines to health facilities at 164 the beginning of each quarter. They follow a two stage, centralized push system. The 165 allocation is first sent from central government to district first, and then delivered 166 to local health facilities. Each quarter, they allocate around 70–100 free health 167 care products (specifically for women and children under five), depending on the 168 availability of stock and the quantity of medicines donated. Most of the products 169 have a shelf life longer than the lead time.

Health facilities in Sierra Leone are categorized based on the district and the 171 facility type. There are a total of 16 districts, and three types of health facilities— 172 including District Medical Stores (DMS), District Hospitals (DH), and Western 173 Area Hospitals (WAH). Before the allocation is performed, each district puts in a 174 request for how much medicine they need for the next quarter, typically based on 175 their 3 month rolling average of historical demand. DMSs are further categorized 176

² Maternal mortality rates was 510 deaths per 100,000 livebirths; child mortality was 31.1 deaths per 1000 livebirths respectively.

³ Established and evolved from the National Pharmaceutical Procurement Unit (NPPU) in 2017.



into four sub-types: Community Health Centers (CHC), Community Health Posts 177 (CHP), Maternal and Child Health Posts (MCHP), and Clinics.

Allocation Strategy Once the NMSA has received all of the requests, they first 179 decide the percentage of total stock at their central warehouse to send to each of 180 the three facility types (e.g., 70% to DMS, 15% to DH, and 15% to WAH). The 181 percentage depends on various factors, most notably, whether the product is only for 182 hospital use. Second, the NMSA decides the proportion of the first stage calculation 183 to allocate to each district. For example, if the proportion for DMS at district A is 184 10%, then this DMS at district A will receive a (total stock) \times 0.7 \times 0.1 quantity. 185 This proportion is chosen based on the product type, district population, and the 186 district's request. Finally, the NMSA will deliver the first mile allocation to all the 187 districts. Each district will complete the last mile to the health facilities based on the 188 product and facility types.

As of the beginning of 2023, the entire process is performed based on a complex 190 Excel tool. While Sierra Leone started using District Health Information Software 191 2 (DHIS2) (Braa and Muquinge, 2007) to manage health data—including con- 192 sumption and stock balance—in 2019, the NMSA has had difficulty incorporating 193 this data into their Excel tool to better inform their allocation decisions. As a 194 consequence, the Sierra Leone government could significantly benefit from a new 195 system that enables efficient, data-driven essential medicines allocation.

Challenges 3.2

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To develop a more efficient allocation strategy rooted in real needs, we have been 198 working closely with Sierra Leone government officials to better understand the 199 situation they are facing. Here, we summarize several of the key challenges we have 200 identified; these challenges pose methodological challenges, necessitating novel 201 solutions to achieve efficient allocation.

Truck Capacity and Transportation Since the total number of trucks budgeted to 203 deliver medicines is usually insufficient, the NMSA schedules deliveries at different 204 dates for each district. This schedule needs to incorporate political constraints; for 205 instance, if the President or any senior government official is visiting a particular 206 district, then the schedule should align with that visit. Usually, it takes almost a 207 month to complete delivery to all districts for each round of allocation. However, 208 the timeline can be delayed during the flooding season or due to other unexpected 209 events (e.g., political unrest before the election). To account for these uncertainties, 210 the NMSA carefully adjusts delivery dates and tends to overstock during these parts 211 of the year.

Data Infrastructure Sierra Leone has been using mSupply and the DHIS2 system 213 to manage their health supply chain and healthcare data across the country since 214 2019. mSupply is primarily used for logistics data tracking, such as warehouse 215

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management, stock balance, and distribution. In contrast, DHIS2 documents drug 216 consumption, disease cases, and broader healthcare data. Prior to the adoption of 217 these software, most of the data collection and documentation were paper-based 218 or recorded in local Excel sheets. With the government's focus on digitization in 219 recent years, the reporting rate of mSupply and DHIS2 data has been increasing, but 220 it still remains incomplete. On average, approximately 40% of historical monthly 221 drug consumption data at the facility level is missing across essential medicines 222 and medical supplies. In addition, since these two pieces of software are managed 223 by different government entities, they sometimes exhibit inconsistent records that 224 require cautious use of the data.

Warehouse Management In Sierra Leone, all nine central warehouses are located 226 in the capital city, Freetown. The operations of these warehouses have not yet been 227 fully digitalized. Consequently, the counting and tracking of stock is conducted 228 manually, with the data then being entered into mSupply. In addition, the organi- 229 zation of stock within these warehouses can be inconsistent in terms of expiration 230 dates and package sizes. This lack of systematic organization poses challenges 231 for warehouse staff in terms of efficient allocation such as prioritizing expiring 232 products, which can lead to unnecessary waste.

Allocation Policy To ensure security and equity of the allocation, the NMSA 234 enforces a mandatory reserve on a fraction of the total stock, and also imposes 235 an upper bound on the quantity allocated to each facility based on its historical 236 consumption. The NMSA also requires a lower bound on the quantity allocated 237 according to the facility's request, its size and type, the essential medicine in 238 question, and the catchment population of the facility.

Unstable Supply Each quarter, 70%-80% of the essential medicines supply 240 comes from international donors such as UNICEF and FCDO. This supply varies 241 drastically—the standard deviation is often on par with the mean—across different 242 years. Table 1 shows the descriptives of supply from 2022–2023 across six essential 243 medicines.

Human Resources A skilled workforce is critical to optimal performance of all 245 PSC processes and functions. However, the number of staff available to conduct the 246 allocation in Sierra Leone is extremely limited. The NMSA has been relying on 247

Table 1 Supply descriptive statistics for sample essential medicines from 2022–2023

Product	Amoxicillin	Implant (Jadelle)	Magnesium sulphate
Mean	2,861,950	167,825	20,671
Standard deviation	2,432,835	74,895	20,538
Product	ORS ^a	Oxytocin	Zinc sulphate
Mean	849,419	204,311	12,800,050
Standard deviation	779,711	78,768	13,394,754

^a Oral rehydration salts



the support of a nonprofit to implement and maintain its current Excel tool and for 248 making allocation decisions. Due to a shortage of human resources and the absence 249 of a reliable information sharing system, the processes for collecting allocation 250 requests from each facility and for counting, picking, and packing stock can be very 251 time consuming. One consequence is that allocation decisions are sometimes made 252 based on requests from the previous quarter instead of the current requests.

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Optimizing Pharmaceutical Supply Chains

Next, we describe how Sierra Leone's pharmaceutical supply chain (PSC) can be 255 formalized within existing supply chain optimization frameworks. In particular, 256 the allocation problem in the case of Sierra Leone involves a single supplier (the 257 NMSA) and more than 1000 facilities in a multi-echelon supply chain. Every quarter 258 (i.e., every 3 months), the NMSA is responsible for allocating inventory of dozens 259 of essential medicines to the 16 districts, who are then responsible for allocating 260 their supply to individual health facilities.

4.1 **Overview** 262

First, in Sect. 4.2, we describe how to formulate this problem as an optimization 263 problem given the demand distribution, and then describe existing approaches 264 for demand forecasting. In particular, the operations management literature has 265 proposed a number of approaches for making optimal allocation decisions (Porteus, 266 1990; Veinott Jr, 1966; Chen, 2000; Veinott Jr, 1965; Rosling, 1989; Clark and 267 Scarf, 1960; Chen and Zheng, 1997; Graves, 1996; Svoronos and Zipkin, 1988; 268 McGavin et al., 1993). Approaches have also been proposed for improving distri- 269 butional efficiency and equity (McCoy and Lee, 2014; Jbaily et al., 2020; Gallien 270 et al., 2021).

However, many existing approaches assume the demand distribution is known, 272 which is not true in practice. To address this challenge, data-driven approaches have 273 been proposed for using historical data to approximate the optimal policy (Aviv, 274 2001; Huh and Rusmevichientong, 2009; Keskin et al., 2023). In addition, robust 275 optimization (Bertsimas and Thiele, 2006) can be used to conservatively account 276 for uncertainty in the demand estimates. In Sect. 4.3, we describe a number of 277 standard strategies used for demand forecasting in LMICs, including the approaches 278 implemented by the Excel tool used in Sierra Leone.

These approaches work well when the demand distribution has a simple struc- 280 ture; however, they require an intractably large amount of data when the demand 281 depends on high-dimensional covariates. In high-dimensional settings, machine 282 learning can be used to predict demand; for example, Ban and Rudin (2019) show 283 the advantages of using feature information and machine learning for a newsvendor 284



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problem. Finally, in Sect. 4.4, we describe the challenges and opportunities for using machine learning to improve allocation performance.

4.2 Supply Chain Optimization

Optimization Problem Formulation Our problem is to allocate a limited quantity 288 of a single resource (e.g., a medicine) to a set of facilities (e.g., hospitals, clinics, 289 etc.) and the goal is to minimize the *expected shortfall* (or *unmet demand*)—i.e., the 290 amount of demand from customers (e.g., patients) across facilities for which supply 291 is unavailable. We assume that the amount to be allocated in any given quarter is a 292 constant $a_{\text{max}} \in \mathbb{R}$, and our goal is to allocate this resource across $N \in \mathbb{N}$ facilities. 293 Each facility $n \in [N]$ has demand Ξ_n , where $\Xi \in \mathbb{R}^N$ is a real-valued random vector 294 with distribution \mathbb{P}_{Ξ} . We denote our allocation decision by $a \in \mathbb{R}^N$, where a_n is the 295 allocation intended for facility n. Our objective is the *expected unmet demand* 296

$$\mathbb{E}_{\Xi}\left[\sum_{n\in[N]}\max\{\Xi_n-a_n,0\}\right],$$

which measures the amount of unmet demand on average across facilities and in 297 expectation over Ξ .

Optimization Strategy First, when $\Xi = \xi$ is constant, the optimal policy can be straightforwardly expressed as a linear program. To account for the randomness in 300 Ξ , we use *sample average approximation (SAA)*, which takes K samples $\xi^{(k)} \sim \mathbb{P}_{\Xi}$ 301 (for $k \in [K]$), and then optimizes the objective on average across these samples. 302 The resulting optimization problem is

$$a^* = \arg\min_{a \in \mathbb{R}^N} \frac{1}{K} \sum_{k=1}^K \sum_{n=1}^N c_n^{(k)} \quad \text{subj. to} \quad c^{(k)} \ge \xi^{(k)} - a, \quad c \ge 0, \quad \sum_{n=1}^N a_n \le a_{\text{max}},$$
(1)

where vector inequalities are element wise; $c_n^{(k)}$ denotes the unmet demand. The first wo constraints ensure $c_n^{(k)} = \max\{\xi_n^{(k)} - a_n, 0\}$ (one of the constraints must bind to minimize the objective), and the last ensures the allocation would not exceed total available stock.

Demand Prediction and Distribution So far, we have assumed that the distribution of demand Ξ is known. However, in our problem setting, the demand 309 distribution is unknown. We need to learn a model to predict it from data. To this 310 end, we assume given a dataset $M = \{(x^{(m)}, \xi^{*(m)})\}_{m \in [M]}$, where $x^{(m)} \in \mathbb{R}^d$ is 311 a feature vector (e.g., demand during the last few periods) and $\xi^{*(m)} \in \mathbb{R}^N$ is the 312 demand vector we are trying to predict. As we need a distribution over demand 313



rather than a point estimate to account for the uncertainty, we draw samples from 314 the historical demand distribution.

4.3 Existing Demand Forecasting Strategies

In LMICs, common strategies for demand forecasting include consumption-based 317 approaches, morbidity-based approaches, and proxy consumption approaches 318 (FUND et al., 2016; USAID | DELIVER PROJECT, Task Order 4, 2014; 319 Reproductive and Maternal Health Services Unit, Ministry of Health, 2016).

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Consumption-Based Approaches Consumption-based approaches for forecasting 321 demand use historical data to predict future needs. It involves the following steps:

- 1. Data collection and analysis: Determine the list of medicines and their lead 323 times. Collect and analyze historical consumption data and the number of days 324 out of stock.
- 2. Forecasting required quantity: Calculate the average monthly consumption 326 (AMC) using 327

$$C_A = \frac{C_T}{R_M - M_{OS}},$$

where C_A is the average monthly consumption adjusted for stockouts, C_T is the 328 total consumption across historical periods, R_M is the number of months covered 329 in the historical total consumption calculation, and M_{OS} is the estimated number 330 of months an item experienced stockout during historical periods. This forecast 331 may be adjusted based on anticipated changes. Negative adjustments can be made 332 for potential spoilage, expiration, or pilferage; positive adjustments can be made 333 for supply received from an alternative source.

3. Decide the quantity to order using

 $C_A \times (\text{lead time}) + (\text{safety (buffer) stock}) - (\text{stock on hand}).$

Adjustments may need to be made based on the availability of the medicines.

This approach relies on access to historical consumption data and the ability to 337 make appropriate adjustments based on expected changes. One issue that must be 338 carefully dealt with is the potential to perpetuate understocking for facilities that 339 have had stockouts in the past; if these stockouts are not properly accounted for, 340 since the average consumption would then be underestimated compared to the true 341 average consumption. In general, other forecasting methods follow similar steps, 342 but differ in terms of their prediction techniques. 343

Morbidity-Based Approaches These approaches estimate the quantities of medical commodities needed for prevention and treatment based on the prevalence of 345

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diseases at a particular region. It usually requires data on catchment population, 346 number of cases of common diseases, and standard treatment patterns of the diseases 347 in consideration. Then, consumption is estimated using

$$Q_T = E_T \times Q_E \times P_T$$
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where Q_T is the total required quantity; E_T is the expected number of treatment 349 episodes, Q_E is the amount of each medicine per treatment episode, and P_T is the 350 number of cases anticipated to receive treatment. Depending on data availability, 351 there are two ways to estimate P_T :

- Demographic/population based: We can estimate P_T based on the population 353 served by the health facility and an estimate of the number of people affected by 354 the diseases in question.
- Service-level based: We can estimate P_T based on healthcare data such as the 356 number of visits, number of services provided, relevant lab tests conducted, or 357 the number of patients being treated.

Proxy Consumption Method Proxy consumption approaches are an alternative 359 when consumption-based and morbidity-based approaches are infeasible. These 360 approaches extrapolate consumption patterns from one set of facilities to estimate 361 the demand in another set that serves the same type of population in similar 362 geographic and environment.

Current Approach As described in Sect. 3, the Excel-based allocation tool used 364 in Sierra Leone as of early 2023 employs a consumption-based approach while 365 additionally accounting for population factors. However, the complexity of data 366 patterns and the challenges previously highlighted lead to a significant mismatch 367 between estimated and realized demand using their tool.

4.4 **Machine Learning**

An alternative approach to demand forecasting is to use machine learning to train a 370 predictive model from historical data (Ban and Rudin, 2019). The key advantage 371 of machine learning is that it can incorporate a much larger number of factors 372 for prediction, beyond standard factors such as seasonality effects. Thus, we might 373 hope that machine learning can be used to improve demand forecasts in LMICs by 374 combining multiple sources of information to make better decisions. For instance, 375 rather than base predictions purely on historical data, we may forecast it on a mix 376 of features that includes historical data, catchment population, and demographic



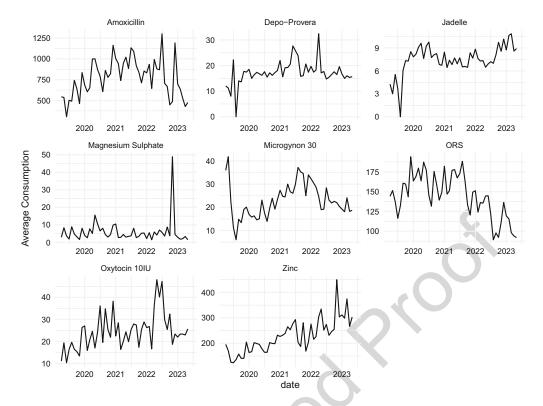


Fig. 1 Consumption patterns for selected essential medicines

features. However, applying machine learning to demand forecasting for Sierra 377 Leone faces several challenges:

- Small data: Demand data has only been collected quarterly since 2019, meaning 379 we have very few data points available for each facility-product pair. As a 380 consequence, it is difficult to estimate demand for each facility-product pair 381 separately. This challenge is exacerbated by the highly stochastic demand pattern 382 observed in Sierra Leone. Figure 1 shows that the demand of each facility- 383 product pair fluctuates greatly over time, and the degree of fluctuations also differ 384 greatly across facilities and products.
- Missing data, demand censoring, and data equity: Compounding this issue is 386 the substantial amount of missing data, with some pairs having no data at all. 387 In addition, we do not observe demand in excess of available stock; this is 388 also known as the *lost sales problem*. These issues have equity implications 389 because certain regions systematically have lower quality data, meaning they may be consistently understocked. Our framework uses missingness- and censoringaware learning algorithms from the literature to handle these issues.

Multi-task learning is a form of transfer learning (Bastani, 2021) that can be used 393 to address some of these challenges, especially small and missing data. The basic 394 idea in multi-task learning is to learning a single model across many different tasks, 395 rather than learning a separate model for each task. For demand forecasting, we can 396

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use multi-task learning to train a single predictive model across different facilities 397 and products. Intuitively, this strategy shares knowledge across different facilities 398 and medicines to improve predictive accuracy. To capture facility- or medicinespecific effects, we can augment the features with facility features (e.g., facility type, 400 geographic location, etc.) and medicine-specific features (e.g., relevant diseases, 401 purpose, etc.). This strategy has been studied in our recent work (Chung et al., 402 2023), which demonstrates that multi-task learning is a promising way to improve 403 predictive accuracy.

Conclusion 405

In this chapter, we have described some of the challenges facing pharmaceutical 406 supply chains in LMICs. In addition, focusing on Sierra Leone, we have described 407 how existing supply chain optimization strategies can be applied to reduce unmet 408 demand, and have discussed the potential for machine learning to perform demand 409 forecasting. The insights in this chapter hold the potential to improve performance 410 of essential medicines allocation in resource-constrained settings, and furthermore 411 highlights the potential for using machine learning to improve decision-making 412 problems in traditional operations management settings.

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