

The Power of Collaboration:

Linking Countries, Procurers, and Manufacturers for
Improved Family Planning (FP) Product Availability

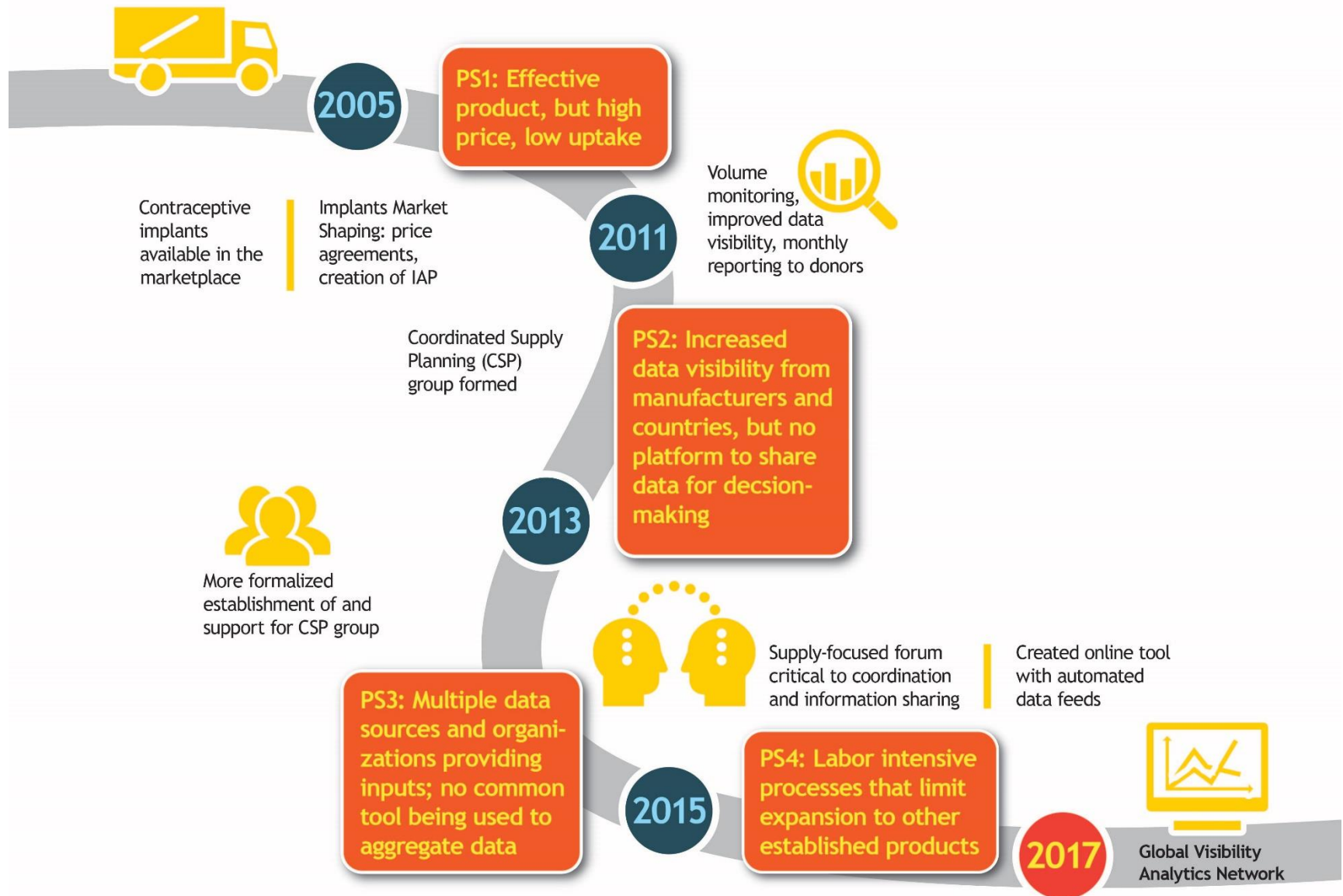
David Sarley, Bill & Melinda Gates Foundation

Maggie Murphy, John Snow, Inc.

Julia White, Reproductive Health Supplies Coalition

7 June 2017

Continuous Improvement Pathway



Stage I: Market shaping



2005

PS1: Effective product, but high price, low uptake

Contraceptive implants available in the marketplace

Implants Market Shaping: price agreements, creation of IAP

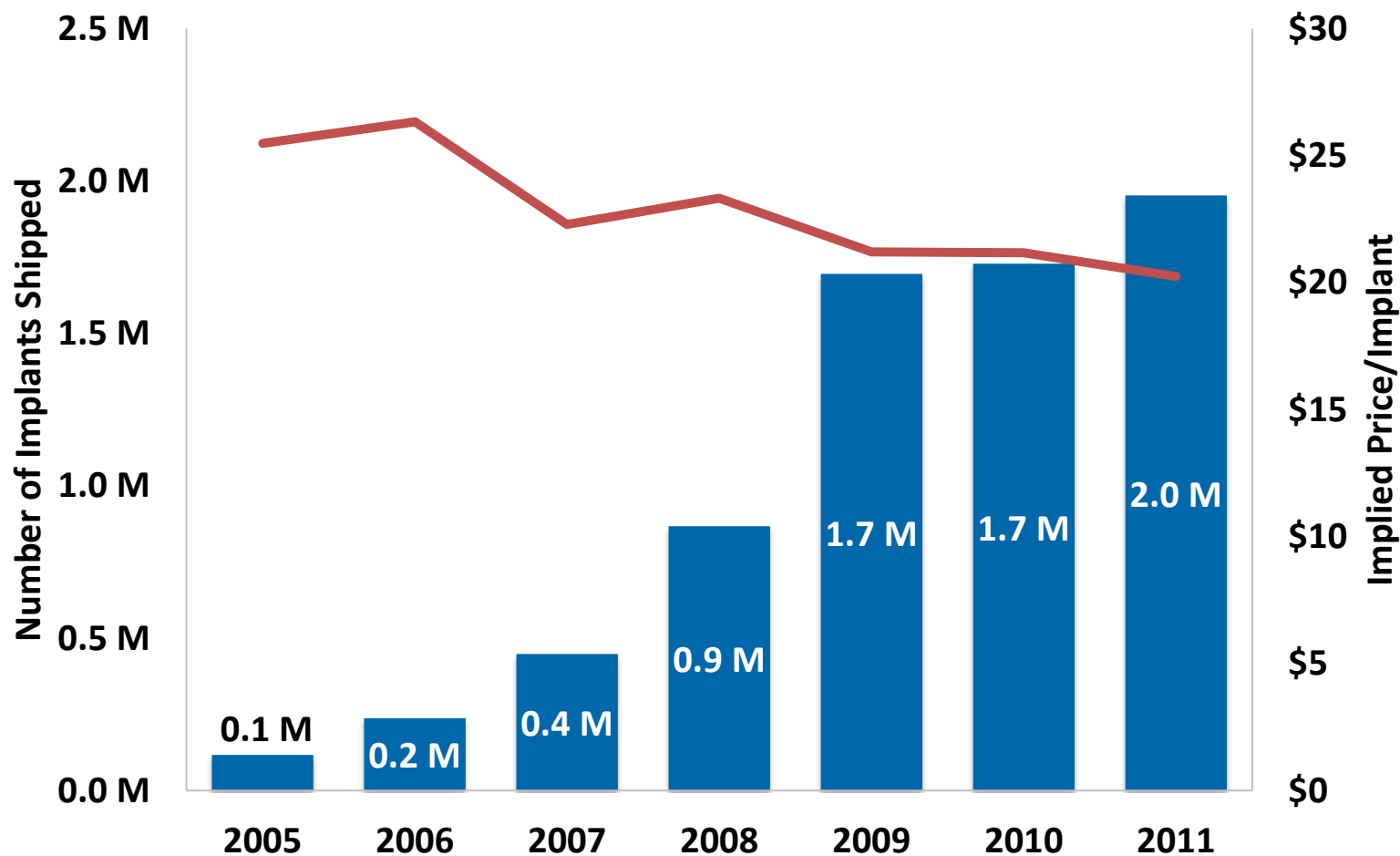
2011

Volume monitoring, improved data visibility, monthly reporting to donors



Despite increasing consumption, prices remained high.
Demand & supply side factors were evaluated to determine the scope for reducing prices & expanding uptake of implants

Implant Shipments and Price per Implant for LMICs, 2005-2011



The VG Partners negotiated a 50% price reduction of implants, resulting in procurement savings & making implants one of the most cost-effective methods on a Couple Years of Protection (CYP) basis

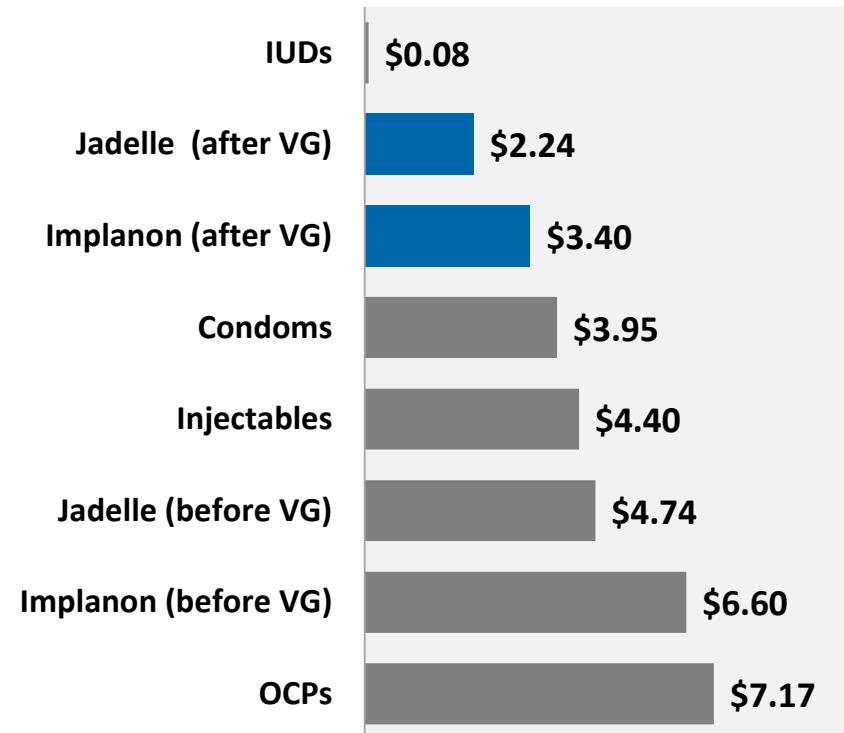
Implant Access Program Impact

\$8.50 | 50% reduction in price of Jadelle & Implanon

\$300M | Procurement savings over 6 years of agreement

640K | Estimated lives saved over the course of the agreement

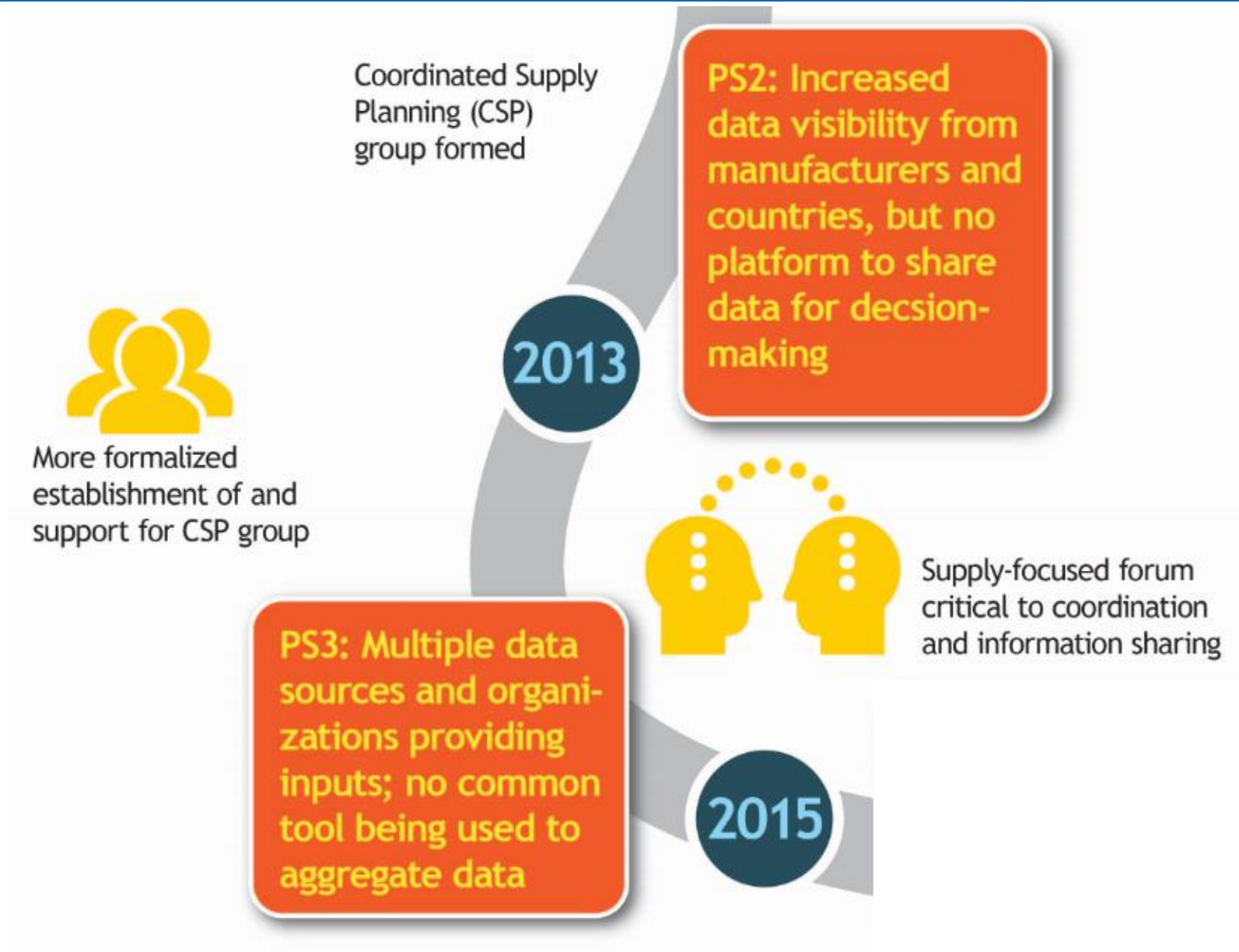
Cost per CYP by Method





Problem Statement Discussion: Market Shaping

Stage 2: The Coordinated Supply Planning group (CSP)



CSP Success Factors: People, Processes, and Tools

A common online tool combining data from multiple organizations and sources to assess country stock outlook.

Focal points dedicated to review select product and country data and flag potential shortages, stockouts, overstocks needing action.

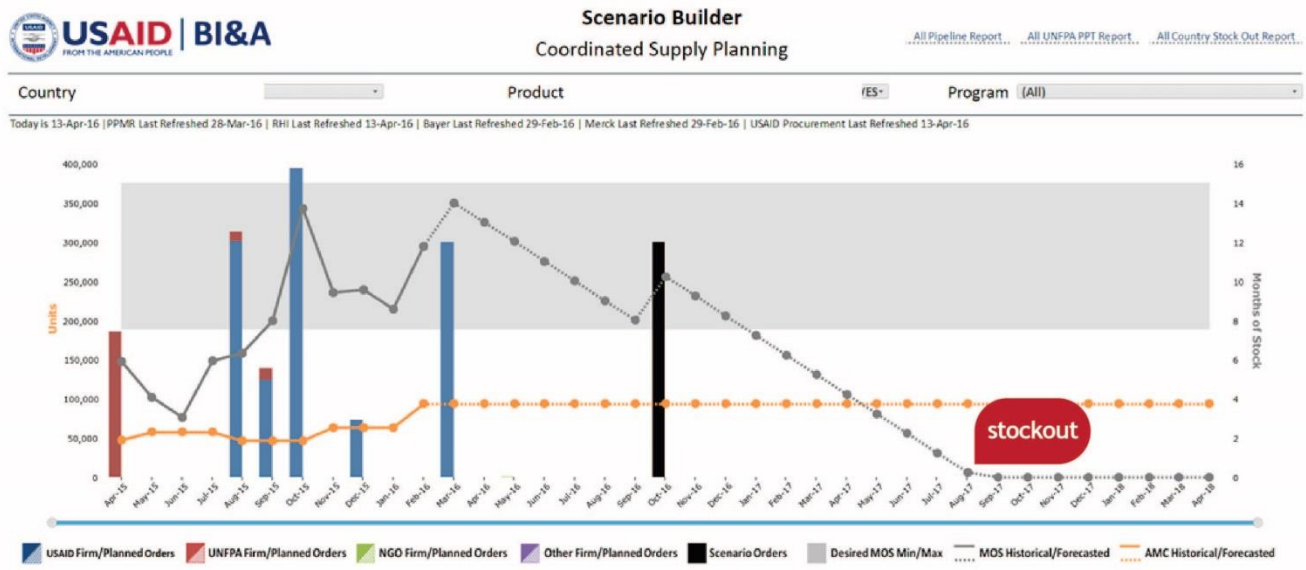
Cross-organizational monthly meetings to make recommendations and define next steps.



Shipment data directly from manufacturers (implants)

Shipment data from two main procurers/donors for other FP products (UNFPA and USAID)

Stock, consumption, max-min levels from standardized country reports (PPMR)



Extended network of high-level influential supporters to assist in advocating for additional country funding and technical assistance

CSP Advances and Value Proposition

- Platform critical to information sharing to maximize use of donor resources - striving to address country supply needs in a resource-constrained environment
- Potential to address other FP-supply related needs/questions
- Used platform to support product transition when manufacturer was replacing an existing product with an improved product (Implanon to Nexplanon)
- Experience gave example for new product introduction – CSP monitoring global supply and orders for introduction of a new, innovative FP product (Sub-cutaneous DMPA/Sayana® Press)

Continuum of Coordinated Assistance: Preventing Stock Imbalances



CSP: Remaining Barriers and Challenges



Need an improved data sharing platform to automate processes and streamline decision-making.



Problem Statement Discussion: CSP

Stage 3: The Global Visibility Analytics Network

PS4: Labor intensive processes that limit expansion to other established products

2017



Global Visibility
Analytics Network

A Global VAN is a virtual collaborative space where teams use the same data to make supply chain decisions



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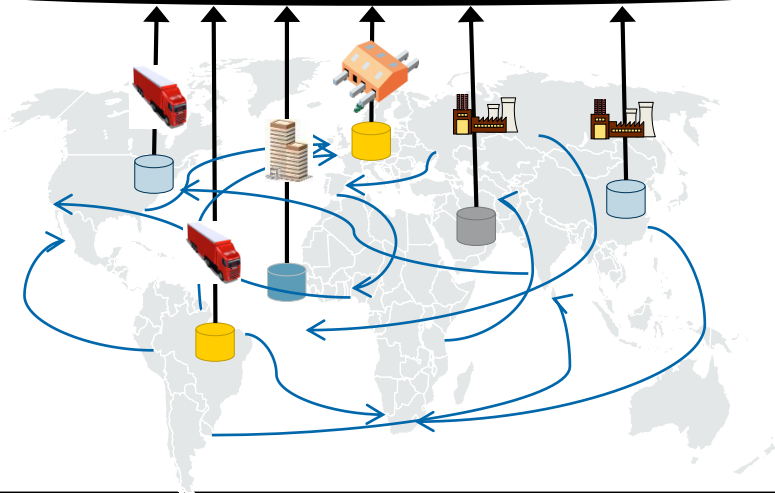
Global Visibility & Analytics Networks



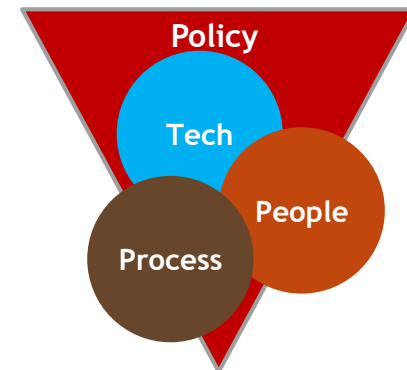
CENTRALIZED SUPPLY CHAIN DECISION-MAKING

Analytics Engines

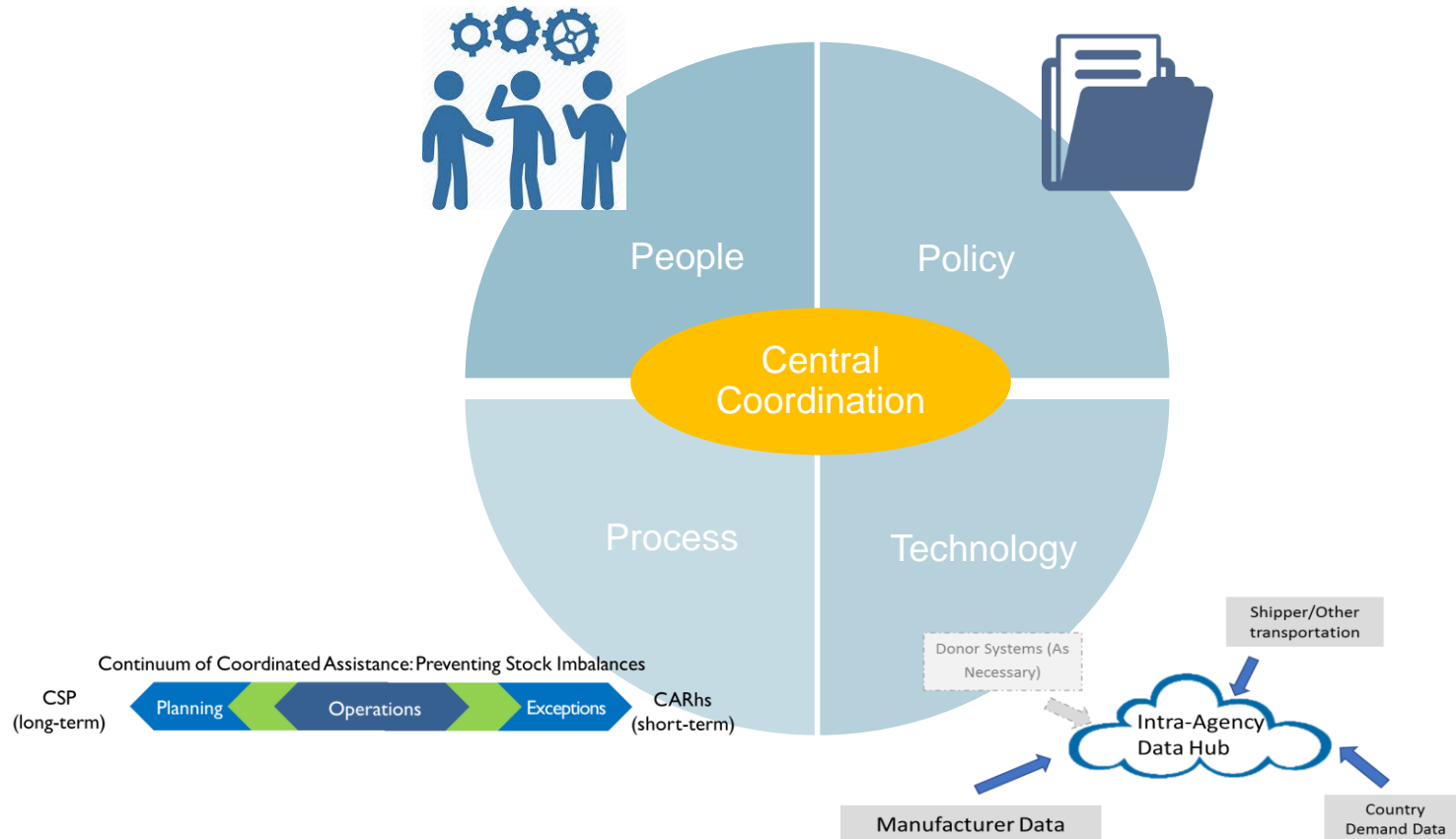
E2E Supply Chain Data Integration



But it's not just about the Tech!!



Global VAN Conceptual Framework



Global VAN: Relevant Anticipated Advances



- Common source of “truth”; improved end-to-end and simultaneous data visibility
- Reduced manual data flow and overlap in data management
- Efficiencies and visibility allow:
 - Transformation of current coordinated forecasting and supply planning processes between CSP/CARhs, countries and suppliers;
 - Expanded product and country coverage

Success stories like CSP with implants could be **replicated for other products/health areas**, leading to **more timely** and **cost-effective** delivery of commodities to countries

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Problem Statement Discussion:
Global VAN Vision

THANK YOU!