Moving from Problems to Progress: Using Market Shaping, Collaboration, and Visibility and Analytics to Increase Contraceptive Availability and Choice

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Continuous Improvement Pathway

2005
- Contraceptive implants available in the marketplace
- Implants Market Shaping: price agreements, creation of IAP

2011
- PS1: Effective product, but high price, low uptake
- Volume monitoring, improved data visibility, monthly reporting to donors
- Coordinated Supply Planning (CSP) group formed

2013
- People and Processes: More formalized establishment of and support for CSP group

2015
- PS3: Multiple data sources and organizations providing inputs; no common technology being used to aggregated data
- Supply-focused forum critical to coordination and information sharing
- Created on-line tool with automated data feeds
- PS4: Labor intensive processes limit expansion to other products

2018
- Global FP Visibility and Analytics Network
Stage 1: 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.
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.

<table>
<thead>
<tr>
<th>Implant Access Program Impact</th>
<th>Cost per CYP by Method</th>
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<tbody>
<tr>
<td>$8.50  50% reduction in price of Jadelle &amp; Implanon</td>
<td>IUDs $0.08</td>
</tr>
<tr>
<td>$300M Procurement savings over 6 years of agreement</td>
<td>Jadelle (after VG) $2.24</td>
</tr>
<tr>
<td>640K Estimated lives saved over the course of the agreement</td>
<td>Implanon (after VG) $3.40</td>
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- **Jadelle (before VG):** $4.74
- **Implanon (before VG):** $6.60
- **OCPs:** $7.17

OCPs: Oral Contraceptive Pill Systems

Injectables: Medications that are taken orally or by injection

Condoms: A barrier contraceptive method

IUDs: Intrauterine Devices
Stage 2: The Coordinated Supply Planning group (CSP)

- **2013**: Coordinated Supply Planning (CSP) group formed
- **PS2**: Increased data visibility from manufacturers and countries, but no platform to share data for decision-making
- **People and Processes**: More formalized establishment of and support for CSP group
- **PS3**: Multiple data sources and organizations providing inputs; no common technology being used to aggregated data
- **2015**: Supply-focused forum critical to coordination and information sharing
CSP Success Factors: People, Processes, Policies, and Technology

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.

Extended network of influential supporters partnering with CSP to achieve common goals.

Scenario Builder
Coordinated Supply Planning

- Stock, consumption, max-min levels from standardized country reports (PPMR)
- Shipment data from two main procurers/donors for other FP products (UNFPA and USAID)
- Shipment data directly from manufacturers (implants)
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
  - In 2017, CSP helped mobilize an additional $12.4M for 14 countries across 10 products to avert shortages and stockouts
- Potential to address other FP-supply related needs/questions
- Supported product transition when manufacturer was replacing existing product with improved product (Implanon to Nexplanon)
- 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 (medium-term)  Operations  CARhs (short-term)
CSP: Remaining Barriers and Challenges

- Supply-focused forum critical to coordination and information sharing
- Created on-line tool with automated data feeds

PS4: Labor intensive processes limit expansion to other products

Need an improved technology platform to automate processes and streamline decision-making
Stage 3: The Global Family Planning Visibility and Analytics Network

PS4: Labor intensive processes limit expansion to other products

2018 Global FP Visibility and Analytics Network
What is the Global FP VAN?

A virtual collaborative space where the FP community uses the same data to make supply chain decisions together.

“You cannot manage what you cannot see”
Global FP VAN Conceptual Framework
Global FP VAN: Relevant Expectations

- Improved end-to-end and simultaneous data visibility for procurers, manufacturers, countries, planners and analysts
- Increased country in-bound visibility into shipments, orders and lead time.
- Improved manufacturer visibility to country and donor data to identify trends to respond to demand and make better operational plans
- Reduced manual data flow and overlap in data management
- Efficiencies and visibility allow:
  - Transformation of processes between CSP/CARhs, countries, suppliers;
  - Expanded product and country coverage
- Successes like those achieved for implants could be **replicated for other products/health areas**, leading to **more timely** and **cost-effective** delivery of commodities to countries
Q&A Discussion
Thank you!

Please contact Alexis Heaton at alexis_heaton@jsi.com for more information about this session and the CSP.

Please contact Julia White at jwhite@rhsupplies.org for more information about the Global FP VAN.