# Challenges and opportunities in preparing supply chains for new product introductions

Shannon Bledsoe, WomanCare Global Saumya RamaRao, Population Council October 14, 2016



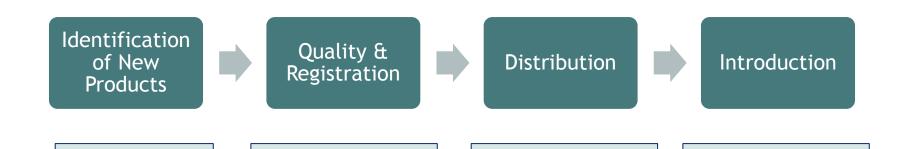
#RHSUPPLIES2016





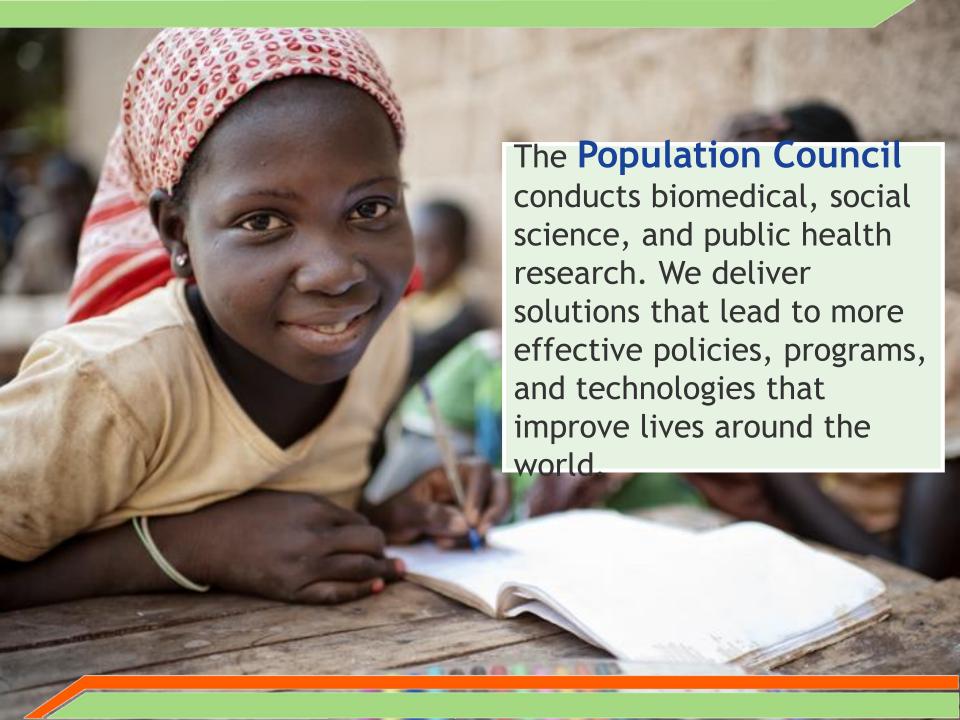
WomanCare Global (WCG) is a global nonprofit committed to meeting the vast unmet demand for family planning, by providing access to reproductive health solutions for women and girls around the world.

#### WCG's Value Chain



Evaluate global opportunity Validate quality and manage registration Identify and work with distribution partners

Provide training materials and support for providers

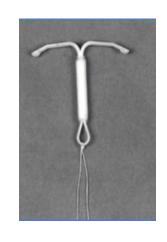


# Population Council-Developed Contraceptive Methods









Progering® Vaginal Ring Duration:

Copper T 380A IUD Duration:

**6 capsules** Duration:

Norplant<sup>®</sup>

2 rod implant Duration:

**Jadelle**®

Mirena® Levonorgestre l IUS

3 months

10 years

5 years

5 years

Duration:

5 years

#### Bench to Bedside

Assess Needs



Develop and Test



Market Entry



Support Introduction

Research consumer needs and priorities Develop TPP,
design
prototype, and
conduct
clinical trials

Identify manufacturing and licensee partners, and ensure public sector pricing Seek partners to support, strengthen and health system integration

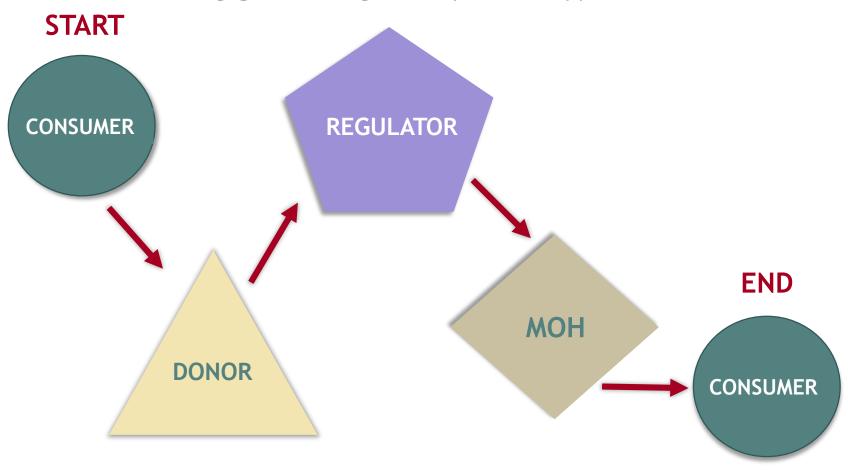
# **Breakout Activity!**

### **Mystery Product**

- Hormonal contraceptive earrings
- 97% effective at pregnancy prevention
- WHO PQ'd
- Manufactured in Mexico



# **SUPPLY CHAIN PATHWAY\***



\*Note: This model is for illustrative purposes only and is therefore limited in scope.

# Challenges & Opportunities

#### Challenges:

- Complex regulatory environment
- Lack of regulatory acumen within product development teams
- Disconnect between developers, manufacturers and procurers with regard to QA
- Provider or end-user biases that inhibit uptake

#### **Opportunities:**

- Regulatory harmonization (eg: ZaZiBoNa)
- Learning from experiences of analog products
- Provider behavior change programs
- Public-private partnerships