

The Journey to Joint Supply Planning: Building Trust Through a Regional Approach to Contraceptive Security in West Africa

Dr. Cletus Adohinzin (West Africa Health Organization)

4 November 2025



WEST AFRICAN HEALTH ORGANIZATION
ORGANISATION OUEST AFRICAINE DE LA SANTE
ORGANIZAÇÃO OESTE AFRICANA DA SAÚDE

WAHO

WAHO was established in 1987 by West African Heads of State by the Economic Community of West African States;

12 Member States : 5 Anglophones; 5 francophones and 2 lusophones;

Attainment of the highest possible standard and protection of health of the peoples in the sub-region through:

(1) Harmonization of Member States' policies; (2) Pooling of resources ; (3) Cooperation with one another and with others



RHSC

The Reproductive Health Supplies Coalition (RHSC) is the world's largest network of reproductive health (RH) supplies organizations.

Formed in 2004, it is a global partnership of nearly 600 Organizations, from governments and NGOs to private companies, technical agencies, and foundations, all working to make sure people everywhere can access affordable, high-quality reproductive health supplies.

What we do



Amplify voices: Drive collective action on key supply priorities.



Expand data access: Provide quality data for better decision making.

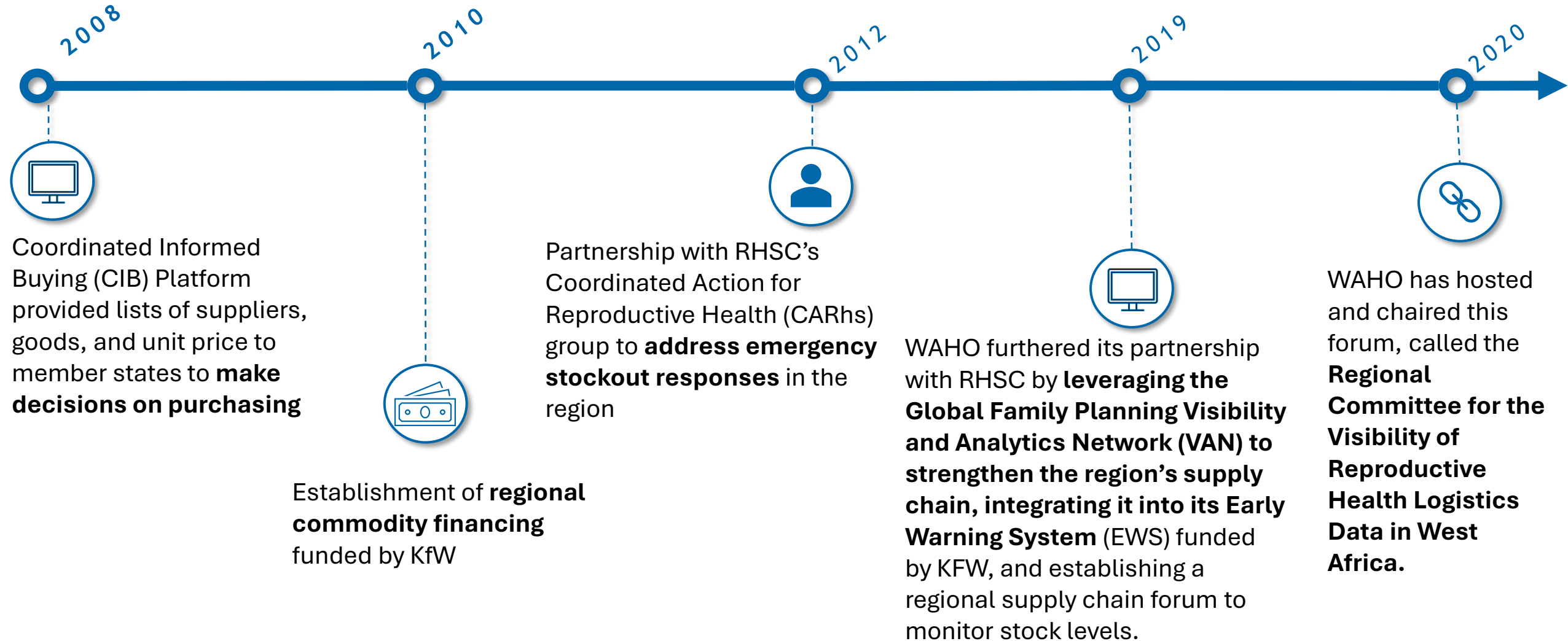


Make markets smarter: Boost supply chains and market access.



Unlock funding: Diversify funding to broaden the resource base for supplies.

WAHO's long history of supply chain visibility and contraceptive security in the ECOWAS Region



2008: Coordinated Informed Buying (CIB)

An information-sharing mechanism focusing on commodities, suppliers and manufacturers for the purpose of obtaining the best price, best quality and timely supply of pharmaceutical commodities.

The sharing of this information led to :

- More advantageous buying systems
- Harmonization of standards
- Informed decision-making during the procurement process
- Saving time and resources

A CIB system strengthens the information-sharing model by integrating a function relative to systematic integration

Product description	Pack size	Price per pack	Quantity	Total cost	Incoterm	Unit price(smallest unit)	Quantity (smallest unit)	Date of bid opening /Date of reception
artemether 20mg + lumefantrine 120mg tablet	180	\$13.1300	1345.0000	\$17659.8500	FOB	\$0.0729	242100.0000	16-12-2008
artemether 20mg + lumefantrine 120mg tablet	360	\$26.1900	1744.0000	\$45675.3600	FOB	\$0.0728	627840.0000	16-12-2008
artemether 20mg + lumefantrine 120mg tablet	540	\$39.2900	753.0000	\$29585.3700	FOB	\$0.0728	409620.0000	16-12-2008
artemether 20mg + lumefantrine 120mg tablet	720	\$49.5200	6978.0000	\$345550.5600	FOB	\$0.0688	5024160.0000	16-12-2008
chloroquine (D) 150mg tablet,	1000	\$6.9385	600.0000	\$4163.1000	FOB	\$0.0069	600000.0000	06-06-2008
efavirenz (EFV or EFZ) 600mg tablet	30	\$13.4500	3911.0000	\$52602.9500	CIP	\$0.4483	117330.0000	26-06-2007
lamivudine +stavudine +Nevirapine (150+30+200) mg tablet	60	\$6.9500	14027.0000	\$97487.6500	CIP	\$0.1158	841620.0000	26-06-2007
Lamivudine 150mg tablet	60	\$3.1500	19281.0000	\$60735.1500	CIP	\$0.0525	1158860.0000	26-06-2007
Lopinavir + Ritonavir (LPV/r) 80mg/ml + 20mg/ml oral solution	60	\$223.9470	150.0000	\$33592.0539	DDU	\$3.7325	9000.0000	30-09-2008
Nevirapine 200mg/tablet	60	\$3.4000	21720.0000	\$73848.0000	CIP	\$0.0567	1303200.0000	26-06-2007
quinine 300mg (as bisulfate or sulfate) tablet	1000	\$37.6761	38.0000	\$1431.6901	FOB	\$0.0377	38000.0000	04-06-2008
quinine 300mg (as bisulfate or sulfate) tablet	1000	\$53.9815	80.0000	\$4318.5224	FOB	\$0.0540	80000.0000	04-12-2008
Stavudine 30mg capsule	60	\$1.7000	12784.0000	\$21732.8000	CIP	\$0.0283	767040.0000	26-06-2007
Sulfadoxine 500 mg + Pyrimethamine 25 mg tablet	1000	\$21.4200	23.0000	\$492.6600	CIP	\$0.0214	23000.0000	16-12-2008
Zidovudine 300mg tablet	60	\$9.7000	6497.0000	\$51326.3000	CIP	\$0.1317	389820.0000	26-06-2007
Zidovudine 50mg/5ml oral solution or syrup,	240	\$8.2291	7292.0000	\$60006.3128	DDU	\$0.0343	1750080.0000	30-09-2008
Zidovudine300+Lamivudine150 mg tablet	60	\$9.7000	12784.0000	\$124004.8000	CIP	\$0.1617	767040.0000	26-06-2007

2010: Establishment of regional commodity financing funded by KFW

Component 1 - The 'Product Buying Fund' (PBF)

Procurement of RH commodities to cover a part of the total gap of the beneficiary countries

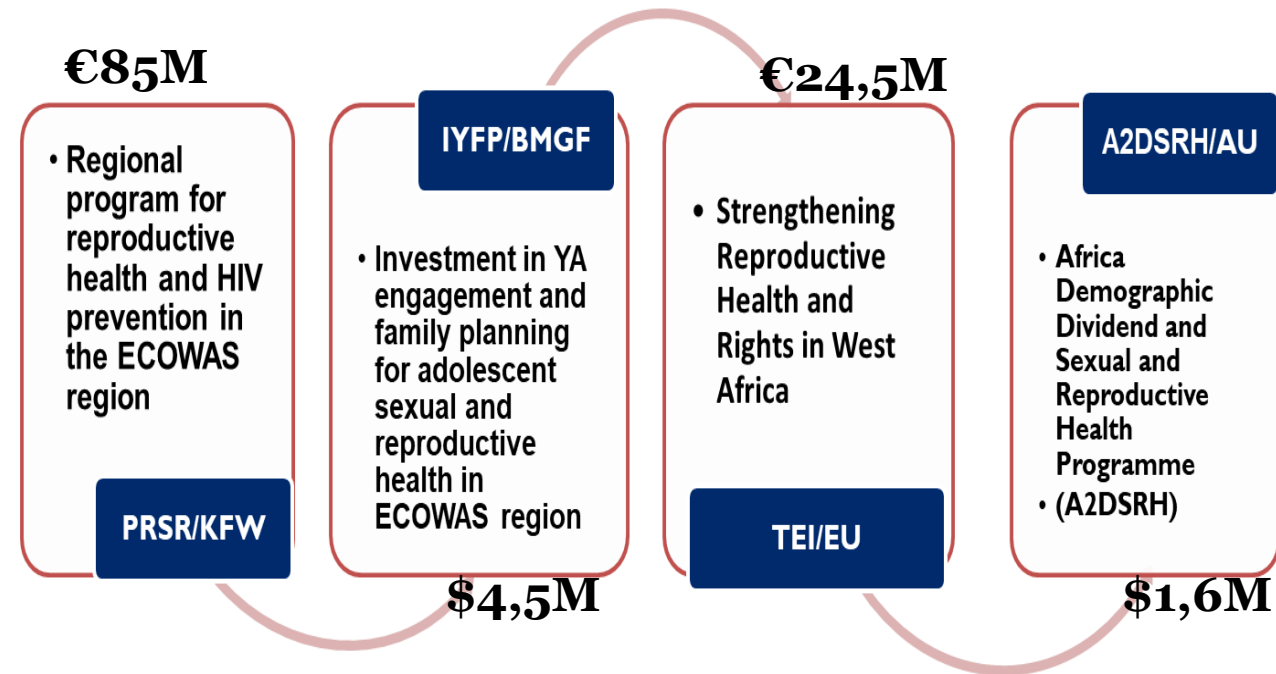
Objectifs :

Contribute to the reduction of morbidity and maternal mortality in ECOWAS Member States :

- i) securing reproductive health products (RH) and
- ii) Promoting positive health behavior change among youth and adolescents towards the use of SRH/FP services

Component 2 - The 'Capacity Building Fund' (CBF)

Support interventions to strengthen the capacities required to procure and distribute RH commodities and promote positive health behavior change among youth and adolescents



A Long History Working Together



Evolution from PPMR to the VAN

2012



Online PPMR shows inventory, consumption, and next order data for a single month

Manual review is required to confirm order data.

2021



GFPVAN shows inventory, consumption, order, and supply plan data in the same screen over multiple months

Dashboards visualize data

Automatic data feeds show all orders from major procurers; no need for manual review to confirm order data.



of Countries, programs, and products in PPMR double

CARhs and CSP group processes evolve

The VAN in use: Country decision-making

Collaboration View	Past Due	Default - 2020-04-01 - 2022-05-31										Total
		2020-04	2020-05	2020-06	2020-07	2020-08	2020-09	2020-10	2020-11	2020-12	2021-01	
r Plan // Levonorgestrel/Ethinyl Estradiol 150/30 mcg + Ferrous Fumarate 75 mg, 28 Tablets/Cycle												
Monthly Consumption		85,729	85,729	85,729	85,728	85,728	85,728	85,728	85,728	85,728	86,440	1,376,635
Monthly Inventory		552,327										
Manual Adjustment												0
Un-Shipped Orders	493,920	393,120										887,040
In-Transit Shipments	0											0
Projected MOS		6.4	10.0	9.0	8.0	7.0	6.0	5.0	4.0	3.0	2.0	
Projected MOS below min MOS Alert												0
Projected MOS above max MOS Alert												0
Suggested Replenishment		0	0	340,475	0	0	0	345,760	0	0	1,296,299	

← Consumption

← Future orders

← Projected Months of Stock

Most recent inventory

Shipment Summary

- 434 Scheduled
- 10 Scheduled Un-Referenced
- 1000+ Shipped
- 5 Shipped Un-Referenced
- 250 Delivered
- 1000+ Received
- 190 Cancelled

Data Validation Ticket Summary

- 8 Assigned
- 1 In Review
- 8 Cancelled
- 89 Closed

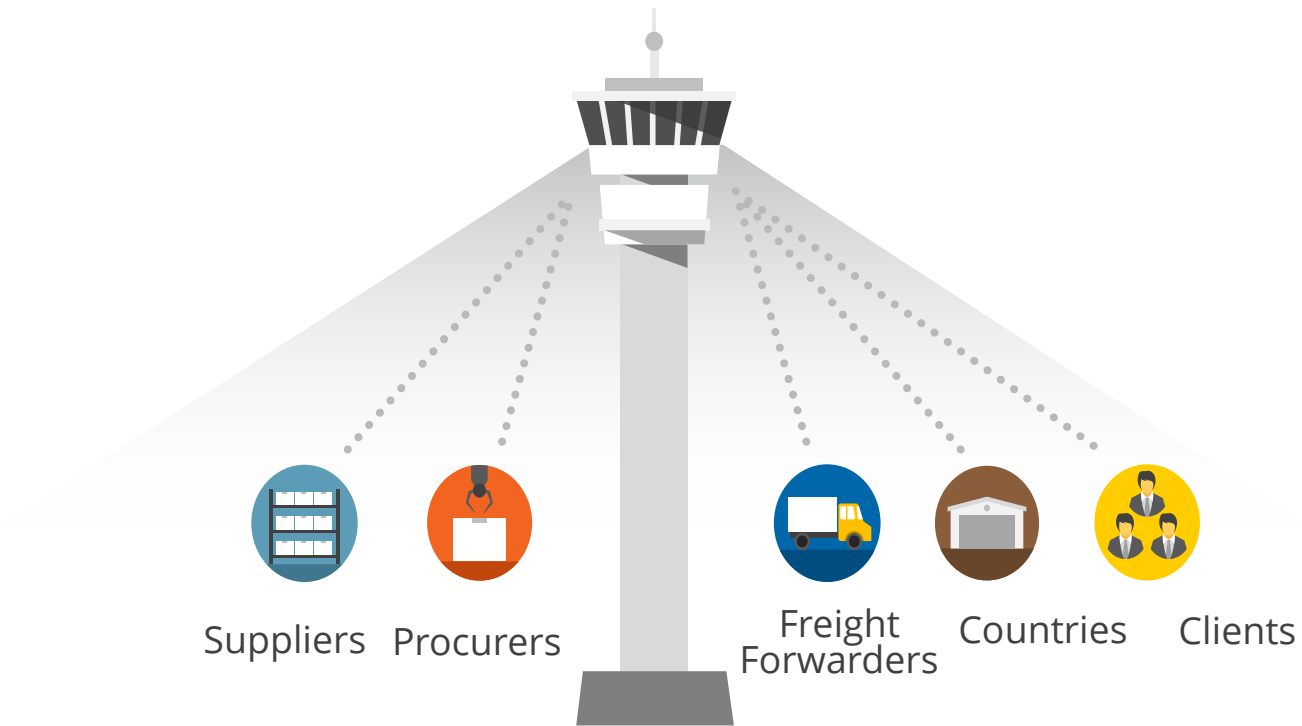
Action Request Ticket Summary

- 34 Assigned
- 5 In Review
- 739 Cancelled
- 163 Closed

The image features a dark blue background with a complex network of white dots and thin white lines, resembling a molecular or data network. A large, solid white circle is centered on the left side of the image. Inside this white circle, the word "Impact" is written in a dark blue, sans-serif font.

Impact

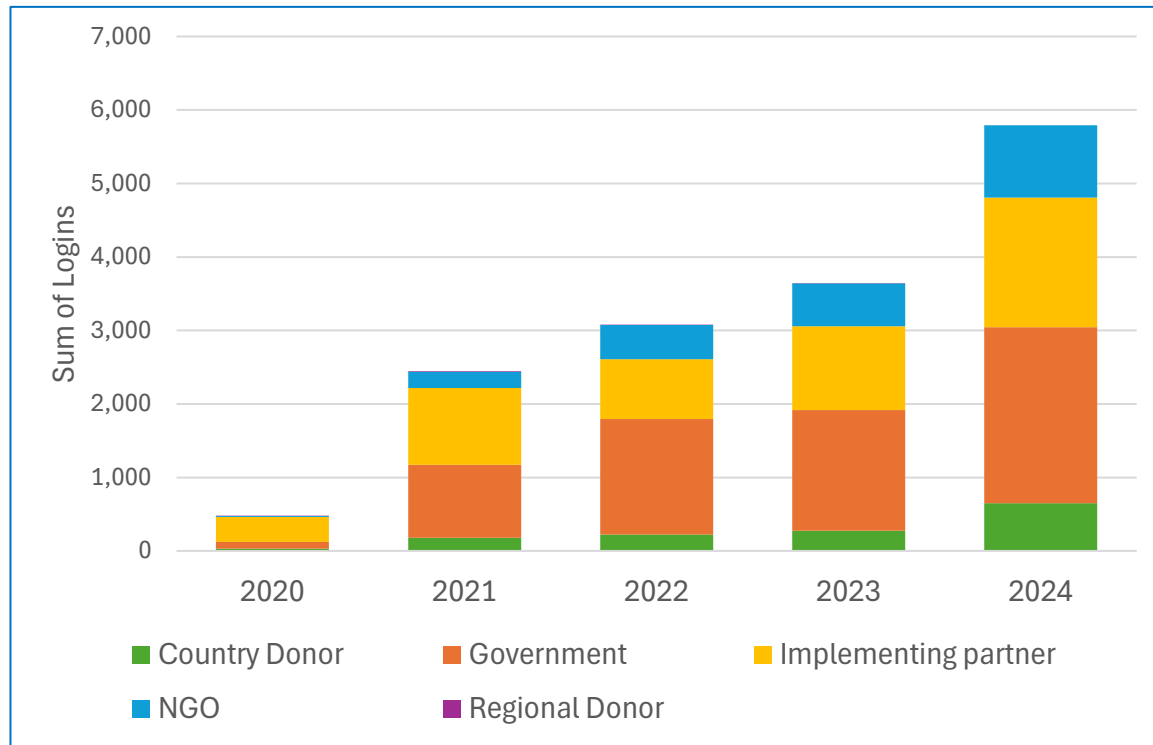
VAN is a growing supply chain network with a Control Tower



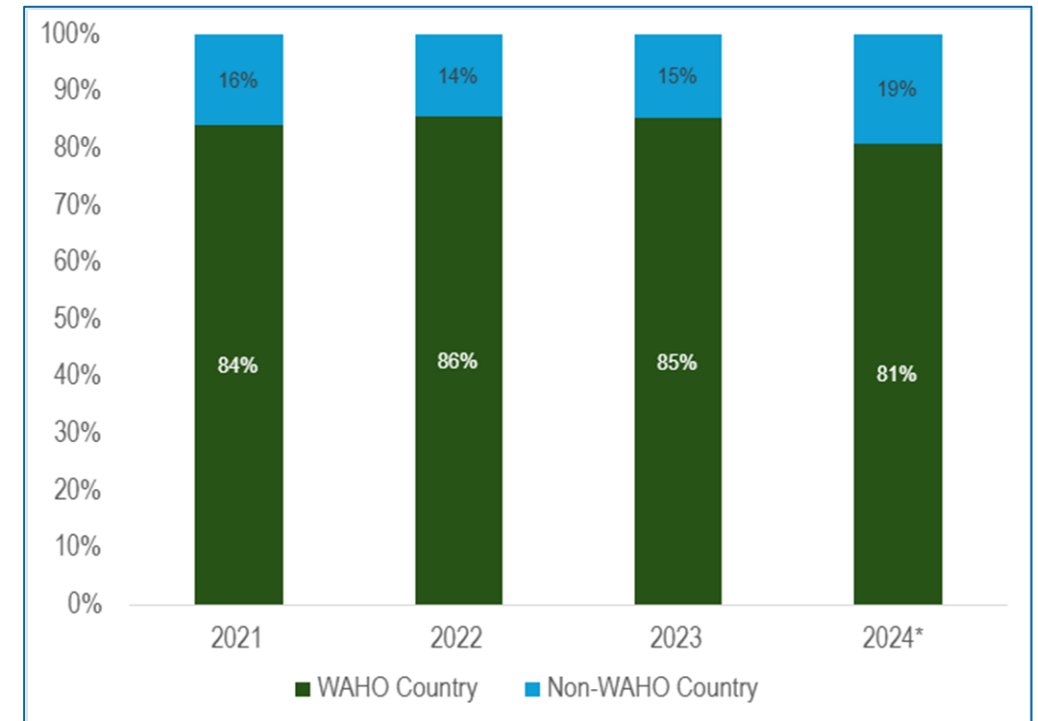
- 150+ Member orgs
- 250 active users
- 9 Control Tower Analysts
- 9,600+ orders
- 13,800+ shipments
- Across 89 products & 156 countries

VAN Logins: ECOWAS country Governments and WAHO

Number of Country User Logins per Year, by Country User Type



ECOWAS Member Countries Represent ~40% of VAN member countries; ECOWAS Member country government log ins to the VAN represent **over 80% of all country government log ins each year**



ECOWAS Member Country governments have consistently been in the top 3 for number of country government log ins to the VAN

VAN in use: impact (global and regional)

Category	Global - 2024	Region (ECOWAS only) - 2024
Mobilized Funds for New Orders	\$46.4m representing 15.8m CYPs across 30 countries	\$10.7M for 12 countries (23% of all funding)
Cost Savings from Cancelled/Postponed Orders	2.5 million from the \$25.3M mobilized/allocated through the funding gap analysis	\$205K from 3 cancelled orders and 1 postponed order for 1 country (100% of cost savings)
Shortages Averted from Expedited Orders or Transfers	<p>\$205K from 3 cancelled orders and 1 postponed order for 1 country</p> <p>16 expedited orders and 2 transfers (worth \$32K) in 11 countries</p>	9 orders expedited were in the region (56%) 1 transfer was in the region (internal program transfer in Benin (\$9K)

Between 2020 and 2024 in the ECOWAS region alone, the VAN helped procurers mobilize and allocate more than \$50.5 million in new orders for 12 countries, \$666,000 was saved from cancelled and postponed orders, and 41 orders were expedited and 8 transfers made to avert supply disruptions.



Integration into
the West Africa
Regional Forum

VAN in use: integration into the West Africa Regional Forum

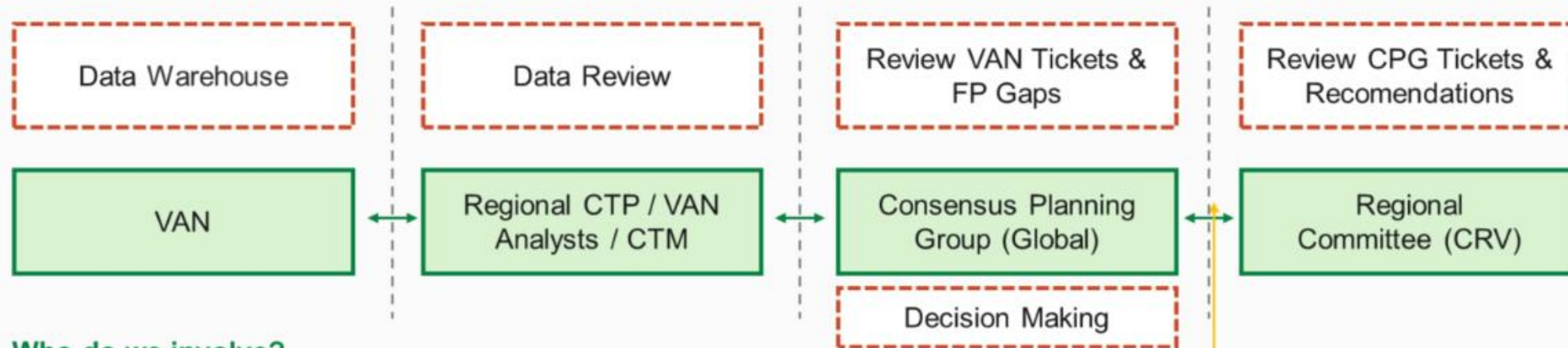
Specific Objectives

- Facilitate access for regional stakeholders to information related to data submitted by countries in the region
- Support the implementation of the VAN in the region
- Facilitate the implementation of recommendations made by the VAN Consensus Planning Group (CPG)
- Access VAN data and formulate recommendations to address the specific needs of countries in the region

Overview of the Regional Approach

Regional Supply Chain Data Visibility Committee

Regional Committee Scenario



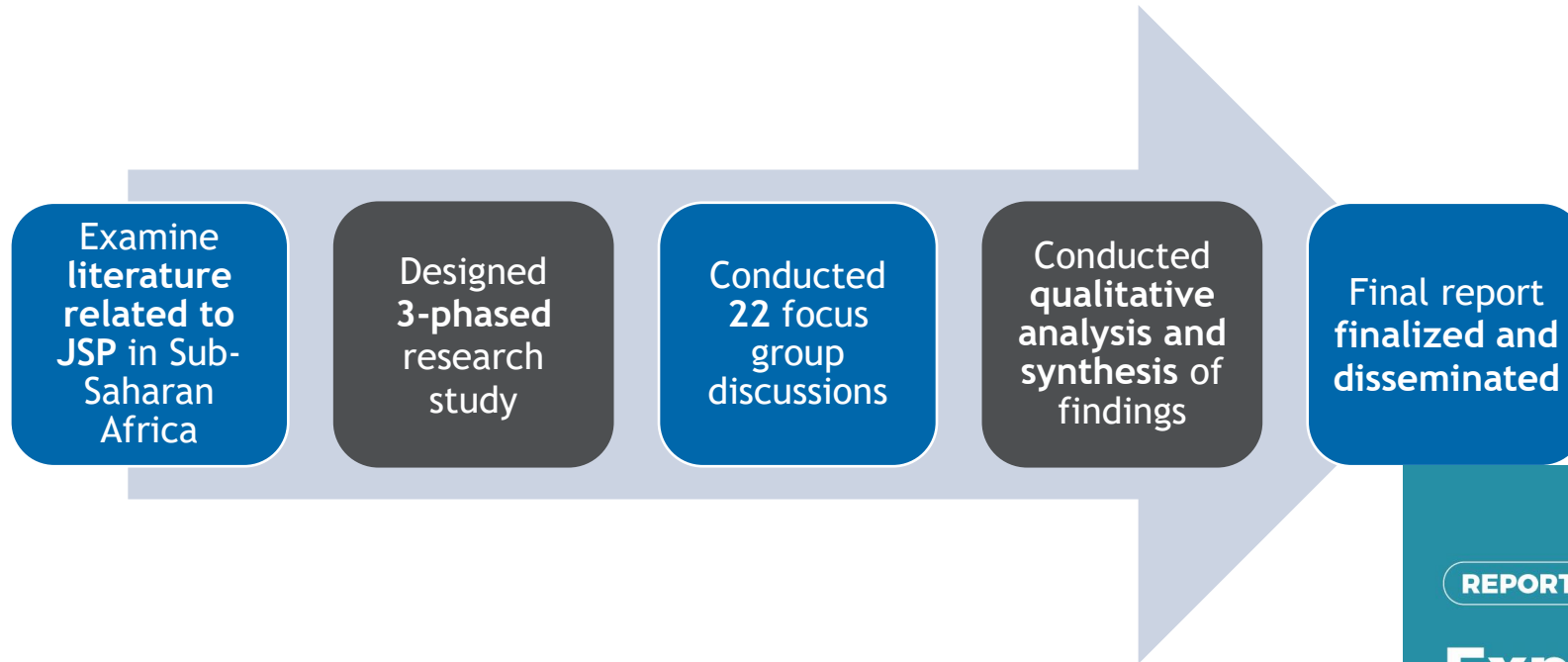
Who do we involve?

- Regional entities were selected based on whether they could contribute to the decision-making process at global level as well as whether they could review information stored in the VAN.
- This limit entities to active procurers in the region.

Regional Committee Composition, Role, Responsibilities

- Smaller group of regional entities that have an official role
- Can access the VAN
- Strategic advocates or recipients of supply chain products
- Benefit from review of data in the VAN
- Provide insight to CPG recommendations & support country engagement to VAN

VAN in use: Potential for future implementation of joint supply planning in the (ECOWAS) region



Outcomes and Recommendations

Conclusions

- Participants have widely shared the view that JSP for contraceptives is of good interest.
- JSP would generate many short-term and long-term benefits, such as enhancing data visibility and availability and enabling countries to learn from each other's supply planning experiences.
- Over time, JSP may promote better sourcing and procurement practices, and it may lead to pooled procurement mechanisms.

Recommendations

- Facilitate a higher-level review of national supply plans to enhance the current technical capacity
- Work closely with participating countries to offer alternative advocacy or action plans to mobilize resources to finance FP supplies
- Leverage WAHO's Regional Committee to serve as the forum for participating countries to convene for JSP

Regional Joint Supply Plan Review Process

1. Individual country exception management requests

Objective: ECOWAS countries can share immediate supply chain concerns (stockout, overstock, etc.) with their neighbors to see if they can work together to respond to any of the needs (transfers, WAHO requests, etc.)

Audience: neighboring countries

Value: Opportunity to get support from your neighbors in the region, as we have historically been doing with transfers

2. Regional procurement funding gap analysis

Objective: ECOWAS countries review the aggregated regional view of procurement funding gaps in their region, as well as disaggregated by product and country, in order to identify areas where they would like to combine their requests in front of donors/funders in a more aggregated and aligned way.

Audience: Donors

Value: Opportunity to align key donor/funder requests to show power in numbers

3. Regional aggregated demand analysis

Objective: ECOWAS countries review the aggregated regional demand for key products, with the ability to look at country specifics, in order to identify areas where they need to consider working together in making requests of manufacturers or working together through mechanisms like UNFPA's Third Party Procurement, etc.

Audience: Manufacturers, or potentially others who may have solutions that can help

Value: Opportunity to align key manufacturer requests to show aggregated demand and economies of scale



Thank you