

# Session 1: Changing Trends in Supply and Demand for Reproductive Health Supplies



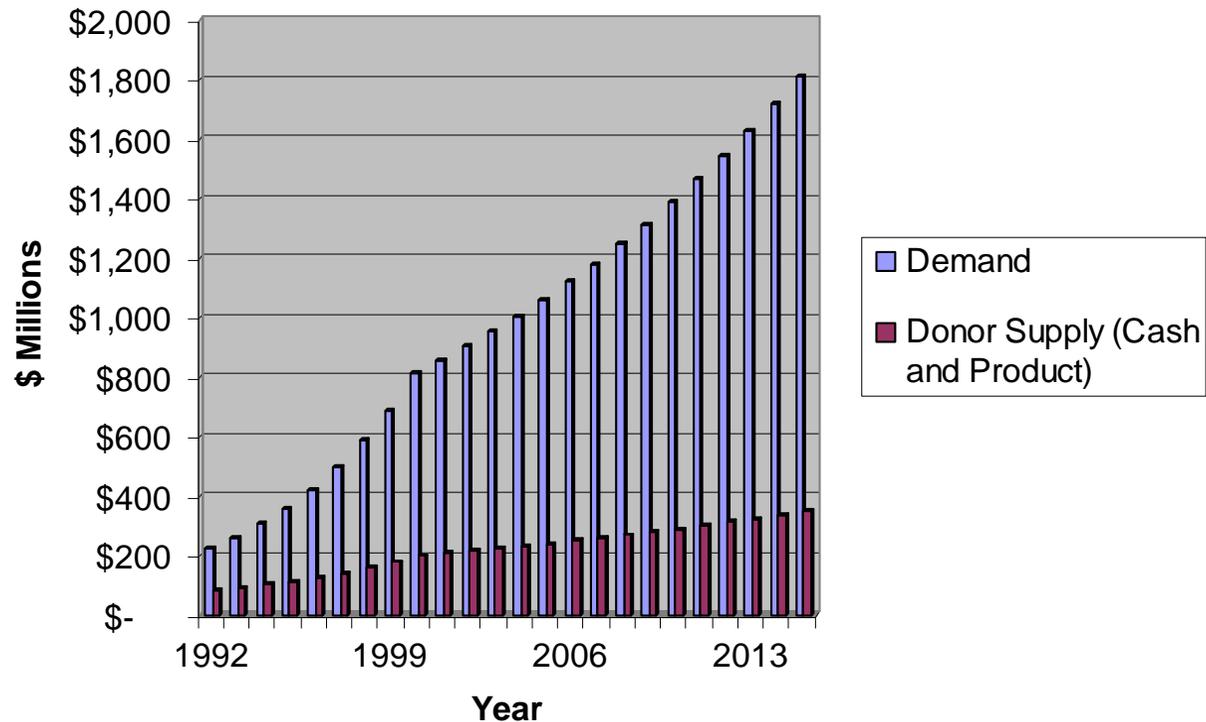
World Health  
Organization



# Projected Need

- Need for reproductive health (RH) supplies is increasing at a rapid rate
- Financing comes from multiple resources (e.g., SWAPs, direct funding, basket funding, etc.)
- Donors behind the resources have competing requirements

# Contraceptive Need vs. Donor Supply

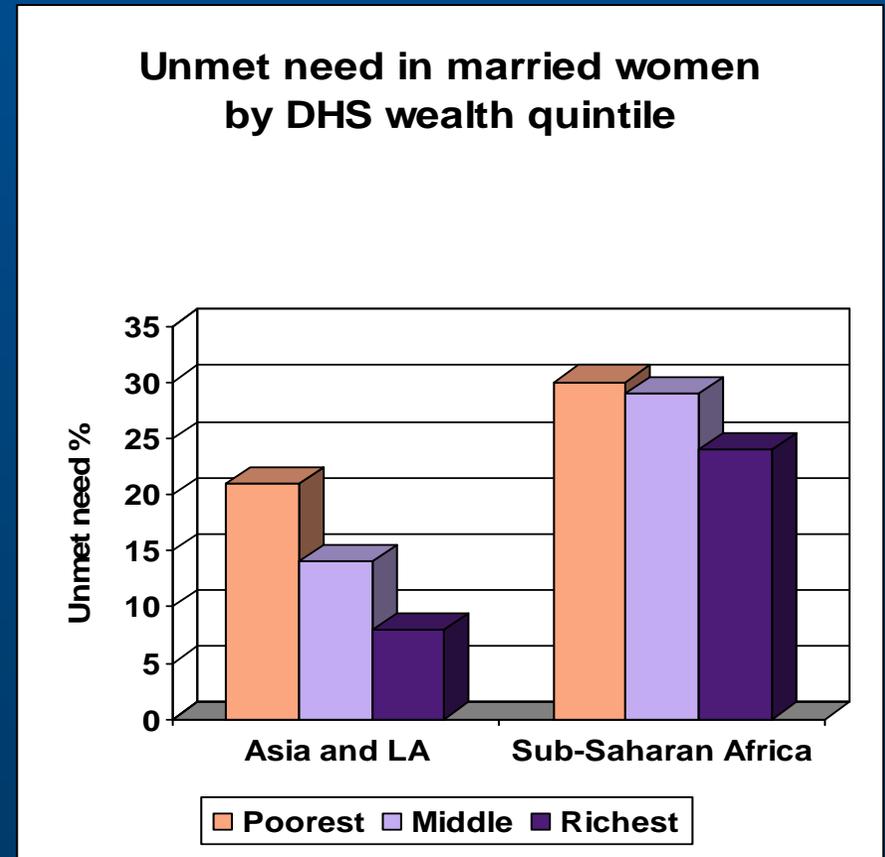


Source: Supply Initiative. Decreasing Donor Role in Meeting Growing Contraceptive Supply Needs, 2004.

Source: Supply Initiative

# Reproductive Health and Poverty

- Unmet need for contraceptives highly linked to poverty
- The need will continue to grow, adding pressure to RH programs



Source: The Lancet, October 2006

# Development Aid Effectiveness

- Paris Declaration
- Donor alignment of aid
- Country development strategies
- Capacity building in procurement and finance
- Operational frameworks



# National Government Evolving Roles

- Donors and countries favor sector-wide financing mechanisms versus commodity donations
- Countries lead decision-making
- Countries need capacity to manage this trend

# Implications

National governments have an increased responsibility to:

- Forecast
- Finance
- Procure and distribute
- Maintain the quality of products



# Specific Actions

- Strengthen communication between agencies (e.g., NRA, procurement, program managers)
- Identify critical procurement capacity deficits and integration possibilities
- Make use of tools such as the WHO Prequalification Programme



# WHO Prequalification Programme

The Prequalification Programme can assist countries to:

- Assure safe, effective, and affordable commodities
- Help reduce costs by including more supply sources for generic products
- Reduce the cost of quality assurance
- Supplier risk management – de-qualification
- Build capacity through technical assistance and provision of training

# Use of generic products

- What are "generics"?
- Why the use of generics provides for savings in comparison to use of innovator products?
- Are all multisource generics clinically interchangeable to innovator product?

# Specify Quality Over Cost

- Pricing and quality vary widely among suppliers
- Demanding quality protects resources
- Prequalification is a means of specifying clear quality standards



*It doesn't matter that it's cheap,  
if it's dangerous or doesn't work.*

# Group Discussion

- Discuss the questions on the handout
- Summarize your group's response
- Assign a spokesperson to report out

## The Increasing Responsibility of Countries in Funding and Managing the Supply Chain

### Answer Key for Breakout Session

#### Instructions:

1. Discuss the three questions below.
2. Summarize your group's responses.
3. Assign a spokesperson to report out to the larger group.

#### Questions to discuss:

1. Compared to 15 years ago, national governments have taken on more responsibility for key elements of their essential medicines supply chain. Has this shift affected essential medicines procurement in your country? In what ways?
  - *Need capacity development in Quality Assurance (QA), and procurement*
  - *Has put more burden on our management systems*
  - *Has become more complex*
  - *Have had to balance multiple sources of financing and supply to meet needs*
2. How has this shift affected medicines and medical device regulation?
  - *Has become increasingly complex due to differing donor requirements*
  - *More products means more burden on the NRA*
  - *Lack of clear and appropriate information on new products and best manner to regulate*
3. What other areas related to procurement and quality assurance are affected by the changes in donor financing?
  - *Distribution and inventory management has become more complex*
  - *More medicines have become available, increasing management responsibility*
  - *More funds for medicines are available*
  - *More drain, pulling pharmacy and medical staff to NGO programs*
  - *Need to integrate has become urgent to avoid duplication and contradictory messages, training*
  - *Responsibility for procurement has increased*