



POUR ELLE

BRUSSELS | 20-22 MARCH 2018

**18TH GENERAL MEMBERSHIP MEETING OF THE
REPRODUCTIVE HEALTH SUPPLIES COALITION**

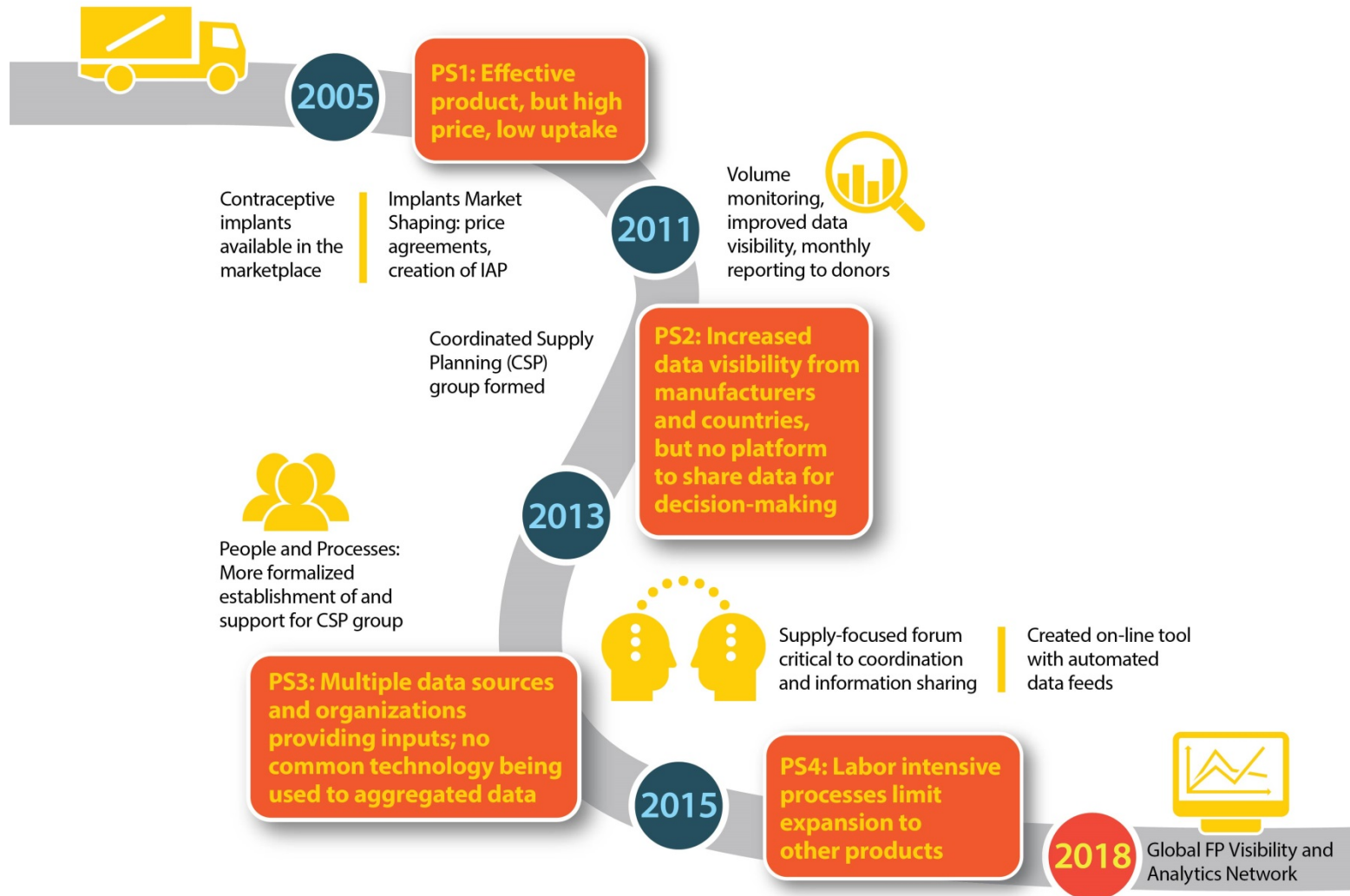
Moving from Problems to Progress: Using Market Shaping, Collaboration, and Visibility and Analytics to Increase Contraceptive Availability and Choice

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Maggie Murphy, John Snow, Inc. (JSI)

Julia White, RHSC

Continuous Improvement Pathway



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

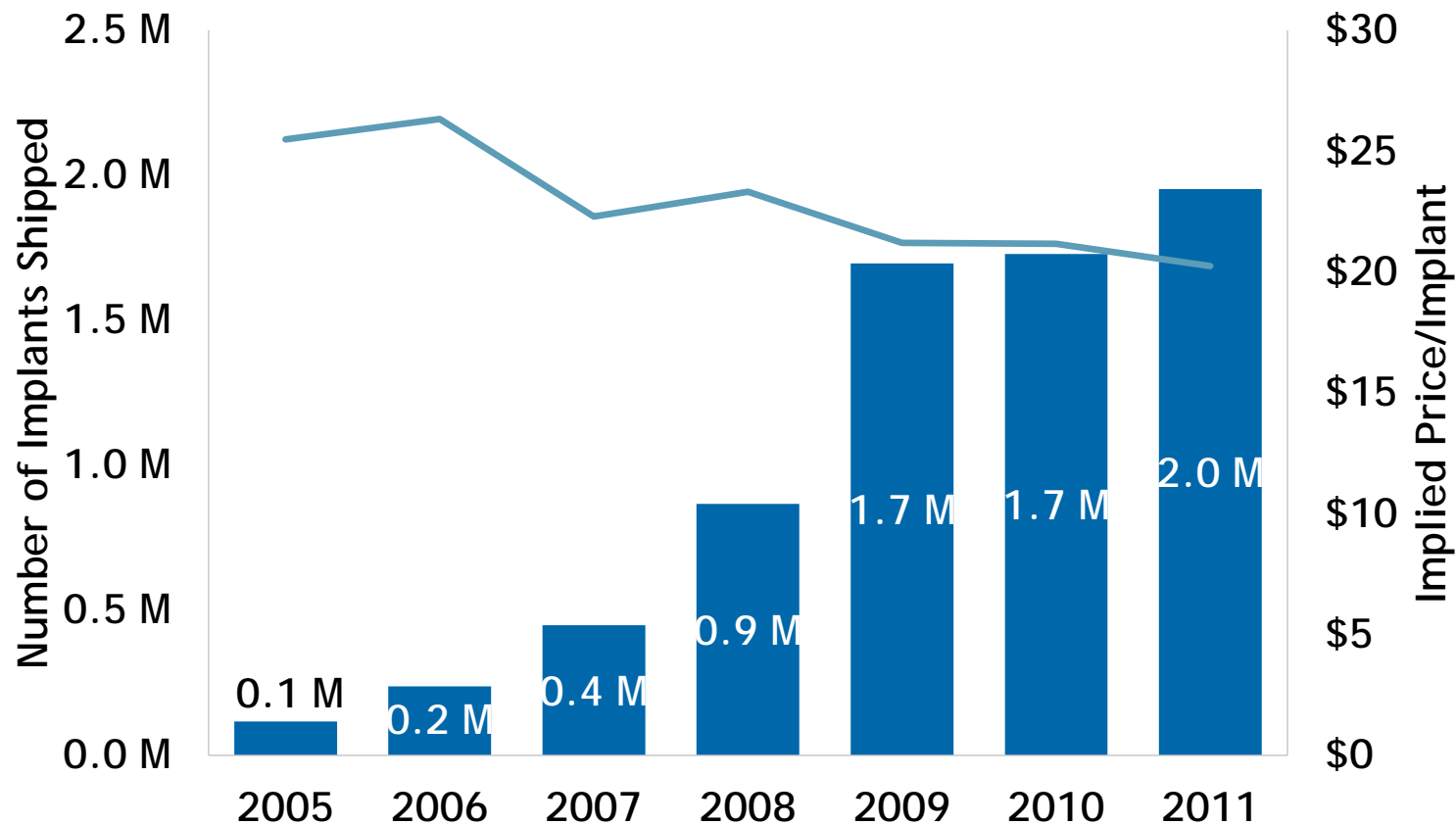
2011

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

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

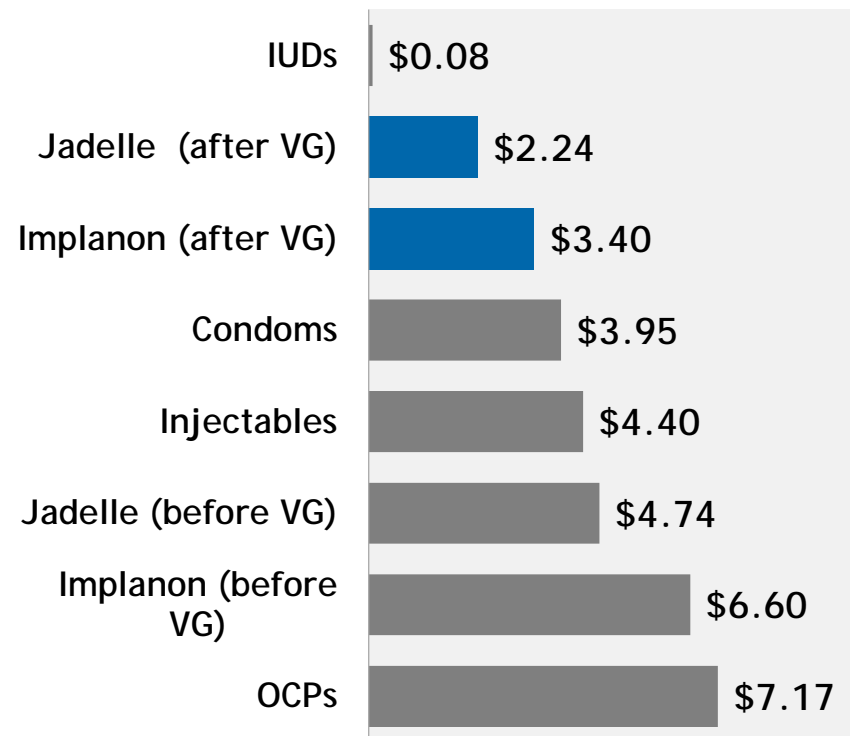
Implant Access Program Impact

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

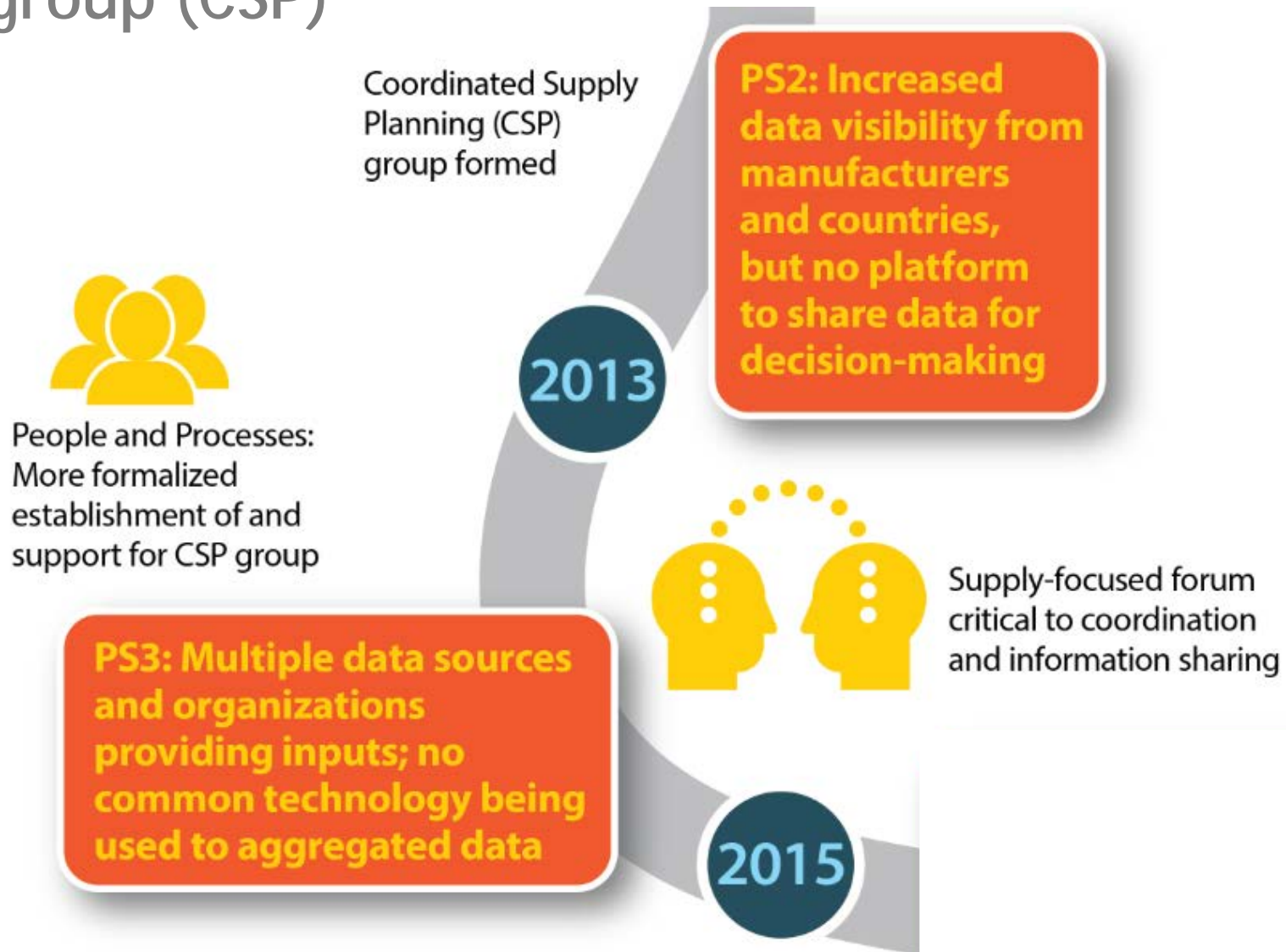
\$300M Procurement savings over 6 years of agreement

640K Estimated lives saved over the course of the agreement

Cost per CYP by Method



Stage 2: The Coordinated Supply Planning group (CSP)



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.



Shipment data directly from manufacturers (implants)

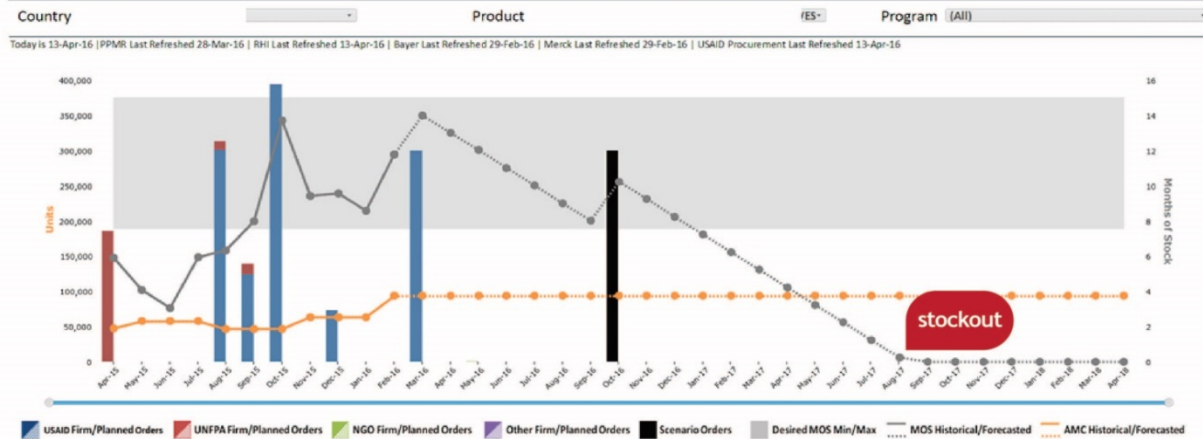
Shipment data from two main procurers/donors for other FP products (UNFPA and USAID)

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



Scenario Builder Coordinated Supply Planning

...All Pipeline Report ...All UNFPA PPT Report ...All Country Stock Out Report

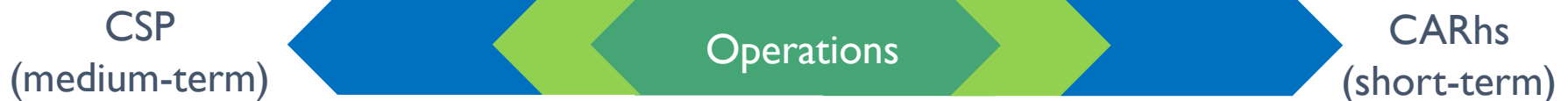


Extended network of influential supporters partnering with CSP to achieve common goals

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: Remaining Barriers and Challenges



Supply-focused forum
critical to coordination
and information sharing

Created on-line tool
with automated
data feeds

2015

**PS4: Labor intensive
processes limit
expansion to
other products**

2018

Global FP Visibility and
Analytics Network



**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.