The Power of Collaboration:
Linking Countries, Procurers, and Manufacturers for Improved Family Planning (FP) Product Availability

David Sarley, Bill & Melinda Gates Foundation
Maggie Murphy, John Snow, Inc.
Julia White, Reproductive Health Supplies Coalition

7 June 2017
Continuous Improvement Pathway

2005
- Contraceptive implants available in the marketplace

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

2013
- More formalized establishment of and support for CSP group

2015
- PS3: Multiple data sources and organizations providing inputs; no common tool being used to aggregate data
- Supply-focused forum critical to coordination and information sharing

2017
- PS4: Labor intensive processes that limit expansion to other established products
- Created online tool with automated data feeds
- Global Visibility Analytics Network
Stage 1: Market shaping

- **2005**
  - Contraceptive implants available in the marketplace
  - Implants Market Shaping: price agreements, creation of IAP
  - PS1: Effective product, but high price, low uptake

- **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>
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<tr>
<th>Implant Access Program Impact</th>
<th>Cost per CYP by Method</th>
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<tr>
<td>$8.50</td>
<td>50% reduction in price of Jadelle &amp; Implanon</td>
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<td>$300M</td>
<td>Procurement savings over 6 years of agreement</td>
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<td>640K</td>
<td>Estimated lives saved over the course of the agreement</td>
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Problem Statement Discussion: Market Shaping
Stage 2: The Coordinated Supply Planning group (CSP)

Coordinated Supply Planning (CSP) group formed

PS2: Increased data visibility from manufacturers and countries, but no platform to share data for decision-making

More formalized establishment of and support for CSP group

PS3: Multiple data sources and organizations providing inputs; no common tool being used to aggregate data

Supply-focused forum critical to coordination and information sharing
CSP Success Factors: People, Processes, and Tools

- 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)

- Extended network of high-level influential supporters to assist in advocating for additional country funding and technical assistance
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
- Potential to address other FP-supply related needs/questions
- Used platform to support product transition when manufacturer was replacing an existing product with an improved product (Implanon to Nexplanon)
- Experience gave 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)
- Planning
- Operations
- Exceptions
- CARhs (short-term)
Need an improved data sharing platform to automate processes and streamline decision-making.
Problem Statement
Discussion: CSP
Stage 3: The Global Visibility Analytics Network

PS4: Labor intensive processes that limit expansion to other established products
A Global VAN is a virtual collaborative space where teams use the same data to make supply chain decisions.
A Global VAN is a virtual collaborative space where teams use the same data to make supply chain decisions. But it’s not just about the Tech!!

Global Visibility & Analytics Networks

Centralized Supply Chain Decision-Making

Analytics Engines

E2E Supply Chain Data Integration

But it’s not just about the Tech!!

Policy

Tech

People

Process
Global VAN Conceptual Framework

People

Policy

Process

Technology

Central Coordination

Continuum of Coordinated Assistance: Preventing Stock Imbalances

CSP (long-term)

Planning

Operations

Exceptions

CARhs (short-term)

Donor Systems (As Necessary)

Intra-Agency Data Hub

Shipper/Other transportation

Manufacturer Data

Country Demand Data
Global VAN: Relevant Anticipated Advances

- Common source of “truth”; improved end-to-end and simultaneous data visibility
- Reduced manual data flow and overlap in data management
- Efficiencies and visibility allow:
  - Transformation of current coordinated forecasting and supply planning processes between CSP/CARhs, countries and suppliers;
  - Expanded product and country coverage

Success stories like CSP with implants could be replicated for other products/health areas, leading to more timely and cost-effective delivery of commodities to countries
Problem Statement Discussion: Global VAN Vision
THANK YOU!