

# Update on AMFm

From the AMFm Workstream of the Harmonization Working Group

Case Management Working Group Meeting  
July 28, 2010  
Geneva



## Agenda

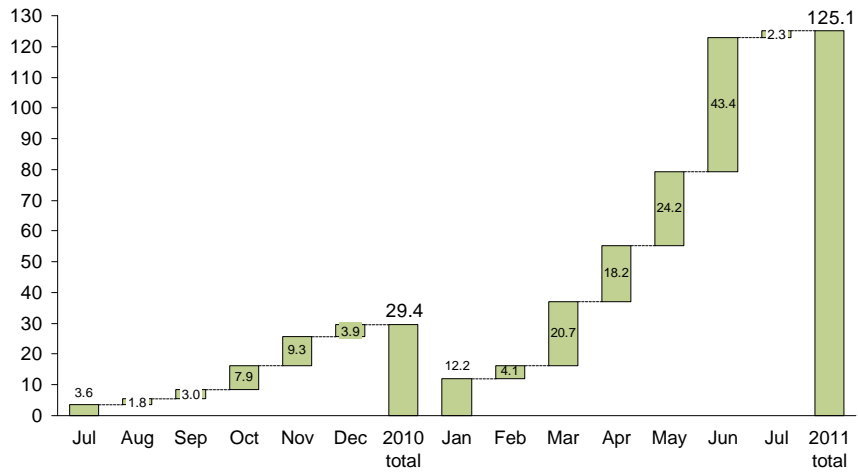
1 Update on AMFm: Current Status and Key Lessons

2 Country & Workstream Focus



**Rapid Scale Up of Orders:  
Enthusiastic ordering for ACTm has surpassed expectations**

Quantity of treatments ordered (M)



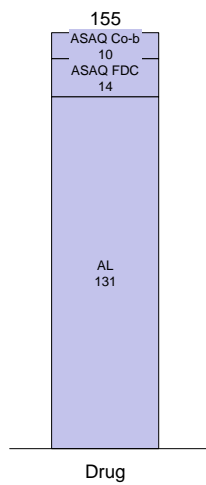
Note: Only includes orders uploaded to Global Fund website; Data cleaned to remove repeat approved orders and negative deliveries  
Source: Global Fund website

3

Data from July 2010 – July 22 2011

**AMFm Orders:  
By formulation, manufacturer, country, and sector**

AMFm Orders (M)



Note: Only includes orders uploaded to Global Fund website; Data cleaned to remove repeat approved orders and negative deliveries  
Source: Global Fund website

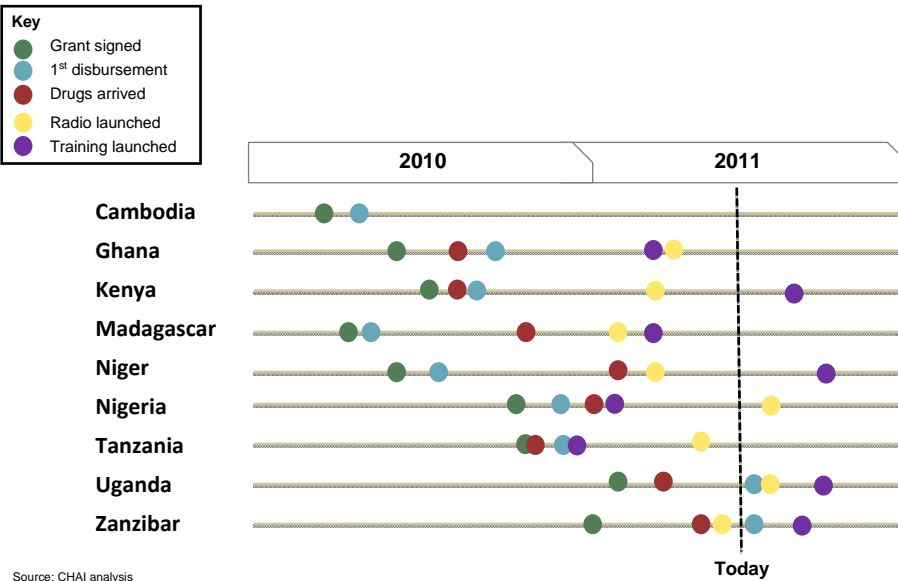
4

Data from July 2010 – July 22 2011

AMFm Orders vs. Deliveries:  
Actual volume of ACTm in country lags behind orders



Supporting Interventions:  
Underway, at country-specific rates



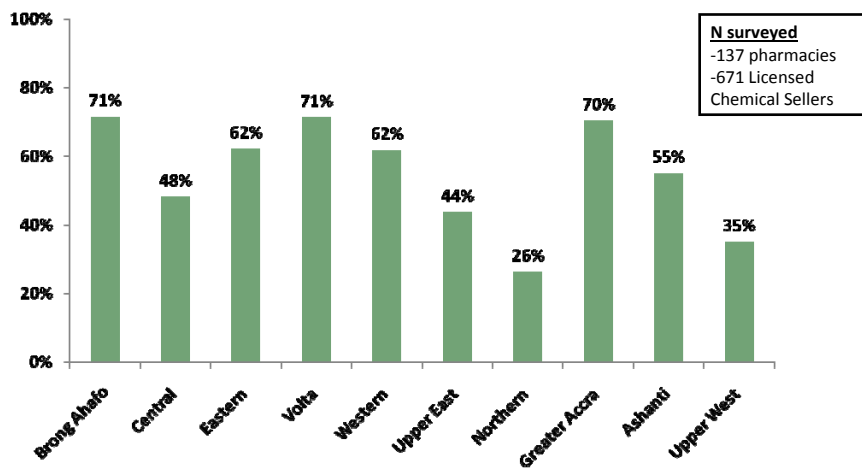
**Price:**  
Early price points from sub-national surveys or anecdotes indicate lower prices

Countries	Price Points		Data Collection Methods
	Child	Adult	
Ghana	\$0.65	\$0.98	Median price from random sample of 808 outlets in 10 regions; Pharmacy Council, Mar-May 2011
Kenya	N/A	\$0.53	Median price from survey of 270 chemists in Nyanza province; Round 1 AMFm inspection visits, DOMC, Mar 2011
Madagascar	\$0.125	\$0.50	Anecdotal reports from the field, Q1 2011
Niger*	\$0.42	\$0.74	Anecdotal reports from Niamey, Mar 2011
Nigeria	N/A	N/A	No reports from the field to date
Tanzania (ML)	N/A	\$0.88	Average price from one month of exit interviews at outlets in 3 regions; Operational Research baseline, Mar 2011
Uganda	N/A	N/A	No reports from the field to date
Zanzibar	N/A	\$0.44-\$1.89	Anecdotal reports from the field, May-Jul 2011

\*Niger has government regulated prices for pharmaceuticals

**Availability:**  
Ghana example demonstrates varying availability in the private sector



Percentage of private sector shops selling co-paid ACTs by region in Ghana



Source: Pharmacy Council, Phase 1 AMFm survey, Mar-May 2011

## Progress Towards Appropriate Fever Case Management

Pilots	RDTs (Public sector)	RDTs (Private sector)	Diagnosis activities in AMFm grant
Ghana		OR Project	<ul style="list-style-type: none"> <li>OR: Piloting feasibility of introducing RDTs in the private sector; training of private providers with strong emphasis on differential diagnosis of fever</li> </ul>
Kenya			<ul style="list-style-type: none"> <li>None</li> </ul>
Madagascar		OR Project	<ul style="list-style-type: none"> <li>Private sector training covers the use of RDTs</li> <li>OR: Measuring the impact of AMFm training on diagnosis</li> </ul>
Niger			<ul style="list-style-type: none"> <li>None</li> </ul>
Nigeria		OR Project	<ul style="list-style-type: none"> <li>OR: Piloting feasibility of introducing RDTs in the private sector</li> </ul>
Tanzania			<ul style="list-style-type: none"> <li>None</li> </ul>
Uganda		OR Project	<ul style="list-style-type: none"> <li>Strengthen NDA quality surveillance of RDTs and ACTs</li> <li>Public sector procurement of RDTs for 21 districts</li> <li>Adaption and dissemination of SOPs for use of RDTs</li> </ul>
Zanzibar		OR Project	<ul style="list-style-type: none"> <li>OR: Piloting feasibility and acceptability of RDTs in the private sector to improve ACT targeting</li> </ul>

Key	Scaling Up	Operational Research
		

## Operational Research: Generating evidence on potential solutions to case management challenges

Project Description	Location	Lead Institution
Assessing the Impact of Affordable ACTs and Private Sector Outsourcing on the ACT Stock Levels in Public Health Facilities	Niger	LSHTM
Use of Medical Representatives to increase availability and awareness of AMFm ACTs in the private sector	Madagascar	CHAI
Comparison of home-based management of fever/malaria to enhanced health facility-based care	Uganda	LSHTM
An equity and cost-effectiveness analysis of alternative strategies for the deployment of ACTs at the community level	Nigeria, Cameroon	LSHTM
Assessing the Impact of a Supplier Incentive on Coverage and Uptake of Subsidized ACTs in Remote Retail Shops	Tanzania	CHAI
Overcoming barriers to equitable access to malaria diagnosis and treatment: An evaluation of the Village Malaria Worker program	Cambodia	LSHTM
Assessing Demand for RDTs and ACTs in the Private Drug Shops	Kenya	IPA
The cost-effectiveness of home-based management of malaria using artemether- lumefantrine (Coartem)	Uganda	LSHTM
Evaluating the Feasibility of Introducing Malaria Diagnosis in the Private Sector in Eastern Uganda	Uganda	CHAI
Good Use of ACTs and RDTs in Drug outlets in Cambodia ("GUARD")	Cambodia	LSHTM
Encouraging The Adoption of Health Technology: The Case of RDTs in Zambia	Zambia	IPA
Effectiveness of Malaria Rapid Diagnostic Tests in fever patients attending primary health care facilities in Zanzibar	Zanzibar	Karolinska Institute
Effects of restricting the use of AS+AQ to malaria cases confirmed by a dipstick test: A cluster randomised control trial	Ghana	LSHTM
Evaluating health worker and community interventions to improve adherence to national guidelines for the use of ACTs	Tanzania	LSHTM
Evaluation of the introduction of rapid diagnostic tests for malaria in rural health facilities	Ghana	Dangme West District Health
Introducing rapid diagnostic tests (RDTs) into the public & private health sectors in Uganda	Uganda	LSHTM
Assessing the Impact of Packaging and Rapid Diagnostic Tests on Adherence Rates to ACTs	Uganda	CHAI
Preserving ACTs	Ghana	HSPH
Improving correct diagnosis and treatment of malaria	Ghana	JHU
IMPACT 2: Monitoring Interventions to Improve ACT Access and Targeting	Tanzania	US CDC

Access	Access/Equity	Targeting	Appropriate Use	Access/Equity/Targeting/ Appropriate Use
--------	---------------	-----------	-----------------	---

## Challenges and Key Lessons Learned (1/2)

### Challenges

- 1 Global Fund processes are not set up to support rapid roll out of national-level program
- 2 Disconnect between private sector procurement vs. launch of supporting interventions and public sector procurement
- 3 Management structures to facilitate national public-private collaboration not in place

### Lessons Learned

- Continuous support needed to meet deadlines for grant signing and fund disbursements
- External support was required to catalyze supporting interventions
- Establish country taskforces to provide oversight function and identify focal points

11

## Challenges and Key Lessons Learned (2/2)

### Challenges

- 4 Teething problems exist with private sector participation
- 5 Standard approach to identify problems and respond does not exist

### Lessons Learned

- Cross-sector dialogue is essential for resolving bottlenecks and sharing information (e.g., customs clearance; manufacturer-1LB relationships)
- Countries need to establish dynamic response mechanisms (e.g. Ghana)

12

## Agenda

1 Update on AMFm: Current Status and Key Lessons

2 Country & Workstream Focus Going Forward

QTY	DESCRIPTION	SHS	CTS
4X	Coartem 2c/12c	180/=	
	45/=		
	180/=		
E80 E		VAT ZERO RATED	TOTAL 180/=

GOODS ONCE SOLD NOT RETURNABLE

Left: Receipt for adult AL from pharmacy in Nairobi, Kenya

13

## Country & Workstream Focus

1 Enhance and accelerate national level marketing work

2 Support private sector monitoring and response

3 Private sector engagement

4 Assist countries with early transition planning

5 Assist countries with early transition planning

For example

- Secure corporate sponsors to fund bulk SMS (Tanzania, Kenya, Nigeria)
- Support pre-launch campaign to facilitate early messaging about AMFm (Uganda)
- Provide resources for initial campaign development and launch (Zanzibar)
- Assist with review of initial campaign activities and improvements for second phase (Ghana, Kenya)

## Country & Workstream Focus

1 Enhance and accelerate national level marketing work

2 Support private sector monitoring and response

3 Private sector engagement

4 Assist countries with early transition planning

5 Global coordination, dissemination and policy

### *For example*

- Provide support to NMCPs and contracted agencies to develop tools and systems for private sector monitoring (Ghana, Tanzania, Uganda)
- Help countries, through relevant AMFm management, interpret results from Global Fund-HAI and other price tracking surveys
- Help countries determine responses to high prices or low availability identified through monitoring

## Country & Workstream Focus

1 Enhance and accelerate national level marketing work

2 Support private sector monitoring and response

3 Private sector engagement

4 Assist countries with early transition planning

5 Global coordination, dissemination and policy

### *For example*

- Support price guidance and price adherence strategies
- Engage with first line buyers to identify and resolve upstream/downstream supply chain issues affecting availability (e.g., manufacturer supply issues, customs clearance bottlenecks)
- Investigate first-line buyer and lower level supply dynamics to private sector experience with AMFm and drivers of demand



## Country & Workstream Focus

- 1 Enhance and accelerate national level marketing work
- 2 Support private sector monitoring and response
- 3 Private sector engagement
- 4 Assist countries with early transition planning
- 5 Global coordination, dissemination and policy

For example

- Assist country consultations on transition planning
- Help country and global stakeholders establish transition plans for options post-Phase 1 to maintain uninterrupted access
- Consider shifts in AMFm model as prevalence decreases

## Country & Workstream Focus

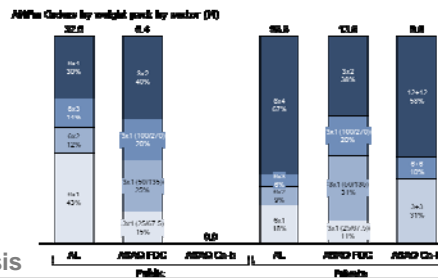
- 1 Enhance and accelerate national level marketing work
- 2 Support private sector monitoring and response
- 3 Private sector engagement
- 4 Assist countries with early transition planning
- 5 Global coordination, dissemination and policy

**Country updates**

**AMFm Monthly Update - Ghana**  
June 1 - 30, 2011

Country Facts		AMFm initial price per gallon	AMFm current price per gallon
Total number of national private sector beneficiaries	44	\$0.01	\$0.01
Number of private sector AMFm beneficiaries in the AMFm program (including private sector AMFm beneficiaries)	44	\$0.01	\$0.01
AMFm program start date	March 2011	\$0.01	\$0.01
AMFm program end date	March 2011	\$0.01	\$0.01
AMFm program status	Phase 1 (private sector monitoring for the AMFm)	\$0.01	\$0.01

Workstream	Focus	Key Activities
1	Enhance and accelerate national level marketing work	• Review and update national level marketing work • Review and update national level marketing work • Review and update national level marketing work
2	Support private sector monitoring and response	• Review and update national level marketing work • Review and update national level marketing work • Review and update national level marketing work
3	Private sector engagement	• Review and update national level marketing work • Review and update national level marketing work • Review and update national level marketing work
4	Assist countries with early transition planning	• Review and update national level marketing work • Review and update national level marketing work • Review and update national level marketing work
5	Global coordination, dissemination and policy	• Review and update national level marketing work • Review and update national level marketing work • Review and update national level marketing work



Order analysis

## Potential Areas for Partner Support

- 1 Enhance and accelerate national level marketing work
- 2 Support private sector monitoring and response
- 3 Private sector engagement
- 4 Assist countries with early transition planning
- 5 Global coordination, dissemination and policy

### *Potential areas of support*

- Integrate AMFm into case management communication activities
- Incorporate private sector tracking into routine monitoring systems
- Strengthen regulatory environment for appropriate private sector access
- Develop models for testing & treating that apply to public and private sector