



New Routes to Market

Vector Control Working Group
Kigali, Rwanda

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IVCC strategy

● Our Vision

To improve and **save lives** of vulnerable populations impacted by mosquito-borne diseases, through the delivery of a sustainable tool-box of vector control solutions.

● Our Mission

By **building partnerships**, we enable the **creation of innovative solutions** to address the evolving challenges in vector control across disease-affected countries

● Toolbox strategy



ITNs

The availability and accessibility of multiple non-pyrethroid ITNs to mitigate resistance build up



Indoor Residual Sprays

Maintain IRS as a tailored vector control intervention



Spatial emanators

Enable adoption of spatial emanators with multiple active ingredients



Outdoor Transmission Tools

Advance innovative technologies to address outdoor transmission and alternative insecticide delivery systems.

Preventing transmission indoors

Preventing transmission outdoors

● Critical success factors

Industry Partnership

Policy and advocacy engagement

Country Focus

Funding mobilization

Innovation Leadership

In-House & External Expertise

Operational Integrity

● Our values

Partnership – Innovation – Respect

IRS – IVCC focus from 2023 to 2029



Goal: Maintain IRS as a tailored vector control intervention



Objectives



Outputs

1	Encourage industry engagement in IRS to maintain the current product portfolio of affordable, high quality IRS products	<ul style="list-style-type: none">• Annual IRS short-term forecast• The availability of affordable, high-quality IRS products in the market• IRS evaluated and business cases developed for uptake outside sub-Saharan Africa• High-quality outputs from IVCC-funded research
2	Catalyse interest in complementary funding streams for IRS	<ul style="list-style-type: none">• Documented information on potential local country partners• Tailored business cases with an understanding of the limiting factors (costs/drivers etc.) towards IRS using complementary funding streams• A funding proposal, with a technical assistance plan and complementary funding streams identified in targeted countries (Ghana, Nigeria, Uganda and potentially Mozambique)• Documented and shared best practices for the engagement of private sector into IRS to reduce IRS delivery costs for country malaria programs
3	Maintain a minimum of 3 different (non-PY) modes of action for IRS that are effective against resistant mosquitoes	<ul style="list-style-type: none">• Critical information and dataset on IRS to trigger a pre-development/development decision• List of repurposed and novel AIs suitable for development as IRS products, when required• Resistance monitoring tools available for AIs in the IVCC portfolio

Rationale for New Routes to Market?....A reality check

- Total **funding** for malaria control and elimination in 2021 was estimated at \$3.5 billion vs \$7.3 billion need (**\$3.8 billion funding gap!**)*
- Many country programs have expressed a strong desire to maintain/expand IRS based on positive results and challenges with consistent ITN use and durability
- Despite strong evidence of effectiveness, funders have begun to reduce support for IRS in favour of ITNs due to operational challenges and relatively high cost
- Adoption of new tools such as vaccines will put increased budget pressure on IRS
- Has any country ever eliminated malaria without IRS?
- Experience with NgenIRS project showed great potential in delivering IRS through private companies (AGAMaL) and NGOs (GBM, Pilgrim Africa and mission hospitals (Mulanje)
- There are many examples of private sector supporting and complementing provision of other public health products and services (e.g., family planning, WASH, etc.)
- *Unless something changes, coverage with existing tools will be hard to maintain, let alone adding new and more expensive tools*

*2022 World Malaria Report, WHO



Malaria case reduction and cost-effectiveness

Mali (observational – 3 years)

32%	Fewer cases
Cases averted in 3 years	350,000
ICER (per case averted)	US\$6.76

Uganda (observational – 1 year)

47%	Fewer cases
Cases averted in 1 year	245,000
ICER (per case averted)	US\$41.25

Overall, 3GIRS resulted in a **22% to 47% reduction** in confirmed cases recorded in the public health system compared to similar regions without IRS

ICER range of **US\$3.20 to US\$41.25** per case averted, making 3GIRS **cost-effective** or **highly cost-effective** by WHO standards



Ghana (observational – 3 years)

40%	Fewer cases
Cases averted in 3 years	260,000
ICER (per case averted)	US\$3.20

Mozambique (CRT – 2 years)

22%	Fewer cases
Cases averted in 2 years	20,000
ICER (per case averted)	US\$34.44

ICER = incremental cost-effectiveness ratio
CRT = cluster randomized trial



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Careful consideration should be given before removing IRS.

Shifting IRS Operations

Suspending IRS in Ghana

DISTRICT SPRAY STATUS

IRS NON-IRS



REMOVAL

↑ 400%

CASES

Removal of 3GIRS from districts in Upper East Region resulted in an average increase in malaria cases of over 400%

PERCENT CHANGE IN MALARIA INCIDENCE, 2014 TO 2015



E Baseline household ownership of at least one LLIN ~80%.



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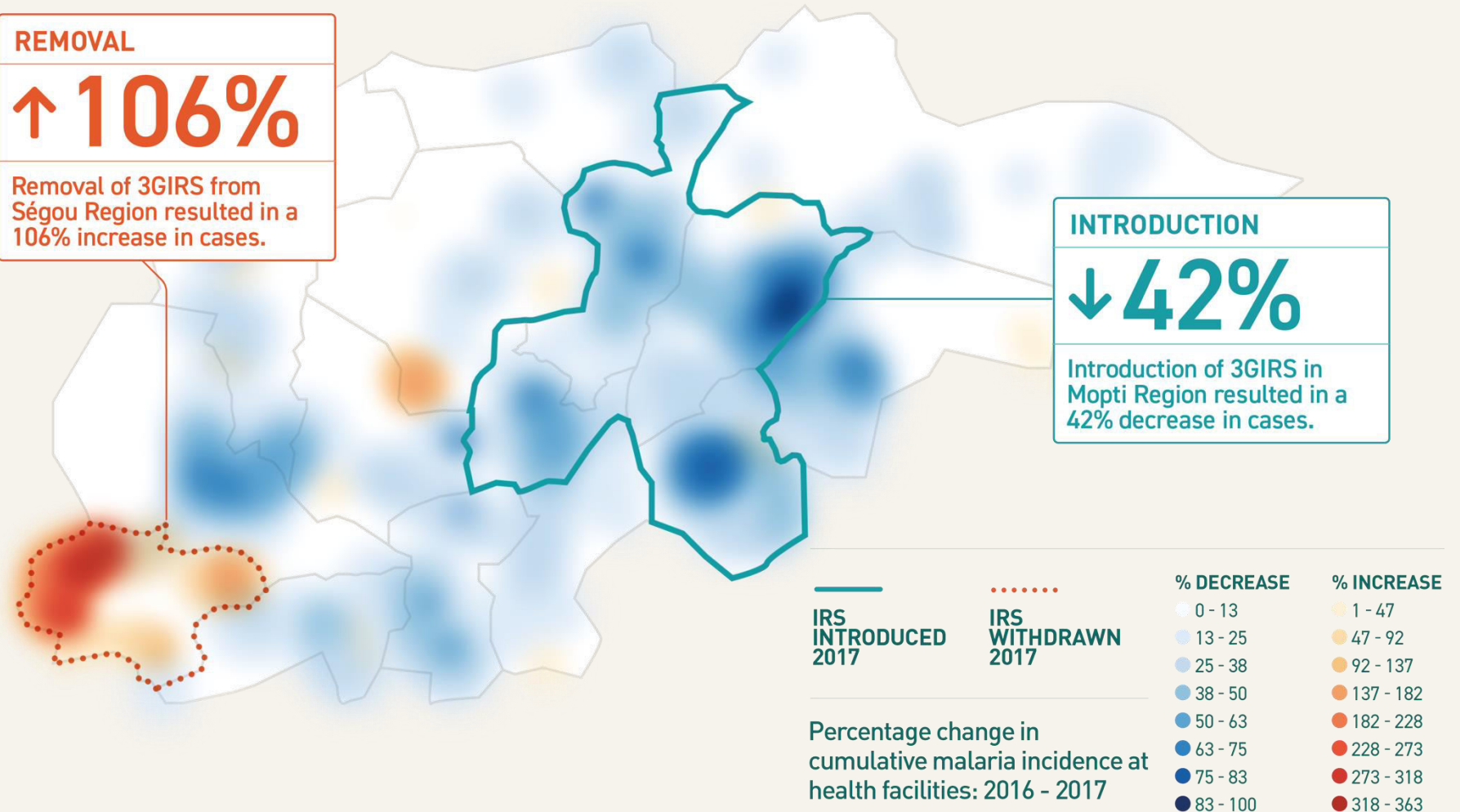
Careful consideration should be given before removing IRS.

Shifting IRS Operations

Mali

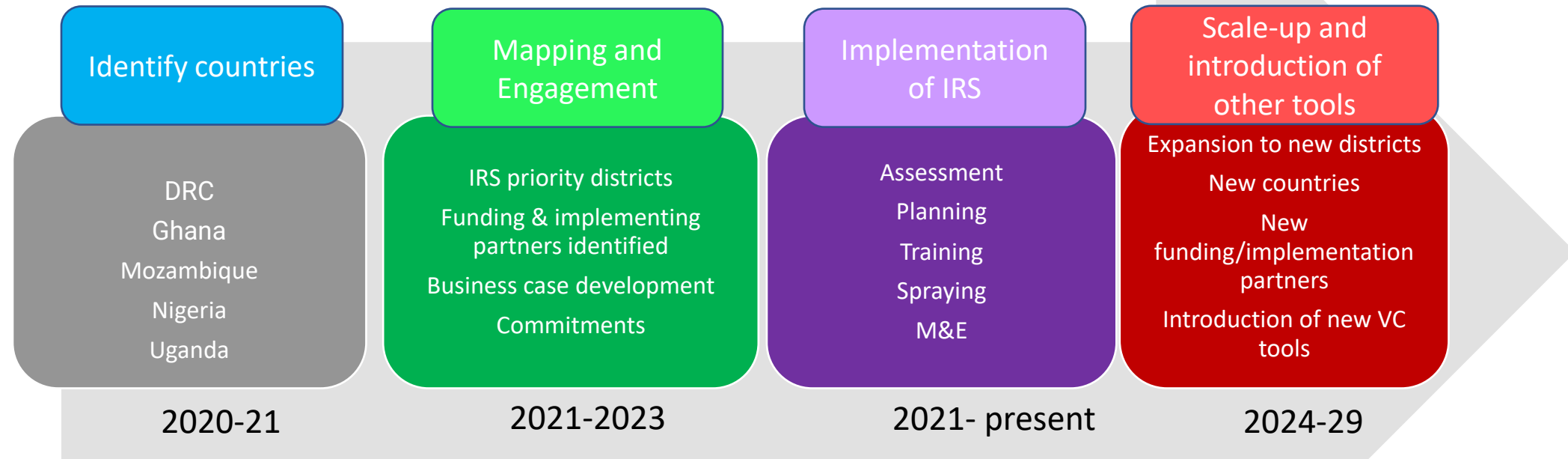
REMOVAL
↑ 106%
 Removal of 3GIRS from Ségou Region resulted in a 106% increase in cases.

INTRODUCTION
↓ 42%
 Introduction of 3GIRS in Mopti Region resulted in a 42% decrease in cases.



New Routes to Market Initiative

Supporting NMPs in select countries to increase funding and expand coverage of IRS and other VC tools through public-private partnerships



Progress to date

Uganda

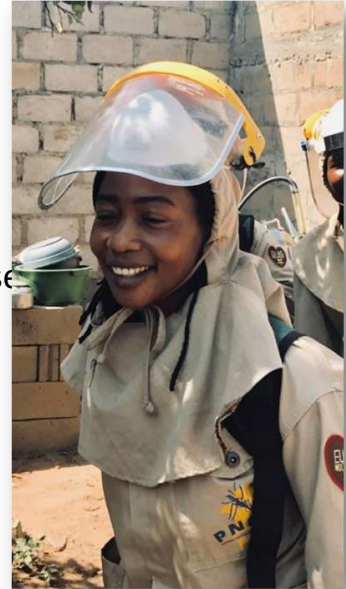
- Establishment of partnership with NMCD
- Initial mapping of potential private sector partners in IRS priority regions
- Development of generic business case
- Country stakeholder workshop with NMCD to develop NRM strategy for 2024 and beyond (March 2024)

Ghana

- **BENSO Oil Palm Plantation** – Protected 3,805 people with self-funded IRS, leading to 11.5% fewer Out-Patient Department (OPD) cases Malaria
- **KILL Pest** (local PCO) – Contracted by NMEP to spray 2 priority districts/200,000+ people using domestic funding
 - Linked Kill Pest to PMI/Evolve for guidance on SOPs, training, etc.
- Country stakeholder workshop in December '23 to update strategy for NRM to scale-up in 26 IRS target districts

Nigeria

- Bua foundation to protect students in secondary and Tertiary institutions in Kano state- **Funding proposal submitted**
- Wilmar International to protect its 2,000 employees in their Calaro Estate (2024) - Consultants to provide updates
- Taj Bank interested in supporting IRS in prisons & schools – **Funding proposal submitted**
- Dangote and Access bank have expressed interest in supporting IRS - **Discussions ongoing**
- Country stakeholder workshop (February) to develop NRM strategy for 2024 and beyond focused on highest transmission states of Kebbi and Sokoto



Vision for future support of VC toolbox and Private sector involvement

- Enable the maintenance or expansion of IRS coverage in high transmission/low net use areas in accordance with existing country VC strategies
- Expansion of NRM model in partnership to more interested countries in collaboration with other organizations (e.g., CHAI, MSH, Mentor Initiative, GBM, etc.)
- Build a network of private institutional partners (funding and implementation) with IRS and expand to other products, including Spatial Emanators, LLINs, ATSB, etc.
- Exploration of complementary consumer markets in select countries in Africa and Asia
- Implementation of next generation market shaping interventions by IVCC and/or others to support launch and scale-up of new tools





OUR VALUES

PARTNERSHIP

We believe in the power of partnership, collaboration and teamwork.

INNOVATION

We embrace ideas that drive vector control innovation, deliver impact and save lives.

RESPECT

We value diversity and treat each other with respect.

Image credits: 1: PMI, Mali. 2: Goodbye Malaria. 3 Bayer, Monheim am Rhein, Germany. 4. Health Forefront Organization Phnom Pehn, Cambodia. 5: Goodbye Malaria.

Funding Partners

BILL & MELINDA
GATES foundation

