NgenIRS Team

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Next Generation IRS: Goal and Outputs

Market-shaping intervention to support PMI (global leader in IRS), GFPRs and other implementers expand coverage with 3GIRS

- **Demand** - Accelerated uptake of 3GIRS through co-payment mechanism
- **Market stability** - Improved global forecast for 3GIRS products
- **Competition and IRM** - New quality assured products from several manufacturers available
- **Affordability** - 3GIRS products are reduced in price
- **Evidence** - Cost effectiveness and impact research evidence is disseminated
A Global Partnership...
NgenIRS Partner Country Selection

Two phased selection process in consultation with PMI/AIRS and Global Fund based on need, readiness and commitment

2016
- Ethiopia
- Mali
- Rwanda
- Zambia

2017
- Benin
- Ghana
- Kenya
- Madagascar
- Mozambique
- Tanzania/Zanzibar
- Uganda
- Zimbabwe
Summary of progress through year one

- $5.8 million in co-payment support enabled PMI/AIRS to:
  - Procure 30% more Actellic®300CS, protecting an estimated additional 2 million people in Ethiopia, Mali, Rwanda and Zambia
  - Increase number of people protected with 3GIRS by an estimated 57%
  - Triple person months protection in Ethiopia by enabling switch to Actellic®300CS in 24 districts
- Significant price reduction to programme partners in return for a guarantee of an annual volume
- Negotiations underway with Sumitomo and Bayer to support eventual launch of their products pending WHO-recommendation
- Development of consolidated forecasting methodology to support project underwriting of volume guarantee (JSI)
- Price elasticity study (CHAI)
- Impact and cost-effectiveness OR underway in Mozambique (co-funded by PMI)
- 8 countries added for 2017 – tripling number of partner countries
- Achieved or exceeded all targets and objectives
Challenges

• High price of Actellic (total cost of use) and early signs of potential emergence of resistance

• Single commercial partner/product – Uncertain timing of new product introduction

• Rapid expansion

• Balancing need for market growth/stability for all products within IRM strategy

• Insufficient funds for co-payment and underwriting as demand increases faster than expected
2017 Outlook

• Increase of 1.3 million units over what would have been possible without NgenIRS’ price reduction/co-payment (6.5 million more people than in 2016)

• $11.3 million in co-payments across 12 PMI countries

• Expansion to include GFPRs in Mozambique and Ghana

• Preliminary data from cost-effectiveness study

• Further expansion (countries and partners) to support PMI/AIRS, GF and NMCP-funded procurements

• Addition of Sumishield (pending WHO-recommendation)
Thank you for your partnership and support

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