MINISTRY OF HEALTH
P.O. BOX 84 KIGALI

RWANDA (2009): MAP STUDY EVALUATING THE AVAILABILITY OF HORMONAL CONTRACEPTIVES AND CONDOMS.

Sponsored by:

PSI's Four PIllars
Bottom Line Health Impact * Private Sector Speed and Efficiency * Decentralization, Innovation, and Entrepreneurship * Long-term Commitment to the People We Serve

Research Division
Population Services International
1120 Nineteenth Street NW, Suite 600
Washington, D.C. 20036

RWANDA (2009): MAP STUDY EVALUATING THE AVAILABILITY OF HORMONAL CONTRACEPTIVES AND CONDOMS.

© Population Services International, 2011

Contacts:

Bram Piot
MAP & GIS Coordinator
86 rue du Cercle
Logras, Péron
France
Email: bram.piot@gmail.com

Jean Providence NZABONIMPA, Research Specialist
Department of Research, Monitoring, and Evaluation
Population Services International / Rwanda
Mobile: +250 (0) 78 830 7850
Email: jnzabonimpa@psirwanda.org

Jean Pierre NSENGA, Family Planning Senior Program Manager
Family Planning Program
Population Services International / Rwanda
Mobile: +250 (0) 78 830 5381
Email: jnsenga@psirwanda.org

Joseph KABATENDE
Pharmacy Taskforce
Ministry of Health
Kigali, Rwanda
Email: joska24@yahoo.com

Suggested citation of this work:

PSI Research Division, "Rwanda (2009): MAP Study Evaluating the Availability of Hormonal Contraceptives and Condoms. 3rd Round", PSI Social Marketing Research Series, 2011 <http://www.psi.org/research/cat_socialresearch_smr.asp>.

TABLE OF CONTENTS

ACKNOWLEDGEMENTS 3
BACKGROUND 4
RESEARCH OBJECTIVES 4
METHODOLOGY 4
MAIN FINDINGS 5
PROGRAMMATIC RECOMMENDATIONS 6
FINDINGS 7
COVERAGE OF FAMILY PLANNING PRODUCTS 7
QUALITY OF COVERAGE OF FAMILY PLANNING PRODUCTS 8
PENETRATION OF FAMILY PLANNING PRODUCTS 11
OTHER FINDINGS 13
a. Price Analysis 13
b. Source of Supply of PSI Products 14
c. Frequency of Stock-Outs of PSI Products 15
d. Additional Quality Standards: Promotion, Expiry data, Visibility 15
e. Intention to Stock PSI Products 16
f. Reasons for Not Selling PSI Products 16
LIMITATIONS 17
SUMMARY ..... **Error! Bookmark not defined.**
PROGRAMMATIC RECOMMENDATIONS 17
Appendix 1: Additional Maps 19
Appendix 2: Additional Tables 24
Appendix 3: Audit Sheet 25

ACKNOWLEDGEMENTS

This study was funded with generous support from USAID, under the Behavior Change Social Marketing Project (BCSM) project. The authors would like to thank the Pharmaceutical Task Force for their support throughout all steps of this important project as well as Thomas NSENGIYUMVA, the Family Planning Technical Working Group and PSI Rwanda program and sales staff for their valuable input into programmatic recommendations. Andrea Plautz, PSI Rwanda's Research Capacity Building Advisor provided technical assistance during fieldwork and report writing. The authors would also like to thank the dedicated team of data collectors for conducting fieldwork under difficult circumstances during heavy rains and special thanks goes to the individuals in the outlets and sampled cells who answered the questions for this audit

SUMMARY

BACKGROUND

PSI's interventions in Rwanda focus on child survival, HIV and malaria prevention, and reproductive health. PSI/Rwanda works closely in all five provinces of Rwanda with local organizations implementing activities to create a sustainable system of health impact among at-risk populations. Its family planning program, launched in 2005, is designed to increase the modern contraceptive prevalence rate by increasing the availability of affordable hormonal contraceptives and condoms through private sector and community-based distribution.

RESEARCH OBJECTIVES

MAP studies allow programmers to make an assessment of product availability and accessibility using pre-defined criteria for coverage and quality of coverage. The goal of these studies is to increase the overall efficiency of social marketing product and service delivery systems. The main objective of the PSI/Rwanda 2009 MAP survey was to monitor the coverage and quality of coverage of hormonal contraceptives and of male condoms distributed through pharmaceutical outlets throughout the country. The previous round of this study was conducted in 2007.

METHODOLOGY

This study is based on an exhaustive census of known pharmaceutical outlets and private health facilities in Rwanda, all of which were visited by trained interviewers and audited on a range of availability and quality standards. The coverage indicator determines the proportion of geographic areas – sectors in this study – in which PSI products are available in at least one outlet. Quality of coverage is the proportion of sectors in which the product is available and where retailers conform to additional minimum quality standards: Adherence to the recommended retail price, absence of expired stocks (for *Confiance*) and of regular stock-outs presence of promotional items, and (for condoms) product visibility. Additional information was collected on the source

of supply, and willingness/desire to sell PSI products. Data was collected in November 2009, in a total of 499 outlets.

MAIN FINDINGS

:: PSI products remain the most widely available hormonal contraceptives in Rwanda, with national coverage levels of 34% for *Confiance* pill and 21% for *Confiance* injectable; provincial coverage ranges from 18%-86% and 9%-71%, respectively.

:: *Confiance* pill and *Confiance* injectable contraceptives are found in 74% and 40% of all outlets, respectively. *Microgynon 30* (22% penetration rate) is the most common other oral contraceptive brand, others being available in less than 10% of outlets. *Depo Provera* (14%) and *Noristerat* (8%) are the two other injectable contraceptives found on the market. The implant *Jadelle* was available in 5% of all outlets.

:: Condom availability through the pharmaceutical distribution channel is high, at 35% coverage and 72% market penetration for *Prudence*. PSI's new *Plaisir* condom was found in five outlets (1%), nearly all of which are in Kigali. The only other condom brand that is relatively widely available is *Lifeguard* (21% penetration rate).

:: Regarding quality of coverage, price adherence is average for *Confiance* (23% for pills and 15% for injection with corresponding coverage rates of 34% and 21%) but high for *Prudence;* both price adherence and coverage are 35%. Promotional items are displayed in the majority of areas as is the product itself (especially for *Prudence;* levels are 23% and 27%, respectively, for the presence of promotional items and product visibility. As regards *Confiance,* the presence of promotional items and product visibility are 18% and 16%, respectively, for *Confiance* injection and both are 29% for *Confiance* pill.) Expired products are found only very rarely; levels are 34% for *Prudence,* 34% for *Confiance* pill and 19% for *Confiance* injection (vs. 34%, 35% and 21% coverage rates). Stock-outs occur regularly in many areas, for all products. The quality indicator for no stock-outs is only 11% for *Prudence*, 31% for *Confiance* pill and 17% for *Confiance* injection.

:: Two-thirds of retailers obtain *Confiance* from pharmaceutical wholesalers and the remaining third stocks directly from PSI. About 72% stock *Prudence* from wholesalers, 23% from PSI, and 2% through other shops.

:: Substantial proportions of retailers who do not currently sell PSI products indicate that they are interested in doing so (*Confiance* pill: 66%, injection: 50%, *Prudence*: 53%, *Plaisir*: 79%).

:: PSI's products are consistently lower priced than other brands. The mean price for *Confiance* pill is 184 RWF per one month cycle, for *Confiance* injection it is 424 RWF (per dose), and for *Prudence* it is 85 RWF (per pack of four condoms).

KEY PROGRAMMATIC RECOMMENDATIONS

:: Efforts should be focused on improving both coverage and quality of coverage in the Western Province, as results are weaker than in other provinces.

:: In all areas, family planning staff and the field team should focus on ensuring regular supply of FP and condom products to wholesalers, since coverage has been an issue, especially outside of Kigali.

:: Key quality of coverage standards that need improvement are maintenance of recommended price, avoiding stock-outs, and promotional materials for *Confiance* contraceptives.

FINDINGS

COVERAGE OF FAMILY PLANNING PRODUCTS

Coverage in this study is defined as the proportion of sectors in which a product is available in at least one outlet. It should be noted that for *Prudence* and *Plaisir* condoms, the real coverage is higher since the data below is based on availability in pharmacies and drug stores only, and doesn't include other types of outlets. The column "potential coverage" in the table below indicates the proportion of sectors with at least one pharmaceutical outlet: nationwide, 39% of all sectors have at least one formal pharmacy or drug shop.

Table 1 – Coverage of PSI Products by Province, Rwanda, November 2009

Province	*Confiance* pill	*Confiance* injectable	*Prudence*	*Plaisir*	Potential coverage*
East	36.3%	23.1%	40.7%	0.0%	46.2%
Kigali City	85.7%	71.4%	82.9%	8.6%	85.7%
North	21.3%	9.0%	21.3%	0.0%	20.2%
West	18.8%	12.5%	19.8%	0.0%	25.0%
South	38.6%	18.8%	38.6%	2.0%	45.5%
Total	33.7%	20.6%	34.7%	1.2%	38.8%

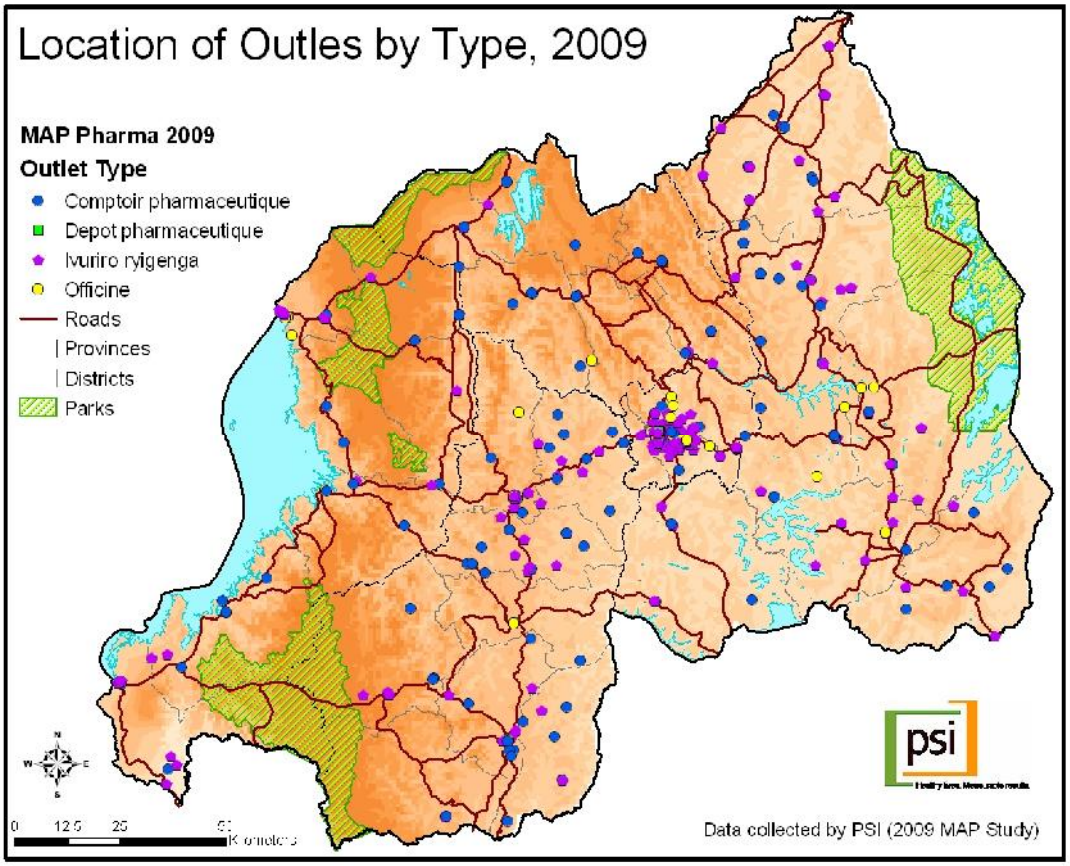
Confiance pill and *Prudence* are available in a third of all sectors. The majority of sectors that have pharmaceutical retail outlets are covered by these two products, indicating limited opportunities for increasing access through the pharmaceutical distribution channels. *Confiance* injection is available in one in five sectors – just over half of the potential maximal level. With a presence in 5 sectors at the time of survey, *Plaisir* condom coverage is very low as the product was launched only shortly before field work was conducted.

For all products there are important variations from one province to another, with Kigali having by far the highest coverage levels. Forty-two percent of all audited outlets were found in Kigali province, highlighting the largely urban distribution of pharmaceutical outlets. Away from the capital, availability is consistently lowest in the Northern and

Western provinces, a fact that is largely explained by the absence of potential outlets in many sectors. The Eastern and Southern provinces have levels similar to the national averages.

The map below shows the distribution of outlets and the administrative sectors, districts, and provinces of Rwanda. Additional maps showing outlet distribution and product availability are included in Appendix 1.

Map 1 – Pharmaceutical Outlet Distribution by Type, Rwanda, 2009



QUALITY OF COVERAGE OF FAMILY PLANNING PRODUCTS

Quality of coverage in this study is defined as the proportion of sectors in which a product is available in at least one outlet AND where the outlet conforms to additional minimum quality standards: adherence to the maximum recommended retail price,

visibility of the product, absence of expired products, absence of regular stock-outs, visibility of promotional items inside or outside the outlet.

Table 2a – Confiance Pill Quality of Coverage by Province, Rwanda, November 2009

Province	Coverage	Price (max. 100 RWF)	Within Expiry Date	No Stock-Outs	Promotion Materials	Visibility
East	36.3%	25.3%	36.3%	34.1%	31.9%	34.1%
Kigali City	85.7%	51.4%	85.7%	80.0%	68.8%	65.7%
North	21.3%	19.1%	20.2%	18.0%	19.1%	20.2%
West	18.8%	7.3%	18.8%	15.6%	15.6%	13.5%
South	38.6%	29.7%	38.6%	37.6%	33.7%	32.7%
Total	33.7%	23.1%	33.5%	31.1%	28.9%	28.6%

Table 2b – Confiance Injection Quality of Coverage by Province, Rwanda, November 2009

Province	Coverage	Price (max. 300 RWF)	Within Expiry Date	No Stock-Outs	Promotion Materials	Visibility
East	23.1%	19.8%	23.1%	19.8%	19.8%	17.6%
Kigali City	71.4%	42.9%	68.6%	62.9%	62.9%	62.9%
North	9.0%	6.7%	9.0%	6.7%	9.0%	6.7%
West	12.5%	11.5%	10.4%	10.4%	10.4%	8.3%
South	18.8%	11.9%	16.8%	14.9%	14.9%	13.9%
Total	20.6%	15.0%	19.4%	17.2%	17.7%	16.0%

Table 2c – Prudence Quality of Coverage by Province, Rwanda, November 2009

Province	Coverage	Price (max. 100 RWF)	Within Expiry Date	No Stock-Outs	Promotion Materials	Visibility
East	40.7%	40.7%	40.7%	12.1%	19.8%	25.3%
Kigali City	82.9%	82.9%	80.0%	34.3%	62.9%	71.4%
North	21.3%	20.2%	21.3%	4.5%	14.6%	18.0%
West	19.8%	19.8%	18.8%	9.4%	9.4%	14.6%
South	38.6%	38.6%	38.6%	8.9%	31.7%	30.7%
Total	34.7%	34.5%	34.2%	10.9%	22.8%	26.5%

<u>Price</u>

Adherence to the recommended retail price (*Confiance* pill: 100 RWF per monthly cycle, *Confiance* injection: 300 RWF, *Prudence*: 50 RWF) is average in many areas for *Confiance*, with about a third of sectors with *Confiance* pill and a quarter of sectors with

Confiance injection not having a single outlet where these products are sold at the recommended retail price. For both products, this is especially the case in Kigali and, for *Confiance* pill, in the Western province. In contrast, *Prudence* price adherence is very high, with only one sector not being covered for this standard.

Expiry Date

The presence of expired *Confiance* products is highly limited, resulting in high quality of coverage results for this standard: hardly any of the sectors that are covered had all of its outlets that had expired products at the time of audit or reported these during the 3 months prior to the survey. Similarly, only two sectors (in Western and Kigali provinces) have expired *Prudence* condoms.

Stock-Outs

The quality standard on stock-outs indicates the proportion of areas where at least one outlet does not report any regular stock-outs. Findings suggest that stock-outs are not a problem in the majority of areas that are covered by *Confiance*. For *Prudence* however, over two thirds of sectors have all of its outlets reporting regular stock-outs.

Promotion

Confiance point-of-sale promotional items are present in the majority of areas where *Confiance* pill and/or *Confiance* injection are available for sale. A limited number of sectors have no outlets with promotional items visibly displayed (either inside or outside the outlet). About a third of sectors where *Prudence* is available have no outlets with promotional items displayed.

Visibility

Visibility of *Confiance* is average; the product is not being systematically displayed in a visible location in the outlet. It is higher for *Prudence*, for which about three quarters of covered sectors have at least one outlet in which the product is visibly displayed.

Note: Additional analysis on the promotion, stock-outs, expiry date and price standards are included and further discussed in the section “Other findings”. In particular, pricing levels for each product are shown in more detail.

PENETRATION OF FAMILY PLANNING PRODUCTS

Penetration of a product is measured as the percentage of outlets where the product is usually sold or dispensed.

Table 3 – PSI Contraceptives Penetration by Province, Rwanda, November 2009

Province	Number of outlets	Confiance Pill	Confiance Injectable	Prudence	Plaisir
Est	97	70.1%	30.9%	68.8%	0.0%
Kigali Ville	210	70.2%	49.2%	66.0%	1.5%
Nord	33	90.9%	36.4%	81.8%	0.0%
Ouest	52	76.9%	42.3%	71.2%	0.0%
Sud	107	82.1%	31.1%	84.0%	1.9%
Total	499	74.3%	40.0%	72.1%	1.0%

On average, *Confiance* pill can be found in three quarters of all pharmaceutical outlets in Rwanda. In the Northern province, nearly all outlets (30 out of the 33) sell the product; penetration rates are lowest in the Eastern province and in Kigali. However, this is where the majority of outlets are located, out of all 361 *Confiance* pill retailers, 139 (38%) are located in the province of Kigali. The penetration rate of other oral contraceptives is considerably lower: *Microgynon 30* (21.7%)[1], *Lofemenal* and *Ovrette* (9.5% each), *Norlevo* (7.8%), *Primolut-nor 10mg* (7.0%), *Diane-35* (4.8%), *Microlut* (3.1%), *Harmonet* (2.7%), and *Yasmin* (2.1%); a number of other brands were found in less than 2% of all outlets.

Confiance injection is available in 40% of all outlets, with provincial levels ranging from 31% (Eastern and Southern) to 49% (Kigali). Other injectable contraceptives found are *Noristerat* (7.7%) and *Depo Provera* (14%). Single outlets sell Depo *Medrol, Progesterone,* and *Ethymyl oestradial*. The implant *Jadelle* is available in 4.6% of all outlets (13 in Kigali, four in the Eastern Province, five in the Southern Province).
Prudence condom penetration rates are similar to those of *Confiance* pill, though provincial differences are less important (range: 66% - 84%). *Plaisir* is found in five outlets (three in Kigali and two in the Southern Province). Other male condom brands

[1] Note that *Microgynon, Microgynon Blue Lady, Microgynon Ede Efe (Ede F)* were frequently mentioned under "other oral contraceptives". It does imply that real penetration and coverage rates of *Microgynon* are likely higher than what is mentioned here.

are *Lifeguard* (20.9%), *Durex* (5.2%), *Rough Rider* (2.7%) and *Kama Sutra* (2.1%); *Kama (Euro/Afro/X), Protector*, *Trust, Salama,* and *Preventor* are encountered in several outlets.

Table 4a – Hormonal Contraceptives Penetration by Type of Outlet, Rwanda, November 2009

Type of outlet	Oral Contraceptives				Injectable Contraceptives			
	Confiance Pill	*Lofemenal*	*Ovrette*	*Microgynon 30*	*Confiance inj.*	*Noristerat*	*Depo Provera*	Jadelle
Drug shops (N=165)	152 92.7%	4 2.5%	1 0.6%	9 5.5%	28 17.1%	1 0.6%	5 3.1%	0 0.0%
Wholesale pharmacies (N=23)	9 42.9%	1 4.8%	0 0.0%	5 23.8%	9 47.4%	0 0.0%	1 5.0%	1 4.8%
Private health facility (N=238)	147 64.2%	37 16.2%	33 14.5%	50 21.8%	140 61.1%	31 13.6%	50 22.3%	21 9.2%
Officine/retail pharmacy (N=72)	55 77.5%	4 5.6%	12 17.1%	41 58.6%	16 22.9%	5 7.1%	11 15.5%	0 0.0%
Total	364* 74.9%	46 9.5%	46 9.5%	105 21.7%	193 40.0%	37 7.7%	67 14.0%	22 4.6%

Table 4b – Condom Penetration by Type of Outlet, Rwanda, November 2009

Type of outlet	PSI Rwanda Condoms		Other male condom brands					
	Prudence	*Plaisir*	*Lifeguard*	*Durex*	*Protector*	*Trust*	*Rough Rider*	*Kama Sutra*
Drug shops (N=165)	147 89.6%	1 0.6%	55 33.5%	2 1.2%	1 0.6%	0 0.0%	2 1.2%	1 0.6%
Wholesale pharmacy (N=23)	10 47.6%	0 0.0%	0 0.0%	1 4.8%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
Private health facility (N=238)	137 60.1%	2 0.9%	21 9.2%	1 0.4%	1 0.4%	1 0.4%	0 0.0%	0 0.0%
Officine/ retail pharmacy (N=72)	54 77.1%	2 2.8%	25 35.7%	21 29.6%	4 5.6%	0 0.0%	11 15.5%	9 12.7%
Total	349* 72.1%	5 1.0%	101 20.9%	25 5.2%	6 1.2%	1 0.2%	13 2.7%	10 2.1%

For all products, penetration rates vary substantially from one outlet type to another. For *Confiance* pill, rates are highest among pharmacies and officines, but for *Confiance* injection it is among the private health facility. Nine out of ten pharmacies and three quarters of “officines” sell *Prudence* compared to 60% of private health facilities and 48% of the wholesale drugstores, “dépôts pharmaceutiques”.

OTHER FINDINGS

a. Price Analysis

In addition to the quality of coverage analysis of the price standard, it is useful to look at average, median, and range of price levels for each brand. The tables below present these finding, highlighting the competitive price of PSI's birth spacing products as compared to commercial and even to other social marketing brands. The equivalent of 100 RWF is 0.16 USD, or $1 = 590 RWF.

TABLE 5a: Retail Price (in RWF) of Main Oral Contraceptives, Rwanda, 2009

TABLE 5b: Retail Price (in RWF) of Injectable and Long-Term Contraceptives, Rwanda, 2009

TABLE 5c: Retail Price (in RWF) of Selected Male Condoms Brands, Rwanda, 2009

While the majority of retailers sell PSI products at the recommended retail price (*Confiance* pill: 100 RWF per cycle, *Confiance* injection: 300 RWF per cycle, *Prudence*: 100 RWF per pack of four condoms), the average price is considerably higher for *Confiance* pill (+80%) and *Confiance* injection (+40%). For *Prudence* condoms, the average price turns out to be lower than the recommended maximum price, but this is due to (public sector) outlets that distribute the product for free.

For *Prudence* and *Lifeguard* condoms, the average profit margin (based on the difference between wholesale purchase price and price to customer) is 47 RWF for *Prudence* and 177 RWF for *Lifeguard*.

b. Source of Supply of PSI Products

TABLE 6: Source of Supply of PSI Products in Pharmacies, Rwanda, 2009

Source of Supply	Confiance pill	Confiance injection	*Prudence*
N=	357	188	347
PSI	31.1%	33.5%	22.8%
Wholesale pharmacies	66.9%	66.5%	72.3%
Shops / Wholesalers	0.0%	0.0%	2.0%
Other source	2.0%	0.0%	2.9%

The majority of outlets stock PSI contraceptives through pharmaceutical wholesalers, followed by direct sales from PSI (a quarter for *Prudence* and a third for both *Confiance* products).

c. Frequency of Stock-Outs of PSI Products

TABLE 7: Source of Supply of PSI Products in Pharmacies, Rwanda, 2009

Frequency of stock outs	Confiance Pill	Confiance Injection	Prudence
N=	370	211	348
Frequently	3.2%	5.7%	4.0%
Sometimes	12.4%	14.7%	12.1%
Rarely	7.6%	7.1%	8.3%
Never	76.8%	72.5%	75.6%

Self-reported stock-outs occur rarely and responses are consistent for all three products: stock-outs never occur in about three quarters of outlets. Depending on the product, 15% to 20% of outlets "frequently" or "sometimes" experience stock-outs, and only 4% to 6% report frequent stock-outs. Note that the denominator is too small for *Plaisir* as the product was only just launched.

d. Additional Quality Standards: Promotion, Expiry data, Visibility

Presence of PSI Promotional Items

- *Confiance*: Out of all outlets with *Confiance*, 81% display promotional items (*Confiance* pill: N=360; *Confiance* injection: N=190).
- *Prudence*: 54% of outlets with *Prudence* display promotion materials. Out of those outlets that don't sell *Prudence*, only three had promotional items displayed at the time of visit.

Presence of Expired PSI Products

- *Confiance* pill: 1.7% of outlets with *Confiance* pill had expired products.
- *Prudence*: 1.4% of outlets with *Prudence* had expired products.

Visibility of PSI Products

- *Confiance*: 54% of outlets with *Confiance* pill and/or injection display the product in a visible location.
- *Prudence*: 62% of *Prudence* outlets display the product in a visible location.

Note: for all of the above measurements, the denominator of *Plaisir* outlets is too small to obtain significant results.

e. Intention to Stock PSI Products

"Intention to stock" reflects the percentage of retail owners who currently do not sell a product but who indicate that they would be interested in selling it in the future. Though this indicator should be interpreted with caution because of a possible bias in positive responses (in order to "please" the interviewer), results suggest that fairly large proportions of outlets are willing to sell one or more of PSI's birth spacing products:

- *Confiance* pill: 66% of outlets that don't sell *Confiance* pill (n=144) indicate that they are interested in selling the product.
- *Confiance* injection: 49.5% of outlets that don't sell *Confiance* injection (n=299) indicate that they are interested in selling the product.
- *Prudence*: 53% of outlets that don't sell *Prudence* (n=145) indicate that they are interested in selling the product.
- *Plaisir*: 79% of outlets that don't sell *Plaisir* (n=443) indicate that they are interested in selling the product.

f. Reasons for Not Selling PSI Products

Among retailers that currently don't stock PSI products, reasons for not selling these products were asked.

TABLE 8: Reasons for Not Selling PSI Products, Rwanda, 2009

Reasons for not selling	Confiance Pill	Confiance Injection	Prudence	Plaisir
N=	37	118	47	58
Not enough profit	10.8%	2.5%	17.0%	15.5%
No demand	24.3%	16.9%	27.7%	19.0%
Too expensive	0.0%	0.0%	0.0%	5.2%
Difficult to obtain product	2.7%	1.7%	0.0%	0.0%
Other reasons	62.2%	78.8%	55.3%	60.3%

A perceived lack of demand is the most frequently cited reason, followed by a lack of sufficient profit (for *Confiance* pill and for condoms). However, many other reasons are cited, but these have not been analyzed to date.

LIMITATIONS

MAP studies provide measures of coverage with geographic areas used for the denominator, as opposed to outlets which are the denominator for penetration rates.

The following field challenges were encountered during data collection:

- Accessibility was difficult in some areas due to poor road networks and/or excessive rain. However, we managed to audit all known locations nationally.

- Completeness of outlet list: As outlets not on the list provided by the family planning program were occasionally found, there is some uncertainty that all outlets were audited, However, all operational outlets on the list were audited, and data collectors asked authorities to confirm the presence of any other outlets to be audited. All new locations found were audited.

- Closure and/or relocation of outlets: In addition to finding outlets not on the master list of locations to be audited, some had closed. As a result, time was spent looking for outlets which no longer existed. There were also instances where data collectors discovered upon arrival that outlets had relocated to different provinces, districts or sectors In these cases, teams dispatched in the affected area communicated details to their colleagues in other areas to audit the relocated outlets in their new locations.

PROGRAMMATIC RECOMMENDATIONS

Based on the findings of this study, the following programmatic recommendations should be considered:

- Generally, the program should capitalize on outlets that are currently not stocking PSI products but are willing to do so, as these present increased access and

sales growth potential. Since the study is based on a census of all pharmaceutical outlets, the sales and distribution team should use the survey database as a reference list to identify potential new outlets, particularly in sectors where the products are currently unavailable. However, in several provinces (e.g. Northern) the majority of pharmaceutical outlets already sell PSI contraceptives, and expansion into other areas is thus limited because the sectors that are currently not covered simply do not have any potential outlets.

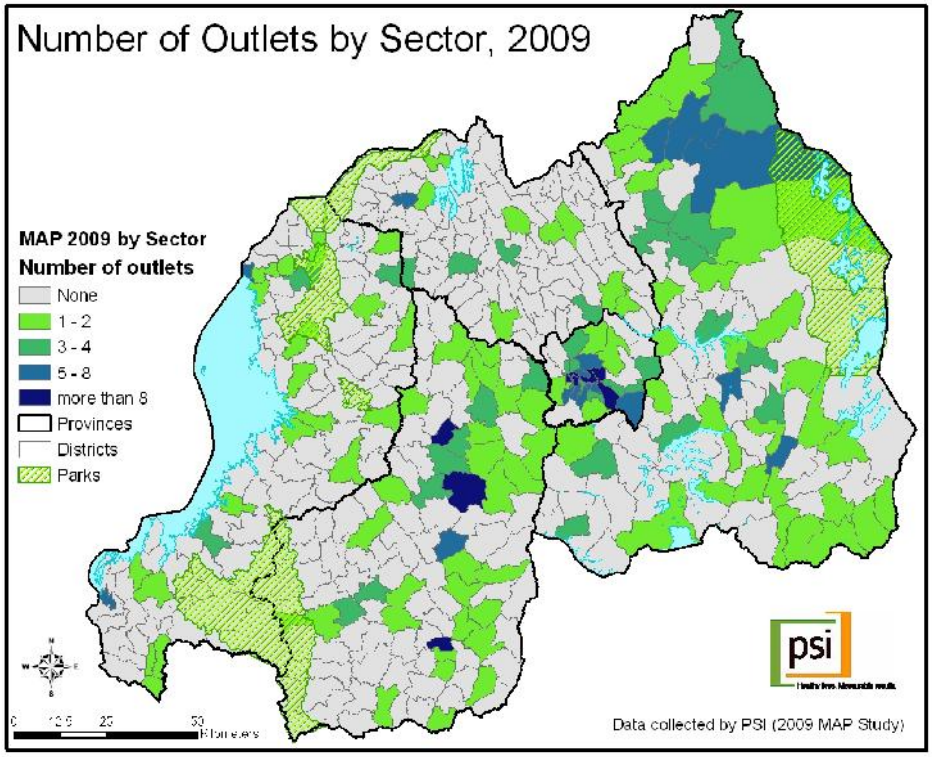
- More specifically, for *Confiance* pill and *Confiance* Injectable availability: Since the "comptoirs pharmaceutiques" are more accessible and more present than the pharmaceutical outlets (wholesalers) authorized to sell the *Confiance* injection, PTF and other technical authorities should revisit the existing regulations governing presence of injectible contraceptives in order to authorize the outlets managed by qualified practitioners to sell these products, thus increasing the availability of these products to the target population. It is also recommended that the medical detailing delegation should be reinforced within private health facilities to promote awareness of these FP products.

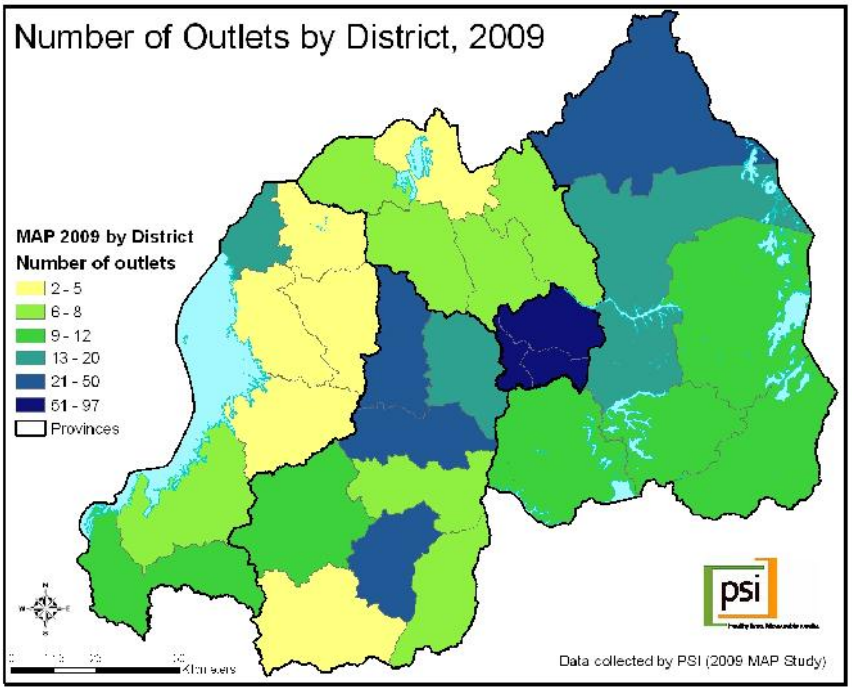
- The findings suggest that family planning program and field staff should reinforce and enforce coverage and quality of coverage through regular supervision. Key quality of coverage standards that need improvement are maintenance of recommended price, avoiding stock-outs, and promotional materials for *Confiance* contraceptives. Particular emphasis should be placed on the Western province, where results are lower than in other provinces

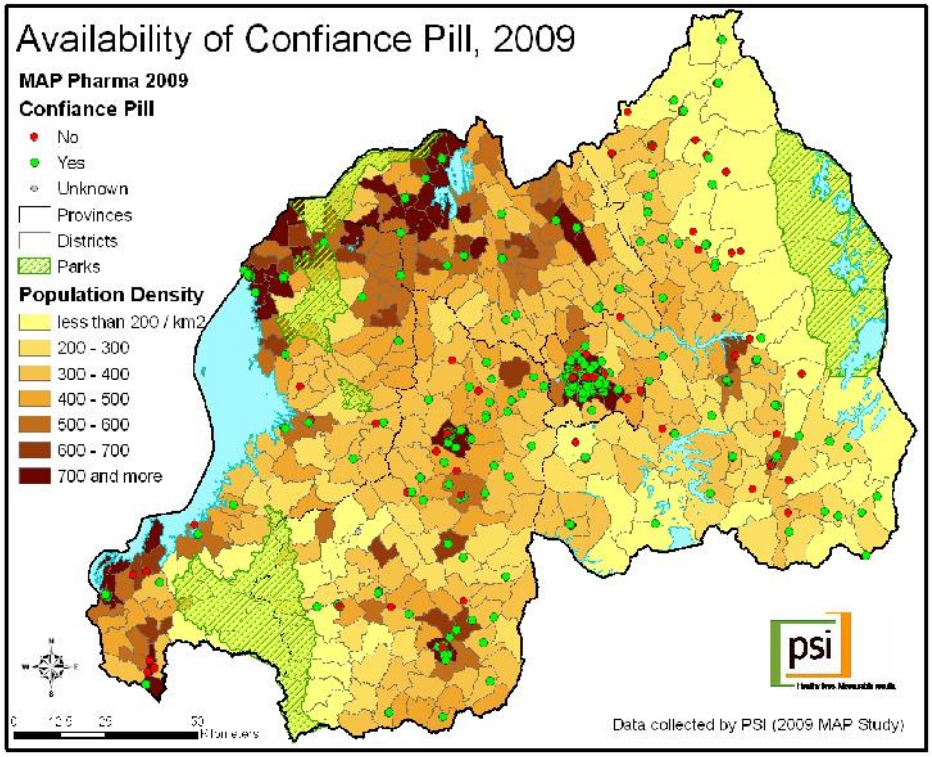
- Specifically regarding stock-outs of condoms: The supply network for condom products should be reinforced to avoid stock-outs. The social marketing program should intensify the supply towards outlets and make sure there is consistent and timely follow-up.

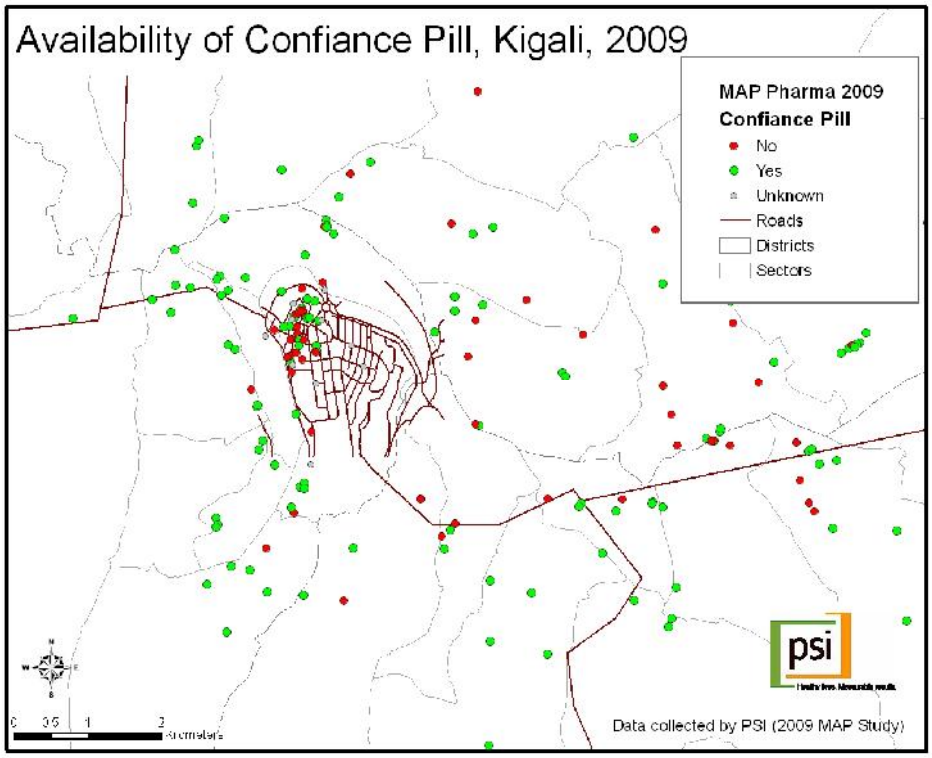
- Mass media (i.e. radio) should be used to convey messages about where contraceptives are available. Medical detailers should regularly provide regularly the updated lists of wholesalers with family planning products so that retail outlets are aware of the wholesale outlets in their respective areas.

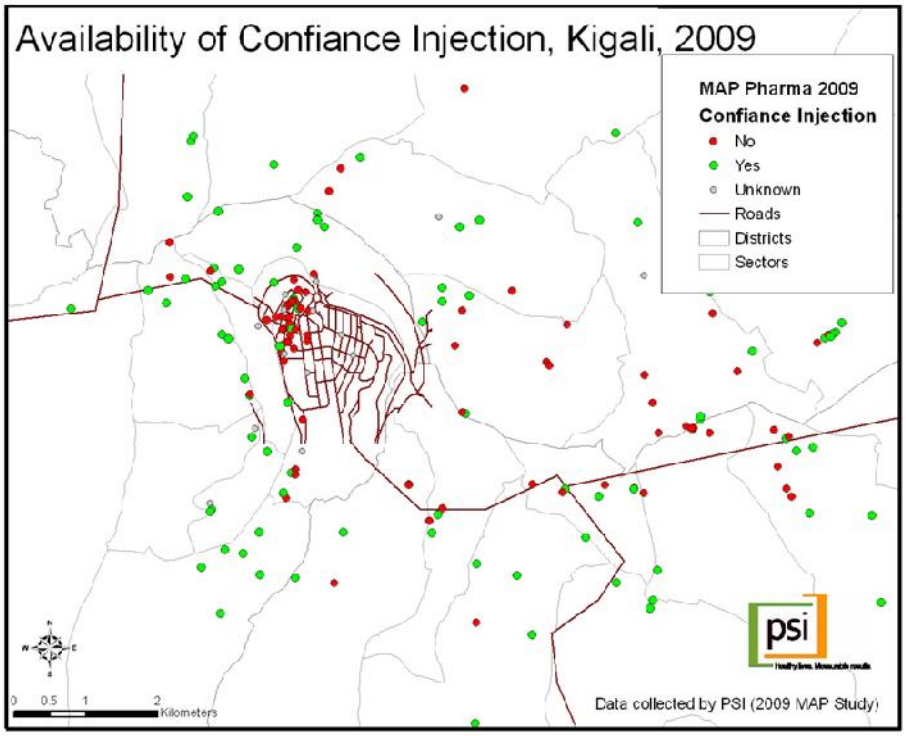
Appendix 1: Additional Maps

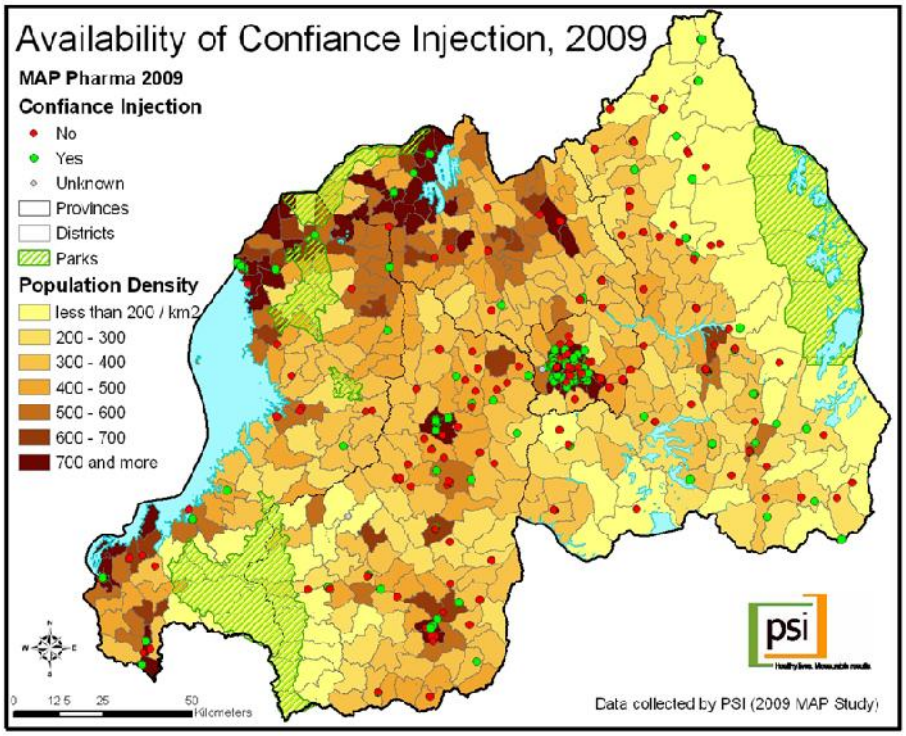


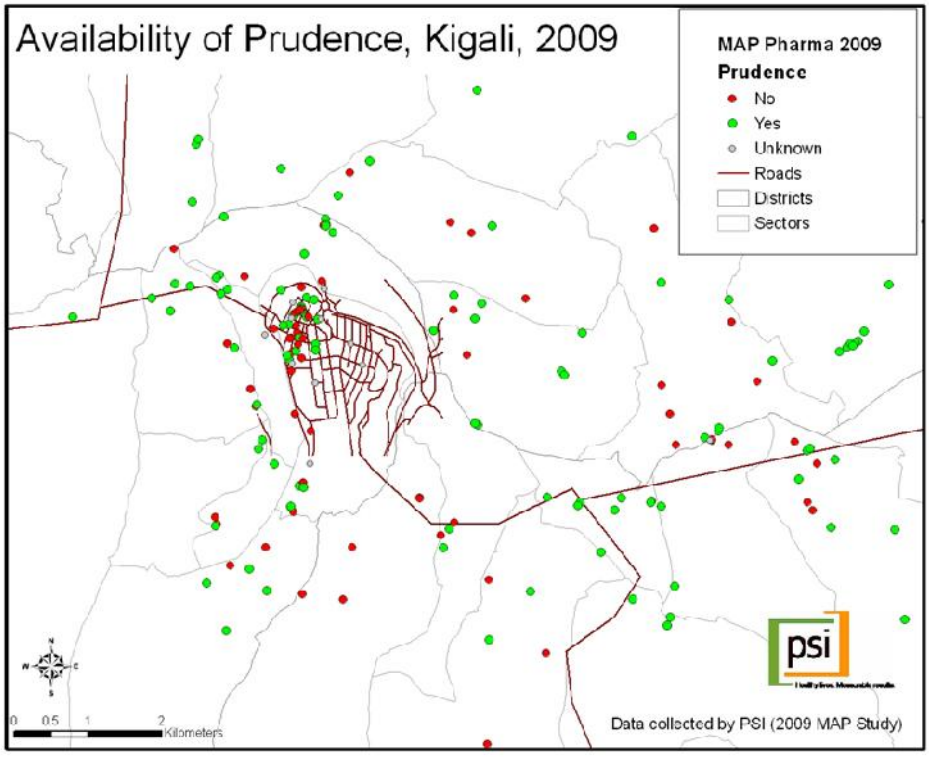


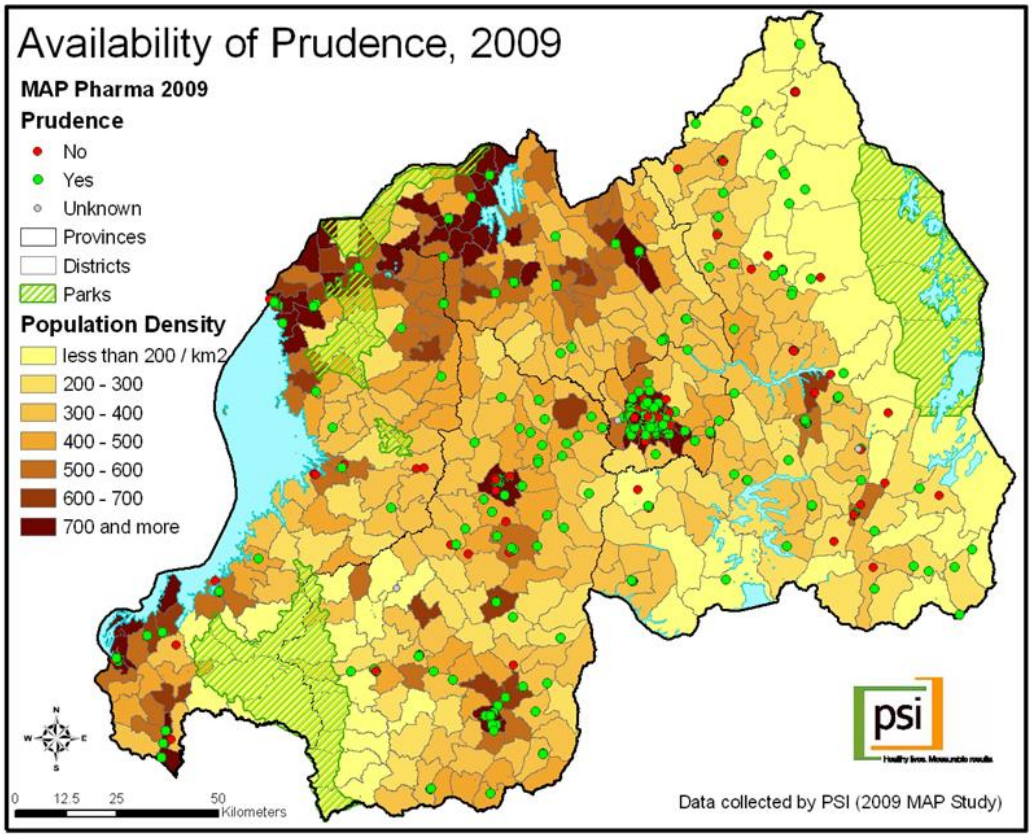

Availability of Confiance Pill, 2009
MAP Pharma 2009
Confiance Pill
No
Yes
Unknown
Provinces
Districts
Parks
Population Density
less than 200 / km2
200 - 300
300 - 400
400 - 500
500 - 600
600 - 700
700 and more
psi
Data collected by PSI (2009 MAP Study)

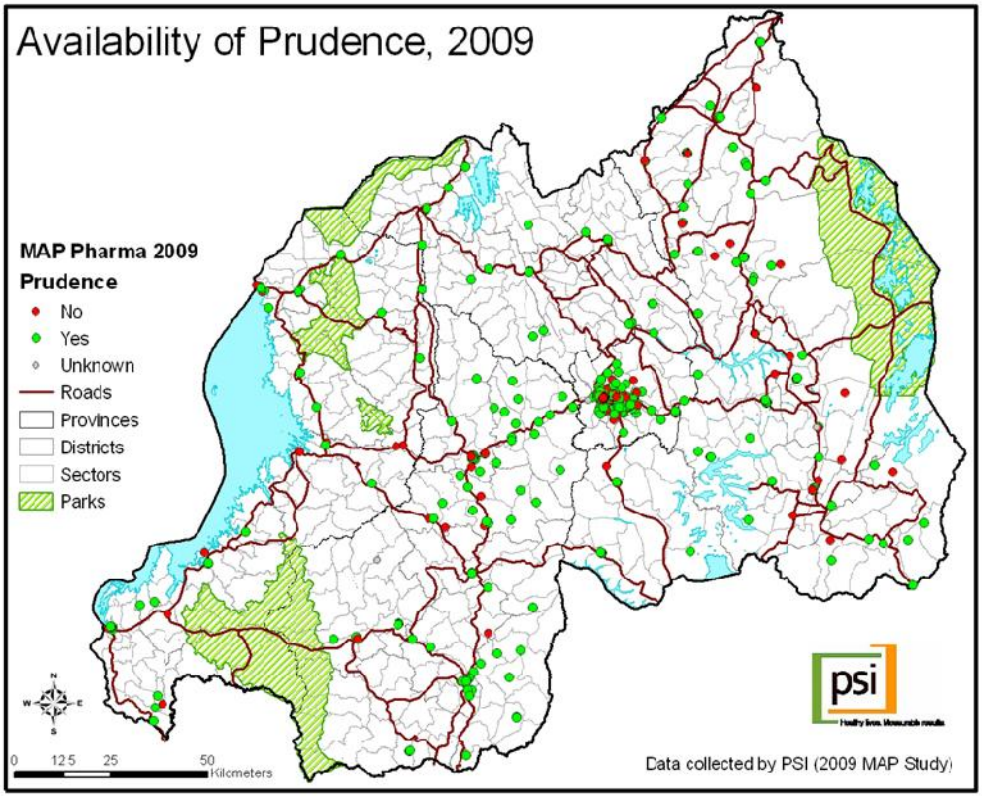

Availability of Confiance Pill, Kigali, 2009
MAP Pharma 2009
Confiance Pill
No
Yes
Unknown
Roads
Districts
Sectors
psi
Data collected by PSI (2009 MAP Study)


Availability of Confiance Injection, Kigali, 2009
MAP Pharma 2009
Confiance Injection
No
Yes
Unknown
Roads
Districts
Sectors
0 0.5 1 2
Kilometers
Data collected by PSI (2009 MAP Study)


Availability of Confiance Injection, 2009
MAP Pharma 2009
Confiance Injection
No
Yes
Unknown
Provinces
Districts
Parks
Population Density
less than 200 / km2
200 - 300
300 - 400
400 - 500
500 - 600
600 - 700
700 and more
0 12.5 25 50
Kilometers
Data collected by PSI (2009 MAP Study)


Availability of Prudence, Kigali, 2009
MAP Pharma 2009
Prudence
No
Yes
Unknown
Roads
Districts
Sectors
psi
0 0.5 1 2
Kilometers
Data collected by PSI (2009 MAP Study)


Availability of Prudence, 2009
MAP Pharma 2009
Prudence
No
Yes
Unknown
Provinces
Districts
Parks
Population Density
less than 200 / km2
200 - 300
300 - 400
400 - 500
500 - 600
600 - 700
700 and more
psi
0 12.5 25 50
Kilometers
Data collected by PSI (2009 MAP Study)


Availability of Prudence, 2009
MAP Pharma 2009
Prudence
No
Yes
Unknown
Roads
Provinces
Districts
Sectors
Parks
0 12.5 25 50
Kilometers
psi
Data collected by PSI (2009 MAP Study)

Appendix 2: Additional Tables

Overview of data

Distribution by province:

Province

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	East	97	19.4	19.4	19.4
	Kigali City	210	42.1	42.1	61.5
	North	33	6.6	6.6	68.1
	West	52	10.4	10.4	78.6
	South	107	21.4	21.4	100.0
	Total	499	100.0	100.0	

Distribution by outlet type :

Type of outlet

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Comptoir Pharmaceutique/Drug shops	165	33.1	33.1	33.1
	Wholesale drugstore	23	4.6	4.6	37.7
	Private health facility	238	47.7	47.7	85.4
	Officine/ Retail pharmacies	72	14.4	14.4	99.8
	Unknown	1	.2	.2	100.0
	Total	499	100.0	100.0	

Qualification levels of respondents: 80% of respondents are nurses, 10% pharmacists, 10% others.

Number of sales staff

- 31% of outlets have a single employee serving/selling drugs to customers;
- 37% have two sales staff; 96% have 5 or less sales staff.

Qualification by number of sales staff in charge of serving drugs to customers

		Qualification							Total
		Pharmacist	Nurse A1	Nurse A2	Nurse A3	Medical assistant	Doctor	Others	
Number of employee	One employee	12.0%	20.0%	37.5%	27.3%	28.6%	33.3%	7.1%	31.3%
	Two employees	36.0%	34.0%	36.9%	40.9%	47.6%	11.1%	71.4%	37.7%
	Three employees	26.0%	40.0%	16.4%	18.2%	19.0%	33.3%	.0%	19.9%
	Four and more employees	26.0%	6.0%	9.1%	13.6%	4.8%	22.2%	21.4%	11.2%
	N	50	50	317	22	21	9	14	483

Appendix 3: Audit Sheet

N°	Questions	Code
Q1001	Code de l'enquêteur	/_____/_____/
Q1002	Numéro du questionnaire	/_____/_____/_____/
Q1003	Province	Kigali Ville.....1 Nord.....2 Sud.....3 Est.....4 Ouest.....5
Q1004	District	.....
Q1005	Secteur	.....
Q1006	Cellule	.....
Q1007	Nom du Comptoir/Officine/Dépôt	.....
Q1008	Type de point de vente	Dépôt pharmaceutique.....1 Officine.....2 Comptoir pharmaceutique.....3 FOSA (Clinique/dispensaire privés)...4
Q1009	Identifiant (Q1001+Q1002)	/_____/_____/_____/_____/_____/
Q1010	Date d'ouverture du du dépôt pharmaceutique, officine, comptoir pharma, FOSA	/_____/_____/_____/_____/_____/_____/_____/
Q1011	**LATITUDE** Assurez-vous que vous avez noté correctement.	/_____/_____//_____/_____/_____/_____/_____/
Q1012	**LONGITUDE** Assurez-vous que vous avez noté correctement.	/_____/_____//_____/_____/_____/_____/_____/
Q1013	Quelle est votre qualification?	A. Pharmacien.....1 B. Infirmier A1.....2 C. Infirmier A2.....3 D. Infirmier A3.....4 E. Ass Médical.....5 F. Médecin/Docteur.....6 G. Autre(Préciser).....7 _____
Q1014	Combien d'employés sont charges de servir les médicaments aux clients ?	/_____/_____/_____/

Q1015	Qualification	Pers (1)	Pers (2)	Pers (3)	Pers (4)	Pers (5)
		Pharmacien.....1 Infirmier A1.....2 Infirmier A2.....3 Infirmier A3.....4 Ass Médical.....5 Médecin/Docteur...6 Autre.....7	Pharmacien.....1 Infirmier A1.....2 Infirmier A2.....3 Infirmier A3.....4 Ass Médical.....5 Médecin/Docteur....6 Autre.....7	Pharmacien.....1 Infirmier A1.....2 Infirmier A2.....3 Infirmier A3.....4 Ass Médical.....5 Médecin/Docteur...6 Autre.....7	Pharmacien.....1 Infirmier A1.....2 Infirmier A2.....3 Infirmier A3.....4 Ass Médical.....5 Médecin/Docteur....6 Autre.....7	Pharmacien.....1 Infirmier A1.....2 Infirmier A2.....3 Infirmier A3.....4 Ass Médical.....5 Médecin/Docteur....6 Autre.....7

Q1016	Combien de ces employés sont assignés à d'autres services à part la pharmacie ?	Nombre/_____/ Aucun /_____/
Q1017	Heure de début de l'enquête _____ : _____	

Résultat du questionnaire		
Date	[__|__|__| 0 | 9]	Résultat* [__]

* Codes Résultat
1=Questionnaire complètement rempli 2=Refusé 3=Abandonné/ Devrait parti r 5=autre (à préciser) _____

	(Contraceptif) Pilule	
	Nous voulons déterminer quels types de pilules de marque vous vendez **SI PAS DE PILULES DE MARQUE→** **Ci dessous écrivez le nom, la formulation/formule, le prix et la date de péremption de chaque marque de pilule vendue dans le point de vente.**	
Q2001	**Confiance pilule**	**Oui .....1** **Non .....0** **Si Q2001=0→Q2008**
Q2002	Où achetez-vous habituellement les pilules « **confiance**» que vous vendez ?	PSI.....1 Dépôt pharmaceutique..... 2 Autre(Préciser).....3_____
Q2003	Prix en RWF par cycle (Cycle=1 Mois)	|_____|_____|_____|_____|
Q2004	Combien des cycles de *Confiance* pilule vende-vous par mois ?	|_____|____|____| nbre des cycles de **confiance pilule** vendues par mois
Q2005	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2006	Depuis combien de temps que vous vendez ce produit ?	|_____|____|____| mois
Q2007	Avez-vous eu *Confiance pilule* périmé dans les 3 derniers mois ?	**Oui .....1** **Non .....0** **Tout→2010**
Q2008	Etes vous intéressé à vendre **Confiance pilule** ?	Oui .....1 **Si Q2008=1→ Q2010** Non 0
Q2009	***Si non*** Pourquoi vous n'êtes pas intéressé à vendre ce produit ?	Pas de bénéfice.....1 Pas de demande (Client).....2 Supply chain/Produit difficile à trouver.....3 Le produit est cher.....4 Autre raison (préciser).....5 _____
Q2010	**Lofemenal**	**Oui .....1** **Non .....0** **Si Q2010=0→Q2015**
Q2011	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2012	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2013	Depuis combien de temps avez vous vendu ce produit ?	|_____|____|____| mois
Q2014	Avez-vous eu *Lofemenal* périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2015	**Néogynon**	**Oui .....1** **Non .....0** **Si Q2015=0→Q2020**
Q2016	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2017	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2018	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2019	Avez-vous eu *Néogynon* périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**

Q2020	**Ovrette**	**Oui .....1** **Non .....0** **Si Q2020=0→Q2025**
Q2021	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2022	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2023	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2024	Avez-vous eu *Ovrette* périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2025	**Celest**	**Oui .....1** **Non .....0** **Si Q2025=0→Q2030**
Q2026	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2027	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2028	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2029	Avez-vous eu **Celest** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2030	**Diane-35**	**Oui .....1** **Non .....0** **Si Q2030=0→Q2035**
Q2031	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2032	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2033	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2034	Avez-vous eu **Diane-35** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2035	**Femodene**	**Oui .....1** **Non .....0** **Si Q2035=0→Q2040**
Q2036	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2037	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2038	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2039	Avez-vous eu **Femodene** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2040	**Harmonet**	**Oui .....1** **Non .....0** **Si Q2040=0→Q2045**
Q2041	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2042	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2043	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois

Q2044	Avez-vous eu **Harmonet** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2045	**Marvelon**	**Oui .....1** **Non .....0** **Si Q2045=0→Q2050**
Q2046	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2047	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2048	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2049	Avez-vous eu **Marvelon** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2050	**Microgynon 30**	**Oui .....1** **Non .....0** **Si Q2050=0→Q2055**
Q2051	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2052	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2053	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2054	Avez-vous eu **Microgynon 30** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2055	**Microlut**	**Oui .....1** **Non .....0** **Si Q2055=0→Q2060**
Q2056	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2057	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2058	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2059	Avez-vous eu **Microlut** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2060	**Norlevo**	**Oui .....1** **Non .....0** **Si Q2060=0→Q2065**
Q2061	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2062	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2063	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2064	Avez-vous eu **Norlevo** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2065	**Optinor**	**Oui .....1** **Non .....0** **Si Q2065=0→Q2070**
Q2066	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2067	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2068	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2069	Avez-vous eu **Optinor** périmé dans	**Oui 1**

	les 3 derniers mois ?	**Non 0**
Q2070	**Primolut-nor 10 mg**	**Oui .....1** **Non .....0** **Si Q2070=0→Q2075**
Q2071	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2072	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2073	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2074	Avez-vous eu **Primolut-nor 10 mg** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2075	**Neo Sampoon**	**Oui .....1** **Non .....0** **Si Q2075=0→Q2080**
Q2076	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2077	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2078	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2079	Avez-vous eu **Neo Sampoon** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2080	**TriNorthiol**	**Oui .....1** **Non .....0** **Si Q2080=0→Q2085**
Q2081	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2082	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2083	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2084	Avez-vous eu **TriNorthiol** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2085	**Yasmin**	**Oui .....1** **Non .....0** **Si Q2085=0→Q2090**
Q2086	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2087	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2088	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2089	Avez-vous eu **Yasmin** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2090	**Autre Pilule de marque (préciser)** _____	**Oui .....1** **Non .....0** **Si Q2090=0→Q2100**
Q2091	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2092	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2093	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2094	Avez-vous eu …. périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**

Q2095	**Autre Pilule de marque (préciser)** _____	**Oui .....1** **Non .....0** **Si Q2095=0→Q2100**
Q2096	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2097	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2098	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2099	Avez-vous eu …. périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**
Q2100	**Vendez-vous des pilules génériques ?**	**Oui .....1** **Non .....0** **Si Q2100=0→Q2112**
Q2101	Quel est le formulaire ?	_____
Q2102	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2103	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2104	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2105	Avez-vous eu **(formulaire de pilule générique)** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Q2106	**Vendez-vous d'autres pilules génériques ?**	**Oui .....1** **Non .....0** **Si Q2106=0→Q2112**
Q2107	Quel est le formulaire ?	_____
Q2108	Prix en RWF par cycle (Cycle=1 mois)	|_____|_____|_____|_____|
Q2109	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2110	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2111	Avez-vous eu **(formulaire de pilule générique)** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**

Contraceptifs injectables

Quels types de contraceptifs injectables vendez-vous?
Below write the name, formulation, price and expiration date for each brand of injectables the PDV sells. **Ci-dessous, écrivez le nom, la formulation/formule, le prix et la date de péremption de chaque injectable vendu dans le point de vente**

Q2112	**Confiance Injectable**	**Oui .....1** **Non .....0** **Si Q2112=0→ Q2119**
Q2113	Où achetez-vous habituellement les injectables « **confiance**» que vous vendez ?	PSI.....1 Dépôt pharmaceutique.....2 Autre(Préciser).....3 _____
Q2114	Prix en RWF par dose	|_____|_____|_____|_____|

Q2115	Combien des cycles de *Confiance* Injectable vendez-vous par mois ?	|_____|____|____| nbre des cycles de **Confiance Injectable** vendues par mois
Q2116	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2117	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2118	Avez-vous eu *Confiance Injectable* périmé dans les 3 derniers mois?	**Oui .....1** **Non .....0** **Tout → Q2121**
Q2119	Etes vous intéressé à vendre **Confiance Injectable** ?	Oui .....1 **Si Q2119=1→Q2121** Non 0
Q2120	***Si non*** Pourquoi vous n'êtes pas intéressé à vendre ce produit?	Pas de bénéfice.....1 Pas de demande (Client).....2 Supply chain/Produit difficile à trouver.....3 Le produit est cher.....4 Autre raison (préciser).....5
Q2121	**Noristerat**	**Oui .....1** **Non .....0** **Si Q2121=0→Q2126**
Q2122	Prix en RWF par dose	|_____|_____|_____|_____|
Q2123	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2124	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2125	Avez-vous eu *Noristerat* périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**
Q2126	**Depo provera**	**Oui .....1** **Non .....0** **Si Q2126=0→Q2131**
Q2127	Prix en RWF par dose	|_____|_____|_____|_____|
Q2128	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2129	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2130	Avez-vous eu *Depoprovera* périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**
Q2131	**Autre injectable (préciser)** _____	**Oui .....1** **Non .....0** **Si Q2131=0→Q2141**
Q2132	Prix en RWF par dose	|_____|_____|_____|_____|
Q2133	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2134	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2135	Avez-vous eu ……. périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**
Q2136	**Autre injectable (préciser)** _____	**Oui .....1** **Non .....0** **Si Q2136=0→Q2141**
Q2137	Prix en RWF par dose	|_____|_____|_____|_____|

Q2138	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q2139	Le produit est-il périmé?	**Oui .....1** **Non 0**
Q2140	Avez-vous eu ……. périmé dans les 3 derniers mois?	**Oui .....1** **Non 0**
	Contraceptifs de longue durée	
Q2141	**Jadelle**	**Oui .....1** **Non .....0** **Si Q2141=0→Q2146**
Q2142	Prix en RWF par période (période= en général 5 ans)	|_____|_____|_____|_____|
Q2143	Depuis combien de temps avez-vous vendu ce produit ?	|_____|____|____| mois
Q2144	Le produit est-il périmé ?	**Oui .....1** **Non 0**
Q2145	Avez-vous eu **Jadelle** périmé dans les 3 derniers mois ?	**Oui .....1** **Non 0**
Qualité de couverture de Confiance : Si pas de Confiance (voir Q2001=0 et Q2112=0)→Q3001		
Q2146	Y a-t-il fréquemment, quelques fois, rarement ou jamais de ruptures de stock des *Confiance* Pilule ?	Fréquemment.....1 Quelques fois.....2 Rarement.....3 Jamais.....4
Q2147	Y a-t-il fréquemment, quelques fois, rarement ou jamais de ruptures de stock des *Confiance* Injectable ?	Fréquemment.....1 Quelques fois.....2 Rarement.....3 Jamais.....4
Q2148	**Enquêteur: Le produit confiance est-il visible facilement ?**	Oui .....1 Non 0
Q2149	Est-ce qu'il y a le matériel promotionnel de « *Confiance*» bien visible sur le lieu de vente à l'intérieur ?	Oui .....1 Non 0
Q2150	Est-ce qu'il y a le matériel promotionnel de « *Confiance*» bien visible sur le lieu de vente à l'extérieur ?	Oui .....1 Non 0

	Les condoms	
Q3001	Est-ce que vous vendez habituellement le condom de marque « **Prudence**» ?	Oui .....1 Non .....0 **Si Q3001=0→ Q3012**
Q3002	Où achetez-vous habituellement les préservatifs « **Prudence**» que vous vendez ?	PSI..... ....1 Dépôt pharmaceutique.... .....2 Boutique/Grossiste..... .. ...3 Autre (Préciser)..... ....4 _____

Q3003	A combien vous achetez chez votre fournisseur 1 boîte (4 pièces) de condoms **« Prudence »** ?	I___I___I___I___I RWF/Unité (Boite de 4 pièces)
Q3004	A combien vous vendez 1 boîte (4 pièces) de condoms **« Prudence »** ?	I___I___I___I___I RWF/Unité (Boite de 4 pièces)
Q3005	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q3006	*Prudence* est-il périmé ?	Oui .....1 Non 0
Q3007	Combien de boîtes (4 pièces) de condoms « **Prudence** » vendez-vous par mois ?	|____|____|____|____|____| des petite boites (4 pieces) de « **Prudence** » vendues par mois
Q3008	Y a-t-il fréquemment, quelques fois, rarement ou jamais de ruptures de stock de « *Prudence* » ?	Fréquemment.....1 Quelques fois.....2 Rarement.....3 Jamais.....4
Q3009	*Prudence* est-il visible facilement ?	**Oui .....1** **Non 0**
Q3010	Est-ce qu'il y a du matériel promotionnel de « *Prudence*» bien visible sur le lieu de vente à l'intérieur ?	**Oui .....1** **Non 0**
Q3011	Est-ce qu'il y a du matériel promotionnel de « *Prudence*» bien visible sur le lieu de vente ou à l'extérieur ?	**Oui .....1** **Non .....0** **Tout→ Q3014**
Q3012	Etes vous intéressé à vendre « **Prudence** » ?	Oui .....1 **Si Q3012=1→Q3014** Non 0
Q3013	***Si non*** Pourquoi vous n'êtes pas intéressé à vendre ce produit?	Pas de bénéfice.....1 Pas de demande (Client).....2 Supply chain/Produit difficile à trouver.....3 Le produit est cher.....4 Autre raison (préciser).....5 _____
Q3014	Est-ce que vous vendez habituellement le condom de marque « ***Plaisir***» ?	Oui .....1 Non .....0 **Si Q3014=0→ Q3027**
Q3015	Où achetez-vous habituellement les préservatifs « ***Plaisir***» que vous vendez ?	PSI..... ....1 Dépôt pharmaceutique.... .....2 Boutique/Grossiste..... .. ...3 Autre (Préciser)..... 4
Q3016	A combien vous achetez chez votre fournisseur 1 boîte (4 pièces) de condoms **« *Plaisir* »** ?	I___I___I___I___I RWF/Unité (Boite de 4 pièces)
Q3017	A combien vous vendez 1 boîte (4 pièces) de condoms **« *Plaisir* »** ?	I___I___I___I___I RWF/Unité (Boite de 4 pièces)
Q3018	Depuis combien de temps avez-vous vendu ce produit?	|_____|____|____| mois
Q3019	*Plaisir* est-il périmé ?	Oui .....1 Non 0
Q3020	Combien de boîtes (4 pièces) de condoms « ***Plaisir*** » vendez-vous par mois ?	|____|____|____|____|____| des petite boites (4 pieces) de « ***Plaisir*** » vendues par mois

Q3021	Y a-t-il fréquemment, quelques fois, rarement ou jamais de ruptures de stock de « *Plaisir* » ?	Fréquemment……..1 Quelques fois……..2 Rarement……..3 Jamais……..4
Q3022	*Plaisir* est-il visible facilement ?	**Oui ……1** **Non ……0**
Q3023	Est-ce qu'il y a du matériel promotionnel de « *Plaisir*» bien visible sur le lieu de vente à l'intérieur ?	**Oui ……1** **Non ……0**
Q3024	Est-ce qu'il y a du matériel promotionnel de « *Plaisir*» bien visible sur le lieu de vente ou à l'extérieur ?	**Oui ……1** **Non ……0** **Tout→ Q3027**
Q3025	Etes vous intéressé à vendre«***Plaisir***» ?	Oui ……..1 **Si Q3025=1→Q3027** Non ……..0
Q3026	***Si non*** Pourquoi vous n'êtes pas intéressé à vendre ce produit?	Pas de bénéfice……..1 Pas de demande (Client)……..2 Supply chain/Produit difficile à trouver……3 Le produit est cher……..4 Autre raison (préciser)……..5 _____
Q3027	Est-ce que vous vendez habituellement le condom de marque «**Lifeguard** » ?	Oui ……..1 Non ……..0 **Si Q3027=0→ Q3032**
Q3028	Où achetez-vous habituellement les Condoms «**Lifeguard** » que vous vendez ?	Dépôt pharmaceutique…. …..1 Boutique/Grossiste……. .. …2 Autre (Préciser)…….. ...3 _____
Q3029	A combien vous achetez chez votre fournisseur 1 boite (3 pièces) de condoms **«Lifeguard»** ?	I___I___I___I___I RWF/Unité (Boite de 4 pièces)
Q3030	Prix unitaire par boîte/paquet de condoms	|_____|_____|_____|_____|
Q3031	Nombre de condoms par boîte/paquet	|_____|_____|
Q3032	Est-ce que vous vendez habituellement le condom de marque «**Durex**» ?	Oui ……..1 Non ……..0 **Si Q3032=0→ Q3035**
Q3033	Prix unitaire par boîte/paquet de condoms	|_____|_____|_____|_____|
Q3034	Nombre de préservatif par boite/paquet	|_____|_____|
Q3035	Est-ce que vous vendez habituellement le condom de marque «**Protector** » ?	Oui ……..1 Non ……..0 **Si Q3035=0→ Q3038**
Q3036	Prix unitaire par boîte/paquet des condoms	|_____|_____|_____|_____|
Q3037	Nombre de condoms par boîte/paquet	|_____|_____|
Q3038	Est-ce que vous vendez habituellement le condom de marque «**Trust** » ?	Oui ……..1 Non ……..0 **Si Q3038=0→ Q3041**
Q3039	Prix unitaire par boîte/paquet de	

	condoms	|_____|_____|_____|_____|
Q3040	Nombre de condoms par boîte/paquet	|_____|_____|
Q3041	Est-ce que vous vendez habituellement le condom de marque «**Rough Rider** » ?	Oui .....1 Non .....0 **Si Q3041=0→ Q3044**
Q3042	Prix unitaire par boîte/paquet de condoms	|_____|_____|_____|_____|
Q3043	de condoms par boîte/paquet	|_____|_____|
Q3044	Est-ce que vous vendez habituellement le condom de marque «**Kama Sutra** » ?	Oui .....1 Non .....0 **Si Q3044=0→ Q3047**
Q3045	Prix unitaire par boîte/paquet des condoms	|_____|_____|_____|_____|
Q3046	Nombre de condoms par boîte/paquet	|_____|_____|
Q3047	Est-ce que vous vendez habituellement d'autre marque de condom ? **(Spécifier).....**	Oui .....1 Non .....0 **Si Q3047=0→ Fin**
Q3048	Prix unitaire par boîte/paquet de condoms de cette marque	|_____|_____|_____|_____|
Q3049	Nombre de condoms par boîte/paquet	|_____|_____|
Q3050	Est-ce que vous vendez habituellement d'autre marque de condom ? **(spécifier).....**	Oui .....1 Non .....0 **Si Q3050=0→ Fin**
Q3051	Prix unitaire par boîte/paquet de condoms de cette marque	|_____|_____|_____|_____|
Q3052	Nombre de condoms par boîte/paquet	|_____|_____|
Q3053	Est-ce que vous vendez habituellement d'autre marque de condom ? **(spécifier).....**	Oui .....1 Non .....0 **Si Q3053=0→ Fin**
Q3054	Prix unitaire par boîte/paquet de condoms de cette marque	|_____|_____|_____|_____|
Q3055	Nombre de condoms par boîte/paquet	|_____|_____|

NOM DE L'ENQUETEUR : _____ **NOM DU SUPERVISEUR** : _____