



JOINT WHO/UNAIDS INFORMAL CONSULTATION WITH PHARMACEUTICAL COMPANIES

**Forecasting ARV Demand 2008-2010 and
Improving paediatric and second line ARV options**

15-16 December 2008, WHO Headquarters, Geneva

Supply Chain Management System



PEPFAR Country Forecasting

Countries regularly developing forecasts with SCMS support and for SCMS procurement

- Cote d'Ivoire
- Guyana
- Haiti
- Mozambique
- Nigeria
- Rwanda
- Tanzania
- Uganda*
- Vietnam
- Zambia
- Zimbabwe

Countries currently developing forecasts without SCMS procurements

- Botswana
- Ethiopia
- Namibia

No national forecast (with SCMS support)

- Kenya
- South Africa



Keep in mind

- **Following charts display information on SCMS procurement of ARVs to date and current supply plans for 2009**
- **The set of country forecasts differs from quarter to quarter**
- **SCMS has on several occasions stepped in to address urgent or emergency requirements on an ad-hoc basis for a particular country or product**

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Keep in mind

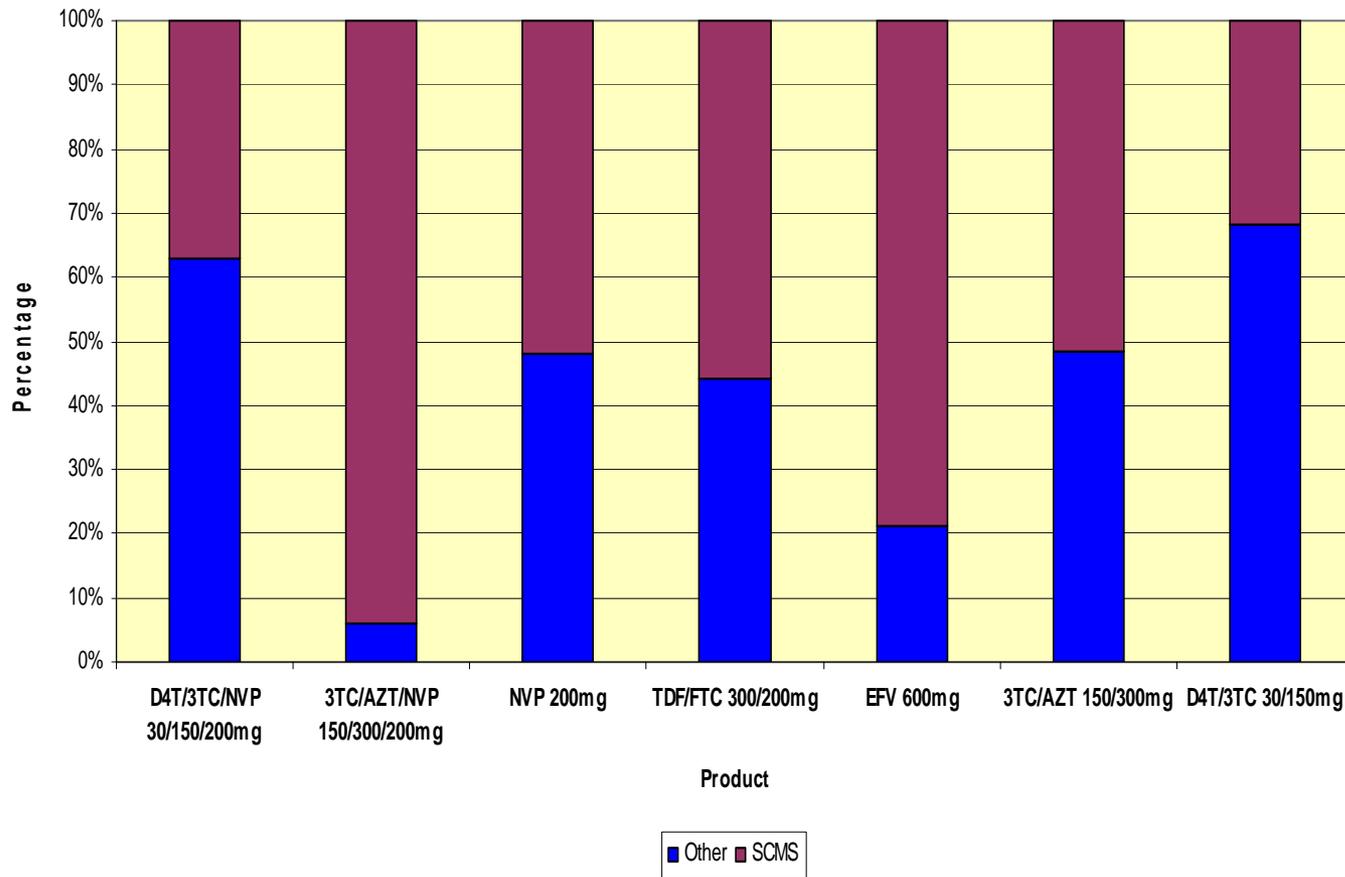
- **Countries are planning to move to the latest WHO recommended treatment guidelines in 2009**
- **In most countries the Clinton Foundation is the prime supplier of paediatric formulations**
- **Forecast quantities may be revisited during quarterly quantification updates prior to becoming firm orders**

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PEPFAR (SCMS) vs Other funders (selected products)

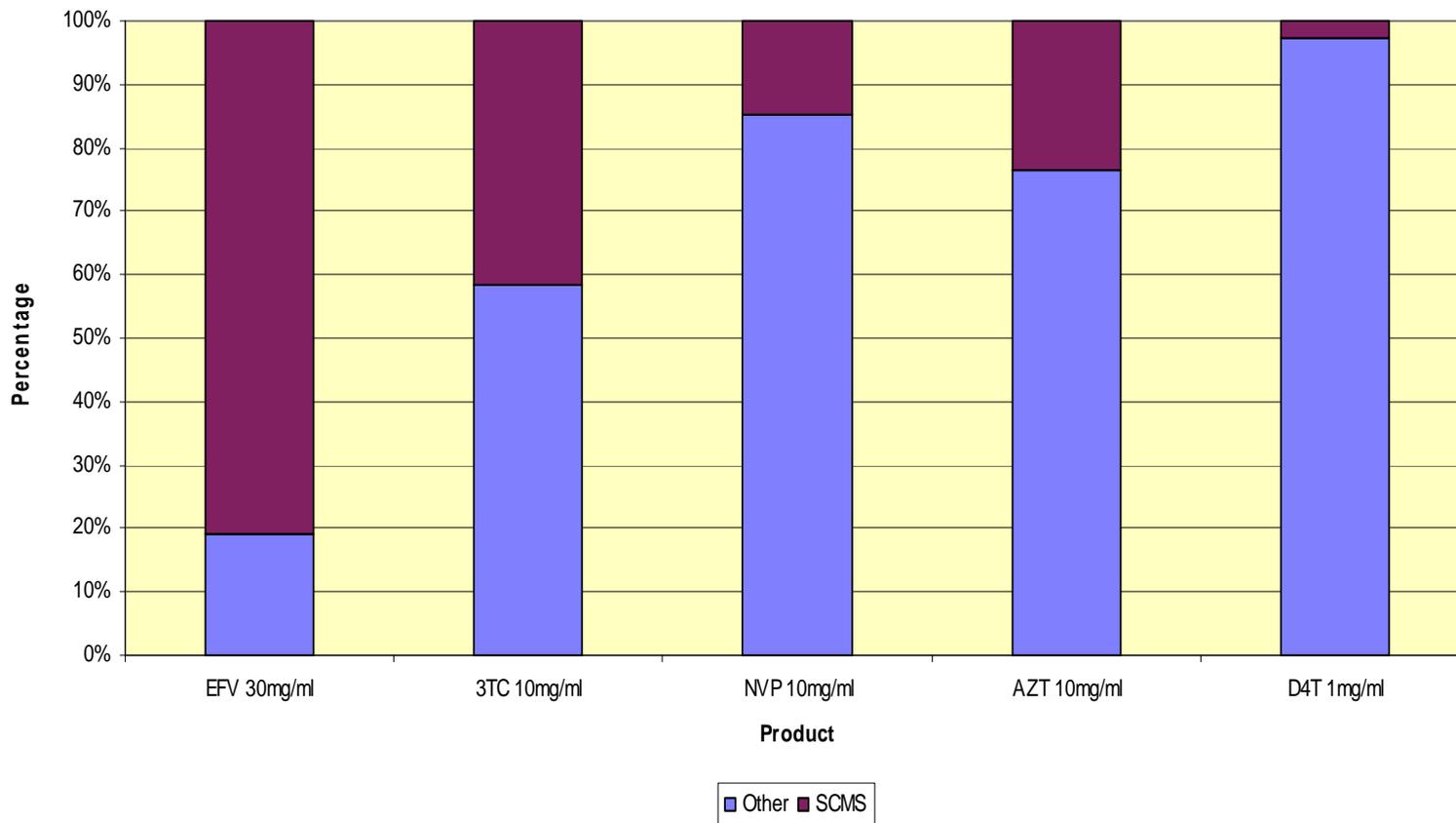


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PEPFAR (SCMS) vs Other funders (paediatric solutions)

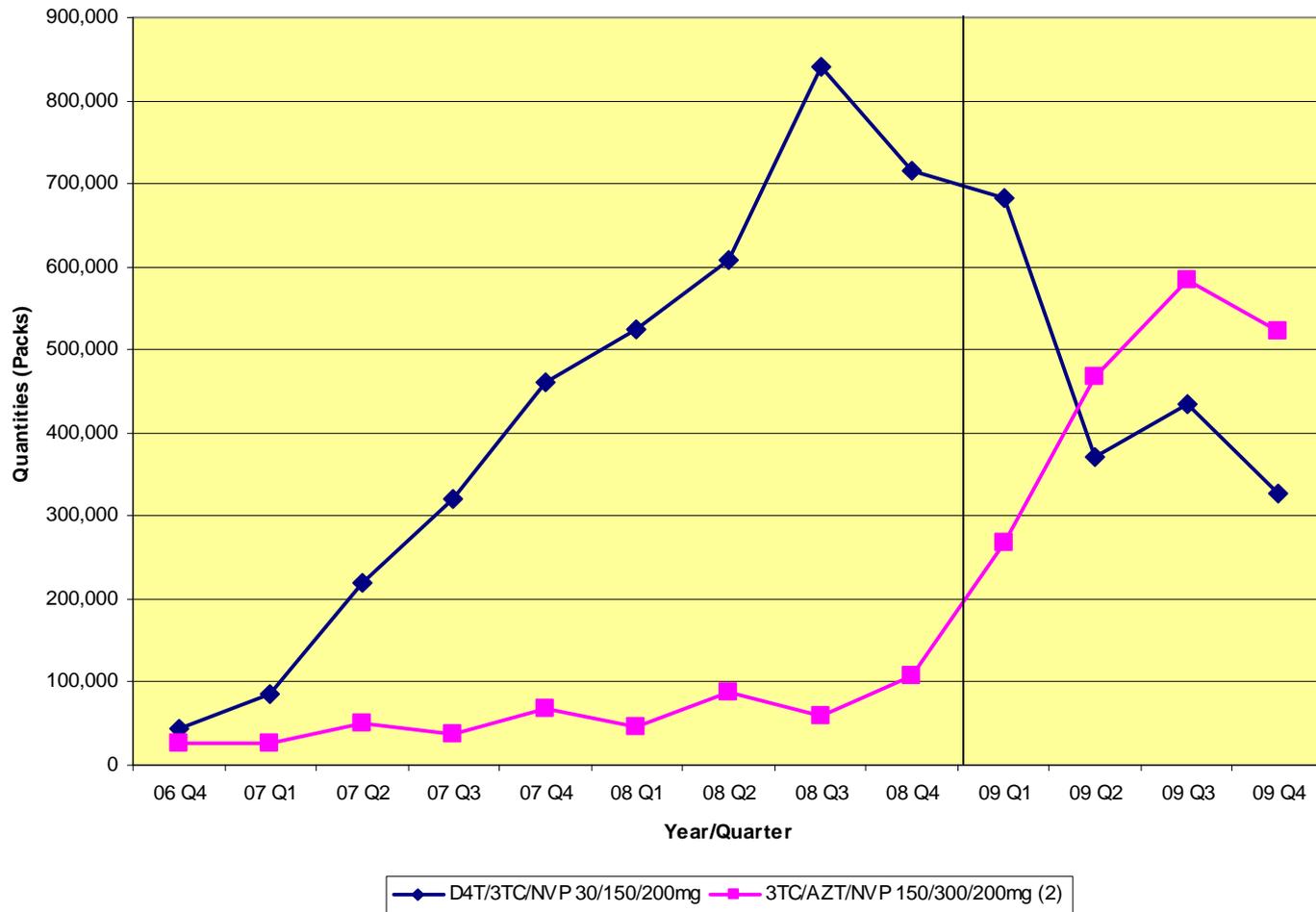


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SCMS volumes: procured 2006-2008, planned 2009 D4T/3TC/NVP and 3TC/AZT/NVP

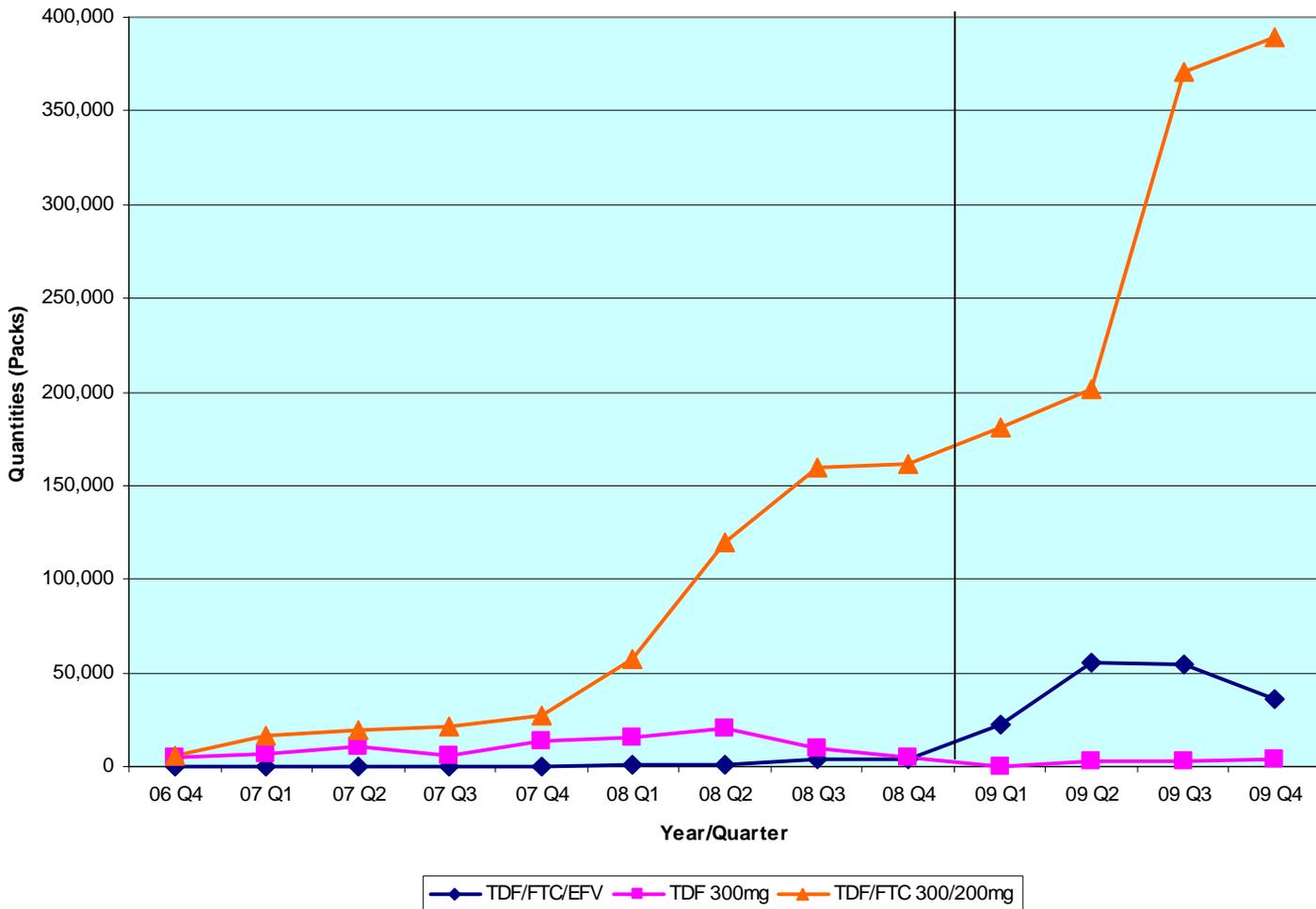


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SCMS volumes: procured 2006-2008, planned 2009 TDF, TDF/FTC and TDF/FTC/EFV

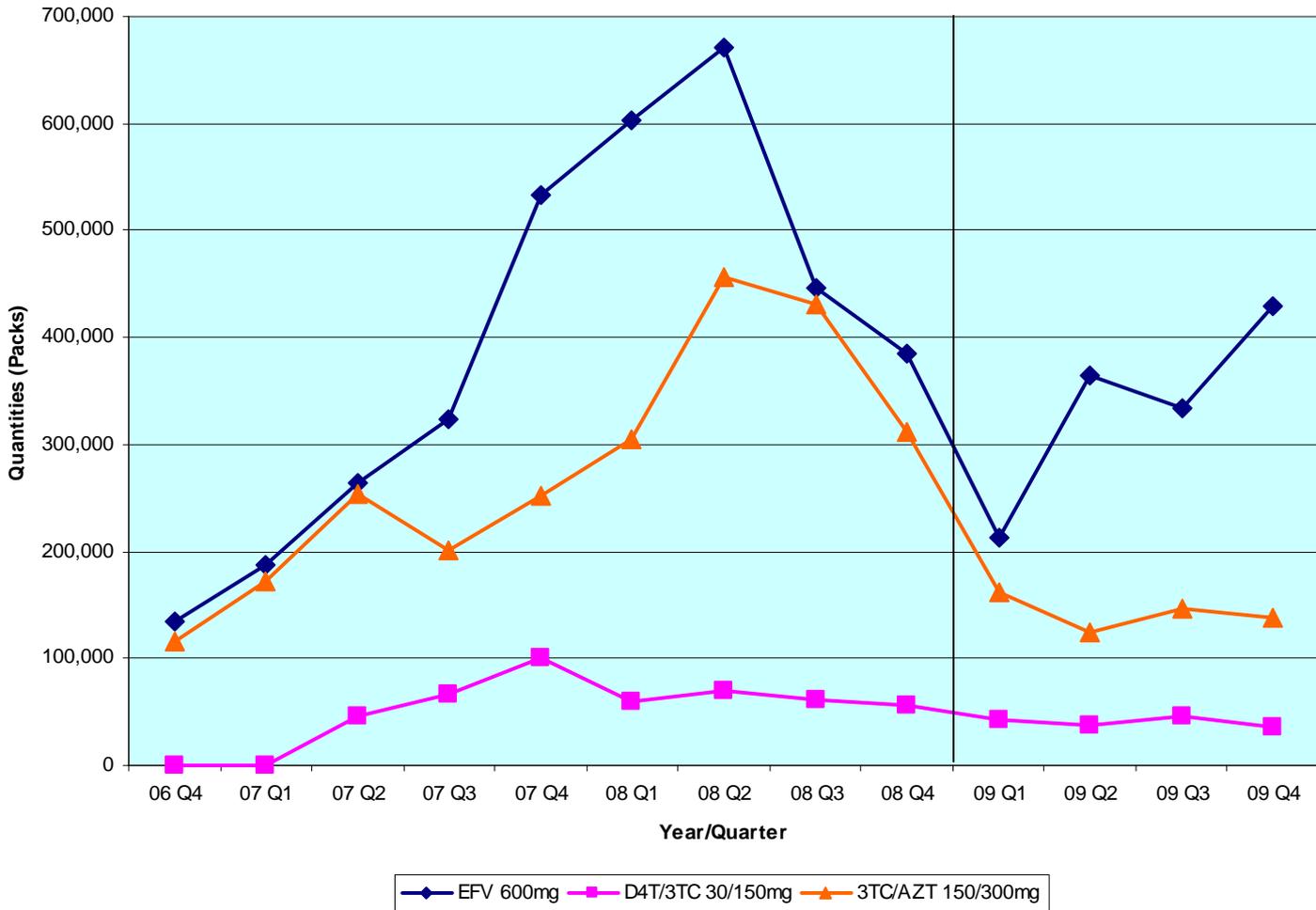


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SCMS volumes: procured 2006-2008, planned 2009 D4T/3TC, 3TC/AZT and EFV

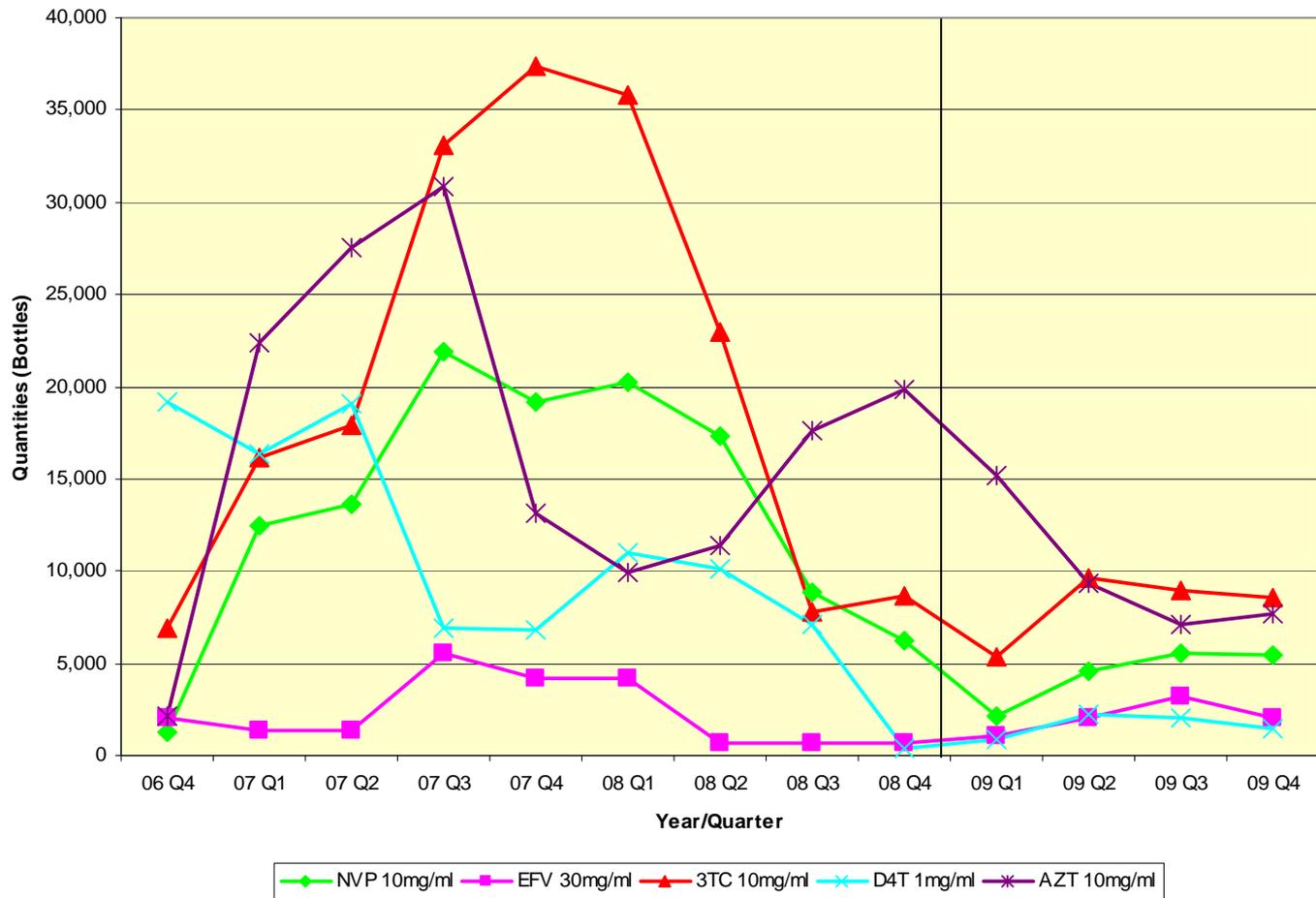


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SCMS volumes: procured 2006-2008, planned 2009 Paediatric syrups/solutions



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The Coordinated Procurement Planning Initiative



Working group on improving AIDS coordination among multilateral institutions and international donors

- Established by the GFATM, PEPFAR and the WB in January 2006 to implement recommendations of the GTT on (June 2005)
- Objective: To improve coordination on HIV/AIDS
- Four specific tasks:
 - Establishment of a working group on procurement planning and implementation
 - Encouragement of joint annual implementation reviews
 - Establishment of a working group on AIDS strategies and action plans
 - A review of incentives for coordination among donors

The Coordinated Procurement Planning Initiative

- ➔ Established in June 2006 at the occasion of the PEPFAR Implementers' conference in Durban as a follow up of the decisions made in the January 2006 meeting
- ➔ PEPFAR as the Lead Agency with a Steering Committee of representatives from the donors
- ➔ Named the “Coordinated Procurement Planning (CPP) with SCMS as the initiative’s Technical Secretariat

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Scope of the initiative

⇒ Pilot in six initial countries

Ethiopia
Guyana
Haiti
Mozambique
Rwanda
Vietnam

⇒ Focus on one key commodity: the Antiretroviral drugs (ARVs)

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The Coordinated Procurement Planning (CPP) process

- ⇒ The CPP process provides a framework for coordination and supports the development of roles and activities at country level
- ⇒ There are six elements of a coordinated procurement planning process, which culminates in a Coordinated Procurement Plan (CPP)



- **Country & Donor Commitment** is the beginning and end of this process
- **Leadership & Management** establish the structures for procurement planning
- **Forecasting, Supply Planning and Funding Allocation** are the operational steps of developing a CPP
- **Regular Updating** revisits and revises CPPs with the most currently available data

The end result of the process is a Coordinated Procurement Plan, documenting all funding commitments

Illustrative Data

CPP Funding Allocation (dollar amount by product type)						
Drug Type	Global Fund	World Bank	US Government	CHAI-UNITAID	In-country and Other Donor Orgs	Total
Adult First-Line ARVs						
Generic	\$3,000,000	\$1,000,000	\$2,000,000	\$500,000	\$500,000	\$7,000,000
Branded			\$1,000,000			\$1,000,000
Adult Second-Line ARVs						
Generic	\$1,000,000		\$2,000,000			\$3,000,000
Branded			\$1,000,000			\$1,000,000
Pediatric ARVs				\$1,000,000		\$1,000,000
Total	\$4,000,000	\$1,000,000	\$6,000,000	\$1,500,000	\$500,000	\$13,000,000

This table can also present volume by product type



Progresses and update on the initiative (1/2)

- ➔ **UNITAID and the World Health Organization (WHO) Head Quarters, have joined the initiative as members of the Steering Committee**
 - ✓ UNITAID partners (CHAI and UNICEF) formally involved at country level (though it was already happening in practice)
 - ✓ WHO country offices formally invited to join the initiative (on going)

- ➔ **Agreement to carry out a 3rd party evaluation to measure the initiative's added value and monitor progresses/changes over time**

- ➔ **Roll out the initiative to Cote d'Ivoire, Malawi and Zambia**



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Progresses and update on the initiative (2/2)

- ➔ **Extend of the initiative to RTKs, OIs, Laboratory commodities and other areas of the supply chain in the pilot countries**
- ➔ **Will investigate the possibility to extend coordination to *Commodity Security* in countries already working and well advanced in that area (ex: Zambia, Ethiopia)**
- ➔ **The Steering Committee agreed to use the CPP initiative as a platform to support the transition of UNITAID funded 2nd line and pediatric ARVs.**

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