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BOLIVIA TRIP REPORT

**March 1-10, 1993
La Paz, Bolivia**

**Nora Quesada
Regional Logistics Consultant
John Snow, Inc.**



**Family Planning
Logistics Management
Project**

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John Snow, Inc.

PART ONE:

**FUNDACION DE ASISTENCIA MEDICO-SOCIAL
FAMES**

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**FUNDACION DE ASISTENCIA MEDICO-SOCIAL
FAMES**

March 1-10, 1993
La Paz, Bolivia

Nora C. Quesada
Regional Logistics Consultant
John Snow, Inc.

I. OBJECTIVES OF THIS VISIT

The primary objectives of this visit were as follows:

- A. To prepare the Contraceptive Procurement Tables (CPTs) for the 1993-1995 period.
- B. To verify shipments received and transfers made to other organizations, in accordance with the agreement signed between FAMES and USAID/Bolivia.

RECOMMENDATIONS

The primary recommendations submitted for the consideration of executive management were as follows:

- 1. Every time a shipment is withdrawn from customs, notify USAID/La Paz in a timely fashion with respect to the arrival of the contraceptives at the central warehouse, in order to avoid delays in transfers sent to other NGOs.
- 2. Ensure that prices charged by affiliated physicians for inserting Copper Ts are the same as those agreed to with executive management, in order to achieve the objective of the organization, which is to provide the greatest possible access to modern contraceptive methods for women in the lowest income groups. This is particularly important in Cochabamba, where Copper Ts supplied by the private sector are available in pharmacies.
- 3. In reports on inventory movement at the central level, detail transfers made to other organizations, providing the name of the organization, the amount of contraceptives transferred and the date of the transaction.
- 4. Verify the number of Copper Ts per small box, in order to avoid errors in shipments made to other NGOs. Apparently, the most recent shipment contained boxes of 25 units instead of 20 units, as usually sent.

I would like to take this opportunity to thank all of the individuals contacted during this visit for their kind and valuable cooperation and for the time they devoted to assisting me in my mission. A complete list of all these individuals can be found in Annex A to this report.

II. CURRENT STATUS OF FAMES

Through Pathfinder International, FAMES finances 26 medical clinics in Sucre, Oruro, Tarija, Cochabamba, Santa Cruz, El Alto and La Paz. This financing is provided for the purpose of developing educational materials, carrying out educational activities and conducting workshops in the area of I.E.C. and other aspects of family planning. In addition, these funds are used to pay the salaries of one project director, one project supervisor, one administrator and one coordinator for the cities of La Paz and El Alto, as well as certain central office administrative expenses. The physicians in charge of the clinics provide their services in accordance with a social service agreement signed with FAMES and receive no salary or other remuneration of any kind.

In addition, FPIA continues to provide very low levels of financing for a number of clinics (32) and other administrative areas of FAMES.

Under both projects, FAMES has signed community support and social service agreements with 45 physicians, located in the nine departments of the country, who receive educational materials as well as refresher materials in the area of modern family planning methods and other population-related matters.

Also, these physicians provide, through their private practices, low-priced family planning services and methods based on donated contraceptives, with the exception of the Copper T, for which a charge of Bs10 is applied, which includes insertion. This sales policy has been put into effect with a view toward providing greater community access to these contraceptive methods. It is through this network of 103 private physicians that FAMES reaches its target population.

Total paid staff, which is responsible for supervising and coordinating all field activities (physicians) with the central office, is summarized below (the headings Pathfinder, FPIA and FAMES indicate the number of individuals and clinics financed by each project):

	<u>PATHFINDER</u>	<u>FPIA</u>	<u>FAMES</u>	<u>TOTAL</u>
Supervisors	1	1	0	2
Departmental Coordinators	6	3	0	9
Clinics	26	32	45	103

III. ACTIVITIES AND FINDINGS

A. INVENTORY CONTROL, REPORTING AND DATA RECORDING SYSTEM AND PROGRAMMING

There are three levels of distribution, which vary in accordance with the particular city:

- To supply facilities located in La Paz, distribution is made directly from the central warehouse to the clinics.
- In the case of distribution to facilities located in other departments, supplies are sent to the departmental coordinators, who in turn distribute them to the clinics. The coordinators serve as the regional or intermediate warehouse, between the central warehouse and the individual clinics.
- In cities where there is no coordinator, commodities are sent directly to each physician.

The departmental coordinators are primarily responsible for visiting affiliated physicians and collecting data on consumption and stock on hand as of the reporting date. This occurs every two months for physicians affiliated under the FPIA and FAMES project and once a month for those affiliated under the Pathfinder project.

In most cases, the coordinators verify that data indicating stock on hand, amounts received and consumption (amounts dispatched) agree with the amounts shipped from the central warehouse as well as with the balance shown in the physical inventory taken during each visit.

All of the physicians in the network use the same form for reporting data to the central level. It is generally the departmental coordinator who forwards data on a monthly and bimonthly basis (depending on the particular project). At the central level, these data are processed for the purpose of updating inventories at all levels, conducting a recount of amounts consumed during the period, and preparing shipments for supplying physicians for the following six-month period.

For those sites with cold to moderate climates, the interval between shipments is four months and each shipment includes amounts sufficient to cover consumption for a period of six months. For those sites having a warm climate, shipments are made every two months in order to cover consumption for a four-month period. This calculation is made based on average monthly consumption and stock on hand (both in the clinics as well as at the central warehouse) and takes into account the distance to, or remoteness of, each clinic.

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In this way, reports are available every two months on new and continuing users, up-to-date balances for stock on hand at each clinic as well as at the central level, shipments made, number of educational activities conducted, financial movement, progress reports on all activities, and consumption, both per clinic as well as overall, of each individual family planning method. In the case of the Pathfinder Fund Project, this report is prepared monthly. Depending on the project, an evaluation is conducted every three or four months that takes into account the above-mentioned data.

Policies Regarding the Supply of Contraceptives

During the preceding visit (03/92), both the executive director as well as FAMES coordinators and supervisors at the central level had indicated a desire to gradually phase out barrier methods (condoms and vaginal tablets), inasmuch as it was felt that the organization should channel its efforts toward improving impact and coverage among the target population by providing them with more effective and lower-cost family planning methods, since in accordance with the cost analysis performed by executive management, condoms and tablets were 13 and 28 percent more costly (respectively) than Copper Ts over a period of three years (the average period for which women use a Copper T).

In addition, because of the distortion generally present in distribution data that are reported as consumption in the case of both condoms and vaginal tablets, it turns out to be quite expensive to estimate data for actual consumption, as such data are based on amounts distributed to users, with no certainty as to actual use. This has been the situation in the past, as FAMES does not sell contraceptives to users, with the exception of Copper Ts, but rather distributes them free of charge.

Since service delivery in FAMES is provided through physicians (generally gynecologists) in private practice, it is more logical and more appropriate to assume that there are more women than men seeking care at these clinics and that, accordingly, the use of methods that are more effective and more oriented toward women should be encouraged.

For these reasons and also because they felt that there were already a sufficient number of sources of supply for these contraceptive methods in the market (other NGOs as well as pharmacies), FAMES has shown a clear trend toward discouraging an increase in the use of barrier methods, which is reflected in the decreased consumption for 1992 as compared to 1991.

FAMES will continue to supply barrier methods, but without encouraging their use, for the above-mentioned reasons.

Pricing Policy

Beginning in August 1991, Copper Ts have been sold at a price of US\$0.73, or 3.00 bolivianos, to affiliated physicians. Pills, condoms and vaginal tablets will continue to be supplied free of charge (as part of the cost of the visit).

Contraceptive methods continue to be provided free of charge to affiliated physicians, as a result of two situations explained by FAMES.

1. There is a discrepancy between the provision of a particular law and those of a certain decree (the Minister of Finance states that donated products can be sold but the President of the Republic affirms the opposite). Until such time as this situation has been clarified, FAMES's legal advisors recommend that donated products not be sold.
2. FAMES's current organizational structure prevents it from putting into motion a contraceptive sales activity, as it does not have in place a financial system that would allow it to properly account for transactions conducted with each affiliated physician. Unlike other organizations, FAMES operates on the basis of an agreement signed with a network of physicians and accordingly does not have available the appropriate structures or infrastructure for its own clinics.

Meetings held with personnel from USAID/Bolivia and FAMES have dealt in depth with the need for all NGOs receiving support from USAID to begin generating income through the sale of contraceptives, in order to finance a portion of their operations. So far, it has been agreed that USAID/Bolivia will explore with MINFINANZAS the legal mechanisms that would allow the sale of donated contraceptives. FAMES is currently waiting for a response.

B. ESTIMATED PROGRAM COVERAGE: 1992

During 1992, FAMES reported the following consumption data:

TABLE A

METHOD	AMOUNT (UNITS)	CYPs GENERATED
LO-FEMENAL	17,900	1,193
CONDOMS	175,500	1,170
TCU380A	5,100	17,850
VAGINAL TABLETS	84,000	560
TOTAL		20,773

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Conversion factors used:

Pills	15 cycles per user per year
Condoms	150 units per user per year
TCU380A	3.5 years per unit
Vaginal tablets	150 units per user per year

Taking into account the CYPs generated in 1991 and 1992, program coverage has been estimated as follows:

1991: TOTAL CYPs generated 18,983

<u>ESTIMATED PARAMETERS</u> <u>(1991 FIGURES)</u>	<u>ESTIMATED</u> <u>COVERAGE</u>
--	-------------------------------------

Based on WRA: 1,694,400	1.12%
Based on WRA Married/In Union: WRAM: 1,186,100	1.60%
Based on WRAM Using Any Method (32.1%): 380,738	4.98%

1992: TOTAL CYPs generated 20,773

<u>ESTIMATED PARAMETERS</u> <u>(1992 FIGURES)</u>	<u>ESTIMATED</u> <u>COVERAGE</u>
--	-------------------------------------

Based on WRA: 1,731,676	1.20%
Based on WRA Married/In Union: WRAM: 1,212,173	1.71%
Based on WRAM Using Any Method (32.1%): 389,107	5.34%

A comparison of data for 1990 (see FPLM report dated 03/92), 1991 and 1992 shows the following:

COVERAGE ACHIEVED

<u>YEAR</u>	<u>WRA</u>	<u>WRAM</u>	<u>WRAM USING</u> <u>ANY METHOD</u>
1990	1.10%	1.58%	5.07%
1991	1.12%	1.60%	4.98%

1992	1.20%	1.71%	5.34%
------	-------	-------	-------

The above table indicates that, despite the fact that there was a decrease in the supply of barrier methods, FAMES managed to increase its coverage as a result of a corresponding increase in the most effective methods (oral contraceptives and Copper Ts). In addition, it recovered the percentage of coverage lost in 1991.

C. ESTIMATE OF FUTURE CONTRACEPTIVE NEEDS 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)

Taking into account institutional policies and plans to increase I.E.C. campaigns, the CPTs for the 1993-1995 period have been revised and updated. In determining the estimated consumption figures reflected in the tables, consideration has been given to inventories or stock on hand at all levels of FAMES and consumption reported for 1991 and 1992 as well as activities conducted by other organizations delivering family planning services and methods.

Lo-Femenal Pills:

In accordance with data on new and current users reported by the clinics, it has been estimated that, of the total new users joining the program (new in 1991: 2,265), some 46 per cent return to the program to pick up new supplies of contraceptives (current users in 1991: 1,058). User records have apparently improved substantially, as data reported in 1990 indicated that only some 10 per cent of all new users returned to the program.

An increase in 10 per cent has been estimated from one year to the next, based on observed historic consumption. All of these figures will be reviewed and adjusted once consumption data for the first six months of 1993 become available.

Copper Ts:

Since Copper Ts represent the second most prevalent method and the one most accessible to the general public, it is estimated that this method will continue to reflect a sustained and increasing demand.

In the visit conducted in 03/92, a total consumption of 5,100 units was projected for 1992. Actual figures reported during this visit totalled 5,100 units inserted. Since sales of this product to affiliated physicians were initiated in 1991, it is estimated that consumption of this contraceptive method will remain stable (physician demand) and accordingly an increase of 10 per cent has been estimated for 1993.

Sultan and No Logo Condoms (beginning in 1992):

FAMES distributes this method free of charge, both in clinics as well as during talks given to groups from a variety of different organizations (the police force, the armed forces, etc.). Accordingly, the figure reported is considered to be distribution rather than consumption.

The consumption figure reported for 1992 (175,500 units) was considerably below that reported for 1991 (243,900 units). This was due primarily to the fact that in 1991 physicians were encouraged to distribute larger amounts, as most supplies had expiration dates of 01/92.

For 1993, an increase of 10 per cent has been estimated. This figure should be revised once data for the first six months of 1993 become available.

Vaginal Tablets:

If we compare 1991 (87,600 units) to 1990 (158,000 units), we see a decrease of over 55 percent. This comparison also shows that as a result of all of the controls that the organization has been adding to its system of information, inventories and contraceptive movement, measurement of demand has gradually become more realistic. Accordingly, acceptance and use of this method are low, as shown in the 1989 ENDSA survey.

This has considerable implications with regard to shipments requested and, accordingly, with regard to final inventories available at the national level. By the end of 1992, there will be available sufficient vaginal tablets to cover demand generated by all organizations until 1994. The stock of vaginal tablets currently on hand expires in 07/95.

Considerable emphasis has been given to the importance of establishing a pricing policy by means of which both tablets and condoms will be sold to users, as this is one of the most accurate ways of quantifying the demand for these methods and avoiding overestimates of consumption, which lead to overestimates of orders, which in turn result in high levels of inventory, expiration, and ultimately destruction of supplies.

An annual increase of 5 per cent has been estimated for 1993. These are provisional figures until such time as FAMES decides which mechanisms it will use to quantify demand (sales vs. distribution) and more realistic consumption data become available.

ANNEX A
PERSONS AND INSTITUTIONS CONTACTED

PERSONS AND INSTITUTIONS CONTACTED

In La Paz:

USAID/BOLIVIA

- Dr. Sigrid Anderson, Assistant Director, Health and Human Resources Division (HHR)
- Dr. Elba Mercado, Project Coordinator, HHR
- Lic. Jennifer Macías, Project Coordinator, HHR
- Lic. Isabel Stout, Coordinator of the AIDS Prevention Program

FUNDACION DE ASISTENCIA MEDICO-SOCIAL (FAMES)

- Dr. Ruth Maldonado Ballón, Representative of the Board of Directors
- Dr. Winston Uzín, Supervisor of the FPIA Project
- Dr. Luis Rodríguez, Director of the FPIA Project
- Ing. Edwin Gery Maldonado S., Executive Director
- Lic. Rolando Mariaca, Head of Logistics

CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS (CIES)

- Lic. Elia Pérez de Soriano, Head of Logistics/Statistics
- Lic. Carlos Salazar, MSH Advisor, Development Group

FUNDACION SAN GABRIEL

- Lic. José V. Barragán, Administrative and Financial Director
- Sr. Gerardo Palma, Head of Logistics

CAJA NACIONAL DE SALUD (CNS)

- Dr. Cristina Rentería, Director of the Reproductive Health Project
- Lic. Eddy Valda, Administrator of the Reproductive Health Project

MINISTRY OF PUBLIC HEALTH AND SOCIAL WELFARE

- Dr. Virginia Camacho, PAHO Advisor
- Lic. Teresa Fernández

CHILD AND COMMUNITY HEALTH PROJECT (CCH)

- Mrs. Rita Fairbanks, Director of Training

THE PATHFINDER FUND

- Dr. Alfredo Ariñez, Local Representative

In Cochabamba:

MOTHERCARE PROJECT

- Mr. Bill Bower, Local Representative

- Miss Janet Crespo, Administrative Assistant

PROMEFA

- Dr. Oscar Niño de Guzmán, Director
- Dr. Elizabeth De La Fuente, Director of Personnel

CENTER FOR THE PREVENTION OF CANCER IN WOMEN

- Dr. Ramiro Becerra, Director
- Dr. Tina Carmen Pérez, Rural Program Physician

COMBASE

- Dr. José Velásquez, Director
- Dr. Hugo Castrillo, Coordinator of the MotherCare Project
- Lic. Cristina Chacón, Director of Personnel and Head of Project Finances

ME.DI.CO.

- Dr. Jorge Quiroga, Director
- Dr. Ruby Castellón, Beato Salomón Physician

In Santa Cruz:

PROSALUD

- Dr. Luis Santa Cruz, Director of Medical Services
- Dr. Zulema Gutiérrez, Director of the Laboratory and Pharmacy
- Mr. Walter Soriano, Director of the Social Marketing Project

ANNEX B
AMOUNTS TO BE DISTRIBUTED TO OTHER ORGANIZATIONS

BOLIVIA: SUGGESTED TRANSFERS

	FROM: SAN GABRIEL	TO: MOTHERCARE	MFG. DATE OF LOT
CONDOMS	6,000	6,000	5/90
VAGINAL TABLETS	9,600	9,600	10/90
LO-FEMENAL: FROM FAMES, 1,200 CYCLES TO PROSALUD			
LO-FEMENAL: FROM CIES, 1,200 CYCLES TO PROSALUD			

FROM: FAMES TO OTHER INSTITUTIONS

LOT OF 52,800 CYCLES OF LO-FEMENAL

ORGANIZATION	AMOUNT TO BE DELIVERED	PENDING DELIVERY
CIES	0	0
FAMES	15,600	2,400
SOPACOF	8,400	0
PROSALUD	25,200	2,400
CNS	0	0
SAN GABRIEL	0	0
MOTHERCARE	2,400	0
CCH	<u>1,200</u>	<u>1,200</u>
	52,800	6,000

TCU380A: LOT OF 8,200 IN WAREHOUSE

ORGANIZATION	AMOUNT TO BE DELIVERED	PENDING DELIVERY
CIES	1,800	3,400
FAMES	1,800	5,600
SOPACOF	0	1,200
PROSALUD	800	0
CNS	1,200	1,000
SAN GABRIEL	1,000	1,000
MOTHERCARE	1,400	1,200
CCH	<u>200</u>	<u>400</u>
	8,200	13,800

TCU380A: LOT OF 4,600 IN TRANSIT

<u>ORGANIZATION</u>	<u>AMOUNT TO BE DELIVERED</u>	<u>PENDING DELIVERY</u>
CIES	1,200	2,200
FAMES	1,200	4,400
SOPACOF	400	800
PROSALUD	0	0
CNS	800	200
SAN GABRIEL	600	400
MOTHERCARE	400	800
CCH	<u>0</u>	<u>400</u>
	4,600	9,200

CONDOMS IN FAMES: 588,000 UNITS OF SULTAN BRAND CONDOMS
33,000 UNITS OF NO LOGO BRAND CONDOMS

<u>ORGANIZATION</u>	<u>AMOUNT TO BE DELIVERED</u>	<u>PENDING DELIVERY</u>
CIES	12,000	0
FAMES	400,000	0
SOPACOF	54,000	0
PROSALUD	6,000	0
CNS	6,000	0
SAN GABRIEL	0	0
MOTHERCARE	30,000	0
CCH	<u>99,000</u>	<u>0</u>
	607,000	0

THERE IS A SURPLUS OF 14,000 UNITS

VAGINAL TABLETS IN FAMES: 183,100 UNITS OF CONCEPTROL

<u>ORGANIZATION</u>	<u>AMOUNT TO BE DELIVERED</u>	<u>PENDING DELIVERY</u>
CIES	0	0
FAMES	130,500	0
SOPACOF	0	0
PROSALUD	0	0
CNS	0	0
SAN GABRIEL	0	0
MOTHERCARE	0	0
CCH	<u>4,800</u>	<u>0</u>
	135,300	0

THERE IS A SURPLUS OF 47,800 UNITS

UNITED STATES AID MISSION to BOLIVIA
c/o American Embassy
La Paz, Bolivia

HHR-109/93
March 12, 1993

Lic. Gerry Maldonado
Fundación Asistencia Médico-Social
La Paz

Dear Gerry:

The purpose of this letter is to establish the distribution of contraceptives received from USAID for the Reproductive Health Program. (This time [...] a new lot of IUDs, pills, condoms and vaginal tablets that represent a surplus in the warehouse.) Distribution should be carried out in accordance with the suggestions made by the consultant, Nora Quesada, in her recent visit.

ORGANIZATION	TCU 380	CONDOMS	PILLS	VAG. TABS
CIES	1,800	12,000	-	-
FAMES	1,800	400,000	130,500	-
ASBOLCOF	-	54,000	-	-
PROSALUD	800	6,000	1,200	-
CNS	1,200	6,000	-	-
F.S. GABRIEL	1,000	-	-	-
MOTHERCARE	1,400	30,000	-	-
CCH	200	-	-	4,800
AIDS PROGRAM	-	99,000	-	-
Balance	-	14,000	-	47,800
TOTAL	8,200	621,000*	1,200	183,100

* 588,000 Sultan brand, 33,000 No Logo brand

I would appreciate it if you would proceed to effect distribution to the interested parties, under the understanding that the corresponding inland freight charges are to be absorbed by the organizations. In the event that you have any questions, please do not hesitate to contact us.

In addition, we would ask that you advise us when the contraceptives have cleared customs (in this case, the lot of IUDs) in order to proceed immediately to distribute them to the NGOs, which urgently require this material.

Very truly yours,

(signature)

Jennifer Macías
Project Coordinator
USAID/Bolivia

cc: Bill Bower, MotherCare
Z. Gutiérrez, PROSALUD/Sta. Cruz

UNITED STATES AID MISSION to BOLIVIA
c/o American Embassy
La Paz, Bolivia

HHR-111/93
March 15, 1993

Lic. José Barragán
Fundación San Gabriel
La Paz

Dear José:

In accordance with your conversations with Mrs. Nora Quesada, I am writing you to request that you deliver 6,000 condoms and 9,600 vaginal tablets to the MotherCare organization, which urgently requires these materials.

Mr. Bill Bower of MotherCare will contact you directly to coordinate the transfer.

Thank you for your cooperation.

Very truly yours,

(signature)

Jennifer Macías
Project Coordinator

cc: **B. Bower, MotherCare**

UNITED STATES AID MISSION to BOLIVIA
c/o American Embassy
La Paz, Bolivia

HHR-110/93
March 15, 1993

Lic. Iván Prudencio
CIES
La Paz

Dear Iván:

In accordance with conversations between Elia Pérez and Mrs. Nora Quesada, I am writing you to request that you deliver 1,200 pills (one box) to PROSALUD, which urgently requires this material.

Mrs. Lila Oviedo of PROSALUD/La Paz will contact you directly to coordinate the transfer.

Thank you for your cooperation.

Very truly yours,

(signature)

Jennifer Macías
Project Coordinator

cc: Z. Gutiérrez, PROSALUD/Sta. Cruz

ANNEX C
1993 - 1995 CPTs

Country: Bolivia
 Recipient: Fundacion Asistencia Medico Social-FAMES
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:38
 Prepared on: 03/01/93
 Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	3.0	3.4	2.3	9.5	3.4
2. Estimated Consumption					
(a) Sales/Distrib.	4.6	5.1	5.6	6.1	6.1
(b) Loss/Disposal					
(c) Transfer	2.0	5.2			
3. Add'l Contraceptives					
(a) Received	7.0	9.2		NA	NA
(b) Scheduled	NA		12.8		NA
4. End of Yr Stock	3.4	2.3	9.5	3.4	NA
5. Desired EOY Stock	NA	NA	4.1	4.1	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	5.4		NA
(b) Qty Needed	NA	NA		0.8	NA
7. Unmet Need	NA	NA		0.8	7.0
1993 Minimum stock (months):	4		1994 Minimum stock (months):	4	
Maximum stock (months):	8		Maximum stock (months):	8	

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO REPORTS RECEIVED FROM ASSOCIATED DOCTORS.

2a. ESTIMATED USE

Year: 1991

TOTAL NUMBER OF INSERTIONS REPORTED BY ASSOCIATED DOCTORS, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1992

TOTAL NUMBER OF INSERTIONS REPORTED BY ASSOCIATED DOCTORS, ACCORDING TO ANNUAL REPORT. PROJECTED USED IN 1992 CPTs COINCIDES WITH ACTUAL USE.

2a. ESTIMATED USE

Year: 1993

A 10% INCREASE HAS BEEN ESTIMATED, BASED ON PREVIOUS CONSUMPTION PATTERN. THE STRATEGY OF SELLING THE IUDs TO ASSOCIATED DOCTORS HAS IMPROVED THE QUALITY OF STATISTICS, SO BETTER PROJECTIONS CAN BE MADE BASED ON MORE RELIABLE DATA.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994.

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:38

Prepared on: 03/01/93

Modified on: 03/01/93

2c. TRANSFERS

Year: 1991

RECEIVED FROM THE MOH: 942 (04/09/91). PART OF THE 7,000 UNITS WERE DISTRIBUTED AS FOLLOWS: CIES (2,000), CNS (300), MOH (500), MATERNITY URQUIDI (300), PROSALUD (200), CIASE (100), SOPACOF (200), AND ME.DI.CO*(400). ADDED BACK TO PIPELINE AFTER INVENTORY ADJS.:1,000 U.

2c. TRANSFERS

Year: 1992

5,200 UNITS WERE TRANSFERRED TO CNS (1,600), SOPACOF (1,400), MOTHERCARE (1,800), PROSALUD (100), AND SAN GABRIEL (300).

3a. SHIPMENTS RECEIVED

Year: 1992

EXPIRY DATE: 01/95.

DRAFT

DRAFT

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:38

Prepared on: 03/01/93

Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	7,000	07/23/91
CPSD	6,800	03/14/92
CPSD	2,400	08/24/92
CPSD	8,200	02/28/93
CPSD	4,600	06/30/93

Total shipments: 29,000

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24

Country: Bolivia
 Recipient: Fundacion Asistencia Medico Social-FAMES
 Product: 52mm Non Colored, No Logo
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:38
 Prepared on: 03/01/93
 Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	61.3	415.3	415.3
2. Estimated Consumption					
(a) Sales/Distrib.		76.7			
(b) Loss/Disposal					
(c) Transfer		126.0			
3. Add'l Contraceptives					
(a) Received		264.0		NA	NA
(b) Scheduled	NA		84.0		NA
4. End of Yr Stock	0.0	61.3	145.3	415.3	NA
5. Desired EOY Stock	NA	NA			NA
6. Net Supply Situation					
(a) Surplus	NA	NA	144.0	414.0	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA	-270.0		

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

25

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991

THIS PRODUCT WAS NOT AVAILABLE FOR THIS RECIPIENT UNTIL MARCH/93.

2a. ESTIMATED USE Year: 1992

TOTAL DISTRIBUTION WAS 175,590 UNITS, OF WHICH 98,800 UNITS WERE SULTAN CONDOMS AND ROSETEX. SEE CPT FOR SULTANS.

2a. ESTIMATED USE Year: 1993

USAID/BOLIVIA RECEIVED A DONATED SHIPMENT OF 870,000 SULTAN CONDOMS. (EXP. DATE: 04/95). THIS QUANTITY IS STORED AT FAMES AND WILL BE DISTRIBUTED AMONG NGOS. STOCKS (INCLUDES PERIPHERY AND CW) OF NO LOGO WILL BE STORED UNTIL SULTANS ARE DEPLETED (EXP. DATE NO LOGO: 09/96).

2c. TRANSFERS Year: 1992

TRANSFERRED TO CNS (12,000), SOPACOF (18,000), CIES (84,000), PROSALUD (6,000), AND SAN GABRIEL (6,000).

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	264,000	03/14/92
CPSD	84,000	04/30/93

Total shipments: 348,000

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
CPSD	270,000	02/15/93

Total to order: 270,000

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	270,000.0
-----	-----
Total (1993):	270,000.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	-270,000.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:38
Prepared on: 03/01/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	0.0
Unmet Need (1995):	0.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	0.0
Unmet Need (1996):	0.0

Country: Bolivia
 Recipient: Fundacion Asistencia Medico Social-FAMES
 Product: 52mm Colored Sultan
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:37
 Prepared on: 03/01/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	306.6	69.9	891.1	427.5	15 9
2. Estimated Consumption					
(a) Sales/Distrib.	243.9	98.8	220.6	231.6	231.6
(b) Loss/Disposal		25.0			
(c) Transfer	-7.2	-75.0	243.0		
3. Add'l Contraceptives					
(a) Received		870.0		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	69.9	891.1	427.5	195.9	NA
5. Desired EOY Stock	NA	NA			NA
6. Net Supply Situation					
(a) Surplus	NA	NA	426.0	198.0	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA			35.7
1993 Minimum stock (months):	0				
Maximum stock (months):	0				
1994 Minimum stock (months):				0	
Maximum stock (months):				0	

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:37
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY ASSOCIATED DOCTORS, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED: 200,590 UNITS, OF WHICH 98,800 UNITS CORRESPOND TO SULTAN, 25,000 UNITS WERE INCLUDED AS "USED" BUT ACTUALLY WERE DISPOSED OF. THE REST (76,700) WERE NO LOGO. SEE CPT FOR NO LOGO CONDOMS.

2a. ESTIMATED USE

Year: 1993

A 10% INCREASE HAS BEEN ESTIMATED, BASED ON PLANS FROM THE AIDS PREVENTION PROGRAM TO INCREASE PROMOTION AGAINST AIDS. IT IS EXPECTED THAT THIS WILL INCREASE DEMAND. NO LOGO CONDOMS WILL BE STORED UNTIL SULTANS ARE DEPLETED (EXP. DATE OF SULTANS: 04/95).

2a. ESTIMATED USE

Year: 1994

A 5% INCREASE HAS BEEN ESTIMATED. SAME AS 1993. FIGURE IS PROVISIONAL AND WILL BE REVIEWED IN LIGHT OF REAL CONSUMPTION IN 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994.

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:37
Prepared on: 03/01/93
Modified on: 03/23/93

2b. ESTIMATED LOSS Year: 1992

OF THE 69,900 UNITS AS OF 01/01/92, 65,881 UNITS WERE ROSETEX AND HAD EXPIRED AT THE PERIPHERY IN 01/92, BUT ONLY AROUND 25,000 UNITS WERE DISPOSED OF. THE REST WAS DISTRIBUTED TO USERS EVEN THOUGH THEY WERE EXPIRED.

2c. TRANSFERS Year: 1991

TRANSFERRED BY THE MOH IN 05/91. ROSETEX BRAND.

2c. TRANSFERS Year: 1992

TRANSFERRED BY THE AIDS PREVENTION PROGRAM ON 03/12/92 (99,000), TRANSFERRED TO SOPACOF (24,000).

2c. TRANSFERS Year: 1993

TRANSFERRED TO CIES (54,000), CNS (12,000), SAN GABRIEL (6,000), SOPACOF (78,000), MOTHERCARE (18,000), AND RETURN LOAN TO AIDS PREVENTION PROGRAM (99,000). RECEIVED FROM SOPACOF (24,000).

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:37
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
-----	-----	-----
CPSD	870,000	08/24/92

Total shipments: 870,000

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:37
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:37
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	35,700.0
Unmet Need (1995):	35,700.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	237,100.0
Unmet Need (1996):	237,100.0

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:39
Prepared on: 03/01/93
Modified on: 03/23/93

2b. ESTIMATED LOSS Year: 1991

DISTRIBUTED TO ASSOCIATED DOCTORS AND OTHER INSTITUTIONS (NOT AID-SUPPORTED NGOS), BUT IT IS ASSUMED THAT MOST OF IT EXPIRED BEFORE USAGE, AS EXP. DATE WAS 03/91.

2c. TRANSFERS Year: 1991

THE SHIPMENT OF 6,000 UNITS WAS TRANSFERRED TO CIES (3,500), SAN GABRIEL (500), PROSALUD (1,000), CIASE (500), SOPACOF (500). FAMES RECEIVED 10,000 CYCLES OF RIGEVIDON (MICROGYNON) AND 10,000 OVIDON (NEOGYNON) FROM THE MOH.

2c. TRANSFERS Year: 1992

TRANSFERRED TO SOPACOF (3,600), MOTHERCARE (1,700), PROSALUD (3,600), AND LOANED TO CIES (2,400).

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:39
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	6,000	08/01/91
CPSD	37,200	03/14/92
CPSD	3,600	08/24/92
CPSD	52,800	04/30/93

Total shipments: 99,600

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:39
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	1,500.0
Unmet Need (1995):	1,500.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	22,200.0
Unmet Need (1996):	22,200.0

Country: Bolivia
 Recipient: Fundacion Asistencia Medico Social-FAMES
 Product: Conceptrol Foaming Tablet
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:40
 Prepared on: 03/01/93
 Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	75.8	103.4	317.0	228.8	136.2
2. Estimated Consumption					
(a) Sales/Distrib.	87.6	84.0	88.2	92.6	97.2
(b) Loss/Disposal					
(c) Transfer	105.6	182.4			
3. Add'l Contraceptives					
(a) Received	220.8	480.0		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	103.4	317.0	228.8	136.2	NA
5. Desired EOY Stock	NA	NA	61.7	64.8	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	168.0	72.0	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA			28.8

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

41

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION REPORTED BY ASSOCIATED DOCTORS.

2a. ESTIMATED USE

Year: 1992

A TOTAL CONSUMPTION OF 84,045 UNITS WAS REPORTED BY 103 ASSOCIATED DOCTORS, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1993

A 5% INCREASE HAS BEEN ESTIMATED, BASED ON THE FACT THAT CONSUMPTION FOR THIS METHOD HAS DECREASED AS USERS TEND TO PREFER IUDs. NO HIGH INCREASE IN DEMAND IS ANTICIPATED FOR FUTURE YEARS.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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42

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:40

Prepared on: 03/01/93

Modified on: 03/01/93

2c. TRANSFERS

Year: 1991

TRANSFERRED TO CNS (9,000), CIES (52,800), SAN GABRIEL (28,800),
MATERNITY URQUIDI (5,000), CIASE (5,000), SOPACOF (5,000).

2c. TRANSFERS

Year: 1992

TRANSFERRED TO CIES (33,600), CNS (43,200), SOPACOF (62,400),
MOTHERCARE (14,400), PROSALUD (9,600), AND SAN GABRIEL (19,200).

3a. SHIPMENTS RECEIVED

Year: 1992

EXPIRY DATE: 07/95.

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43

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	220,800	07/23/91
CPSD	168,000	01/06/92
CPSD	312,000	03/14/92

Total shipments: 700,800

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44

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
Recipient: Fundacion Asistencia Medico Social-FAMES
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:40
Prepared on: 03/01/93
Modified on: 03/01/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	28,800.0
	Unmet Need (1995):	28,800.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	104,700.0
	Unmet Need (1996):	104,700.0

PART TWO:
PROSALUD - SANTA CRUZ

TABLE OF CONTENTS

I.	OBJECTIVES OF THIS VISIT	1
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III.	ACTIVITIES AND FINDINGS	3
	A. PROSALUD PROJECTS	3
	B. INVENTORY CONTROL, REPORTING AND DATA RECORDING SYSTEM AND SERVICE PROGRAMMING	4
	C. ESTIMATED COVERAGE	6
	D. ESTIMATE OF CONTRACEPTIVE NEEDS FOR 1993-1995 (CONTRACEPTIVE PROCUREMENT TABLES (CPTs), ANNEX C) ...	8

ANNEXES:

ANNEX A: PERSONS AND INSTITUTIONS CONTACTED

ANNEX B: DATA ON INVENTORIES, CONSUMPTION AND USERS

ANNEX C: 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)

ANNEX D: CONTRACEPTIVE PROCUREMENT TABLES (CPTs), B. URIBE,
PATHFINDER/LIMA

PROSALUD - SANTA CRUZ

March 8, 1993

Bolivia

Nora C. Quesada
Regional Logistics Consultant
John Snow, Inc.

I. OBJECTIVES OF THIS VISIT

The primary objectives of this visit were as follows:

- A. To prepare the Contraceptive Procurement Tables (CPTs) for the 1993-1995 period.
- B. To estimate the coverage achieved by the organization with regard to family planning services and to estimate the availability of contraceptives within the system.

RECOMMENDATIONS

Because the time allowed for the visit to this organization was so short, rather than recommendations, the consultant made several suggestions for improving several aspects of the program; these suggestions are summarized below:

- 1. Encourage the installation of a post-partum IUD insertion program. On the basis of the number of physicians already trained in this technique and the number of normal births recorded per year in the health centers, it will be possible to capture a greater number of users of modern contraceptive methods.
- 2. Establish the reasons for the low levels of protection offered in the area of family planning, as reflected by the number of new users joining the program, number of current users and amounts of contraceptives distributed to these two groups.
- 3. Strengthen communications between PROSALUD-La Paz and PROSALUD-Santa Cruz in order to maintain up-to-date information with respect to all contraceptive movements occurring within the system, especially as regards the availability of contraceptives [...] transfers received from other organizations.
- 4. Coordinate with USAID/Bolivia and Pathfinder/Lima the procurement of contraceptives from the latter organization, on the dates indicated in the CPTs, in order to avoid potential stockouts. Take into consideration in this regard the schedule of shipments proposed in the CPTs.

I would like to take this opportunity to thank all of the individuals contacted during this visit for their kind and valuable cooperation and for the time they devoted to assisting me in my mission. A complete list of all these individuals can be found in Annex A to this report.

II. CURRENT STATUS OF PROSALUD

There are currently 15 health centers in operation in Santa Cruz de la Sierra: five in rural areas and 10 in urban areas. To date, there are a total of two active centers in La Paz and seven in the city of El Alto. The USAID/Bolivia project provides for the purchase of a clinic or small hospital in Santa Cruz to perform surgery of all types (appendectomies, cesarean sections, etc.), since current health centers provide services only in the areas of primary health care, reproductive health (family planning), gynecology, pediatrics and normal childbirth, among others.

The medical and service promotion staff in the 15 currently existing health centers consists of the following:

- 13 general practitioners, who work eight hours a day and are paid directly by PROSALUD.
- 13 gynecologists, who work two hours a day and receive a percentage of the fees paid in their area of specialization.

These 26 physicians are trained in Copper T insertion techniques and receive as an incentive 50 per cent of the total amount of fees charged in this regard, as part of the PROSALUD strategy to promote the use of this particular contraceptive method, since female sterilization is not currently provided in Bolivia and is not foreseen for the immediate future at the NGO level.

- 9 pediatricians.
- 15 nurses in charge of health centers (in addition to the directing physician), 30 nurse auxiliaries, 11 promotional assistants and 11 receptionists.

The promotional assistants (APs), or promoters, are responsible for contacting users through a home visit program designed to get a number of users together to listen to talks on a variety of different general and reproductive health subjects and refer them to health centers.

The number of new users reported in 1992 totalled 5,534. The goal for 1992 had been estimated at 4,744.

It is estimated that the total population in those sites where health centers are located in Santa Cruz is approximately 106,800 (source: PROSALUD) and that the approximate population of Santa Cruz (the capital city) totals some 700,000. In La Paz, the total estimated population is 80,000 in El Alto (District I and Villa Bolívar) and 75,000 in La Paz (Districts V and VII).

III. ACTIVITIES AND FINDINGS

A. PROSALUD PROJECTS

1. *Pathfinder - Lima*

Assumed the costs of the Promotional Assistant (AP) program, which consists of providing training at the beginning of the year to new APs (to replace former APs, as on the average a trained AP lasts one year with the program) and payment of AP salaries. In addition, project financing includes payment of salaries for two supervisors, part of the laboratory reagents for the cytology test (pap smear) and contraceptive supplies.

Under this new stage of financing, the APs have initiated work under the Community-Based Distribution Program, as in the past their activities were limited exclusively to contacting new users through home visits and referring them to health centers. They were allowed to sell contraceptives only to those current users unable to travel to the health centers to obtain additional contraceptive supplies and who were under a physician's care on a regular basis.

Now, the APs carry with them their supply of contraceptives for resupplying users. In addition, using the clinical records available in the health centers, they have begun to follow up on those users who do not return to the centers for additional supplies or who do not attend the follow-up consultation.

2. *New Health Centers in the Cities of La Paz and El Alto*

There will be 19 health centers in La Paz and El Alto, replicating the Santa Cruz Health Model. Service programming, as well as the procurement and distribution of contraceptive supplies, is carried out under the direction and supervision of PROSALUD-Santa Cruz.

3. *Social Marketing Program (PMS)*

The PMS markets the following products in pharmacies located throughout the country:

- Sultan brand condoms, received from the Ministry of Public Health and Social Welfare (MPSSP) AIDS Prevention Program.
- Noriday, cycles of oral contraceptives, purchased from R&D/POP/CPSD under the buy-in arrangement between SOMARC and USAID/Bolivia. This is a product which is already consolidated in the market and accordingly will receive increasingly less promotional support. With the introduction of Minigynon (as of Oct/91 to be known as Microgynon), sales of Noriday have been steadily decreasing and the program will conduct no further promotional activities, inasmuch as this product will not be supplied by CPSD in the future.

Introduction of New Brands into the Market

- *Microgynon*, which was introduced in October 1991, sold under the brand name *Minigynon* for social marketing purposes. Under an agreement with Schering-Bolivia, the latter imports the product directly from Germany and uses its distribution networks to place it in the market. In addition, the PMS provides all promotion and publicity for this product. *Minigynon* has considerable potential for success in the market, based on the fact that it is very well known and also as a result of the price at which it will be sold (Bs\$3.50 versus the Bs\$20.00 charged for the *Microgynon* currently on the market). As a result of promotional activities conducted by the PMS, a major turnaround in sales is expected.
- *Protektor Brand Condoms*, as a PMS strategy for introducing a brand of condoms at the Latin American level that will serve to identify the program and be widely known throughout Latin America, as it is in Ecuador, Mexico and the Dominican Republic. Introduction to the market was scheduled for July 1992 but packaging trials delayed its introduction and it is now expected that it will be available by mid-1993. The price to the public will be set at Bs\$3.00 (US\$1 = Bs\$4.13) per box of 3 units.

B. INVENTORY CONTROL, REPORTING AND DATA RECORDING SYSTEM. SERVICE PROGRAMMING

PROSALUD has in place a computerized system that makes it possible to record on a monthly basis amounts received, "amounts dispatched" and stock on hand reported by each of the health centers, as well as the same transactions occurring at the central warehouse, with the only difference being that in the health centers the "amounts dispatched" represent

the amounts of contraceptives sold to users, whereas in the central warehouse they represent only distribution or shipments made to the health centers.

The QUIPUS program was being used on an experimental basis to determine what adjustments could be made, but a number of different technical drawbacks were detected and for the time being PROSALUD continues to use its computerized information system, which is both very efficient and very simple.

Each health center sends to the central office on a monthly basis a detailed report on all services provided, the total amount of supplies received during the period, medicine and contraceptives sold, and stock on hand as of the reporting date.

Based on these reports, the central warehouse resupplies each health center with new contraceptive products, taking into account the average monthly consumption of each center and current stock on hand.

The APs, in turn, renew their supplies from the health center at which they are based and report to that center exactly the same data that the health center reports to the central office. The center prepares a consolidated report that is subsequently sent to the central office. In this way, up-to-date information from each individual center is available, together with inventory movement and monthly stock on hand.

Using these reports, each physician conducts a quarterly evaluation of the performance of his or her health center, service by service, comparing performance to the goals established for each, in coordination with the Department of Programming and Medical Services.

Family Planning Service Programming

During the preceding visit (03/92), it was observed that the programming of coverage goals is based on the number of new users and levels achieved during the preceding year and that for determining the volume of contraceptives to be requested, the Couple-Years Protection conversion factors are used. This programming is in response to the conditions imposed by the donor agencies financing the projects.

During this same visit, a discussion was held with the Director of Medical Services with regard to the minimum parameters to be considered when scheduling the coverage goals to be established by PROSALUD, as well as the amount of contraceptives to be requested, based on its installed service capacity, personnel available and trained to provide such services, hours of operation, total population to be covered as reflected in consumption figures and, if possible, available population data, such as Women of Reproductive Age (WRA), WRA married or in union (sexually active) and prevalence (specific by method) of the use of contraceptive methods (both modern and traditional). In addition, in the case of La

Paz and El Alto, it is important to take into consideration other sources of supply of services in the area, as well as the availability (both current and future) of contraceptives within the program.

On the basis of this discussion, it was concluded that this would be the most appropriate way for PROSALUD to program its family planning services, which would be continuously compared against actual program performance.

However, both goals and project performance/impact evaluation continue to be based on numbers of new users which, when compared to the amounts of contraceptives distributed, reflect a low level of protection (average consumption per user), as described in Section C.

C. ESTIMATED COVERAGE

According to data reported for January-December 1991 (see Annex B), total consumption of contraceptives (in units) and numbers of new users and repeat users by method were as follows:

TABLE 1

METHOD	CONSUMPTION (A)	NEW USERS (B)	CURRENT USERS (C)	TOTAL USERS (D)	CONSUMPTION PER USER (E)	CYPS (F)
LO-FEMENAL	20,326	3,737	4,516	8,253	2.46	1,355
CONDOMS	9,108	371	205	576	15.81	61
TCU380A	1,395	1,206	0	1,206	1.15	4,883
VAG. TABS	3,000	193	90	283	10.60	20
TOTAL		5,507	4,811	10,318		6,319

Conversion Factors Used:

- Orals 15 cycles per user per year
- Condoms 150 units per user per year
- TCU380A 3.5 years per unit
- Vaginal Tablets 150 units per user per year

The difference between users reported and CYPs generated is significant. Also, the protection offered by each method to each user (average consumption per user per year, column E) reflects the distortion that user records can cause and subsequent planning of goals

and programming based on new users, as the Promotional Assistants face pressure to achieve their goals, which can lead to overrecording the number of users joining the project.

Taking into account the CYPs generated, program coverage has been estimated as follows:

1991: TOTALS: USERS 14,196
 CYPS 2,981

ESTIMATED PARAMETERS (1991 FIGURES)	ESTIMATED COVERAGE
Based on WRA: 1,694,400	0.17%
Based on WRA Married/In Union: 1,186,100	0.25%
Based on WRA Using Any Contraceptive Method: 380,738 (32.1% of WRAM)	0.78%

1992: TOTALS: USERS 10,318
 CYPS 6,319

ESTIMATED PARAMETERS (1992 FIGURES)	ESTIMATED COVERAGE
Based on WRA: 1,731,676	0.36%
Based on WRA Married/In Union: 1,212,173	0.52%
Based on WRA Using Any Contraceptive Method: 389,107 (32.1% of WRAM)	1.62%

A comparison of 1990 (see previous FPLM report dated 03/92), 1991 and 1992 shows the following:

COVERAGE ACHIEVED

YEAR	WRA	WRAM	WRAM USING ANY METHOD
1990	0.11%	0.16%	0.52%
1991	0.17%	0.25%	0.78%
1992	0.36%	0.52%	1.62%

Coverage achieved in 1992 is twice that reached in 1991, taking into account the number of CYPs generated, which indicates that the program has promoted the use of modern methods, particularly the Copper T. In addition, the impact of the inauguration of new health centers

can be seen in the greater supply of modern methods. This suggests that PROSALUD should continue to program its goals and coverage using these parameters, in order to evaluate in the most realistic way possible program goals and achievements.

**D. ESTIMATE OF CONTRACEPTIVE NEEDS FOR 1993-1995
(CONTRACEPTIVE PROCUREMENT TABLES (CPTs), ANNEX C)**

In order to estimate the needs for each of the individual methods, a review was conducted of beginning inventories at all levels, for each method, as of January 1991 and January 1992, so as to obtain the total amounts available for each historic year.

Although there were some differences between inventory levels for January 1991 as reported during the visits of 08/01 and 03/92, the appropriate adjustments were made in order to obtain the amounts shown as current stock on hand as of January 1, 1992 (See Annex B).

In addition, in projecting needs, consumption for 1991 and 1992 as well as plans for expanding the program were taken into account. As can be seen in the Contraceptive Procurement Tables, amounts estimated for the 1993-1995 period show a significant increase over 1990 and 1991.

The summary of projections by year and method is as follows:

<u>PRODUCT</u>	<u>CONSUMPTION 1992</u>	<u>GOAL 1993</u>	<u>GOAL 1994</u>	<u>GOAL 1995</u>
SULTAN CONDOMS	9,100	13,900	16,600	18,300
TCU380A	1,400	2,600	2,800	3,100
LO-FEMENAL	20,300	28,800	34,500	38,000
VAGINAL TABLETS	3,000	4,900	5,800	6,400

In accordance with projected consumption and stock on hand as of January 1, 1992 (see Contraceptive Procurement Tables (CPTs), Annex C), PROSALUD will urgently require new shipments in 1993. Accordingly, it is important to coordinate with Pathfinder arrangements for the shipment of larger amounts on the dates established by the CPTs prepared by FPLM, which have taken into account the CPTs sent by B. Uribe to USAID/Bolivia (Annex D) and which indicate amounts programmed for PROSALUD but do not include tentative shipment dates.

At present, PROSALUD has available low levels of stock on hand for Lo-Femenal and Copper Ts, inasmuch as the mistaken interpretation by Pathfinder/LAS with regard to the CPTs prepared by FPLM in 03/92 led to the cancellation of shipments included in the CPTs

and scheduled to arrive in January 1993. In effect, the report indicated that PROSALUD did not require shipments in 1992 but at no time were those scheduled for 1993 ever cancelled.

Social Marketing Program

All figures for actual total sales during 1991 and 1992, as well as projection of sales for the 1993-1995 period, were provided by the Project Director in Santa Cruz.

Sales goals (in units) as provided by the Project Director for the 1993-1995 period were as follows:

PRODUCT	CONSUMPTION 1992	GOAL 1993	GOAL 1994	GOAL 1995
PROTEKTOR	0	111,000	225,000	345,000
MINIGYNON	49,300	70,000	95,000	190,000
NORIDAY	116,700	90,000	90,000	90,000

It has been estimated that the sales of both Noriday and Sultan brand condoms will tend to decrease once the Protektor brand condoms and Minigynon oral contraceptives are introduced and positioned. In the case of Minigynon, both its price and the well-known Microgynon brand will be used to promote this new social marketing name, but with reference (in advertising campaigns) to the fact that the new product is identical to Microgynon, which is already widely known in the market.

This increase in sales of new brands and decrease in sales of old brands is clearly reflected in the CPTs prepared for the Social Marketing Program (Annex C).

ANNEX A
PERSONS AND INSTITUTIONS CONTACTED

PERSONS AND INSTITUTIONS CONTACTED

In La Paz:

USAID/BOLIVIA

- Dr. Sigrid Anderson, Assistant Director, Health and Human Resources Division (HHR)
- Dr. Elba Mercado, Project Coordinator, HHR
- Lic. Jennifer Macías, Project Coordinator, HHR
- Lic. Isabel Stout, Coordinator of the AIDS Prevention Program

FUNDACION DE ASISTENCIA MEDICO-SOCIAL (FAMES)

- Dr. Ruth Maldonado Ballón, Representative of the Board of Directors
- Dr. Winston Uzín, Supervisor of the FPIA Project
- Dr. Luis Rodríguez, Director of the FPIA Project
- Ing. Edwin Gery Maldonado S., Executive Director
- Lic. Rolando Mariaca, Head of Logistics

CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS (CIES)

- Lic. Elia Pérez de Soriano, Head of Logistics/Statistics
- Lic. Carlos Salazar, MSH Advisor, Development Group

FUNDACION SAN GABRIEL

- Lic. José V. Barragán, Administrative and Financial Director
- Sr. Gerardo Palma, Head of Logistics

CAJA NACIONAL DE SALUD (CNS)

- Dr. Cristina Rentería, Director of the Reproductive Health Project
- Lic. Eddy Valda, Administrator of the Reproductive Health Project

MINISTRY OF PUBLIC HEALTH AND SOCIAL WELFARE

- Dr. Virginia Camacho, PAHO Advisor
- Lic. Teresa Fernández

CHILD AND COMMUNITY HEALTH PROJECT (CCH)

- Mrs. Rita Fairbanks, Director of Training

THE PATHFINDER FUND

- Dr. Alfredo Ariñez, Local Representative

In Cochabamba:

MOTHERCARE PROJECT

- Mr. Bill Bower, Local Representative

- Miss Janet Crespo, Administrative Assistant

PROMEFA

- Dr. Oscar Niño de Guzmán, Director
- Dr. Elizabeth De La Fuente, Director of Personnel

CENTER FOR THE PREVENTION OF CANCER IN WOMEN

- Dr. Ramiro Becerra, Director
- Dr. Tina Carmen Pérez, Rural Program Physician

COMBASE

- Dr. José Velásquez, Director
- Dr. Hugo Castrillo, Coordinator of the MotherCare Project
- Lic. Cristina Chacón, Director of Personnel and Head of Project Finances

ME.DI.CO.

- Dr. Jorge Quiroga, Director
- Dr. Ruby Castellón, Beato Salomón Physician

In Santa Cruz:

PROSALUD

- Dr. Luis Santa Cruz, Director of Medical Services
- Dr. Zulema Gutiérrez, Director of the Laboratory and Pharmacy
- Mr. Walter Soriano, Director of the Social Marketing Project

ANNEX B
DATA ON INVENTORIES, CONSUMPTION, AND
USERS

PROSALUD

FAMILY PLANNING PROGRAM

PERIOD: January through December, 1992

ACTIVITY	ANNUAL GOAL	1ST QTR	2ND QTR	3RD QTR	4TH QTR	TOTAL ACHVMT	%
SERVICES HEALTH CENTERS							
NEW USERS	2160	473	762	1832	1002	4069	188%
IUD	646	124	307	1066	370	1669	292%
ORAL CYCLES	1303	319	410	665	576	1970	151%
CONDOMS	149	11	36	57	37	141	95%
VAG. TABS.	39	9	8	22	19	58	149%
FOAM	23	10	1	0	0	11	48%
CONTINUING USERS	631	1478	233	654	565	2930	464%
IUD	0	0	0	0	0	0	ERR
ORAL CYCLES	543	1434	214	623	520	2791	514%
CONDOMS	62	26	16	26	34	102	165%
VAG. TABS.	16	9	3	5	11	28	175%
FOAM	10	9	0	0	0	9	90%
PROMOTIONAL ASSISTANTS							
NEW USERS	1660	333	362	755	698	2148	129%
ORAL CYCLES	1303	297	238	644	588	1767	136%
CONDOMS	186	17	90	57	66	230	124%
VAG. TABS.	109	15	32	48	40	135	124%
FOAM	62	4	2	6	4	16	26%
CONTINUING USERS	631	813	230	511	343	1897	301%
ORAL CYCLES	543	745	214	458	306	1725	318%
CONDOMS	62	35	15	32	21	103	166%
VAG. TABS.	16	26	1	21	14	62	88%
FOAM	10	7	0	0	0	7	70%
PAP	2000	385	401	397	475	1658	83%
IEC							
Community Talks	2694	117	120	943	1413	2593	96%
Home visits	7900	2345	2614	2365	3700	7024	88%
Total Pers. Informed	16164	3749	4414	4316	5304	17783	110%
Lectures	12	2	1	3	1	7	58%
Persons Informed	220	36	40	54	15	145	66%
Pamphlets Distributed	3500	0	0	10000	0	10000	286%
TRAINING							
CBD Promoters	4	4	0	0	0	4	100%
Total Person-hours	80	80	0	0	0	80	100%
Refresher Course	1	0	0	0	3	3	300%
No. of Promoters	11	0	0	0	33	33	300%
Total Person-hours	132	0	0	0	132	132	100%

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V. PROJECT OBJECTIVES

A. General Objective

To improve the health of low income rural and semi-urban workers, and their families in Santa Cruz. This will be achieved by supporting the family planning component of the primary health services provided by PROSALUD and contributing to the expansion of family planning service delivery in El Alto and La Paz.

B. Specific Objectives

Service Delivery

- To provide family planning services to 2,580 new users and 1,330 continuing users at the 15 PROSALUD health centers in Santa Cruz, for a total of 5,657 CYPs, as follows:

	NEW USERS -----	CONTRACEPTIVES -----	CYPs -----
*IUD (40%)	1,030	1,133	3,965.5
OC (50%)	1,290	8,385	645
Condoms (5%)	130	9,750	65
Vag.Tab (3%)	80	6,000	40
Foam (2%)	50	100	28.5
	----- 2,580		----- 4,744

*An estimated 140 of these are expected to be provided to post-partum clients.

	CONTINUING USERS -----	CONTRACEPTIVES -----	CYPs -----
IUD	420		
OC	790	10,270	790
Condom	70	10,500	70
Vag.Tablets	30	4,500	30
Foam	20	80	23
	----- 1,330		----- 913

2. To provide services to 2,190 new users and 1,380 continuing users through the project health promoters in Santa Cruz, achieving 2,489 CYPs. The method breakdown is as follows:

NEW USERS		CONTRACEPTIVES	CYPs
-----		-----	-----
OC (85%)	1,860	12,090	930
Condom (6%)	130	9,750	65
Vag.Tab (5%)	110	8,250	55
Foam (4%)	90	180	51
	-----		-----
	2,190		1,101

CONTINUING USERS		CONTRACEPTIVES	CYPs
-----		-----	-----
OC	1,170	15,210	1,170
Condom	80	12,000	80
Vag.Tab.	70	10,500	70
Foam	60	240	68
	-----		-----
	1,380		1,388

3. To provide PAP smears to 2,000 women within the Santa Cruz Area.
4. To provide family planning services to 1,375 new users at the 7 PROSALUD health centers in El Alto, for a total of 4,507 CYPs, as follows:

NEW USERS		CONTRACEPTIVES	CYPs
-----		-----	-----
*IUD (83%)	1,140	1,254	4,389
OC (10%)	145	942	72
Condom (4%)	60	4,500	30
Vag.Tab (2%)	20	1,500	10
Foam (1%)	10	20	6
	-----		-----
	1,375		4,507

*An estimated 60 of these are expected to be provided to post-partum clients.

- To provide services to 525 new users through the project's health promoters in El Alto, reaching 264 CYPs, as follows:

NEW USERS	CONTRACEPTIVES	CYPs
OC (63%) 330	2,145	165
Condom (25%) 130	9,750	65
Vag.Tab (7%) 40	3,000	20
Foam (5%) 25	50	14
525		264

- To provide PAP smears to 1,000 women within the El Alto area.

In summary, through the health centers and promoters within the area of Santa Cruz and El Alto a total of 6,670 new users and 2,710 continuing users will be served, achieving 12,917 CYPs.

7.- CENTROS DE SALUD LA PAZ

USUARIAS NUEVAS	INSUMOS	APP
C.ORAL (25%) 176	1144	88
DIU (60%) 247	272	952
CONDON (10%) 269	20175	135
TAB.VAG(2%) 104	6760	45
ESPUMA (3%) 33	66	19
653		1239

Educational Activities

- The health promoters will provide 860 educational talks in the waiting room of the health centers to approximately 4,000 persons as follows:

Santa Cruz: 660 talks to 3,000 persons
 El Alto : 200 talks to 1,000 persons

- To give 24 educational talks on family planning issues to members of mother's club; local schools and other local communities to 720 persons, as follows:

Santa Cruz: 12 talks to 360 persons
 El Alto : 12 talks to 360 persons

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CONTROL DE INVENTARIOS Y CONSUMO DE ANTICONCEPTIVOS GESTION 1992
 PROSALUD FILIAL LA PAZ

SE RECIBIO PROSALUD SANTA CRUZ EL 1 DE JULIO DE 1992.-

DESCRIPCION	CANTIDAD
CICLOS ORALES	1200
DIU T DE COBRE	200
PRESERVATIVOS	3000
TAB. VAGINAL	1000
ESPUMAS DELFEN	60

~~SE RECIBIO DE FAMES EL 3 DE AGOSTO DE 1992.~~

DESCRIPCION	CANTIDAD
CICLOS ORALES	3600 ✓
DIU T DE COBRE	100 ✓
PRESERVATIVOS	6000 ✓
TAB. VAGINAL	9600

~~SE RECIBIO DE LA CNSS. EL 1 DE DICIEMBRE DE 1992.~~

DESCRIPCION	CANTIDAD
DIU T DE COBRE	200 ✓
	Abri/92 100 ✓

~~CONSUMO DE LOS CENTROS 1992.-~~

DESCRIPCION	TOTAL
CICLOS ORALES	197
DIU T DE COBRE	105
PRESERVATIVOS	1136
TAB. VAGINAL	350
ESPUMAS DELFEN	16

ENTREGA A CAPACITACION GESTION 1992.-

DESCRIPCION	CAPACITACION	VENTA
CICLOS ORALES	7	2
DIU T DE COBRE	7	
PRESERVATIVOS	7	
TAB. VAGINAL	7	

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 31 DE DICIEMBRE DE 1992.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL	F.VENC.
CICLOS ORALES	3784	1883	4867	
DIU T DE COBRE	283	139	422	
PRESERVATIVOS	6843	1986	7949	
TAB. VAGINAL	9343	986	10249	
ESPUMAS DELFEN	1	43	44	1/93

INVENTARIO DE ALMACEN CENTRAL AL 26 DE FEBRERO DE 1992.-

DESCRIPCION	ALMACEN	F. VENCIM.
CICLOS ORALES	1644	1/95
DIU T DE COBRE	193	1/95
PRESERVATIVOS	4843	9/95
TAB. VAGINAL	8698	11/95
ESPUMAS DELFEN	8	

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CONTROL DE INVENTARIOS Y CONSUMO DE ANTICONCEPTIVOS GESTION 1990

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 1 DE ENERO DE 1990.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL
CICLOS ORALES	14665	858	15523 ✓
PRESERVATIVOS	57898	976	58866 ✓
DIU T DE COBRE	553	238	791 ✓
TAB. VAGINAL	8888	488	9288 ✓
ESPUMAS DELFEN	676	29	705

CONSUMO DE LOS CENTROS GESTION 1990.-

DESCRIPCION	TOTAL
CICLOS ORALES	7227 ✓
PRESERVATIVOS	2942 ✓
DIU T DE COBRE	438 ✓
TAB. VAGINAL	1484
ESPUMAS DELFEN	67

MATERIAL ENTREGADOS A CURSOS DE CAPACITACION Y VENTA ALMACEN.-

DESCRIPCION	CAPACITACION	VENTA	TOTAL
CICLOS ORALES	84	81	165
PRESERVATIVOS	261	701	962
DIU T DE COBRE	73	2	75
TAB. VAGINAL	138	88	226 ✓
ESPUMAS DELFEN	19		19

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SE RECIBIO DE FP1A.-

DIU T DE COBRE	400 ✓	10/93	4-07-90
CICLOS ORALES	9600	9/94	22-11-90
CICLOS OVRETTE	3600	12/93 ✓	
DIU T DE COBRE	796 ✓	10/93	
TAB.VAG.CONCEPT.	4800	12/92 ✓	(COF)

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 31 DE DICIEMBRE DE 1990.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL ✓
CICLOS ORALES	17007	724	17731 ✓
PRESERVATIVOS	52911	1251	54162
DIU T DE COBRE	1304	170	1474
TAB. VAGINAL	11226	1142	12368
ESPUMAS DELFEN	490	129	619

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CONTROL DE INVENTARIOS Y CONSUMO DE ANTICONCEPTIVOS GESTION 1991

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 1 DE ENERO 1991.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL
CICLOS ORALES	17887	724	17731 ✓
CICLOS OVRETTE	3588	258	3758
PRESERVATIVOS	52911	1251	54162
DIU T DE COBRE	1384	178	1474 ✓
TAB. VAGINAL	11226	1142	12368
ESPUMAS DELFEN	498	129	619

CONSUMO DE ANTICONCEPTIVOS DE LA GESTION 1991.-

DESCRIPCION	1er.SEMEST.	2do.SEMEST.	TOTAL
CICLOS ORALES	7881	5534	12615 ✓
CICLOS OVRETTE	298	518	816
PRESERVATIVOS	1738	2739	4477
DIU T DE COBRE	246	325	571 ✓
TAB. VAGINAL	883	1868	1863
ESPUMAS DELFEN	39	1	48

ENTREGA DE ANTICONCEPTIVOS A CAPACITACION GESTION 1991

DESCRIPCION	CAPACITACION	VENTA	TOTAL
CICLOS ORALES	181	36	217 ✓
CICLOS OVRETTE	58	1	51
PRESERVATIVOS	188	482	678
DIU T DE COBRE	39		39
TAB. VAGINAL	118		118
ESPUMAS DELFEN	46		46

BEST AVAILABLE DOCUMENT

ENTREGA DE ANTICONCEPTIVOS AL PROGRAMA DE IPPF MEDICOS PRIVADOS GESTION 1991

DESCRIPCION	TOTAL
CICLOS ORALES	920 ✓
PRESERVATIVOS	2420 ✓
DIU T DE COBRE	985 ✓
TAB. VAGINAL	2510
ESPUMAS DELFEN	300

PRESTADO A CIES.-

PRESERVATIVOS	20.000 ✓
---------------	----------

RECIBIDO DE FAMES.-

DESCRIPCION	CANT. RECIB.	FECHA
CICLOS ORALES	1,000 ✓	MED 12/90 8-08-91 ✓
DIU T DE COBRE	200 ✓	FV. 6/93 ✓

RECIBIDO DE IPPF.-

DESCRIPCION	CANT. RECIB.	FECHA
CICLOS ORALES	1,200	MED 12-90 15-05-91 (COF) ✓
DIU T DE COBRE	1,000 ✓	FV. 1/93 (COF) ✓
TAB.VAG.CONCEPT.	3,000	MED 9/87 ✓

RECIBIDO DE PATHINDER.-

DESCRIPCION	CANT. RECIB.	F.VENC.	FECHA
CICLOS ORALES	27,600	MED 12/90	16-10-91 ✓
DIU T DE COBRE	600 ✓	FV. 1/93	✓
TAB.VAG.CONCEPTOL	4800	FV. 8/94 ✓	✓
ESPUMAS DELFEN	252	FV. 8/92	

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RECIBIDO DEL MINISTERIO DE SALUD.-

DIU T DE COBRE	494 ✓	DE LOS CUALES
	281 ✓	F.V. 1-01-91
	213 ✓	F.V. 1-07-93

DADOS DE BAJA POR FECHA DE VENCIMIENTO.-

CICLOS ORALES	8,843	12/85 ✓
DIU T DE COBRE	418	4/90 ✓
	281	01/91 ✓

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 31 DE DICIEMBRE DE 1991.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL	F. VENCIMIENTO
CICLOS ORALES	23,653	1283	24936	11/95 ✓
CICLOS OVRETTE	2,382	501	2883	11/94
PRESERVATIVOS	25,476	1119	26595	4/94
DIU T DE COBRE	1,325	149	1474 ✓	1-7-10/93-4/94
TAB. VASINAL	14,711	966	15677	9-12/91-8/94
ESPUMAS DELFEN	427	58	485	8-12/92-1/93

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CONTROL DE INVENTARIOS Y CONSUMO DE ANTICONCEPTIVOS GESTION 1992

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 1 DE ENERO 1992.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL	F. VENCIMIENTO
CICLOS ORALES	23653	1283	24936	11/95
CICLOS OVRETTE	2382	581	2883	11/94
PRESERVATIVOS	25476	1119	26595	4/94
DIU T DE COBRE	1325	149	1474	1-7-18/93-4/94
TAB. VAGINAL	14711	966	15677	9-12/91-8/94
ESPUMAS DELFEN	427	58	485	8-12/92-1/93

CONSUMO DE LOS CENTROS GESTION 1992.-

DESCRIPCION	1er SEMEST.	2do SEMEST.	TOTAL
CICLOS ORALES	8362	11777	20139 ✓
CICLOS OVRETTE	479	586	1065
PRESERVATIVOS	2861	5111	7972 ✓
DIU T DE COBRE	589	781	1290 ✓
TAB. VAGINAL	854	1898	2744
ESPUMAS DELFEN	18	38	48

ENTREGA DE ANTICONCEPTIVOS A CAPACITACION Y VENTA ALMACEN GESTION 1992.-

DESCRIPCION	CAPACIT.	VENTA	CARCEL	TOTAL
CICLOS ORALES	3	39	50	92
CICLOS OVRETTE	65			65
PRESERVATIVOS	273	576	100	949
DIU T DE COBRE	2			2 ✓
TAB. VAGINAL	212	16	50	278
ESPUMAS DELFEN	68		6	66

ENTREGA DE ANTICONCEPTIVOS A PROSALUD LA PAZ GESTION 1992.-

DESCRIPCION	CANT.
CICLOS ORALES	1200
PRESERVATIVOS	3000
DIU T DE COBRE	200
TAB. VAGINAL	1000
ESPUMAS DELFEN	60

RECIBIDO DE CIES.-

CICLOS ORALES	500	MED 12/90	30-03-92	2 ✓
---------------	-----	-----------	----------	-----

RECIBIDO EN CALIDAD DE PRESTAMO.-

DESCRIPCION	CANT. RECIB.	F.VENC.	FECHA
DIU T DE COBRE	600	1/94	12-11-92 ?
DIU T DE COBRE	400 800	1/94	16-12-92 ?
LA PAZ	900 ✓		CNS
STA CRUZ	800 ✓		CNS ✓

INVENTARIO ALMACEN CENTRAL Y CENTROS DE SALUD AL 31 DE DICIEMBRE DE 1992.-

DESCRIPCION	ALMACEN	CENTROS	TOTAL	F.VENCIMIENTO
CICLOS ORALES	2509	1496	4005	MED 4/91 ✓
CICLOS OVRETTE	1024	762	1786	MED 11/89
PRESERVATIVOS	13553	1176	14729	MED 12/89
DIU T DE COBRE	1170	213	1383	F.V. 10/83-1/94
TAB. VAGINAL	2131	1005	3136	MED 9/89
ESPUMAS DELFEN	250	61	311	8-12/92-1/93

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ALMACEN CENTRAL: INVENTARIO FISICO ANTICONCEPTIVOS AL 1 DE MARZO DE 1993.-

DESCRIPCION	ALMACEN	F.VENC.
CICLOS ORALES	458	MED 4/91
CICLOS OVRETTE	944	MED 11/89
PRESERVATIVOS	11783	MED 12/89
DIU T DE COBRE	925	F.V. 1/94
TAB. VAGINAL	1731	MED 9/89
ESPUMAS DELFEN	222	8-12/92-1/93

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ANNEX C
1993 - 1995 CPTs

Country: Bolivia
 Recipient: PROSALUD
 Product: Ovrette
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:11
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
Beg. of Year Stock	3.7	2.9	1.9	0.8	0.0
Estimated Consumption					
(a) Sales/Distrib.	0.8	1.0	1.1	0.8	
(b) Loss/Disposal					
(c) Transfer					
Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
End of Yr Stock	2.9	1.9	0.8	0.0	NA
Desired EOY Stock	NA	NA			NA
Net Supply Situation					
(a) Surplus	NA	NA	1.2		NA
(b) Qty Needed	NA	NA			NA
Unmet Need	NA	NA			

1993 Minimum stock (months): 0 1994 Minimum stock (months): 0
 Maximum stock (months): 0 Maximum stock (months): 0

**** S&T/POP/CPSD records indicate that this product is not registered in country. Before ordering this product, USAID should cable S&T/POP/CPSD indicating that registration is either complete or not required. ****

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: PROSALUD
Product: Ovrette
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991
BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY.

2a. ESTIMATED USE Year: 1991
TOTAL CONSUMPTION REPORTED BY 15 HEALTH CENTERS.

2a. ESTIMATED USE Year: 1992
TOTAL CONSUMPTION REPORTED BY 15 HEALTH CENTERS: 1,065 CYCLES. THIS
PRODUCT WILL BE CONSUMED ENTIRELY IN 1993 AND 1994, AND NO MORE
SHIPMENTS WILL BE RECEIVED.

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79

Country: Bolivia
Recipient: PROSALUD
Product: Ovrette
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

BEST AVAILABLE DOCUMENT

Country: Bolivia
Recipient: PROSALUD
Product: Ovrette
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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81

Country: Bolivia
Recipient: PROSALUD
Product: Ovrette
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

BEST AVAILABLE DOCUMENT

82

Country: Bolivia
Recipient: PROSALUD
Product: Ovrette
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	0.0
Unmet Need (1995):	0.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	0.0
Unmet Need (1996):	0.0

BEST AVAILABLE DOCUMENT

Country: Bolivia
 Recipient: PROSALUD
 Product: Conceptrol Foaming Tablet
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:12
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
Beg. of Year Stock	12.3	15.7	13.5	8.6	2.8
Estimated Consumption					
(a) Sales/Distrib.	1.8	3.0	4.9	5.8	6.4
(b) Loss/Disposal		8.5			
(c) Transfer	-0.4	-9.3			
Add'l Contraceptives					
(a) Received	4.8			NA	NA
(b) Scheduled	NA				NA
End of Yr Stock	15.7	13.5	8.6	2.8	NA
Desired EOY Stock	NA	NA	3.9	4.3	NA
Net Supply Situation					
(a) Surplus	NA	NA	4.8		NA
(b) Qty Needed	NA	NA			NA
Unmet Need	NA	NA			8.4

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

BEST AVAILABLE DOCUMENT

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Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY 15 HEALTH CENTERS.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY SANTA CRUZ (2,744) AND LA PAZ (350).

2a. ESTIMATED USE

Year: 1993

GOAL SET BASED ON AN AVERAGE NUMBER OF USERS (NEW AND CONTINUING) OF 454, CONSUMING EACH 11 UNITS PER YEAR, ACCORDING TO PREVIOUS CONSUMPTION vs. # OF USERS DATA.

2a. ESTIMATED USE

Year: 1994

A 20% INCREASE HAS BEEN ESTIMATED, BASED ON EXPANSION PLANS (3 NEW CLINICS AND MORE PROMOTERS). FIGURE IS PROVISIONAL AND WILL BE REVISED WHEN 6-MONTH CONSUMPTION DATA IS AVAILABLE IN 1993.

2a. ESTIMATED USE

Year: 1995

A 10% INCREASE HAS BEEN ESTIMATED. SAME AS 1994.

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85

Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

b. ESTIMATED LOSS Year: 1992

8,500 UNITS EXPIRED IN 12/91 AND WERE DISPOSED OF.

c. TRANSFERS Year: 1991

TRANSFERRED BY COF (3,000). DISTRIBUTED TO ASSOCIATED DOCTORS-IPPF PROJECT (2,510), AND GIVEN OUT AS SAMPLES DURING TALKS (118).

c. TRANSFERS Year: 1992

TRANSFERRED BY FAMES (9,600). GIVEN OUT IN TALKS: 278.

BEST AVAILABLE DOCUMENT

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Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
PATH	4,800	10/16/91

Total shipments: 4,800

Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:12

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

BEST AVAILABLE DOCUMENT

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
Recipient: PROSALUD
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:12
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	8,400.0
Unmet Need (1995):	8,400.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	7,700.0
Unmet Need (1996):	7,700.0

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PATHFINDER INTERNATIONAL LAS

M E M O R A N D U M

TO : Jennifer Macias/Alfredo Ariñez
FROM : Bernardo Uribe *BU*
REF. : CPTs for Bolivian PINs and contraceptives committed
DATE : December 16, 1992

Attached please find the CPTs for CIES, FAMES and PROSALUD as well as PCSI 14-92 for FAMES and PCSI 15-92 for PROSALUD.

As you know quantities showed CPTs are not necessary the same as those we must provide to the grantees, as CPTs take a calendar year and each project has it's own period dates.

In FAMES case we asked them for their stock as of December 1992. Since FAMES mantains a single stock for all of it's projects (including Pathfinder's); we had to calculate for how many months this stock will be enough with consumption information sent by Rolando Mariaca and we estimated the stock at the beginning of '92 just for Pathfinder's project consume.

In CIES case only 6,000 foaming tablets will be needed as a six months security stock at the end of '93. These could be transferred from FAMES that has a large stock of this method.

Please contact me if you have any question

Regards and best wishes for Christmas,

Country: Bolivia
 Recipient: PROSALUD
 Product: 52mm Colored Sultan
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:07
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
1. Beg. of Year Stock	54.1	26.6	22.5	8.6	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	4.4	9.1	13.9	16.6	18.3
(b) Loss/Disposal					
(c) Transfer	23.1	-5.0			
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	26.6	22.5	8.6	-8.0	NA
5. Desired EOY Stock	NA	NA	11.1	12.2	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA		18.0	NA
7. Unmet Need	NA	NA		18.0	32.0

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE Year: 1991

TOTAL CONSUMPTION REPORTED BY 15 HEALTH CENTERS: 4,477 UNITS.

2a. ESTIMATED USE Year: 1992

TOTAL CONSUMPTION REPORTED BY PROSALUD HEALTH CENTERS (7,972) AND LA PAZ (1,136), ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE Year: 1993

TOTAL CONSUMPTION ESTIMATED BASED ON EXPANSION TO 3 NEW CENTERS IN LA PAZ AND EL ALTO, AS WELL AS NEW PROMOTORES. FIGURE IS PROVISIONAL AND WILL BE REVIEWED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE.

2a. ESTIMATED USE Year: 1994

A 20% INCREASE HAS BEEN ESTIMATED. SAME AS 1993.

2a. ESTIMATED USE Year: 1995

A 10% INCREASE HAS BEEN ESTIMATED. SAME AS 1993.

93

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

2c. TRANSFERS

Year: 1991

TRANSFERRED TO CIES (20,000), ASSOCIATED DOCTORS UNDER IPPF PROJECT
(2,420). GIVEN OUT AS SAMPLES DURING TALKS: 670.

2c. TRANSFERS

Year: 1992

GIVEN OUT IN TALKS AS PROMOTION AND DEMONSTRATION (949 UNITS).
TRANSFERRED BY FAMES (6,000).

2c. TRANSFERS

Year: 1993

TRANSFERRED BY FAMES (6,000).

BEST AVAILABLE DOCUMENT

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

BEST AVAILABLE DOCUMENT

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	18,000.0
Unmet Need (1994):	18,000.0

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	32,000.0
Unmet Need (1995):	32,000.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	22,000.0
Unmet Need (1996):	22,000.0

98

Country: Bolivia
 Recipient: PROSALUD
 Product: 52mm Non-Colored Blue-Gold
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:07
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	150.0	364.0	128.0
2. Estimated Consumption					
(a) Sales/Distrib.			111.0	225.0	345.0
(b) Loss/Disposal					
(c) Transfer			11.0	11.0	
3. Add'l Contraceptives					
(a) Received		150.0		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	150.0	28.0	128.0	NA
5. Desired EOY Stock	NA	NA	161.0	230.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	132.0	102.0	NA
7. Unmet Need	NA	NA	-204.0	102.0	525.0

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: PROSALUD
Product: 52mm Non-Colored Blue-Gold
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

THIS PRODUCT WAS NOT AVAILABLE TO THIS RECIPIENT UNTIL LATE 92.

2a. ESTIMATED USE

Year: 1993

GOAL SET BY THE DIRECTOR OF SOCIAL MARKETING IN BOLIVIA (MR. SORIANO)
BASED ON MARKET STRATEGY.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

2c. TRANSFERS

Year: 1993

TO BE GIVEN OUT AS SAMPLES TO DISTRIBUTORS (PROMOTION).

2c. TRANSFERS

Year: 1994

SAME AS 1993.

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100

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Non-Colored Blue-Gold
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
-----	-----	-----
CPSD	150,000	07/20/92

Total shipments: 150,000

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Non-Colored Blue-Gold
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:07
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
-----	-----	-----
CPSD	204,000	02/15/93
CPSD	132,000	12/30/93

Total to order: 336,000

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

102

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Non-Colored Blue-Gold
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:08

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	336,000.0
-----	-----
Total (1993):	336,000.0
Quantity Needed (1993):	132,000.0
Unmet Need (1993):	-204,000.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	102,000.0
Unmet Need (1994):	102,000.0

Country: Bolivia
Recipient: PROSALUD
Product: 52mm Non-Colored Blue-Gold
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:08
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received
-----	-----
Total (1995):	0.0
Quantity Needed (1995):	525,000.0
Unmet Need (1995):	525,000.0

1996	
Supplier Name	Quantity Received
-----	-----
Total (1996):	0.0
Quantity Needed (1996):	540,000.0
Unmet Need (1996):	540,000.0

Country: Bolivia
 Recipient: PROSALUD
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:08
 Prepared on: 03/06/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
1. Beg. of Year Stock	1.5	1.4	1.8	1.8	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	0.6	1.4	2.6	2.8	3.1
(b) Loss/Disposal	0.7				
(c) Transfer	-0.6	-1.8			
3. Add'l Contraceptives					
(a) Received	0.6			NA	NA
(b) Scheduled	NA		2.0		NA
4. End of Yr Stock	1.4	1.8	1.2	-1.0	NA
5. Desired EOY Stock	NA	NA	1.9	2.1	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	0.8	3.2	NA
7. Unmet Need	NA	NA	0.2	3.2	5.4

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

105

Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:08
Prepared on: 03/06/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

1,474 UNITS WERE REPORTED AS STOCK ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY SANTA CRUZ (1,290) AND LA PAZ (105).

2a. ESTIMATED USE

Year: 1993

GOAL SET BY THE DIRECTOR OF THE MEDICAL SERVICES, BASED ON EXPANSION IN CLINICAL SERVICES AND NEW CENTERS. ALSO, MAJOR EMPHASIS IS BEING GIVEN TO IUD AS AN STRATEGY TO PROMOTE MORE EFFECTIVE METHODS. FIGURE WILL BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE. PROVISION.

2a. ESTIMATED USE

Year: 1994

A 10% INCREASE HAS BEEN ESTIMATED. SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994. PROVISIONAL FIGURE TO BE REVISED WHEN 6-MONTH CONSUMPTION DATA IS AVAILABLE FOR 1993.

2b. ESTIMATED LOSS

Year: 1991

418 UNITS EXPIRED IN 04/90 (FROM PROSALUD) AND 281 UNITS EXPIRED IN 01/90 (TRANSFERRED BY MOH).

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106

Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:08
Prepared on: 03/06/93
Modified on: 03/23/93

2b. ESTIMATED LOSS Year: 1995

XXX

2c. TRANSFERS Year: 1991

TRANSFERRED BY COF (1,000), FAMES (200), AND THE MOH (494).
DISTRIBUTED TO ASSOCIATED DOCTORS (985) AND GIVEN OUT AS SAMPLES IN
TALKS (39).

2c. TRANSFERS Year: 1992

TRANSFERRED FROM CNS (1,700 UNITS) AND FAMES (100).

3a. SHIPMENTS RECEIVED Year: 1991

EXPIRY DATE: 10/93.

Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:08

Prepared on: 03/06/93

Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
PATH	600	10/16/91
PATH	2,000	06/15/93

Total shipments: 2,600

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Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:08
Prepared on: 03/06/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
-----	-----	-----
PATH	600	01/30/93

Total to order: 600

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:08
Prepared on: 03/06/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
Pathfinder	600.0
-----	-----
Total (1993):	600.0
Quantity Needed (1993):	800.0
Unmet Need (1993):	200.0

1994	
Supplier Name	Quantity Received
-----	-----
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	3,200.0
Unmet Need (1994):	3,200.0

Country: Bolivia
Recipient: PROSALUD
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:09
Prepared on: 03/06/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	5,400.0
	Unmet Need (1995):	5,400.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	3,500.0
	Unmet Need (1996):	3,500.0

Country: Bolivia
 Recipient: PROSALUD
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:09
 Prepared on: 03/09/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	17.7	24.9	8.6	12.6	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	12.6	20.3	28.8	34.5	38.0
(b) Loss/Disposal	8.8				
(c) Transfer	-1.0	-4.0			
3. Add'l Contraceptives					
(a) Received	27.6			NA	NA
(b) Scheduled	NA		16.0		NA
4. End of Yr Stock	24.9	8.6	-4.2	-21.9	NA
5. Desired EOY Stock	NA	NA	23.0	25.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	27.6	46.8	NA
7. Unmet Need	NA	NA	10.8	46.8	66.4

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: PROSALUD
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:09
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY 15 HEALTH CENTERS.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY SANTA CRUZ (20,139) AND LA PAZ (197).

2a. ESTIMATED USE

Year: 1993

GOAL SET BASED ON TARGET OF 5,761 USERS (NEW AND CONTINUING), AND 5 CYCLES PER USER PER YEAR, AS IT HAS BEEN OBSERVED DURING THE LAST 2 YEARS. FIGURE IS PROVISIONAL AND WILL BE REVISED WHEN 6-MONTH CONSUMPTION FIGURES ARE AVAILABLE.

2a. ESTIMATED USE

Year: 1994

A 20% INCREASE HAS BEEN ESTIMATED, BASED ON EXPANSION PLANS TAKING PLACE IN 1993 (3 NEW CENTERS AND MORE PROMOTERS). SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

A 10% INCREASE HAS BEEN ESTIMATED. SAME AS 1993.

Country: Bolivia
Recipient: PROSALUD
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:09
Prepared on: 03/09/93
Modified on: 03/23/93

2b. ESTIMATED LOSS Year: 1991

8,843 UNITS EXPIRED IN 12/90, AND WERE DISPOSED OF.

2c. TRANSFERS Year: 1991

TRANSFERRED BY COF (1,200) AND FAMES (1,000). 217 CYCLES WERE GIVEN OUT AS SAMPLES, 920 CYCLES WERE DISTRIBUTED TO ASSOCIATED DOCTORS.

2c. TRANSFERS Year: 1992

TRANSFERRED BY CIES (500 CYCLES), AND FAMES (3,600). GIVEN OUT AS SAMPLES IN TALKS: 100.

3a. SHIPMENTS RECEIVED Year: 1991

THIS LOT OF 27,600 CYCLES EXPIRES IN 11/95.

3b. SHIPMENTS SCHEDULED Year: 1993

SHIPMENT PLANNED IN CPTs PREPARED BY B. URIBE, PATHF./LIMA

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Country: Bolivia
Recipient: PROSALUD
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:09
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
PATH	27,600	10/16/91
PATH	16,000	06/15/93

Total shipments: 43,600

Country: Bolivia
Recipient: PROSALUD
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:09
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
PATH	16,800	01/30/93

Total to order: 16,800

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
 Recipient: PROSALUD
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:09
 Prepared on: 03/09/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 New Supply Summary

1993		Quantity
Supplier Name	-----	Received

Pathfinder		16,800.0

Total (1993):		16,800.0
Quantity Needed (1993):		27,600.0
Unmet Need (1993):		10,800.0

1994		Quantity
Supplier Name	-----	Received

Total (1994):		0.0
Quantity Needed (1994):		46,800.0
Unmet Need (1994):		46,800.0

Country: Bolivia
Recipient: PROSALUD
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:10
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	66,400.0
Unmet Need (1995):	66,400.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	45,700.0
Unmet Need (1996):	45,700.0

Country: Bolivia
 Recipient: PROSALUD
 Product: Microgynon
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:10
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	0.0	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.		49.3	70.0	95.0	190.0
(b) Loss/Disposal					
(c) Transfer					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	-70.0	-95.0	NA
5. Desired EOY Stock	NA	NA	23.8	47.5	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	93.6	142.8	NA
7. Unmet Need	NA	NA	25.2	142.8	252.5

1993 Minimum stock (months): 2
 Maximum stock (months): 3

1994 Minimum stock (months): 2
 Maximum stock (months): 3

Country: Bolivia
Recipient: PROSALUD
Product: Microgynon
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:10
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

SOCIAL MARKETING DOES THE PROMOTION OF THE PRODUCT AND SCHERING-BOLIVIA IMPORTS AND DISTRIBUTES THE PRODUCT. SO, NO STOCKS ON HAND ARE AVAILABLE AT PROSALUD.

2a. ESTIMATED USE

Year: 1992

TOTAL SALES REPORTED BY SOCIAL MARKETING DIRECTOR (MR. SORIANO).

2a. ESTIMATED USE

Year: 1993

GOAL SET BY THE DIRECTOR OF SOCIAL MARKETING.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Bolivia
Recipient: PROSALUD
Product: Microgynon
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:10

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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Country: Bolivia
Recipient: PROSALUD
Product: Microgynon
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:10
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
LOCAL	68,400	01/15/93

Total to order: 68,400

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

Country: Bolivia
Recipient: PROSALUD
Product: Microgynon
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:10
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
Local Manufacturer	68,400.0
-----	-----
Total (1993):	68,400.0
Quantity Needed (1993):	93,600.0
Unmet Need (1993):	25,200.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	142,800.0
Unmet Need (1994):	142,800.0

Country: Bolivia
Recipient: PROSALUD
Product: Microgynon
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:10
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	252,500.0
Unmet Need (1995):	252,500.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	265,000.0
Unmet Need (1996):	265,000.0

Country: Bolivia
 Recipient: PROSALUD
 Product: Noriday 1+50, CSM
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 13:10
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	115.2	213.6	123.6
2. Estimated Consumption					
(a) Sales/Distrib.		116.7	90.0	90.0	90.0
(b) Loss/Disposal					
(c) Transfer		0.9			
3. Add'l Contraceptives					
(a) Received		232.8		NA	NA
(b) Scheduled	NA		120.0		NA
4. End of Yr Stock	0.0	115.2	145.2	123.6	NA
5. Desired EOY Stock	NA	NA	60.0		NA
6. Net Supply Situation					
(a) Surplus	NA	NA	85.2	123.6	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA	-68.4		

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 0
 Maximum stock (months): 0

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Country: Bolivia
Recipient: PROSALUD
Product: Noriday 1+50, CSM
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

THIS PRODUCT WAS NOT AVAILABLE TO THIS RECIPIENT UNTIL 1992.

2a. ESTIMATED USE

Year: 1992

TOTAL SALES REPORTED BY THE DIRECTOR OF THE SOCIAL MARKETING PROJECT
IN SANTA CRUZ (MR. SORIANO).

2a. ESTIMATED USE

Year: 1993

TOTAL SALES PROJECTED BY SOMARC, BASED ON THE STRATEGY OF
DISCONTINUING THIS PRODUCT AND SUBSTITUTE WITH MINIGYNON (MICROGYNON).

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2c. TRANSFERS

Year: 1992

SAMPLES FOR PROMOTION.

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Country: Bolivia
Recipient: PROSALUD
Product: Noriday 1+50, CSM
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	75,600	04/18/92
CPSD	40,800	04/18/92
CPSD	116,400	11/26/92
CPSD	120,000	02/16/93

Total shipments: 352,800

Country: Bolivia
Recipient: PROSALUD
Product: Noriday 1+50, CSM
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	68,400	12/30/93

Total to order: 68,400

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: PROSALUD
Product: Noriday 1+50, CSM
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 13:11
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	68,400.0
-----	-----
Total (1993):	68,400.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	-68,400.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
Recipient: PROSALUD
Product: Noriday 1+50, CSM
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 13:11

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	0.0
Unmet Need (1995):	0.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	56,400.0
Unmet Need (1996):	56,400.0

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PROJECT COMMODITIES SHIPMENT INFORMATION

(To be completed by International Staff/
Grantee and sent to the Commodities Department
along with commodity list in Project Description)

THE PATHFINDER FUND

PCSI-1

GRANTEE AGENCY

Name: PROSALUD
Mailing Address: Av. Isabel la Católica 810
Casilla # 1231 / Santa Cruz
Bolivia
Estimated Project Start Date: Sep. 1992

PCSI-1# AC 015-02
PIN# CAW/BOL 019-2

SHIPPING INSTRUCTIONS

Requested Delivery Date: _____ Surface: _____ Air: _____
Justification: According to letter sent to Paul Hartenberger, Pathfinder will provide
contraceptives to the projects that we support.
Consignee Name: PROSALUD

	Air Freight	Ocean Freight
Shipping Address: _____	X	_____
_____		_____
_____		_____
Attention: <u>Dr. Antonio Arrázola</u>		<u>Director Ejecutivo</u>
Name		Title
Telex or Cable: _____		

SPECIAL SHIPPING INSTRUCTIONS

Send shipping documents to: PROSALUD
Donation/Gift Certification Required? Specify which Certificate of Donation
To be sent to: PROSALUD
Other Special Instructions: Documents must be consularized
Please indicate if any of the requested commodities must be shipped
prior to start of project activities.

BEST AVAILABLE DOCUMENT

PROJECT COMMODITIES SHIPMENT INFORMATION

(To be completed by International Staff/
Grantee and sent to the Commodities Department
along with commodity list in Project Description)

THE PATHFINDER FUND

PCSI-1

GRANTEE AGENCY

Name: FAMES

PCSI-1// LAS 14-92

Mailing Address: Av. Mariscal Santa Cruz 1364 PIN# CAW/BOL 018-

Edif. La Primera Bloque B. Piso. 17-Of. 6

LA PAZ - BOLIVIA

Estimated Project Start Date: Jun. 1992

SHIPPING INSTRUCTIONS

Requested Delivery Date: _____ Surface: _____ Air: _____

Justification: According to letter sent to Paul Hartenberger, Pathfinder will provide
contraceptives to the projects that we support

Consignee Name: FAMES

Shipping Address: _____ Air Freight _____ Ocean Freight _____

Attention: Ing. Edwin Maldonado, Director Ejecutivo

Telex or Cable: _____ Name _____ Title _____

SPECIAL SHIPPING INSTRUCTIONS

Send shipping documents to: FAMES

Donation/Gift Certification Required? Specify which: Certificate of donation

To be sent to: FAMES

Other Special Instructions: Documents must be consularized

Please indicate if any of the requested commodities must be shipped
prior to start of project activities.

PROJECT COMMODITIES SHIPMENT INFORMATION

(To be completed by International Staff/
Grantee and sent to the Commodities Department
along with commodity list in Project Description)

THE PATHFINDER FUND

PCSI-1

GRANTED AGENCY	
Name: <u>Fundación San Gabriel</u>	PCSI-1# <u>1.A5.11.92</u>
Mailing Address: <u>Av. Tito Yupanqui 1205</u>	PIN# <u>CAW/BOL 017-2</u>
<u>Villa Conacabana - Casilla 4093</u>	
<u>La Paz - Bolivia</u>	
Estimated Project Start Date: <u>September 92</u>	
SHIPPING INSTRUCTIONS	
Requested Delivery Date: <u>September 92</u>	Surface: _____ Air: <u>x</u>
Justification: _____	
Consignee Name: <u>Lieselotte Barragan / Fundación San Gabriel</u>	
Shipping Address: <u>Same as above</u>	Air Freight _____ Ocean Freight _____
Attention: <u>Lieselotte Barragan</u>	<u>Directora Ejecutiva</u>
Name	Title
Telex or Cable: _____	
SPECIAL SHIPPING INSTRUCTIONS	
Send shipping documents to: <u>Fundación San Gabriel</u>	
Donation/Gift Certification Required? Specify which: <u>Certificate of Donation</u>	
To be sent to: <u>San Gabriel</u>	
Other Special Instructions: <u>Documents must be consularized</u>	
Please indicate if any of the requested commodities must be shipped <u>prior to start of project activities.</u>	

BEST AVAILABLE DOCUMENT

COUNTRY: BOLIVIA
 PROGRAM: PIN
 PROJECT: ALL-
 PRODUCT: LFMP - OC LO-FEMENAL BLUE LADY PEG.
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Up dated CPTs for all Bolivias PINs
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1992
 CONTRACT SHIPPING PERIODS: (1) 01/93-06/95 (2) 07/95-06/96 (3) 07/96-06/97

	CALENDAR YEARS					
	1992	1993	1994	1995	1996	1997
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	31	11	11	11	12	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1992 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	20	21	22	23	24	25
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	11	-10	-11	-12	-12	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)		11	11	12	12	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)		-21	-22	-24	-24	

CPT ANALYSIS
(IN 1000'S)

DATE 12/10/92

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COUNTRY: BOLIVIA
 PROGRAM: PIN
 PROJECT: ALL-
 PRODUCT: 52CS - CONDOM 52MM COLORED SULTAN
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Up dated CPT's for BOLIVIA
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1992
 CONTRACT SHIPPING PERIODS: (1) 01/92-06/94 (2) 07/94-06/95 (3) 07/95-06/96

	CALENDAR YEARS					
	1992	1993	1994	1995	1996	1997
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	164	403	212	100	~ 105	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1992 TO DATE	426					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	187	191	200	200	210	210
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	403	212	12	-100	-105	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED) USE IN SUBSEQUENT YEAR)		100	100	105	105	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)		112	-88	-205	-210	

BEST AVAILABLE DOCUMENT

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TRY: BOLIVIA
 RAN: FIM
 ECT: ALL-
 UCT: CT38 - COPPER T IUDS - MODEL TCU380A
 ICE OF DATA FOR BEGINNING-OF-YEAR STOCK: Up dated CPTs
 B YEAR: 1993
 ORICAL YEAR: 1992
 RACT SHIPPING PERIODS: (1) 01/92-12/93 (2) 01/94-12/94 (3) 01/95-12/95

	CALENDAR YEARS					
	1992	1993	1994	1995	1996	1997
BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	5	6	3	3	-3	
PLUS						
NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1992 TO DATE	5					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	4	5	6	6	7	7
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
END-OF-YEAR STOCK	6	1	-3	-3	-4	
MINUS						
DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)		3	3	3	3	
EQUALS						
NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)		-2	-6	-6	-7	

CPT ANALYSIS
(IN 1000'S)

DATE 12/10/92

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COUNTRY: BOLIVIA
PROGRAM: PIN
PROJECT: ALL-
PRODUCT: VFTP - VAC FOAM TAB CONCEPTROL
SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Up dated CPTs
TABLE YEAR: 1993
HISTORICAL YEAR: 1992
CONTRACT SHIPPING PERIODS: (1) 01/92-12/93 (2) 01/94-12/94 (3) 01/95-12/95

	1992	1993	CALENDAR YEARS			1996	1997
			1994	1995			
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	210	164	111	54	-31		
PLUS							
2. NEW SUPPLY OF SAME PRODUCT							
(A) AID SUPPLIES RECEIVED 1992 TO DATE							
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED							
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)							
MINUS							
3. ESTIMATED PRODUCT CONSUMPTION							
(A) ESTIMATED PRODUCT USE	46	53	57	61	62	63	
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0	
EQUALS							
4. END-OF-YEAR STOCK	164	111	54	-7	-31		
MINUS							
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)		28	30	31	31		
EQUALS							
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)		83	24	-38	-62		

COUNTRY: BOLIVIA
 PROGRAM: FAM
 PROJECT: 018-2 = *FAMES*
 PRODUCT: LFMP - OC LO-FEMENAL BLUE LADY PKG.
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Project's records
 BASE YEAR: 1993
 HISTORICAL YEAR: 1991
 CONTRACT SHIPPING PERIODS: (1) 01/92-06/94 (2) 07/94-06/95 (3) 07/95-06/96

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	10	7	3	2	- 3	
PLUS						
. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	3	4	5	5	6	6
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
. END-OF-YEAR STOCK	7	3	-2	-3	-3	
MINUS						
. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			2	3	3	
EQUALS						
. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			-4	-6	-6	

CPT ANALYSIS
(IN 1000'S)

DATE 12/10/92

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COUNTRY: BOLIVIA
 PROGRAM: PAN
 PROJECT: 018-2 = FAMES
 PRODUCT: 52CS - CONDOM 52MM COLORED SULTAN
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Project reports
 BASE YEAR: 1993
 HISTORICAL YEAR: 1991
 CONTRACT SHIPPING PERIODS: (1) 01/92-06/93 (2) 07/93-06/94 (3) 07/94-06/95

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	67	44	14	17	17	
PLUS						
NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	23	30	33	35	35	40
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
END-OF-YEAR STOCK	44	14	-19	-18	-18	
MINUS						
DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			17	17	20	
EQUALS						
NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			-36	-35	-38	

COUNTRY: BOLIVIA
 PROGRAM: FAM
 PROJECT: 018-2 - *FAMES*
 PRODUCT: VFTP - VAC FOAM TAB CONCEPTROL
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: Project reports
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1991
 CONTRACT SHIPPING PERIODS: (1) 01/92-12/93 (2) 01/94-12/94 (3) 01/95-12/95

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	164688	155216	127016	97016	67016	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	9472	28200	30000	30000	30000	30000
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	155216	127016	97016	67016	37016	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			15000	15000	15000	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			82016	52016	22016	

COUNTRY: BOLIVIA
 PROGRAM: PSL
 PROJECT: 019-2 - *PROD 02-00*
 PRODUCT: LFMP - OC LO-FEMNAL BLUE LADY PKG.
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: M.Q. CPTs 91 & last two proy. reports.
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1991
 CONTRACT SHIPPING PERIODS: (1) 01/91-06/93 (2) 07/93-06/94 (3) 07/94-06/95

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	11	24	8	8	8	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE	27					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	14	16	16	17	17	18
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	24	8	-8	-9	-9	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			8	8	9	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			-16	-17	-18	

COUNTRY: BOLIVIA
 PROGRAM: PSL
 PROJECT: 019-2 - *PROSALDO*
 PRODUCT: 52CS - CONDOM 52MM COLORED SULTAN
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: N.Q. CPTs 91 & last two proy. reports
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1994
 CONTRACT SHIPPING PERIODS: (1) 01/91-06/92 (2) 07/92-06/93 (3) 07/93-06/94

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	34	27	20	12	4	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	7	7	8	8	9	9
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	27	20	12	4	-5	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED) USE IN SUBSEQUENT YEAR)			4	4	4	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			8	0	-9	

COUNTRY: BOLIVIA
 PROGRAM: PSL
 PROJECT: 019-2 = PROS^{ALVD}
 PRODUCT: CT38 - COPPER T IUDS - MODEL TCU380A
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: W.Q. CPTs & last two project reports
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1991
 CONTRACT SHIPPING PERIODS: (1) 00/00-00/00 (2) 00/00-00/00 (3) 00/00-00/00

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	1	1	0	1	1	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE	1					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	1	1	1	2	2	2
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	1	0	-1	-1	-1	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			1	1	1	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			-2	-2	-2	

CPT ANALYSIS
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COUNTRY: BOLIVIA
 PROGRAM: PSL
 PROJECT: 019-2 - *PROSALVO*
 PRODUCT: VFTP - VAC FOAM TAB CONCEPTROL
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: N.Q. CPTs & last two proy. reports
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1997
 CONTRACT SHIPPING PERIODS: (1) 01/91-12/92 (2) 01/93-12/93 (3) 01/94-12/94

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	15	16	14	11	8	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE	5					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	4	2	3	3	4	4
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	16	14	11	8	4	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6MONTHS OF ESTIMATED) USE IN SUBSEQUENT YEAR)			1	2	2	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			10	6	2	

BEST AVAILABLE DOCUMENT

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COUNTRY: BOLIVIA
PROGRAM: PSL
PROJECT: 019-2 *PROSAL 10*
PRODUCT: FOAM - ?

SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: N.Q. CPTs & last two proy. reports

TABLE YEAR: 1993

HISTORICAL YEAR: 1991

CONTRACT SHIPPING PERIODS: (1) 01/91-06/93 (2) 07/93-06/94 (3) 07/94-06/95

	CALENDAR YEARS					
	1991	1992	1993	1994	1995	1996
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	255	416	386	336	276	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1991 TO DATE	252					
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)						
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	91	30	50	60	60	70
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	416	386	336	276	216	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)			30	30	35	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)			306	246	181	

COUNTRY: BOLIVIA
 PROGRAM: CIB
 PROJECT: 014-5
 PRODUCT: 52CS - CONDOM 52MM COLORED SULTAN
 SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: N.Q. CPTs 91, proy. rep. & stock Dic.92
 TABLE YEAR: 1993
 HISTORICAL YEAR: 1990
 CONTRACT SHIPPING PERIODS: (1) 01/91-06/92 (2) 07/92-06/93 (3) 07/93-06/94

	CALENDAR YEARS					
	1990	1991	1992	1993	1994	1995
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	98	0	93	369	219	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1990 TO DATE			426			
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)	16	325				
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	114	232	150	150	170	190
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	0	93	369	219	49	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)				85	95	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)				134	-46	

CPT ANALYSIS
(IN 1000'S)

DATE 12/10/92

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COUNTRY: BOLIVIA

PROGRAM: CIB

PROJECT: 014-4

PRODUCT: CT38 - COPPER T IUDS - MODEL TCU380A

SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: W.Q. CPTs 91, proy. rep. & stock Dic.92

TABLE YEAR: 1993

HISTORICAL YEAR: 1990

CONTRACT SHIPPING PERIODS: (1) 01/91-12/92 (2) 01/93-12/93 (3) 01/94-12/94

	CALENDAR YEARS					
	1990	1991	1992	1993	1994	1995
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	1	3	3	6	3	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1990 TO DATE	4		5			
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)		2				
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	2	2	2	3	3	4
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	3	3	6	3	0	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)				1	2	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)				2	-2	

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CPT ANALYSIS
(IN 1000'S)

DATE 12/10/92

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COUNTRY: BOLIVIA

PROGRAM: CIB

PROJECT: 014-5

CIES

PRODUCT: VFTP - VAC FOAM TAB CONCEPTROL

SOURCE OF DATA FOR BEGINNING-OF-YEAR STOCK: W.Q. CPTs 91, proy.rep. & stock Dic.92

TABLE YEAR: 1993

HISTORICAL YEAR: 1990

CONTRACT SHIPPING PERIODS: (1) 01/91-12/92 (2) 01/93-12/93 (3) 01/94-12/94

	CALENDAR YEARS					1995
	1990	1991	1992	1993	1994	
1. BEGINNING-OF-YEAR STOCK (PLEASE READ INSTRUCTIONS TO FILL IN THIS LINE ITEM)	23	2	39	24	10	
PLUS						
2. NEW SUPPLY OF SAME PRODUCT						
(A) AID SUPPLIES RECEIVED 1990 TO DATE						
(B) ADDITIONAL AID QUANTITIES SCHEDULED FOR SHIPMENT BUT NOT YET RECEIVED						
(C) OTHER SOURCES OF SUPPLY OF SAME PRODUCT (HOST COUNTRY/OTHER DONORS)	10	53				
MINUS						
3. ESTIMATED PRODUCT CONSUMPTION						
(A) ESTIMATED PRODUCT USE	31	16	15	20	20	20
(B) ESTIMATED PRODUCT LOSS	0	0	0	0	0	0
EQUALS						
4. END-OF-YEAR STOCK	2	39	24	4	-10	
MINUS						
5. DESIRED END-OF-YEAR STOCK LEVEL (EQUAL TO 6 MONTHS OF ESTIMATED USE IN SUBSEQUENT YEAR)				10	10	
EQUALS						
6. NET SUPPLY SITUATION/AID REQUIREMENT (NEGATIVE NUMBER SIGNIFIES ADDITIONAL SUPPLIES REQUIRED FROM AID; POSITIVE NUMBER SIGNIFIES NO AID REQUIREMENT)				-6	-20	

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PART THREE:

CAJA NACIONAL DE SALUD
CNS

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**CAJA NACIONAL DE SALUD
CNS**

March 1-10, 1993
La Paz, Bolivia

Nora C. Quesada
Regional Logistics Consultant
John Snow, Inc.

I. OBJECTIVES OF THIS VISIT

The primary objectives of this visit were as follows:

- A. To prepare the Contraceptive Procurement Tables (CPTs) for the 1993-1995 period.
- B. To acquire an understanding of the inventory control, reporting, data recording and service programming system.

RECOMMENDATIONS

Most of the recommendations were formulated during the preceding visit (03/92) and have been reiterated during the current visit.

- 1. Establish a maximum and minimum inventory policy for amounts shipped and stock on hand in order to provide supplies to the polyclinics based on average monthly consumption and stock on hand.
- 2. Establish a regular schedule for resupplying the polyclinics (preferably on a quarterly basis), in order to facilitate handling of amounts shipped at the central level as well as inventory control in each health center.
- 3. Organize the kardex and standardize it at both the central level and in each of the polyclinics, as well as in the Hospital Obrero. It is important to maintain control over inventories at all levels of the project.
- 4. Make only those transfers requested directly by USAID for purposes of facilitating inventory control and the availability of Copper Ts in all organizations.
- 5. Negotiate consumption goals for 1993-1995 with Pathfinder, based on the supply capacity of the organization and observed historic consumption.

6. Provide feedback to the polyclinics with regard to performance and coverage, in order to encourage increased production of services.
7. Conduct physical inventories in all polyclinics, as of April 30, 1993, in order to determine the availability of program contraceptives, since during the preparation of the CPTs it was noticed that most of the stock was supposed to be in the health centers and that the central level has no exact knowledge as to the amount. Repeat this exercise again as of June 30, 1993.

I would like to take this opportunity to thank all of the individuals contacted during this visit for their kind and valuable cooperation and for the time they devoted to assisting me in my mission. A complete list of all these individuals can be found in Annex A to this report.

II. CURRENT STATUS OF THE CAJA NACIONAL DE SALUD (CNS)

Through the Reproductive Health Program, the Maternal-Child Health Project provides for establishing family planning services in approximately 20 polyclinics located in six departments throughout the country (La Paz, Cochabamba, Santa Cruz, Oruro, Sucre and Potosí), which are to be gradually added to the program over a two-year period (through July 1993). Total duration of the project is scheduled for four years (estimated time frame: May 1, 1991 - April 30, 1995). The polyclinics are out-patient health centers, as a result of which they neither have beds nor provide care during childbirth.

According to information provided by Dr. Rentería, Project Director, the number of centers actually in operation, broken down by department, is as follows:

<u>DEPARTMENT</u>	<u># OF CENTERS</u>	<u>POPULATION COVERED (ESTIMATED)</u>
LA PAZ	10	242,154
COCHABAMBA	3	75,605
SANTA CRUZ	1	118,264

The overall number of physicians working at the 14 centers totals 45; they are supported by 45 nurses. La Paz includes the Health Center located in Viacha, the population of which is urban-marginal. Most of this population group is insured, as this is a highly industrialized city (cement).

In addition, in June 1993 training for personnel at three centers in Potosí, two in Sucre and three in Oruro will conclude; these centers will be added to the program as of that date.

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Training of family doctors is provided by means of seminars focusing primarily on subjects involving reproductive health, modern family planning methods, IUD insertion, evaluation of sexually transmitted diseases, filling out forms for statistics on health care and services, and all aspects of reproductive health and maternal-child health.

The consumption goals projected during the preceding visit were not reached, because they had been estimated on the basis of a particular number of potential users, polyclinics and physicians that would be providing service. In addition, the fact that not all of the scheduled polyclinics have been added to the program within the scheduled time frame has made it necessary to revise all estimates with regard to consumption and stock on hand for the 1993-1995 period. This situation is explained in greater detail in the section entitled "Estimate of Future Contraceptive Needs".

With regard to staffing, in addition to the gynecologists the system also includes family doctors, who are general physicians responsible for providing primary health care to patients. They represent the first contact for users of CNS-provided services.

Stock on Hand at the Central Warehouse

As of March 4, 1993, stock on hand was as follows:

<u>PRODUCT</u>	<u>AMOUNT</u>	<u>MANUFACT. DATE</u>	<u>EXPIRATION DATE</u>
TCU380A	9	-----	01/94
TCU380A	480	-----	01/95
CONDOMS	5,600	05/90	05/95
OVIDON BRAND ORALS	3,750	-----	10/95
RIGEVIDON BRAND ORALS	3,550	-----	09/95
CONCEPTROL VAG. TABS.	39,964	-----	07/95

According to projections, there are sufficient supplies of oral contraceptives on hand to last for the full duration of the project, without any risk of their expiring.

The kardex kept at the central level is well-organized and products are recorded by manufacturing dates. It has been suggested that this instrument be put into operation in all sites where contraceptives are stored.

Program Consumption

Consumption data (in units) reported by the program in 1991 and 1992 are as follows:

TABLE 1

METHOD	CONSUMPTION 1991	CYPs	CONSUMPTION 1992	CYPs
TCU380A	290	1,015	1,160	4,060
CONDOMS	889	6	5,106	34
ORALS	365	24	858	57
VAGINAL TAB.	0	0	1,908	13
TOTAL		1,045		4,164

Conversion factors used for determining CYPs were as follows:

TCU380A	3.5 years per unit
CONDOMS	150 units per user per year
ORALS	15 cycles per user per year
VAGINAL TABLETS	150 units per user per year

As the CNS has added polyclinics, an increase of 298 per cent has been observed in CYPs generated from 1991 to 1992, largely as a result of the greater number of Copper T insertions recorded during this period.

III. ACTIVITIES AND FINDINGS

A. INVENTORY CONTROL, REPORTING AND DATA RECORDING SYSTEM. PROGRAMMING

The Job Responsibilities Manual provides that the project administrator shall be in charge of management, control, storage, kardex records, and preparation of shipments and reports on movement, stock on hand and overall consumption statistics for contraceptives.

With regard to administrative management, both of the commodities as well as of the program itself, the central level is staffed, in addition to the administrator, by one secretary and one messenger. At the general project operating level, there is a general coordinator (Dr. Cristina Rentería) for all operational and medical activities (physician training and education,

etc.), project director, a technical-medical advisor, and a general supervisor (Dr. Alfredo Guzmán, Pathfinder-Lima).

For central-level storage, one warehouse was designated for program equipment and commodities and another for miscellaneous equipment (consisting of tables, typewriters, gurneys, etc.), most of which is not being used although it is owned by the CNS.

At the local level (polyclinics), administrative support personnel consists of one administrator (who is also in charge of the warehouse in small polyclinics), one warehouse keeper (only in the larger polyclinics), and one head of medical services. Contraceptives are stored and distributed in pharmacies. In this way, the user herself withdraws contraceptives directly, based on a doctor's prescription. In the case of Copper Ts, this task is performed by the nurse or physician prior to the visit to the clinic by the user, in order to avoid delays for both the user and the physician.

As a rule, the system for supplying and shipping contraceptives operates on the basis of the request submitted by the head of medical services and the administrator, in accordance with the order presented by the family doctors. This order is remitted, together with consumption statistics, to the administrator at the central level, who proceeds to prepare the corresponding shipment.

The family doctor records daily on his or her control sheet the amounts of contraceptives delivered and the number of users seen (both of which are broken down by method). From these data, he or she takes the amounts to be requested through the head of medical services and the administrator.

The frequency for submitting reports, placing orders and dispatching the corresponding shipments has been scheduled to be monthly. However, it has been recommended that shipments be made quarterly in order to improve inventory control and make it possible for data to be analyzed on the basis of more information.

Despite the fact that the system is fairly straightforward, monthly reports have reflected discrepancies between reported consumption and amounts delivered based on prescriptions. It is felt that the reason for this lies in the incorrect filling out of forms and the absence of an individual assigned exclusively to this task and to the task of monitoring inventory movement.

For this reason, the program coordinator requests the original prescriptions from each polyclinic and on this basis estimates consumption. However, this procedure of requesting original prescriptions works well only in La Paz, Cochabamba and Santa Cruz; another mechanism must be found to ensure the reliability of the system in other cities, especially Sucre, Potosí and Oruro. Perhaps one such mechanism would be to make the administrator

(in small polyclinics) or the warehouse keeper (in larger polyclinics) responsible for preparing the consolidated report, based on pharmacy prescriptions.

**B. ESTIMATE OF FUTURE CONTRACEPTIVE NEEDS - 1993-1995
CONTRACEPTIVE PROCUREMENT TABLES (CPTs)**

A Seminar on Evaluation and Programming was recently held for the program coordinators of the various polyclinics in which goals for 1993-1994 were established, based on target population, rate of prevalence and a fairly sophisticated mix of modern methods (see Annex B), which in turn stems from the fact that the insured population tends to use more modern methods than the general public.

However, in comparing these goals against performance observed in 1991 and 1992 (Table 1, above), it is premature to expect the program to achieve such high levels of consumption in such a short period of time, in view of the fact that service production is not yet operating at 100 per cent, the addition of new centers is progressing more slowly than anticipated, and physician motivation in many cases is still quite low.

Based on an examination of consumption goals (in units) proposed by the CNS for 1992, the goals proposed by FPLM and actual consumption recorded, the following conclusions are reached:

METHOD	CNS GOAL	FPLM GOAL	REPORTED CONSUMPTION
TCU380A	4,125	1,500	1,160
CONDOMS	95,625	15,000	5,106
VAG. TABS.	45,000	15,000	1,908
ORALS	12,187	4,000	858

It can be clearly seen that the goals proposed by FPLM were much closer to actual consumption than those proposed by the CNS for the same year. Based on the above, FPLM suggested goals that in principle are more in line with observed performance and at the same time include reasonable increases that are within the supply capability of the organization as well as in agreement with observed consumption. The amounts projected are summarized as follows:

Y E A R S

15,6

METHOD	1993	1994	1995
TCU380A	2,700	3,500	4,000
CONDOMS	18,000	20,000	20,000
VAG. TABS.	4,000	4,000	4,000
ORALS	3,000	4,000	4,500

The figures in the CPTs (Annex C) show these projections and contraceptive requirements for the same period. Figures for 1993-1994 are subject to review once consumption figures for a minimum period of six months in 1993 become available.

ANNEX A
PERSONS AND INSTITUTIONS CONTACTED

PERSONS AND INSTITUTIONS CONTACTED

In La Paz:

USAID/BOLIVIA

- Dr. Sigrid Anderson, Assistant Director, Health and Human Resources Division (HHR)
- Dr. Elba Mercado, Project Coordinator, HHR
- Lic. Jennifer Macías, Project Coordinator, HHR
- Lic. Isabel Stout, Coordinator of the AIDS Prevention Program

FUNDACION DE ASISTENCIA MEDICO-SOCIAL (FAMES)

- Dr. Ruth Maldonado Ballón, Representative of the Board of Directors
- Dr. Winston Uzín, Supervisor of the FPIA Project
- Dr. Luis Rodríguez, Director of the FPIA Project
- Ing. Edwin Gery Maldonado S., Executive Director
- Lic. Rolando Mariaca, Head of Logistics

CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS (CIES)

- Lic. Elia Pérez de Soriano, Head of Logistics/Statistics
- Lic. Carlos Salazar, MSH Advisor, Development Group

FUNDACION SAN GABRIEL

- Lic. José V. Barragán, Administrative and Financial Director
- Sr. Gerardo Palma, Head of Logistics

CAJA NACIONAL DE SALUD (CNS)

- Dr. Cristina Rentería, Director of the Reproductive Health Project
- Lic. Eddy Valda, Administrator of the Reproductive Health Project

MINISTRY OF PUBLIC HEALTH AND SOCIAL WELFARE

- Dr. Virginia Camacho, PAHO Advisor
- Lic. Teresa Fernández

CHILD AND COMMUNITY HEALTH PROJECT (CCH)

- Mrs. Rita Fairbanks, Director of Training

THE PATHFINDER FUND

- Dr. Alfredo Ariñez, Local Representative

In Cochabamba:

MOTHERCARE PROJECT

- Mr. Bill Bower, Local Representative

- Miss Janet Crespo, Administrative Assistant

PROMEFA

- Dr. Oscar Niño de Guzmán, Director
- Dr. Elizabeth De La Fuente, Director of Personnel

CENTER FOR THE PREVENTION OF CANCER IN WOMEN

- Dr. Ramiro Becerra, Director
- Dr. Tina Carmen Pérez, Rural Program Physician

COMBASE

- Dr. José Velásquez, Director
- Dr. Hugo Castrillo, Coordinator of the MotherCare Project
- Lic. Cristina Chacón, Director of Personnel and Head of Project Finances

ME.DI.CO.

- Dr. Jorge Quiroga, Director
- Dr. Ruby Castellón, Beato Salomón Physician

In Santa Cruz:

PROSALUD

- Dr. Luis Santa Cruz, Director of Medical Services
- Dr. Zulema Gutiérrez, Director of the Laboratory and Pharmacy
- Mr. Walter Soriano, Director of the Social Marketing Project

ANNEX B
PROGRAMMING OF COMMODITIES

**REPRODUCTIVE HEALTH PROJECT
CNS AID 511-0568**

**NORMS FOR THE DISTRIBUTION OF FAMILY PLANNING COMMODITIES
NUMBER OF CONSULTATIONS, BY METHOD
NUMBER OF COMMODITIES PER CONSULTATION
FOLLOW-UP VISITS FOR COPPER T 380A IUDs**

Consultation Number	Number of Commodities	Follow-up
1st	1	After 1 month
2nd	-	After 3 months
3rd	-	After 6 months
4th	-	After 1 year

ORAL CONTRACEPTIVES

Consultation Number	Number of Commodities	Follow-up
1st	1 cycle	After 1 month
2nd	3 cycles	
3rd	3 cycles	
4th	<u>3 cycles</u>	
	13 CYCLES PER YEAR	

CONDOMS

Consultation Number	Number of Commodities	Follow-up
1st	8	After 1 month
2nd	24	After 3 months
3rd	24	After 3 months
4th	<u>24</u>	After 3 months
	150 PER YEAR	

VAGINAL TABLETS

Consultation Number	Number of Commodities	Follow-up
1st	8	After 1 month
2nd	24	After 3 months
3rd	24	After 3 months
4th	<u>24</u>	After 3 months
	150 PER YEAR	

POLICLINICO EL ALTO

METODO	CONSULTAS		PROYECCION 1er. Trimestre
	RECONSULT	NUEVA (Metas)	
DIU	0	111	111
A.O.	150	56	206
Condón	984	264	1248
Tab. Vag.	192	264	456

POLICLINICO MANCO KAPAC

METODO	CONSULTAS		PROYECCION 1er. Trimestre
	RECONSULT	NUEVA (Metas)	
DIU	0	75	75
A.O.	?	36	36
Condón	?	168	168
Tab. Vag.	?	168	168

POLICLINICO 9 DE ABRIL

METODO	CONSULTAS		PROYECCION 1er. Trimestre
	RECONSULT	NUEVA (Metas)	
DIU	0	54	54
A.O.	63	27	90
Condón	816	120	936
Tab. Vag.	720	120	840

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POLICLINICO CENTRAL

METODO	CONSULTAS		PROYECCION
	RECONSULT	NUEVA (Metas)	1er. Trimestre
DIU	0	59	59
A.O.	63	33	96
Condón	816	288	1104
Tab. Vag.	720	168	888

POLICLINICO MIRAFLORES

METODO	CONSULTAS		PROYECCION
	RECONSULT	NUEVA (Metas)	1er. Trimestre
DIU	0	50	50
A.O.	3	25	28
Condón	288	120	408
Tab. Vag.	0	120	120

POLICLINICO VILLA FATIMA

METODO	CONSULTAS		PROYECCION
	RECONSULT	NUEVA (Metas)	1er. Trimestre
DIU	0	33	33
A.O.	?	15	15
Condón	?	80	80
Tab. Vag.	?	80	80

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POLICLINICO 21 DE SEPTIEMBRE

METODO	CONSULTAS		PROYECCION
	RECONSULTA	NUEVA (Metas)	1er. Trimestre
DIU	0	23	23
A.O.	51	11	62
Condón	744	56	800
Tab. Vag.	120	56	176

HOSPITAL OBRERO

METODO	CONSULTAS		PROYECCION
	RECONSULTA	NUEVA (Metas)	1er. Trimestre
DIU	0	65	65
A.O.	354	33	387
Condón	2424	160	2584
Tab. Vag.	312	120	432

MATERNIDAD 18 DE MAYO

METODO	CONSULTAS		PROYECCION
	RECONSULTA	NUEVA (Metas)	1er. Trimestre
DIU	0	141	141
A.O.	12	?	12
Condón	?	312	312
Tab. Vag.	?	?	0

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METAS DE PROGRAMACION 1.9.93

REGIONALES

Julio

	LA PAZ	COCHABAMBA	SANTA CRUZ	SUCRE	ORURO	POTOSI	TOTAL
POBLACION	469,922	170,112	177,396	46,604	11,752	155,222	1,031,006
ACTIVIDADES							
1.- PAP Toma de muestra	8,602	2,099	1,120	208	685	958	13,752
2.- Detección de R.R.	2,974	799	834	110	261	365	5,443
3.- Detección de R.O.	6,826	999	1,042	138	327	456	9,797
4.- Detección de ETS	2,589	400	417	55	131	183	3,774
5.- Planificación Familiar							
DIU	2,479	476	496	100	156	140	3,847
A.O.	957	238	248	49	78	70	1,640
CONDON	796	143	149	31	47	42	1,211
TAB. VAG.	557	143	149	31	47	42	1,072
Total Metodos P.F.	4,789.00	1,000.00	1,042.00	217.00	327.50	291.00	7,677.50
6.- Lactancia Materna (5% DE MEF)	8,880	1,998	2,004	274	653	912	14,721

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METAS DE PROGRAMACION 1. 9 9 4

REGIONALES

	LA PAZ	COCHABAMBA	SANTA CRUZ	SUCRE	ORURO	POTOSI	BENI	PANDO	TOTAL
POBLACION	469,922	170,112	177,396	46,684	11,752	155,222	35,621	4,919	1,071,628
ACTIVIDADES									
1.- PAP Toma de muestra	8,602	2,099	1,120	576	1,370	1,915	439	61	16,182
2.- Detección de R.R.	2,974	799	834	219	522	730	167	23	6,268
3.- Detección de RO.	6,826	999	1,042	275	653	912	208	29	10,944
4.- Detección de ETS	2,589	400	417	110	261	365	84	12	4,238
5.- Planificación Familiar									
DIU	2,479	476	496	200	311	280	100	14	4,356
A.O.	957	238	248	98	156	140	50	7	1,894
CONDON	796	143	149	68	94	84	30	5	1,369
TAB. VAG.	557	143	149	68	94	84	30	5	1,130
6.- Lactancia Materna (5% DE MEF)	8,980	1,998	2,084	548	1,305	1,823	416	58	17,112

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POLICLINICO R. ALTO

POBLACION TOTAL	111.100
MEF (23.5%)	26.109
MUEF (70%) ^{0.66}	18.276
META (18%)	3.290
PREVALENCIA (45%) 45%	1.480
METODOS MODERNOS (70%)	1.036
DIU (30%)	444
A.O. (15%)	222
AQV (7%)	104
CONDON (9%)	133
TAB. VAG. (9%)	133
METODOS TRADICIONALES (30%)	444

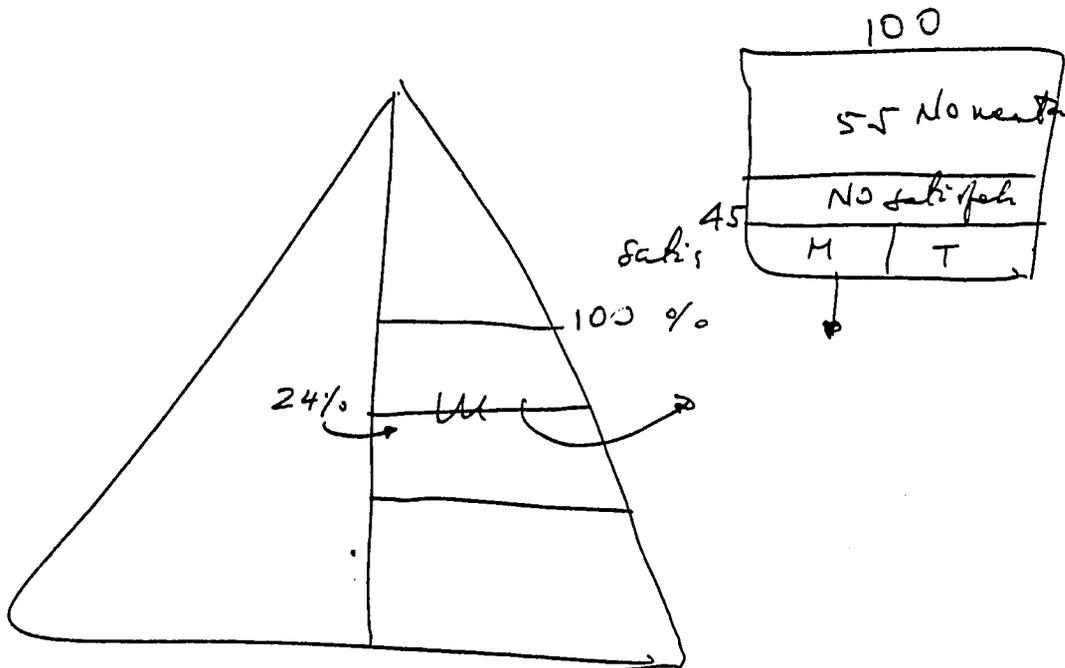
$$P = \frac{1036}{26109} =$$

$$P = \frac{1036}{26109} \times 100 = 3.97$$

$$\frac{444}{26109} \times 100 = 1.70$$

CALCULO DE INSUMOS CONTRACEPTIVOS

NUMERO DE USUARIAS DIU	x	1.1
A.O.	x	6.5
CONDON	x	75.0
TAB. VAG.	x	75.0



POLICLINICO EL ALTO

		<u>Año</u>	<u>In Tiempo</u>
POBLACION TOTAL	111.100	7260	1.500
MEF (23.5%)	26.109	1692	352
EMBARAZADAS (5%)	1.305	55	27.
META R.O. (50% de Emb.)	653	42	
META R.R. (2% del MEF)	522	34	
META ETS (1% del MEF)	261	17	
MUEF (70% del MEF)	18.276	1154	
DETECCION CA (7.5% del MUEF)	1.370	89	

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METAS DE PROGRAMACION

CENTROS SANITARIOS

	EL ALTO	MANCO KAPAC	9 DE ABRIL	CENTRAL	MIRAFLORES	VILLA FATIMA	21 DE SEPTIEMBRE	HOSPITAL OBRERO	MATERNIDAD 18 DE MAYO	TOTAL
POBLACION	111,100	85,000	77,741	69,281	50,000	33,000	22,680	15,360	5,760	469,922
ACTIVIDADES										
1.- PAP Toma de muestra	1,370	1,152	959	854	617	405	279	806	2,160	8,602
2.- Detección de R.R.	522	960	365	325	235	154	106	307		2,974
3.- Detección de R.O.	653	480	456	407	292	193	133	384	3,828	6,826
4.- Detección de ETS	261	200	182	163	118	78	53	154	1,380	2,589
5.- Planificación Familiar										
DIU:	444	298	217	276	199	131	90	261	563	2,479
A.O:	222	149	108	138	100	65	45	130		957
CON:	133	90	65	147	60	39	27	78	157	796
TAB:	133	90	65	82	60	39	27	61		557
6.- Lactancia Materna (5% DE MEF)	1,305	960	913	814	587	387	266	768	2,890	8,880

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ANNEX C
1993 - 1995 CPTs

Country: Bolivia
 Recipient: Caja Nacional de Salud
 Product: 52mm Non Colored, No Logo
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:46
 Prepared on: 03/06/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	10.8	19.5	10.9	22.9	2.9
2. Estimated Consumption					
(a) Sales/Distrib.	11.3	5.1	18.0	20.0	20.0
(b) Loss/Disposal		19.5			
(c) Transfer	-20.0	-16.0	-12.0		
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	19.5	10.9	4.9	2.9	NA
5. Desired EOY Stock	NA	NA	13.3	13.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	6.0	12.0	NA
7. Unmet Need	NA	NA	-12.0	12.0	31.1

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:46
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991

TRANSFERRED BY THE MOH ON 12/22/90. BRAND: SULTAN.

2a. ESTIMATED USE Year: 1991

CONSUMPTION REPORTED BY THE ONLY HOSPITAL (OBRERO) PROVIDING SERVICES:
500 UNITS. NO RECORDS ON THE DISTRIBUTION OF 10,800 UNITS ARE
AVAILABLE, BUT THESE UNITS WERE NOT FOUND IN THE WAREHOUSE.

2a. ESTIMATED USE Year: 1992

TOTAL CONSUMPTION REPORTED BY 14 CENTERS IN 3 LARGE CITIES.

2a. ESTIMATED USE Year: 1993

PROJECTED USE BASED ON EXPANSION TO 3 NEW CENTERS, AND THE STRATEGY OF
PROMOTING THIS METHOD FOR STD PREVENTION PROGRAMMES. HOWEVER, FIGURE
IS PROVISIONAL AND WILL BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS
AVAILABLE FOR 1993.

2a. ESTIMATED USE Year: 1994

SAME AS 1993.

2a. ESTIMATED USE Year: 1995

SAME AS 1993.

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173

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:46

Prepared on: 03/06/93

Modified on: 03/06/93

2b. ESTIMATED LOSS

Year: 1992

ROSETEX CONDOMS RECEIVED FROM THE MOH (20,000). ONLY 500 UNITS WERE CONSUMED IN 1991 AND THE REST EXPIRED IN 01/92 AND WERE DISPOSED OF.

2c. TRANSFERS

Year: 1991

TRANSFERRED BY THE MOH IN 07/91. EXP. DATE: 01/92. BRAND: ROSETEX.

2c. TRANSFERS

Year: 1992

TRANSFERRED FROM FAMES (12,000 NO LOGO) ON 04/28/92, AND SAN GABRIEL (4,000 SULTANS).

2c. TRANSFERS

Year: 1993

TRANSFERRED FROM FAMES (12,000 SULTANS) IN 01/93.

174

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:46
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

175

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:46
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	18,000	02/15/93

Total to order: 18,000

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

176

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:46
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	18,000.0
-----	-----
Total (1993):	18,000.0
Quantity Needed (1993):	6,000.0
Unmet Need (1993):	-12,000.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	12,000.0
Unmet Need (1994):	12,000.0

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: 52mm Non Colored, No Logo
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:46
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	31,100.0
Unmet Need (1995):	31,100.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	21,700.0
Unmet Need (1996):	21,700.0

Country: Bolivia
 Recipient: Caja Nacional de Salud
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:47
 Prepared on: 03/06/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.2	0.4	4.0	1.3	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	0.3	1.2	2.7	3.5	4.0
(b) Loss/Disposal					
(c) Transfer	-0.5	2.2			
3. Add'l Contraceptives					
(a) Received		7.0		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.4	4.0	1.3	-2.2	NA
5. Desired EOY Stock	NA	NA	2.3	2.7	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	1.0	5.0	NA
7. Unmet Need	NA	NA	1.0	5.0	7.1

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

179

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

THE MINISTRY OF HEALTH TRANSFERRED 200 UNITS LATE DEC/90. SO THE CNS STARTED 1991 WITH THIS AMOUNT.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY THE ONLY HOSPITAL (OBRERO) WORKING ON THE PROJECT.

2a. ESTIMATED USE

Year: 1992

TOTAL INSERTIONS REPORTED BY 14 CENTERS IN 3 LARGE CITIES (1,160 INSERTIONS), ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1993

THE CNS (SOCIAL SECURITY) HAS GREAT POTENTIAL FOR PROMOTING MODERN METHODS, SPECIALLY IUDs. EVEN THOUGH THE CNS GOAL FOR 1993 WAS 3,847, FPLM HAS SUGGESTED 2,700 UNITS BASED ON CURRENT SERVICE PROVIDERS AVAILABLE AND HISTORIC CONSUMPTION. FIGURES WILL BE ADJUS. ACCORD. TO C

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:47

Prepared on: 03/06/93

Modified on: 03/06/93

2c. TRANSFERS

Year: 1991

TRANSFERRED BY FAMES (300 UNITS ON 08/02/91) AND THE MOH (200 UNITS ON 07/31/91).

2c. TRANSFERS

Year: 1992

TRANSFERRED TO PROSALUD-LA PAZ (900), HOSPITAL SAN GABRIEL (700),
MOTHERCARE (600), SOPACOF (800), AND PROSALUD-SANTA CRUZ (800).
TRANSFERRED FROM FAMES TO CNS (1,600).

3a. SHIPMENTS RECEIVED

Year: 1992

EXPIRY DATE: 01/94.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
PATH	7,000	01/21/92

Total shipments: 7,000

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1993	Quantity Received
-----		-----
	Total (1993):	0.0
	Quantity Needed (1993):	1,000.0
	Unmet Need (1993):	1,000.0

Supplier Name	1994	Quantity Received
-----		-----
	Total (1994):	0.0
	Quantity Needed (1994):	5,000.0
	Unmet Need (1994):	5,000.0

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	7,100.0
	Unmet Need (1995):	7,100.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	5,100.0
	Unmet Need (1996):	5,100.0

Country: Bolivia
 Recipient: Caja Nacional de Salud
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:47
 Prepared on: 03/06/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
. Beg. of Year Stock	20.0	19.6	18.7	15.7	11.7
. Estimated Consumption					
(a) Sales/Distrib.	0.4	0.9	3.0	4.0	4.5
(b) Loss/Disposal					
(c) Transfer					
. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
. End of Yr Stock	19.6	18.7	15.7	11.7	NA
. Desired EOY Stock	NA	NA	2.7	3.0	NA
. Net Supply Situation					
(a) Surplus	NA	NA	13.2	8.4	NA
(b) Qty Needed	NA	NA			NA
. Unmet Need	NA	NA			

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

TRANSFERRED BY THE MOH ON 12/14/90. BRANDS: RIGEVIDON (MICROGYNON 10,000) AND OVIDON (NEOGYNON 10,000). EXPIRY DATES: 09/95 AND 10/95 RESPECTIVELY.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY THE ONLY HOSPITAL (OBRERO) PROVIDING SERVICES FROM SEP-DEC/91.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY 14 CLINICS LOCATED IN 3 LARGE CITIES: 858 CYCLES.

2a. ESTIMATED USE

Year: 1993

THE PROJECT IS PLANNING TO PROMOTE THIS METHOD MORE STRONGLY. ORIGINAL GOAL SET BY CNS WAS 10,600 CYCLES, BUT ACCORDING TO CONSUMPTION, 3,000 CYCLES WILL BE A MORE REASONABLE GOAL. FIGURE IS PROVISIONAL AND WILL BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE IN 1993.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:47
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
 Recipient: Caja Nacional de Salud
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:48
 Prepared on: 03/06/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	0.0
Unmet Need (1995):	0.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	2,100.0
Unmet Need (1996):	2,100.0

191

Country: Bolivia
 Recipient: Caja Nacional de Salud
 Product: Conceptrol Foaming Tablet
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:48
 Prepared on: 03/06/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	9.0	50.2	46.2	42.2
2. Estimated Consumption					
(a) Sales/Distrib.		1.9	4.0	4.0	4.0
(b) Loss/Disposal		0.1			44.3
(c) Transfer	-9.0	-43.2			
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	9.0	50.2	46.2	42.2	NA
5. Desired EOY Stock	NA	NA	2.7	47.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	43.2		NA
(b) Qty Needed	NA	NA		4.8	NA
7. Unmet Need	NA	NA		4.8	8.8

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptorol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

THIS PRODUCT WAS NOT AVAILABLE FOR THIS RECIPIENT UNTIL 08/91.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY 14 CENTERS IN 3 LARGE CITIES.

2a. ESTIMATED USE

Year: 1993

ACCEPTANCE OF THIS METHOD IS LOW, BUT THE CNS WILL TRY TO PROMOTE ITS USE SINCE THE TARGET POPULATION OF THE CNS IS LIKELY TO ACCEPT MODERN METHODS EASIER THAN GENERAL POPULATION.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993. IF DEMAND INCREASES, FIGURES WILL BE ADJUSTED ACCORDINGLY.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

2b. ESTIMATED LOSS

Year: 1992

LOSS DUE TO TRANSPORTATION

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192

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

b. ESTIMATED LOSS Year: 1995

IF CONSUMPTION DOES NOT INCREASE FROM 1993-1995, 44,300 TABLETS WILL EXPIRE BY 07/95.

c. TRANSFERS Year: 1991

TRANSFERRED BY FAMES (9,000) ON 08/02/91.

c. TRANSFERS Year: 1992

TRANSFERRED BY FAMES: 9,600 ON 01/31/92 AND 33,600 ON 04/28/92. EXPIRY DATE: 07/95.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

195

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:48
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:48

Prepared on: 03/06/93

Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	4,800.0
Unmet Need (1994):	4,800.0

Country: Bolivia
Recipient: Caja Nacional de Salud
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:49
Prepared on: 03/06/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	8,800.0
	Unmet Need (1995):	8,800.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	4,000.0
	Unmet Need (1996):	4,000.0

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PART FOUR:

**CENTRO DE INVESTIGACION,
EDUCACION Y SERVICIOS
CIES**

TABLE OF CONTENTS

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	C. Estimated Program Coverage: 1992	4
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ANNEXES:

ANNEX A: PERSONS AND INSTITUTIONS CONTACTED

ANNEX B: CONSUMPTION AND INVENTORY MOVEMENT DATA

ANNEX C: 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)

**CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS
CIES**

March 1-10, 1993
La Paz, Bolivia

Nora C. Quesada
Regional Logistics Consultant
John Snow, Inc.

I. OBJECTIVE OF THIS VISIT

The primary objective for this visit was to prepare the Contraceptive Procurement Tables (CPTs) for the 1993-1995 period.

RECOMMENDATIONS

The primary recommendations submitted for the consideration of management were as follows:

1. Continue to promote the most effective methods (Copper T), under the Pathfinder, FPIA and Population Council projects, in order to provide greater protection to population groups located in urban-rural areas and thus achieve greater coverage with more effective methods.
2. Establish consumption goals based on amounts dispensed to/purchased by users and the supply capability of the organization rather than on new user goals, with respect to which no follow-up is conducted to verify continuation with the program. New user-based goals distort the actual service delivery capability and coverage of the program, which in turn leads to overestimates in contraceptive orders placed with donors.
3. User goals should be established in accordance with the supply capability of the organization and the target population to be served, taking into account other sources of service delivery as well as observed consumption.
4. Continue to implement the strategy of providing incentives to those promoters who refer users to the clinics so that they will adopt more effective and lower-cost contraceptive methods (Copper T). These incentives are aimed at reducing community distribution activities while providing the promoter with the same level of income.
5. Coordinate with financing agencies in order to ensure the requisition and timely arrival of shipments in January of each year in order to avoid the danger of stockouts.

In addition, coordinate the amounts that agencies donate to their projects so that USAID can provide the appropriate amounts to complement CIES's total needs.

I would like to take this opportunity to thank all of the individuals contacted during this visit for their kind and valuable cooperation and for the time they devoted to assisting me in my mission. A complete list of all these individuals can be found in Annex A to this report.

II. CURRENT STATUS OF CIES

A. PROJECTS

FPIA Project: The Central Obrera Boliviana Clinic (COB-La Paz) and the Viacha Clinic were closed in 04/92 as a result of poor performance, based on an analysis conducted by IPPF/WHO and FPIA. For 1993, plans call for initiating a program for teenagers in El Alto, in which project personnel would work with organized groups such as federations of students, schools, etc. A supervisor will be in charge of monitoring educational activities. Duration: 3 years.

Pathfinder Project, El Alto Clinic: Twenty adjunct physicians were added (08/92); they are supported by a supply assistant who is charged with delivering contraceptives and picking up monthly reports.

Other Clinics: Pathfinder also finances one clinic in La Paz, one in Oruro, one in Potosí and another in Tarija, where primary care and family planning services are provided. There is currently one promoter each in La Paz, Oruro, Potosí, Tarija and Sucre, and two in El Alto. In addition, there are regional supervisors for educators and CBD personnel: one for La Paz, Oruro and El Alto and the other for Potosí, Sucre and Tarija. Their function is to support the work carried out by the promoters as well as to pick up reports.

Also, there is one educator for providing supervision and training to the promoters.

B. INVENTORY CONTROL, REPORTING AND DATA RECORDING. PROGRAMMING OF FAMILY PLANNING SERVICES

In accordance with information provided by Lic. Pérez de Soriano, both project-supported clinics and promoters report on a monthly basis the number of new users enrolled as well as the amounts of contraceptives delivered or sold to users. Missing are data for balance on hand at the beginning of the period, amounts received during the period and ending balance.

The adjunct physicians, who number eight times as many as the paid physicians, also report in the same manner and with the same frequency.

Inventory on hand at the central warehouse and stock on hand in the peripheral facilities are reported and updated monthly, which makes it possible to take efficient follow-up actions with respect to project inventory movement. The same is true with respect to amounts received and dispatched at the various levels, as well as distribution to users.

Based on this data, the individual in charge of logistics at the central level prepares a consolidated monthly statement, by project and type of service (clinic, adjunct physicians and promoters), for each of the methods; the statement reflects amounts received, amounts dispatched (or consumption, depending on the level), and stock on hand as of that date. In this way, up-to-date information is available for all inventory movements broken down by level and service.

Programming of Family Planning Services:

CIES uses forms that enable the organization to gather all of the data (as described above) necessary to ensure appropriate management of program logistics, program future contraceptive needs, plan the distribution of stock, and evaluate project performance. Based on the consultant's observations, the forms are easily filled out by clinic staff and promoters, who are responsible for their preparation on a monthly basis.

The policy for programming service delivery and coverage, as suggested by the donor agencies, which through August 1991 consisted of establishing goals based on Couple-Years Protection (CYPs), was modified during the final quarter of 1991, as a result of which it was possible to achieve a greater rationalization of amounts delivered to promoters and consumed by users. With the change in contraceptive delivery policy, some of the unknown elements have been cleared up as regards actual amounts consumed, by method. However, since the prices of the contraceptive methods that are sold through the community-based distribution program are so low, it is important to follow up on new users enrolled in the program in order to evaluate their continuation in the program, since these prices make it possible for both promoters and users to acquire relatively large amounts of contraceptives, which could distort true consumption figures if actual use is not verified.

Inasmuch as CIES is one of the oldest existing organizations devoted to family planning, a suggestion was made at the first meeting of the Mini-Committee on Logistics that other organizations just beginning to become involved in the community-based distribution program should take advantage of CIES's experience to implement something similar. In addition, the objective is to standardize all of the forms used by NGOs for gathering logistical data and thus facilitate data consolidation and comparison.

C. ESTIMATED PROGRAM COVERAGE: 1992

During 1992, the following consumption data were recorded:

TABLE A

METHOD	AMOUNT (UNITS)	CYPs GENERATED
ORALS	2,098	140
CONDOMS	243,800	1,625
TCU380A	3,930	13,755
VAGINAL TABLETS	22,200	148
TOTAL		15,668

The conversion factors used to calculate CYPs are as follows:

ORALS	15 cycles per user per year
CONDOMS	150 units per user per year
TCU380A	3.5 years per unit
VAGINAL TABLETS	150 units per user per year

Thus, coverage for 1992 would be as follows:

<u>ESTIMATED PARAMETERS</u> <u>(1992 FIGURES)</u>	<u>ESTIMATED</u> <u>COVERAGE</u>
Based on WRA: 1,731,676	0.89%
Based on WRA Married or in Union (WRAM: 1,212,173)	1.28%
Based on WRAM Using Any Method (32.1%): 389,107	3.99%

A comparison of coverage achieved for 1990, 1991 (see previous FPLM report dated 03/92) and 1992 shows the following:

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COVERAGE ACHIEVED

<u>YEAR</u>	<u>WRA</u>	<u>WRAM</u>	<u>WRAM USING ANY METHOD</u>
1990	0.76%	1.09%	3.49%
1991	0.69%	0.99%	3.08%
1992	0.89%	1.28%	3.99%

The above figures show that CIES decreased, by a significant percentage, its coverage from 1990 to 1991. The explanation might lie in the fact that the figures reported for 1990, particularly those for condoms, tended to distort consumption reported by the organization, inasmuch as there was a massive distribution of this particular method as a result of efforts to comply with the CYP goals proposed by donor agencies. This situation was analyzed and in 1991 the necessary steps were taken to correct it.

The tendency toward increased coverage is sustained within the organization. Consumption figures reported for 1991 are more realistic than those for 1990, and those reported for 1992 are even more so, due primarily to the increased promotion of Copper Ts.

Donor agencies require that the organizations that they fund establish their goals based on numbers of new users. This leads to a situation whereby organizations with strong community-based distribution programs unwittingly encourage promoters to overrecord numbers of users in order to comply with these unrealistically high goals. Accordingly, it is extremely important that this situation be discussed with the donor agencies, with a view toward establishing goals that are more in line with the supply capability of CIES.

D. ESTIMATE OF CONTRACEPTIVE NEEDS: PREPARATION OF THE 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTS)

Please see Annexes B and C for more detailed figures.

Condoms

As a result of the way in which distribution was carried out between October 1990 and April 1991 and the fact that in 1991 most of the condoms used under the IPPF project (124,956 units) represented [missing word(s)], consumption for 1992 (243,800 units) shows a marked decrease over consumption for 1991 (362,800 units). This is not an indication that the organization has decreased its consumption but rather that the data recorded and reported are more in agreement with the actual situation prevailing in the organization.

In estimating consumption figures for 1993-1995, consideration has been given to the fact that the Ministry of Health and other private organizations (including the Social Marketing Project) will have an increased availability of condoms and will be working in most of the areas of influence of CIES.

An increase of 20 per cent has been calculated for 1993 and a 10 per cent yearly increase has been projected for 1994-1995.

The total amount required by CIES for 1993, is 90,000 units for which Pathfinder has not scheduled any shipments, according to the CPTs prepared by B. Uribe and submitted to USAID/Bolivia in 12/92. CIES should make arrangements with Pathfinder to approve these shipments as soon as possible.

Consumption of Other Methods:

Lo-Femenal was the least accepted method among CIES users. The trend observed from 1989 to 1992 shows an annual consumption of approximately 2,000 cycles.

However, for 1993 CIES plans to increase its supply of services both by incorporating adjunct physicians as well as through the establishment of a clinic targeting the upper middle class; in addition, it will also continue to sell oral contraceptives through promoters. A consumption of 3,600 cycles per year has been estimated. Although this represents an increase of 80 per cent over 1992, since the figures are so low, the figure proposed by CIES has been accepted, subject to adjustment once consumption data for a six-month period become available.

No shipments of this product will be necessary during 1993, although a shipment of 4,800 units should be scheduled for January 1994.

With regard to *Copper Ts*, consumption reported in 1991 was 2,600 units while consumption for 1992 was 3,900 units, which shows a marked trend toward an increase in the use of more effective methods. Among the strategies for 1993-1995, CIES plans to expand the hours of operation at the clinics, in order to maximize supply capability, as follows:

Hours of operation for the clinics in:

El Alto	8 hours x 5 days 4 hours x 1 day
La Paz	9.5 hours x 5 days
Oruro	7.5 hours x 5 days 3 hours x 1 day
Potosí	6 hours x 5 days

	3 hours x 1 day
Tarija	6 hours x 5 days
	3 hours x 1 day
(began providing service in 10/92)	
Sucre	6 hours x 5 days
(began providing service in 01/93)	

The Sucre clinic is financed by CIES with its own funds and forms a part of an operations research project on natural methods. Eventually, it is expected that all clinics will provide care for a minimum of eight hours per day.

For 1993-1995, consumption figures of 5,200, 5,900 and 6,000 respectively have been estimated for Copper Ts; it is hoped that both new and existing clinics will continue to promote the use of this method. Since it represents the most prevalent method in use in Bolivia (following female sterilization), CIES should take advantage of this situation to continue its promotional activities and thus increase use.

For 1993, CIES will require a total shipment of 5,200 units which, according to the CPTs prepared by B. Uribe and submitted to USAID/Bolivia in December 1992, have not been scheduled by Pathfinder. In addition, Pathfinder has scheduled only 2,000 units for 1994, although CIES will require 8,000 additional units for that year.

Conceptrol vaginal tablets are a method with a very low prevalence of use. The goal proposed by CIES for 1991 (90,800 units) was considerably above the actual consumption figure reported (25,300), despite the fact that that goal was less than consumption reported in 1990 (98,00 units). Consumption in 1992 totalled 22,200 units, which shows a clear trend toward a decrease in acceptance and consumption of this method.

When CIES modified its policy of goal achievement based on number of CYPs generated, a considerable drop in the number of tablets distributed was observed, as there was no longer any pressure for promoters to strive to reach goals based on that parameter.

CIES goals for 1993-1995 are the same as those proposed in the CPTs prepared in 03/92; it is hoped that these data can be reviewed once data covering consumption for the first six months in 1993 become available.

ANNEX A
PERSONS AND INSTITUTIONS CONTACTED

PERSONS AND INSTITUTIONS CONTACTED

In La Paz:

USAID/BOLIVIA

- Dr. Sigrid Anderson, Assistant Director, Health and Human Resources Division (HHR)
- Dr. Elba Mercado, Project Coordinator, HHR
- Lic. Jennifer Macías, Project Coordinator, HHR
- Lic. Isabel Stout, Coordinator of the AIDS Prevention Program

FUNDACION DE ASISTENCIA MEDICO-SOCIAL (FAMES)

- Dr. Ruth Maldonado Ballón, Representative of the Board of Directors
- Dr. Winston Uzín, Supervisor of the FPIA Project
- Dr. Luis Rodríguez, Director of the FPIA Project
- Ing. Edwin Gery Maldonado S., Executive Director
- Lic. Rolando Mariaca, Head of Logistics

CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS (CIES)

- Lic. Elia Pérez de Soriano, Head of Logistics/Statistics
- Lic. Carlos Salazar, MSH Advisor, Development Group

FUNDACION SAN GABRIEL

- Lic. José V. Barragán, Administrative and Financial Director
- Sr. Gerardo Palma, Head of Logistics

CAJA NACIONAL DE SALUD (CNS)

- Dr. Cristina Rentería, Director of the Reproductive Health Project
- Lic. Eddy Valda, Administrator of the Reproductive Health Project

MINISTRY OF PUBLIC HEALTH AND SOCIAL WELFARE

- Dr. Virginia Camacho, PAHO Advisor
- Lic. Teresa Fernández

CHILD AND COMMUNITY HEALTH PROJECT (CCH)

- Mrs. Rita Fairbanks, Director of Training

THE PATHFINDER FUND

- Dr. Alfredo Ariñez, Local Representative

In Cochabamba:

MOTHERCARE PROJECT

- Mr. Bill Bower, Local Representative

- Miss Janet Crespo, Administrative Assistant

PROMEFA

- Dr. Oscar Niño de Guzmán, Director
- Dr. Elizabeth De La Fuente, Director of Personnel

CENTER FOR THE PREVENTION OF CANCER IN WOMEN

- Dr. Ramiro Becerra, Director
- Dr. Tina Carmen Pérez, Rural Program Physician

COMBASE

- Dr. José Velásquez, Director
- Dr. Hugo Castrillo, Coordinator of the MotherCare Project
- Lic. Cristina Chacón, Director of Personnel and Head of Project Finances

ME.DI.CO.

- Dr. Jorge Quiroga, Director
- Dr. Ruby Castellón, Beato Salomón Physician

In Santa Cruz:

PROSALUD

- Dr. Luis Santa Cruz, Director of Medical Services
- Dr. Zulema Gutiérrez, Director of the Laboratory and Pharmacy
- Mr. Walter Soriano, Director of the Social Marketing Project

**ANNEX B
CONSUMPTION AND
INVENTORY MOVEMENT DATA**

CIES INVENTORY CONTROL

1992

BEGINNING BALANCE						AMOUNTS RECEIVED			AMOUNTS DISPATCHED			ENDING BALANCE
DATE	METHOD	BRAND	EXP. DATE	AMOUNT	SOURCE	DATE	AMOUNT	EXP. DATE	DATE	DESTINATION	AMOUNT	
1 JAN 92	IUD	TCU380A	APRIL 92 APRIL 94	171 2,500	PATHFINDE R	APRIL 92	4,600	APRIL 94	JAN-DEC	CONS, CBD, MADJ	171 4,231	0 2,869
1 JAN 92		DIAFRAGM A		100								100
1 JAN 92	PILLS	LO FEMENAL	APRIL 96 SEPT. 95	2,640 860	PATHFINDE R FAMES	APRIL 92 MAY 92	1,200 8,400	APRIL 96 OCT 95	JAN-DEC SEP 92	CONS, CBD, MADJ RETURNED: FAMES LOSSES: PT	1,989 4,800 91	5,360
		OVIDON	AUG. 95	685						TRANSF: FAMES CONS, CBD, MADJ	700 100	60
		RIGEVIDON								TRANSF: FAMES CONS, CBD, MADJ	500 50	135
1 JAN 92	CONDOMS		APRIL 96	28,132 576		MARCH 92	66,000	DEC. 94	JAN-DEC	CONS, CBD, MADJ	89,449 576	4,683 0
		SULTAN ROSETEX NO LOGO	MAY 96	6,000	AID	APRIL 92	102,000	MARCH 96		LOAN:	12,000	90,000
1 JAN 92					PATHFINDE R	APRIL 92	270,000	APRIL 96		MOTHERCARE	1,543	
						APRIL 92	42,000	MAY 96		LOSSES: PT	131,662	138,335
						APRIL 92	12,000	MAY 96		CONS, CBD, MADJ		42,000
						APRIL 92	84,000	MAY 96			84,000	12,000
						MAY 92						0
					FAMES	FEB 92	5,040	NOV 95		CONS, CBD, MADJ	5,037	3
1 JAN 92	VAGINAL TABLETS	DONKUK	JULY 95	44,606	M.P.S.S.P.	SEP 92	33,600	JULY 95		CONS, CBD, MADJ	3,990	
		CONCEPTR OL			FAMES					LOSSES: PT	700	
										LOSSES: DETER. CONS, CBD, MADJ	31,027	42,489
1 JAN 92	FOAM		DEC 92	24		APR 92	1,296	DEC 92		LOSSES: PT	120	525
		DELFFEN			PATHFINDE R	JUL 92	1,620	DEC 93		CONS, CBD, MADJ CONS, CBD, MADJ	675	1,620

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C.I.E.S. INVENTORY CONTROL

1991

BEGINNING BALANCE						AMOUNTS RECEIVED			AMOUNTS DISPATCHED			ENDING BALANCE
DATE	METHOD	BRAND	EXP. DATE	AMOUNT	SOURCE	DATE	AMOUNT	EXP. DATE	DATE	DESTINATION	AMOUNT	
1 JAN 91	IUD	TCU 380A	APRIL 92	3,409	MOH	FEB 91	500	APRIL 94	JAN-JUN	CONS, CBD, MADJ	1,845	1,564
1 JAN 91	PILLS	LO FEMENAL	APRIL 92 MARCH 91	1,134 19,388					JAN-JUN MAR 91	CONS, CBD, MADJ EXPIRATION	930 19,388	204 0
1 JAN 91	CONDOMS	SULTAN DONKUK	SEP 92	258,221	MOH	FEB 91	7,200	NOV 95	JAN-JUN JAN-JUN	CONS, CBD, MADJ CONS, CBD, MADJ	258,015 5,500	206 1,700
1 JAN 91	VAGINAL TABLETS	CONCEPTROL	DEC 91	17,970						CONS, CBD, MADJ	14,955	3,015
1 JAN 91	FOAM	DELFIN	DEC 92									85

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C.I.E.S. INVENTORY CONTROL

1991

BEGINNING BALANCE			AMOUNTS RECEIVED			AMOUNTS DISPATCHED			ENDING BALANCE			
DATE	METHOD	BRAND	EXP. DATE	AMOUNT	SOURCE	DATE	AMOUNT	EXP. DATE	DATE	DESTINATION	AMOUNT	
1 JULY 91	IUD	TCU 380A	APRIL 92	1,564					JULY-DEC	CONS CBD, MADJ	1,243 100	
1 JULY 91			APRIL 94	500	FAMES	AUG 91	2,000	APRIL 94		LOAN TO COBREH LOAN TO CIASE	50 0 0	171 500 2,000
1 JULY 91	PILLS	DIAFRAGM A	APRIL 92	204	FAMES	AUG 91	100					100
		LO FEMENAL OVIDON RIGEVIDON			FAMES MOH MOH	AUG 91 JULY 91 JULY 91	3,500 1,000 1,000	APRIL 96 SEP 95 AUG 95	JULY-DEC	CONS CBD, MADJ	1,064 140 315	2,640 860 685
1 JULY 91	CONDOMS			206	MOH PROSALUD AID	JULY 91 SEP 91 OCT 91	12,000 20,000 42,000	SEP 94 APRIL 96 APRIL 96	JULY-DEC JULY-DEC	CONS CBD, MADJ CONS CBD, MADJ	12,206 20,000 13,868	0 0 28,132
1 JULY 91		SULTAN		1,700	MOH	AUG 91	20,000		JULY-DEC	CONS CBD, MADJ	21,124	576
		ROSETEX			MOH	SEP 91	6,000	MAY 96	JULY-DEC	CONS CBD, MADJ	0	6,000
1 JULY 91	VAGINAL TABLETS	NO LOGO		3,015	FAMES	AUG 91	52,800	JULY 95	JULY-DEC	CONS CBD, MADJ	11,209	44,606
1 JULY 91	FOAM	CONCEPTR OL		85					JULY-DEC	CONS CBD, MADJ	61	24
		DELFEN							JULY-DEC	CONS CBD, MADJ		
									JULY-DEC	CONS CBD, MADJ		

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b/c

DEPARTAMENTO	ATENCIONES BRINDADAS				
	Nuevas	Reconsultas	Total	% Nuevas	% Recons
** LA PAZ	**				
TCU 380A	851	1755	2606	32.66	67.34
PILDORA	172	82	254	67.72	32.28
CONDONES	2079	3152	5231	39.74	60.26
TABLETA VAGINAL	339	253	592	57.26	42.74
ESFUMA VAGINAL	105	23	128	82.03	17.97
CONDON/TABLETA	68	34	102	66.67	33.33
CONDON/ESFUMA	13	1	14	92.86	7.14
M.NATURALES	25	2	27	92.59	7.41
*** Sub Total =>	3652	5302	8954	40.79	59.21
** ORURO	**				
TCU 380A	1350	1604	2954	45.70	54.30
PILDORA	239	154	393	60.81	39.19
CONDONES	1249	1666	2915	42.85	57.15
TABLETA VAGINAL	220	171	391	56.27	43.73
ESFUMA VAGINAL	76	7	83	91.57	8.43
CONDON/TABLETA	6	11	17	35.29	64.71
CONDON/ESFUMA	8	0	8	100.00	0.00
*** Sub Total =>	3148	3613	6761	46.56	53.44
** POTOSI	**				
TCU 380A	554	544	1098	50.46	49.54
PILDORA	116	122	238	48.74	51.26
CONDONES	629	595	1224	51.39	48.61
TABLETA VAGINAL	124	117	241	51.45	48.55
ESFUMA VAGINAL	32	7	39	82.05	17.95
CONDON/TABLETA	4	4	8	50.00	50.00
CONDON/ESFUMA	5	1	6	83.33	16.67
*** Sub Total =>	1464	1390	2854	51.30	48.70
** EL ALTO	**				
TCU 380A	1284	1995	3279	39.16	60.84
PILDORA	160	277	437	36.61	63.39
CONDONES	2120	2582	4702	45.09	54.91
TABLETA VAGINAL	84	36	120	70.00	30.00
ESFUMA VAGINAL	47	19	66	71.21	28.79
CONDON/TABLETA	31	14	45	68.89	31.11
CONDON/ESFUMA	9	11	20	45.00	55.00
M.NATURALES	0	1	1	0.00	100.00
*** Sub Total =>	3735	4935	8670	43.08	56.92
*** T O T A L =>	11999	15240	27239	44.05	55.95
** TOTAL x METODO **					
TCU 380A	4039	5898	9937	40.65	59.35
PILDORA	687	635	1322	51.97	48.03
CONDONES	6077	7995	14072	43.19	56.81
TABLETA VAGINAL	767	577	1344	57.07	42.93
ESFUMA VAGINAL	260	56	316	82.28	17.72
CONDON/TABLETA	109	63	172	63.37	36.63
CONDON/ESFUMA	35	13	48	72.92	27.08

Proyecto : Todos

TOTAL

01/03/93

DEPARTAMENTO	ATENCIONES BRINDADAS				
	Nuevas	Reconsultas	Total	% Nuevas	% Recons
M.NATURALES	25	3	28	89.29	10.71

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INFORME DEL RENDIMIENTO DE INSUMOS ENTREGADOS
Evaluación de Servicios de Planificación Familiar
CIES

Del 1 al 12 de 1992

Proyecto : Todos

TOTAL

01/03/93

DEPARTAMENTO	Programado	I N S U M O S			% Entrega
		Entre/Nuev	Entre/Reco	Por Entregar	
** LA PAZ	**				
TCU 380A	1734	832	8	894	48.44
PILDORA	1970	229	183	1558	20.91
CONDONES	73750	38853	58954	-24057	132.62
TABLETA VAGINAL	29800	6224	4361	19215	35.52
ESPUMA VAGINAL	0	131	28	-159	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
M.NATURALES	0	0	0	0	0.00
** ORURO	**				
TCU 380A	1557	1309	44	204	86.90
PILDORA	1567	310	239	1018	35.04
CONDONES	29950	17807	22735	-10592	135.37
TABLETA VAGINAL	15950	3360	2902	9688	39.26
ESPUMA VAGINAL	0	88	11	-99	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
** POTOSI	**				
TCU 380A	541	550	7	-16	102.96
PILDORA	1151	159	225	767	33.36
CONDONES	25050	11958	16368	-3276	113.08
TABLETA VAGINAL	15300	1215	1185	12900	15.69
ESPUMA VAGINAL	0	41	10	-51	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
** EL ALTO	**				
TCU 380A	0	1133	47	-1180	0.00
PILDORA	39	197	556	-714	1930.77
CONDONES	54150	29589	47566	-23005	142.48
TABLETA VAGINAL	3050	1854	1148	48	98.43
ESPUMA VAGINAL	0	56	37	-93	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
M.NATURALES	0	0	0	0	0.00
** TOTAL x METODO **					
TCU 380A	3832	3824	106	-98	102.56
PILDORA	4727	895	1203	2629	44.38
CONDONES	182900	98207	145623	-60930	133.31
TABLETA VAGINAL	64100	12653	9596	41851	34.71
ESPUMA VAGINAL	0	316	86	-402	0.00

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DEPARTAMENTO	ATENCIONES BRINDADAS				
	Nuevas	Reconsultas	Total	% Nuevas	% Recons
** LA PAZ	**				
TCU 380A	984	1813	2797	35.18	64.82
FILDORA	155	60	215	72.09	27.91
CONDONES	3162	10288	13450	23.51	76.49
TABLETA VAGINAL	491	983	1474	33.31	66.69
ESFUMA VAGINAL	307	398	705	43.55	56.45
CONDON/TABLETA	44	69	113	38.94	61.06
CONDON/ESFUMA	1	2	3	33.33	66.67
*** Sub Total =>	5144	13613	18757	27.42	72.58
** ORURO	**				
TCU 380A	665	1644	2309	28.80	71.20
FILDORA	120	138	258	46.51	53.49
CONDONES	327	2051	2378	13.75	86.25
TABLETA VAGINAL	106	394	500	21.20	78.80
ESFUMA VAGINAL	13	186	199	6.53	93.47
CONDON/TABLETA	10	117	127	7.87	92.13
*** Sub Total =>	1241	4530	5771	21.50	78.50
** POTOSI	**				
TCU 380A	346	411	757	45.71	54.29
FILDORA	65	86	151	43.05	56.95
CONDONES	427	223	650	65.69	34.31
TABLETA VAGINAL	56	32	88	63.64	36.36
ESFUMA VAGINAL	42	19	61	68.85	31.15
CONDON/TABLETA	16	10	26	61.54	38.46
*** Sub Total =>	952	781	1733	54.93	45.07
** EL ALTO	**				
TCU 380A	679	1941	2620	25.92	74.08
FILDORA	109	227	336	32.44	67.56
CONDONES	1520	2683	4203	36.16	63.84
TABLETA VAGINAL	67	26	93	72.04	27.96
ESFUMA VAGINAL	75	54	129	58.14	41.86
CONDON/TABLETA	43	78	121	35.54	64.46
CONDON/ESFUMA	10	8	18	55.56	44.44
*** Sub Total =>	2503	5017	7520	33.28	66.72
*** T O T A L =>	9840	23941	33781	29.13	70.87
** TOTAL x METODO **					
TCU 380A	2674	5809	8483	31.52	68.48
FILDORA	400	511	960	46.77	53.23
CONDONES	5436	15245	20681	26.29	73.72
TABLETA VAGINAL	720	1435	2155	33.41	66.59
ESFUMA VAGINAL	437	657	1094	39.95	60.05
CONDON/TABLETA	113	274	387	29.20	70.80
CONDON/ESFUMA	11	10	21	52.38	47.62

DEPARTAMENTO	Programado	I N S U M O S			% Entrega
		Entre/Nuev	Entre/Reco	Por Entregar	
** LA PAZ	**				
TCU 380A	1734	966	22	746	56.98
PILDORA	1970	276	197	1497	24.01
CONDONES	73750	60834	186200	-173284	334.96
TABLETA VAGINAL	29800	6694	9840	13266	55.48
ESPUMA VAGINAL	0	342	420	-762	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
** DRURO	**				
TCU 380A	1557	664	23	870	44.12
PILDORA	1567	127	200	1240	20.87
CONDONES	29950	3017	17816	9117	69.56
TABLETA VAGINAL	15950	892	3841	11217	29.67
ESPUMA VAGINAL	0	13	186	-199	0.00
CONDON/TABLETA	0	0	0	0	0.00
** POTOSI	**				
TCU 380A	541	345	9	187	65.43
PILDORA	1151	95	137	919	20.16
CONDONES	25050	7453	7995	9602	61.67
TABLETA VAGINAL	15300	1210	890	13200	13.73
ESPUMA VAGINAL	0	42	22	-64	0.00
CONDON/TABLETA	0	0	0	0	0.00
** EL ALTO	**				
TCU 380A	0	636	2	-638	0.00
PILDORA	39	164	439	-564	1546.15
CONDONES	54150	17210	62304	-25364	146.84
TABLETA VAGINAL	3050 ✓	89	1134	1025	66.39
ESPUMA VAGINAL	0	65	89	-174	0.00
CONDON/TABLETA	0	0	0	0	0.00
CONDON/ESPUMA	0	0	0	0	0.00
** TOTAL x METODO **					
TCU 380A	3832	2611	56	1165	69.60
PILDORA	4727	662	973	3092	34.59
CONDONES	182900	88514	274315	-179929	198.38
TABLETA VAGINAL	64100	9687 ✓	15705 ✓	38708	39.61
ESPUMA VAGINAL	0	482	717	-1199	0.00

Modelo QUIFUS

BEST AVAILABLE DOCUMENT

C. I. E. S.

CANTIDAD QUE SE ESPERA CONSUMIR

METODO	1993	1994	1995
TCU	5,200	5,980	6,578
FILDDRA	3,600	4,140	4,554
CONDUN	280,404	308,444	339,289
T. VAG.	24,000	27,600	30,360

BEST AVAILABLE DOCUMENT

ANNEX C
1993 - 1995 CPTs

Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: 52mm Colored Sultan
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:41
 Prepared on: 03/02/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	290.3	34.7	358.4	120.8	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	362.8	243.8	291.6	320.0	320.0
(b) Loss/Disposal		1.5			
(c) Transfer	-65.2	-143.0	-54.0		
3. Add'l Contraceptives					
(a) Received	42.0	426.0		NA	NA
(b) Scheduled	NA			46.0	NA
4. End of Yr Stock	34.7	358.4	120.8	-153.2	NA
5. Desired EOY Stock	NA	NA	213.3	213.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	90.0	366.0	NA
7. Unmet Need	NA	NA	90.0	366.0	542.8

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:41
Prepared on: 03/02/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE Year: 1992

TOTAL CONSUMPTION REPORTED BY PROJECTS, ACCORDING TO QUIPUS REPORT.

2a. ESTIMATED USE Year: 1993

A 20% INCREASE HAS BEEN ESTIMATED, ASSUMING THAT THE NEW CLINICS WILL CONTRIBUTE TO INCREASING PROMOTION OF THIS METHOD. HOWEVER, THIS FIGURE IS PROVISIONAL AND SHOULD BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE FOR 1993.

2a. ESTIMATED USE Year: 1994

A 10% INCREASE HAS BEEN ESTIMATED. SAME AS 1993.

2a. ESTIMATED USE Year: 1995

SAME AS 1994.

2b. ESTIMATED LOSS Year: 1992

ADJUSTMENT MADE TO INVENTORIES. QUANTITY WAS MISSING WHEN PHYSICAL INVENTORY WAS CONDUCTED.

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:41
Prepared on: 03/02/93
Modified on: 03/06/93

2c. TRANSFERS Year: 1991

TRANSFERRED FROM MOH (18,000 SULTAN, 7,200 DONKUK, 20,000 ROSETEX),
PROSALUD (20,000)

2c. TRANSFERS Year: 1992

TRANSFERRED FROM THE AIDS PROGRAM (66,000-SULTAN), FAMES (84,000-NO
LOGO), MOH (5,040-DONKUK). LOANED TO MOTHERCARE (12,000).

2c. TRANSFERS Year: 1993

TRANSFERRED BY FAMES.

3a. SHIPMENTS RECEIVED Year: 1992

THIS LOT OF 426,000 UNITS ARE NO LOGO CONDOMS, ACCORDING TO REPORTS.

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:41
Prepared on: 03/02/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
IPPF/W	42,000	10/29/91
PATH	426,000	05/30/92
PATH	46,000	04/15/94

Total shipments: 514,000

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:41

Prepared on: 03/02/93

Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: 52mm Colored Sultan
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:42
 Prepared on: 03/02/93
 Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
 New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	90,000.0
Unmet Need (1993):	90,000.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	366,000.0
Unmet Need (1994):	366,000.0

227

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:42
Prepared on: 03/02/93
Modified on: 03/06/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	542,800.0
	Unmet Need (1995):	542,800.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	343,700.0
	Unmet Need (1996):	343,700.0

228

Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:42
 Prepared on: 03/02/93
 Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	3.4	3.3	4.0	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	2.6	3.9	5.2	5.9	6.0
(b) Loss/Disposal					
(c) Transfer	-2.5				
3. Add'l Contraceptives					
(a) Received		4.6		NA	NA
(b) Scheduled	NA			2.0	NA
4. End of Yr Stock	3.3	4.0	-1.2	-3.9	NA
5. Desired EOY Stock	NA	NA	3.9	4.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	5.2	8.0	NA
7. Unmet Need	NA	NA	4.6	8.0	10.3

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

229

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:42
Prepared on: 03/02/93
Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE. EXP. DATE: 04/92.

2a. ESTIMATED USE

Year: 1991

TOTAL NUMBER OF INSERTIONS REPORTED BY 4 PROJECTS: PATHFINDER 1,417, FPIA 707, IPPF 461, AND SHARED RISK 77 UNITS.

2a. ESTIMATED USE

Year: 1992

TOTAL NUMBER OF INSERTIONS REPORTED BY ALL PROJECTS. NUMBER OF NEW USERS: 4,039, AND 106 REINSERTIONS.

2a. ESTIMATED USE

Year: 1993

CIES IS EXPANDING ITS SERVICES THROUGH 3 NEW CLINICS (LA PAZ, TARIJA AND SUCRE), AND INCREASING THE EFFORT IN PROMOTION THROUGH PROMOTERS AND ASSOCIATED DOCTORS. A SIGNIFICANT INCREASE IN DEMAND IS EXPECTED, AS FROM 1991-92. FIGURE SHOULD BE REVISED ONCE 6-MONTH DATA IS AVAIL.

2a. ESTIMATED USE

Year: 1994

PROVISIONAL FIGURE. SHOULD BE MODIFIED ONCE AT LEAST 6-MONTH CONSUMPTION DATA FOR 1993 IS AVAILABLE.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994.

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:42

Prepared on: 03/02/93

Modified on: 03/04/93

2c. TRANSFERS

Year: 1991

TRANSFERRED FROM THE MOH (500 UNITS IN 01/91) AND FAMES (2,000 IN
08/91, EXP. DATE: 04/94)

3a. SHIPMENTS RECEIVED

Year: 1992

EXPIRY DATE: 04/94.

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:42
Prepared on: 03/02/93
Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
PATH	4,600	04/15/92
PATH	2,000	04/15/94

Total shipments: 6,600

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	600	01/30/93

Total to order: 600

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	600.0
-----	-----
Total (1993):	600.0
Quantity Needed (1993):	5,200.0
Unmet Need (1993):	4,600.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	8,000.0
Unmet Need (1994):	8,000.0

734

Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:43
 Prepared on: 03/02/93
 Modified on: 03/04/93

1993 Contraceptive Requirements Estimate
 New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	10,300.0
Unmet Need (1995):	10,300.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	6,700.0
Unmet Need (1996):	6,700.0

235

Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:43
 Prepared on: 03/02/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	20.5	5.1	6.1	2.5	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	1.6	2.0	3.6	4.1	4.5
(b) Loss/Disposal	19.3	0.1			
(c) Transfer	-5.5	-1.9			
3. Add'l Contraceptives					
(a) Received		1.2		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	5.1	6.1	2.5	-1.6	NA
5. Desired EOY Stock	NA	NA	2.7	3.0	NA
6. Net Supply Situati ^o n.					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA		4.8	NA
7. Unmet Need	NA	NA		4.8	7.8

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 3

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE. 19,388 CYCLES EXPIRE IN 03/91.

2a. ESTIMATED USE

Year: 1991

CONSUMPTION REPORTED: 1,635 UNITS, ACCORDING TO QUIPUS REPORT.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY PROMOTERS AND ASSOCIATED DOCTORS. TOTAL NEW VISITS: 687, REVISITS: 635.

2a. ESTIMATED USE

Year: 1993

CIES IS EXPANDING SERVICES THROUGH 3 NEW CLINICS (LA PAZ, TARIJA AND SUCRE), SO IT IS EXPECTED AN INCREASE IN THE OFFER OF THIS AND OTHER METHODS. FIGURE SHOULD BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:43

Prepared on: 03/02/93

Modified on: 03/23/93

2b. ESTIMATED LOSS Year: 1991

EXPIRED IN 03/91 AND WERE DISPOSED OF.

2b. ESTIMATED LOSS Year: 1992

REPORTED LOSSES.

2c. TRANSFERS Year: 1991

TRANSFERRED FROM FAMES (3,500), AND THE MOH (2,000- RIGEVIDON AND OVIDON)

2c. TRANSFERS Year: 1992

TRANSFERRED BY FAMES (2,400), TRANSFERRED TO PROSALUD (500).

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
PATH	1,200	04/30/92

Total shipments: 1,200

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order:

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	4,800.0
Unmet Need (1994):	4,800.0

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:43
Prepared on: 03/02/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received
-----	-----

Total (1995):	0.0
Quantity Needed (1995):	7,800.0
Unmet Need (1995):	7,800.0

1996	
Supplier Name	Quantity Received
-----	-----

Total (1996):	0.0
Quantity Needed (1996):	5,300.0
Unmet Need (1996):	5,300.0

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Country: Bolivia
 Recipient: Centro de Investigacion, Educac. Y Serv.
 Product: Conceptrol Foaming Tablet
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:43

Prepared on: 03/02/93

Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	17.9	45.4	56.8	26.8	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	25.3	22.2	30.0	30.0	30.0
(b) Loss/Disposal					
(c) Transfer	-52.8	-33.6			
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	45.4	56.8	26.8	-3.2	NA
5. Desired EOY Stock	NA	NA	20.0	20.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	4.8		NA
(b) Qty Needed	NA	NA		24.0	NA
7. Unmet Need	NA	NA		24.0	50.0

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:44
Prepared on: 03/02/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE. EXP.DATE: 12/91.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY PROJECTS, ACCORDING TO QUIPUS REPORT. NEW VISITS: 720, REVISITS: 1,435.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY PROJECTS, ACCORDING TO QUIPUS REPORT. NEW VISITS: 767, REVISITS: 577.

2a. ESTIMATED USE

Year: 1993

SAME GOAL ESTIMATED IN 1992 CPTs HAS BEEN CONSIDERED, EXPECTING THAT CIES WILL PROMOTE THIS METHOD AMONG NEW CLINICS.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2c. TRANSFERS

Year: 1991

TRANSFERRED FROM FAMES IN 08/91. EXP. DATE:07/95.

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Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:44

Prepared on: 03/02/93

Modified on: 03/02/93

2c. TRANSFERS

Year: 1992

TRANSFERRED FROM FAMES.

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245

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:44

Prepared on: 03/02/93

Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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246

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:44
Prepared on: 03/02/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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247

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:44
Prepared on: 03/02/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	24,000.0
Unmet Need (1994):	24,000.0

248

Country: Bolivia
Recipient: Centro de Investigacion, Educac. Y Serv.
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:44
Prepared on: 03/02/93
Modified on: 03/02/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	50,000.0
	Unmet Need (1995):	50,000.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	30,000.0
	Unmet Need (1996):	30,000.0

PART FIVE:

ASOCIACION BOLIVIANA DE AYUDA A LA FAMILIA
AYUDAFAM

TABLE OF CONTENTS

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B.	INVENTORY CONTROL, REPORTING AND DATA RECORDING. PROGRAMMING OF FAMILY PLANNING SERVICES	4
C.	ESTIMATE OF CONTRACEPTIVE NEEDS 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)	5

ANNEXES:

ANNEX A: LIST OF PERSONS AND INSTITUTIONS CONTACTED

ANNEX B: 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)

**ASOCIACION BOLIVIANA DE AYUDA A LA FAMILIA
AYUFAM**

March 1-10, 1993
La Paz, Bolivia

Nora C. Quesada
Regional Logistics Consultant
John Snow, Inc.

I. OBJECTIVES OF THIS VISIT

The primary objectives of this visit were as follows:

- A. To prepare the Contraceptive Procurement Tables (CPTs) for the 1993-1995 period.
- B. To review the system of inventory control, reporting and data recording [and] programming of services by the family planning program.

RECOMMENDATIONS

The primary recommendations submitted for the consideration of management were as follows:

- 1. Establish consumption goals based on amounts requested directly by users and not on those suggested by the program. In order to determine use, it is suggested that data be collected on amounts delivered directly to users, using the forms designed for this purpose.
- 2. Establish as soon as possible an information system that will make it possible to gather data on consumption and inventory (stock on hand) at the various levels. Toward this end, it is recommended that a daily register be created that will make it possible to record consumption data as recorded by the service provider.
- 3. User goals should be established in accordance with the supply capability of the organization, taking into account as well other sources of service delivery in the area. In addition, if goals are based on new users, the program should provide for appropriate follow-up in order to evaluate impact, coverage and continuation in the use of contraceptive methods. This should be negotiated with project funders.

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4. Once railroad car activities are re-initiated, include the railroad network physicians in the supervisory visits conducted under the project in order to evaluate the advisability of continuing to operate this network, by estimating the coverage provided.
5. Establish a policy of conducting periodic physical inventories (at least every three months) to detect any discrepancies in inventory balances. This is necessary in order to avoid discrepancies between amounts reported as consumption and amounts recorded as available inventory at all levels.

I would like to take this opportunity to thank all of the individuals contacted during this visit for their kind and valuable cooperation and for the time they devoted to assisting me in my mission. A complete list of all these individuals can be found in Annex A to this report.

II. CURRENT STATUS OF AYUFAM

A. CURRENT PROJECTS

RAILROAD CAR CLINIC: This project was suspended as of 02/93 because financing received from IPPF/WHR expired as of that date. There are some possibilities that Pathfinder may take on this project but no decision has yet been made in this regard.

The project involves providing family planning services to all of the towns and hamlets located along the railroad right of way in the western region of the country. An ENFE railroad car has been equipped with all of the basic medical implements required to provide primary health care and family planning services (including Copper Ts).

The railroad car is designed to deploy as a freight train, due to its considerable weight and the slow speed at which it must proceed. The hook-up of the railroad car clinic to the national railway system takes place on Mondays and Thursdays, which is when the train departs for the southern region of the country. These medical sweeps generally last for two weeks, during which time the railway car clinic remains parked for one or two days in each town or station along the way.

The medical team is divided into two groups, each of which includes a physician, a social worker and a nurse-promoter; the teams alternate every two weeks. The team remaining in La Paz provides services in the referral clinics.

Coverage of all towns would be complete if both teams worked in a coordinated fashion, with each providing coverage for two weeks a month. However, the car receives monthly maintenance and, taking into account other difficulties, it is estimated that it is actually in operation for only 24 days a month.

There are 20 health promoters on each of the three runs who are trained to provide information and sell condoms and vaginal tablets to local users. Each promoter receives an initial kit (free of charge) of these contraceptives and other basic medicines (aspirin, etc.) with which she initiates her promotional and sales activities.

In addition, within the area covered by the railroad, there is a network of physicians (approximately nine) stationed in the towns in which the railroad stations are located and who as a rule are present in the towns only on a temporary basis, providing their year of social service prior to graduation. These physicians work in Ministry of Health facilities and the project provides them with free contraceptives (with the exception of Copper Ts) so that they are able to provide care to users when the railroad clinic is not available. However, to date no follow-up is provided with respect to the level of service delivery provided by these physicians or amounts of contraceptives used.

Due to its particular operational context, the railroad clinic was gradually transformed into a means of providing primary health care services in conjunction with the family planning component. The reason for this is that one of the primary funders (FIS) stresses health services.

AYUFAM also receives financial and technical support from independent contractors for conducting a number of different studies and research projects involving reproductive health. These contractors include the Social Investment Fund (FIS), which plans to provide funds for expanding the railroad car services in order to cover the eastern railroad region (including Santa Cruz and Tarija), toward the border with Brazil and Argentina. Plans call for an agreement to be signed with the Health Unit and for an additional railroad car to be provided for this activity.

Other Projects:

A rural clinic in Inquisivi which, in accordance with the terms of an agreement signed with Save the Children (STC), provides health care to the residents of four small villages. In addition to Inquisivi, coverage is provided to the regions of Quime, Licoma and Sircuata, the total estimated population of which was 76,154 in 1986.

In accordance with the agreements signed with the Health Unit of the Ministry of Public Health (MOH), STC uses the local health centers to provide primary health care. Although the MOH has such health centers in operation, they do not offer family planning services.

In order to provide coverage to the four above-mentioned regions, AYUFAM will have available the services of one physician and one nurse, who will provide

reproductive health care services and prenatal follow-up (initially), including subsequent pediatric care.

The staff will rotate among the four villages: every four weeks they will return to the same city and will remain in each for a period of 48 hours. Coordination tasks with regard to this personnel will be provide by the physician and nurse currently working in the clinic at El Alto and an additional physician and nurse will be hired as substitutes at El Alto.

- Clinics at El Alto, Villa Fátima and El Tejar (La Paz) and an additional clinic at AYUFAM headquarters, for middle class clientele.

To conclude, AYUFAM provides family planning services through:

MotherCare and IPPF/WHR Project (Railroad Car):

- Railroad car clinic
- Railroad car network physicians
- Promoters

IPPF/WHR Project:

- Clinics located in El Alto (La Ceja), Villa Fátima and El Tejar, and an additional clinic in Arce (AYUFAM headquarters)
- Rural clinic in Inquisivi
- Promoters

Project with California Foundation:

- Mobile clinic

**B. INVENTORY CONTROL, REPORTING AND DATA RECORDING.
PROGRAMMING OF FAMILY PLANNING SERVICES**

According to information provided by Dr. Monasterios, the clinics, including the railroad car clinic, report the number of new users, repeat visits and contraceptives delivered, although no breakdown is being provided for amounts delivered to new and continuing users. With regard to records, a daily log has not yet been created that would make it possible for the clinics to record all daily transactions and avoid discrepancies in the data collected. Promoters report amounts sold, but owing to the low sales price, these figures represent distribution rather than consumption.

The program has established a Delivery Guide for contraceptives delivered to each user: As a rule, promoters and physicians deliver or sell to users such amounts of contraceptives as the promoters feel that the users need, in accordance with the frequency of sexual relations

reported by the users. This could lead to distortions with regard to the usage figure, since users receive those amounts that the physician feels that they need, rather than those actually requested.

Not all component distributors (railroad car, promoters, etc.) record data on users. At the central level, estimates are made of the number of users served monthly by each component, based on distribution or the amounts of contraceptives delivered to them by the central warehouse during each period. Thus, using the Delivery Guide described in previous reports, the central level assumes that all amounts delivered to each component are in turn distributed to users and, based on these amounts, an estimate is prepared of the number of users that may have been served by distributors.

C. ESTIMATE OF CONTRACEPTIVE NEEDS - 1993-1995 CONTRACEPTIVE PROCUREMENT TABLES (CPTs)

During 1992, the following consumption data were reported by clinic and component (methods are expressed in units):

PROJECT	USERS REPORTED	TCU380A	CONDOMS	VAGINAL TABLETS	ORALS	CYPs*
EL ALTO	649	103	3,304	1,346	328	413.2
V. FATIMA	1,069	244	3,126	2,083	377	913.7
EL TEJAR	540	140	1,299	1,250	85	512.5
AYUFAM (Arce)	132	36	366	203	40	132.3
RAILROAD CAR CLINIC	657	92	3,995	2,960	344	391.2
INQUISIVI	298	71	3,390	2,370	75	291.9
MOBILE CLINIC	354	89	2,403	1,034	80	339.6
COMMUNITY CLINIC	2,560	---	23,170	9,870	---	220.2
PROMOTERS	1,551	---	15,613	7,492	---	153.9
RAILROAD NETWORK PHYSICIANS	739	33	7,390	3,850	392	216.4
TOTAL	8,549	808	64,056	32,458	1,721	3,585

* Couple-Years Protection generated

Conversion factors used:

TCU380A	3.5 years per unit per user
CONDOMS AND VAGINAL TABLETS	150 units per user per year
ORALS	15 units per user per year

The community clinics are the rural promoters and the mobile clinic is funded by a California foundation. As can be seen, there is a large difference between the number of users reported and CYPs generated, which leads to a need to restate the strategy used by AYUFAM, at the suggestion of the donor agencies, of basing its consumption goals on numbers of new users, without paying much attention to actual historical consumption observed.

During the process of preparing the CPTs during this visit, difficulties were encountered in balancing inventory data, as after calculating the balance on hand as of January 1, 1992, amounts received and amounts reported as consumption for the entire year, it was found that there was a large difference between the resulting final balance and the balance determined on the basis of physical inventory. This indicates that difficulties exist in recording reliable data that could be used to make projections. Accordingly, it has been recommended that appropriate forms be designed and that physical inventories be taken periodically in order to detect problems in time.

In order to resolve these discrepancies in inventory on hand, a physical inventory was taken in both the clinics and the warehouse, and data were adjusted in accordance with findings.

Condoms:

As a result of the way in which the scheduling of deliveries of supplies to users has been conceived (by estimating the number of condoms delivered based on the number of users reported and the frequency of sexual relations), the process of estimating consumption becomes difficult, as the various project components do not collect data on users or on amounts distributed, as has been mentioned in previous reports.

To calculate future condom needs, consideration has been given to the various aspects that could affect consumption of this method, especially in the projects other than the railroad car clinic, network physicians and promoters in that particular region. These aspects are as follows:

- Other sources of supply in the area.
- The large supply of condoms on the market, as provided both by the MOH as well as by other NGOs, including the Social Marketing Project.

- The low levels of prevalence of the use of this method.

Although sales of condoms reported by the PROSALUD social marketing program (coverage of which extends to the primary cities in the country) might provide some indication as to the increase in the acceptance and use of this method, it would be too much of a generalization to state that the same situation is true for the rural area, where information is almost nonexistent with regard to family planning methods and prevention of sexually transmitted diseases and where cultural barriers are much greater.

It is not possible at present to define the market reflecting the greatest consumption of condoms at the national level and only a market study focusing specifically on this product could provide a conclusive response.

Distribution of consumption [sic] reported by AYUFAM in 1992 totalled 64,056 units. For 1993, a significant increase has not been not projected (70,000), based on the above as well as on observed consumption. For the 1993-1994 period, an increase of 7 per cent has been projected. These figures will be reviewed and adjusted once consumption data for the first six months of 1993 become available.

Consumption of Other Methods:

In the case of *oral contraceptives*, an increase of 47 per cent has been projected for 1993, although in actual numbers this involves an increase from 1,700 cycles in 1992 to 2,500 cycles, since expansion into the eastern region of the country is expected to bring about an increase in the demand for this method, which is the most prevalent method in that region of the country. For 1994-1995, an increase of 20 per cent has been projected, taking into consideration the fact that the organization will place greater emphasis on family planning information and education directed especially toward teenagers and designed to encourage the target audience to adopt more effective methods. These figures will be reviewed and adjusted once consumption data become available.

With regard to *Copper Ts*, total consumption for 1993 has been estimated at 1,500 units, based on the fact that reported consumption for 1992 totalled 800 units inserted and that AYUFAM has opened new clinics in La Paz and plans to expand into the eastern region. This method is the most prevalently used method (following female sterilization) in the country. In addition, AYUFAM plans to provide training in insertion techniques to four additional physicians at their clinics (two existing clinics and three new clinics) to enable them to provide care to widely scattered populations requiring more effective methods.

For the 1994-1995 period, the same projections included in the 1992 CPTs have been used, taking into consideration the trend observed in consumption.

Vaginal tablets constitute a contraceptive method with a very low prevalence of use. Consumption reported for 1991 totalled 17,000 units. The goals proposed by the program director and coordinator are quite modest and are consistent with observed consumption (distribution). It is these goals that are reflected in the CPT tables. An increase of 5 per cent has been estimated for 1992-1994, which for the time being should be considered to be strictly provisional, until such time as actual consumption data become available.

ANNEX A
PERSONS AND INSTITUTIONS CONTACTED

PERSONS AND INSTITUTIONS CONTACTED

In La Paz:

USAID/BOLIVIA

- Dr. Sigrid Anderson, Assistant Director, Health and Human Resources Division (HHR)
- Dr. Elba Mercado, Project Coordinator, HHR
- Lic. Jennifer Macías, Project Coordinator, HHR
- Lic. Isabel Stout, Coordinator of the AIDS Prevention Program

FUNDACION DE ASISTENCIA MEDICO-SOCIAL (FAMES)

- Dr. Ruth Maldonado Ballón, Representative of the Board of Directors
- Dr. Winston Uzín, Supervisor of the FPIA Project
- Dr. Luis Rodríguez, Director of the FPIA Project
- Ing. Edwin Gery Maldonado S., Executive Director
- Lic. Rolando Mariaca, Head of Logistics

CENTRO DE INVESTIGACION, EDUCACION Y SERVICIOS (CIES)

- Lic. Elia Pérez de Soriano, Head of Logistics/Statistics
- Lic. Carlos Salazar, MSH Advisor, Development Group

FUNDACION SAN GABRIEL

- Lic. José V. Barragán, Administrative and Financial Director
- Sr. Gerardo Palma, Head of Logistics

CAJA NACIONAL DE SALUD (CNS)

- Dr. Cristina Rentería, Director of the Reproductive Health Project
- Lic. Eddy Valda, Administrator of the Reproductive Health Project

MINISTRY OF PUBLIC HEALTH AND SOCIAL WELFARE

- Dr. Virginia Camacho, PAHO Advisor
- Lic. Teresa Fernández

CHILD AND COMMUNITY HEALTH PROJECT (CCH)

- Mrs. Rita Fairbanks, Director of Training

THE PATHFINDER FUND

- Dr. Alfredo Ariñez, Local Representative

In Cochabamba:

MOTHERCARE PROJECT

- Mr. Bill Bower, Local Representative

- Miss Janet Crespo, Administrative Assistant

PROMEFA

- Dr. Oscar Niño de Guzmán, Director
- Dr. Elizabeth De La Fuente, Director of Personnel

CENTER FOR THE PREVENTION OF CANCER IN WOMEN

- Dr. Ramiro Becerra, Director
- Dr. Tina Carmen Pérez, Rural Program Physician

COMBASE

- Dr. José Velásquez, Director
- Dr. Hugo Castrillo, Coordinator of the MotherCare Project
- Lic. Cristina Chacón, Director of Personnel and Head of Project Finances

ME.DI.CO.

- Dr. Jorge Quiroga, Director
- Dr. Ruby Castellón, Beato Salomón Physician

In Santa Cruz:

PROSALUD

- Dr. Luis Santa Cruz, Director of Medical Services
- Dr. Zulema Gutiérrez, Director of the Laboratory and Pharmacy
- Mr. Walter Soriano, Director of the Social Marketing Project

ANNEX B
1993 - 1995 CPTs

Country: Bolivia
 Recipient: Cobreh-Sopacof, La Paz
 Product: 52mm Colored Sultan
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:50
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	71.2	41.8	9.8	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	41.4	64.0	70.0	75.0	75.0
(b) Loss/Disposal	9.9				
(c) Transfer	-9.9	-32.0	-54.0		
3. Add'l Contraceptives					
(a) Received	12.0			NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	41.8	9.8	-6.2	-75.0	NA
5. Desired EOY Stock	NA	NA	50.0	50.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	54.0	126.0	NA
7. Unmet Need	NA	NA	54.0	126.0	126.7

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:50
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION REPORTED BY 6 COMPONENTS: JAN-AUG: 26,116 UNITS, AND SEP-DEC: 15,375 UNITS. NO RECORDS ON CONSUMPTION WERE AVAILABLE.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION (SALES) REPORTED BY CLINICS, PROMOTERS, AND RAILROAD NETWORK.

2a. ESTIMATED USE

Year: 1993

PROVISIONAL FIGURE. TO BE REVISED WHEN 6-MONTH CONSUMPTION DATA IS AVAILABLE.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993. MOST LIKELY NO LOGO CONDOMS WILL BE AVAILABLE BY 1994.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:50
Prepared on: 03/09/93
Modified on: 03/09/93

2b. ESTIMATED LOSS Year: 1991

ROSETEX CONDOMS TRANSFERRED BY MOH WERE NOT CONSUMED BEFORE EXPIRATION. SO THEY WERE DISPOSED OF.

2c. TRANSFERS Year: 1991

TRANSFERRED BY THE MOH IN 11/91. BRAND:ROSETEX, EXP. DATE; 01/92.

2c. TRANSFERS Year: 1992

DONATION TO A DOCTOR IN SANTA CRUZ. NO REPORT ON CONSUMPTION HAS BEEN SENT (10,000). TRANSFERRED BY FAMES (42,000).

2c. TRANSFERS Year: 1993

TRANSFERRED BY FAMES IN 01/93.

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:50
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
IPPF/W	12,000	10/22/91

Total shipments: 12,000

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:51

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order: 0

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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268

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:51
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	54,000.0
Unmet Need (1993):	54,000.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	126,000.0
Unmet Need (1994):	126,000.0

Country: Bólviva
Recipient: Cobreh-Sopacof, La Paz
Product: 52mm Colored Sultan
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:51

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	126,700.0
Unmet Need (1995):	126,700.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	79,200.0
Unmet Need (1996):	79,200.0

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Country: Bolivia
 Recipient: Cobreh-Sopacof, La Paz
 Product: Copper T, 380
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:52
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	1.4	0.1	1.5	1.8	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	0.2	0.8	1.5	1.8	2.0
(b) Loss/Disposal					
(c) Transfer	1.1	-2.2			
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.1	1.5	0.0	0.0	NA
5. Desired EOY Stock	NA	NA	1.2	1.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	1.2	1.4	NA
7. Unmet Need	NA	NA	-0.6	1.4	3.5

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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211

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

STOCK ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL CONSUMPTION REPORTED BY CLINICS OF EL ALTO AND VILLA FATIMA.

2a. ESTIMATED USE

Year: 1992

TOTAL NUMBER OF INSERTIONS REPORTED BY CLINICS, ACCORDING TO RECORDS AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1993

SAME GOALS SET IN 1992 CPTs ARE ESTIMATED, BASED ON PREVIOUS CONSUMPTION. FIGURE IS PROVISIONAL AND WILL BE REVISED WHEN 6-MONTH CONSUMPTION DATA IS AVAILABLE FOR 1993.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

2c. TRANSFERS

Year: 1991

DISTRIBUTION TO DOCTORS IN RAILROAD NETWORK (400), ORURO (800), AND YUNGAS (100). THERE IS NO PROJECT IN THESE TWO REGIONS. IT DOES NOT REPRESENT CONSUMPTION, BUT DONATION. RECEIVED FROM FAMES: 200 UNITS.

2c. TRANSFERS

Year: 1992

TRANSFERRED BY FAMES (1,400), AND CNS (800).

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:52

Prepared on: 03/09/93

Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
CPSD	1,800	02/15/93

Total to order: 1,800

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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2/15

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
AID	1,800.0

Total (1993):	1,800.0
Quantity Needed (1993):	1,200.0
Unmet Need (1993):	-600.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	1,400.0
Unmet Need (1994):	1,400.0

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Copper T, 380
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	3,500.0
Unmet Need (1995):	3,500.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	2,400.0
Unmet Need (1996):	2,400.0

Country: Bolivia
 Recipient: Cobreh-Sopacof, La Paz
 Product: Lo-Femenal, Blue Lady
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
 Time: 12:52
 Prepared on: 03/09/93
 Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
1. Beg. of Year Stock	7.4	5.9	14.3	20.2	17.2
2. Estimated Consumption					
(a) Sales/Distrib.	6.0	1.7	2.5	3.0	3.0
(b) Loss/Disposal			1.2		
(c) Transfer	-4.5	-0.1			
3. Add'l Contraceptives					
(a) Received		10.0		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	5.9	14.3	10.6	17.2	NA
5. Desired EOY Stock	NA	NA	2.0	2.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	8.4	15.6	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA	-9.6		

1993 Minimum stock (months): 4
 Maximum stock (months): 8

1994 Minimum stock (months): 4
 Maximum stock (months): 3

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION BY 6 COMPONENTS: JAN-JUL:5,014 CYCLES, AUG:63, SEP-DEC:1,018. BETTER CONTROLS WERE ESTABLISHED IN SEP. NO CONSUMPTION RECORDS WERE AVAILABLE AT THE TIME.

2a. ESTIMATED USE

Year: 1993

ESTIMATED CONSUMPTION BASED ON PLANS TO OPEN 2 NEW CLINICS AND EXPANDING NUMBER OF PROMOTERS. FIGURE IS PROVISIONAL AND WILL BE REVISED ONCE 6-MONTH CONSUMPTION DATA IS AVAILABLE IN 1993.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994.

2b. ESTIMATED LOSS

Year: 1993

1,240 CYCLES OF LO-FEMENAL WILL EXPIRE AS OF 04/93.

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

2c. TRANSFERS Year: 1991

TRANSFERRED BY FAMES (500-LOFEMENAL), MOH (2,000 OVIDON AND 2,000 RIGEVIDON).

2c. TRANSFERS Year: 1992

TRANSFERRED BY FAMES (3,600 LO-FEMENAL). DISTRIBUTED TO DOCTORS ON RAILROAD NETWORK: 3,500. THEY DO NOT REPORT ANY CONSUMPTION.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
IPPF/W	10,000	03/15/92

Total shipments: 10,000

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
CPSD	9,600	02/15/93

Total to order: 9,600

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received
-----	-----
AID	9,600.0
-----	-----
Total (1993):	9,600.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	-9,600.0

1994	
Supplier Name	Quantity Received
-----	-----
Total (1994):	0.0
Quantity Needed (1994):	0.0
Unmet Need (1994):	0.0

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Lo-Femenal, Blue Lady
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:52
Prepared on: 03/09/93
Modified on: 03/09/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1995	
Supplier Name	Quantity Received

Total (1995):	0.0
Quantity Needed (1995):	0.0
Unmet Need (1995):	0.0

1996	
Supplier Name	Quantity Received

Total (1996):	0.0
Quantity Needed (1996):	0.0
Unmet Need (1996):	0.0

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Country: Bolivia
 Recipient: Cobreh-Sopacof, La Paz
 Product: Conceptrol Foaming Tablet
 Prepared by: Nora Quesada, FPLM II Project
 Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:53
 Prepared on: 03/09/93
 Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1991	1992	1993	1994	1995
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	13.6	11.2	41.2	22.3	3.4
2. Estimated Consumption					
(a) Sales/Distrib.	17.0	32.4	18.9	18.9	18.9
(b) Loss/Disposal					
(c) Transfer	-5.0	-62.4			
3. Add'l Contraceptives					
(a) Received	9.6			NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	11.2	41.2	22.3	3.4	NA
5. Desired EOY Stock	NA	NA	12.6	12.6	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	9.6	9.6	NA
(b) Qty Needed	NA	NA			NA
7. Unmet Need	NA	NA		9.6	28.1

1993 Minimum stock (months): 4 1994 Minimum stock (months): 4
 Maximum stock (months): 8 Maximum stock (months): 8

**** S&T/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable S&T/POP/CPSD to confirm product availability before ordering. ****

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:53
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE AND PERIPHERY, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION REPORTED BY DOCTORS AND PROMOTERS FROM 6 COMPONENTS. JAN-JUL: 8,988 AUG: 108, SEP-DEC: 7,978.

2a. ESTIMATED USE

Year: 1992

TOTAL CONSUMPTION REPORTED BY CLINICS, PROMOTERS, AND RAILROAD PROGRAM, ACCORDING TO RECORDS KEPT AT CENTRAL OFFICE.

2a. ESTIMATED USE

Year: 1993

DEMAND FOR THIS METHOD IS LOW. IT WAS AGREED WITH DR. MONASTERIOS THAT WE WILL KEEP THE SAME GOALS PLANNED IN CPTs 1992 AND WILL MONITOR CONSUMPTION. FIGURE IS PROVISIONAL.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:53

Prepared on: 03/09/93

Modified on: 03/23/93

2c. TRANSFERS

Year: 1991

TRANSFERRED BY FAMES IN 05/91 (5,000). DISTRIBUTED TO NETWORK OF DOCTORS (4,800).

2c. TRANSFERS

Year: 1992

TRANSFERRED BY FAMES (62,400).

Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93

Time: 12:53

Prepared on: 03/09/93

Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Source	Quantity	Receipt Received date
IPPF/W	9,600	12/02/91

Total shipments: 9,600

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:53
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
Proposed Shipments from All Suppliers

Total to order:

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:53
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

1993	
Supplier Name	Quantity Received

Total (1993):	0.0
Quantity Needed (1993):	0.0
Unmet Need (1993):	0.0

1994	
Supplier Name	Quantity Received

Total (1994):	0.0
Quantity Needed (1994):	9,600.0
Unmet Need (1994):	9,600.0

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Country: Bolivia
Recipient: Cobreh-Sopacof, La Paz
Product: Conceptrol Foaming Tablet
Prepared by: Nora Quesada, FPLM II Project
Modified by: Nora Quesada, FPLM II Project

Date: 03/23/93
Time: 12:53
Prepared on: 03/09/93
Modified on: 03/23/93

1993 Contraceptive Requirements Estimate
New Supply Summary

Supplier Name	1995	Quantity Received
-----		-----
	Total (1995):	0.0
	Quantity Needed (1995):	28,100.0
	Unmet Need (1995):	28,100.0

Supplier Name	1996	Quantity Received
-----		-----
	Total (1996):	0.0
	Quantity Needed (1996):	18,900.0
	Unmet Need (1996):	18,900.0