

**Rational Pharmaceutical Management Plus  
Training in Quantification of Antiretrovirals, Antimalarials and  
Uterotonics and Related Commodities, Accra, Ghana  
November 27 to December 01, 2006: Trip Report**

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### **About RPM Plus**

The Rational Pharmaceutical Management Plus (RPM Plus) Program, funded by the U.S. Agency for International Development (cooperative agreement HRN-A-00-00-00016-00), works in more than 20 developing countries to provide technical assistance to strengthen drug and health commodity management systems. The program offers technical guidance and assists in strategy development and program implementation both in improving the availability of health commodities—pharmaceuticals, vaccines, supplies, and basic medical equipment—of assured quality for maternal and child health, HIV/AIDS, infectious diseases, and family planning and in promoting the appropriate use of health commodities in the public and private sectors.

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### **Abstract**

MSH/RPM Plus and AWARE-RH organized a regional quantification training workshop for Anglophone West African countries in Accra, Ghana from November 27 to December 01, 2006. The objective of the training was to provide a forum for sharing common experiences and challenges encountered in the quantification of pharmaceutical needs for HIV/AIDS, Malaria, and Reproductive Health programs, and also to strengthen the national level capacity in the quantification process for HIV/AIDS, Malaria and Reproductive Health programs.

A total of 21 participants from five Anglophone countries, Cameroon - CBCHB, Ghana, Liberia, Sierra Leone, and The Gambia attended the one week training.

The training methods used included presentations, group work, plenary discussions and hands-on (practical) exercises using manual quantification methods as well as the RPM Plus quantification tool, QUANTIMED. The take home message from the training was that quantification is an art, requiring the joint efforts of a team (quantification committee). It is a process that begins with data collection, organization of data and information and analysis and decision making with reporting and procurement being the output of this process. At the end of the training each country delegation developed an action plan detailing areas of weakness in the country quantification process and possible interventions to improve the process. Based on the results of an evaluation of the training, the participants were satisfied with the training.

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## **Key Words**

Quantification, Quantimed, Postpartum hemorrhage, Malaria, HIV/AIDS, Uterotonics, antiretroviral and Artemisinin derivatives.

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## ACRONYMS

ACT	Artemisinin-based Combination Therapy
AIDS	Acquired Immunodeficiency Syndrome
AMTSL	Active Management of Third Stage Labor
ARV	Antiretroviral
AWARE-RH	Action for West African Region – Reproductive Health
CBCHB	Cameroon Baptist Convention Health Board
GFATM	Global Fund for AIDS, Tuberculosis and Malaria
HIV	Human Immunodeficiency virus
MSH	Management Sciences for Health
RPM Plus	Rational Pharmaceutical Management Plus
USAID	United States Agency for International Development
WA	West Africa



## BACKGROUND

Countries in the West Africa sub region have in recent years experienced an increase in funding coming through bilateral and multinational donor partnerships to finance procurement of medicines and commodities needed to treat HIV/AIDS, TB and Malaria. Unfortunately, this increase in funding has not brought about an equal increase in availability and access to medicines for many suffering from these diseases. One reason for this imbalance between funding level and medicines availability and access is the limited capacity to manage the medicines and commodities procurement process in these countries.

Malaria is one of the leading causes of morbidity and mortality in West Africa. Resistance of the most common causative parasite, *plasmodium falciparum*, to previously used antimalarial monotherapies such as chloroquine and sulphadoxine-pyrimethamine has become a major obstacle to the effective management of malaria in most endemic areas including the West African region. As such, in line with WHO recommendation, most countries in the region have made the decision to change their antimalarial treatment policy to adopt artemisinin-based combination therapies (ACTs) for first-line treatment of uncomplicated malaria and are in the process of implementing these policies. ACTs are more expensive and have a shorter shelf-life than the previously used antimalarials mentioned and this has created a need for better quantification of requirements to avoid wastage.

As the countries of the region embark and scale-up on HIV/AIDS treatment and care programs, constraints related to management of HIV/AIDS medicines and other commodities are encountered. This is especially true for the antiretrovirals (ARVs). Challenges remain in pharmaceutical management for medicines to treat and manage opportunistic infections (OIs), supplies for supporting laboratory functions such as rapid test kits, commodities required for confirmatory testing and quality control, reagents and equipment needed for managing HIV/AIDS patients, including monitoring the need for treatment with ARVs and the therapeutic process of those so treated. Key among these constraints is the selection, quantification, procurement and use of the drugs, touching on every aspect of the drug management cycle.

Another health problem of increasing international concern is postpartum hemorrhage, a major cause of maternal mortality. WHO estimates that 150,000 women bleed to death each year as a result of childbirth, the risk of dying from postpartum bleeding being 1 in 1,000 deliveries in developing countries. Active Management of Third Stage labor (AMTSL) that includes use of uterotonics has been shown to be effective in preventing postpartum hemorrhage (PPH). In spite of its effectiveness, AMTSL is not extensively practiced in many settings for several reasons including unavailability of uterotonics at the time of delivery.

Dealing with medicine and commodity shortages in the health systems of developing countries is a challenge that has to be addressed by a combination of several interventions that include funding and capacity building. In order to contribute to building medicines supply management capacity in the countries of West Africa, MSH/RPM Plus and AWARE-RH are working together

to respond to requests for technical assistance in quantification<sup>1</sup> made by several countries in West Africa. It was in this light that the following countries participated in the regional quantification training that featured the MSH/RPM Plus quantification tool, Quantimed: Cameroon, Ghana, Liberia, Sierra Leone, and The Gambia.

## **Purpose of Trip**

The RPM Plus team members listed on this report were in Accra, Ghana from November 27 to December 01, 2006, to organize and facilitate a training workshop on quantification of antiretrovirals, antimalarials, uterotonics and related commodities, and the quantification tool, Quantimed. The training workshop targeted Anglophone West African countries and was organized in collaboration with the AWARE-RH project. The training workshop had the following objectives:

1. Provide a forum for participants to share common experiences and challenges encountered in the quantification of pharmaceutical needs for HIV/AIDS, Malaria and Reproductive Health programs.
2. To strengthen national level capacity in the quantification process for HIV/AIDS, Malaria and Reproductive Health programs.

## **Scope of Work**

The scope of work for the RPM/Plus team was as follows:

1. Participate in logistical arrangements before and during the training in Accra.
2. Conduct training on the Quantimed tool for quantifying medicine needs for HIV/AIDS, Malaria and Reproductive Health.
3. Facilitate discussions on challenges and experiences in:
  - a) Quantification committees
  - b) Quantification data sources and collection
  - c) Assumptions necessary in quantification
  - d) The process and approach for quantification
4. Participate in pre- and post-training meetings

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<sup>1</sup> Quantification can be described as a process that involves estimating the quantities of a specific item needed for procurement as well as the financial requirements needed to purchase the items for a specific period of time. Elements such as available finances, human resource capacity, storage capacity, and the capacity of the system to deliver services are considered during the quantification process.

# ACTIVITIES

## **1. Participation in logistical arrangements before and during the training in Dakar:**

On arrival in Accra, the team worked with the staff of AWARE-RH to set up the training hall, update computer software and held a meeting to finalize training plans.

## **2. Training of participants:**

The group of participants at the training was made up of procurement officers/managers, supervisors and program officers. The complete list of participants from the five countries and their job responsibilities is detailed in Annex 2 of this report.

The training was done through plenary discussions, group work and exercises, all of which were included in all sessions. Each session was introduced or summarized by a brief PowerPoint presentation. All the materials discussed at the training were made available to the participants in a binder. The binder contained PowerPoint presentations and notes explaining the concepts and principles of each session. Facilitation of discussions on challenges and experiences took place during many of the sessions and specifically, under the following themes:

- a) Quantification committees
- b) Quantification data sources and collection
- c) Assumptions necessary in quantification
- d) Process and approach for quantification

## **3. Training on the Quantimed tool with examples on how to quantify medicine needs for HIV, Malaria and Reproductive Health programs:**

After a general introduction to the Quantimed tool was presented, participants were introduced to the program in the computer lab where they learned the basic functionality of the tool. The following day, the group divided into three smaller groups and three separate computer labs. One group concentrated on ARV, quantification, while another group concentrated on Artemisinin-based Combination Therapy and the third group discussed the quantification of uterotonics for post partum hemorrhage. In these smaller groups, participants discussed a country-specific case study and were led through the decision making process of developing a set of parameters and data to use in the Quantimed software. Participants were then systematically trained in the functionalities of the software as it related to their disease-specific area.

## **4. Software Installation:**

In order to install the Quantimed software on the participants' personal laptops, Microsoft updates were done, after which the installation took place. All participants who brought laptops to the training went home with Quantimed installed on their laptop as well as a hard copy of the User's Guide and the Quantimed CD.

## **5. Pre- and post-training meetings:**

The MSH/RPM Plus team held meetings with staff from AWARE-RH prior to the start of the training and after each day of the training. A review of the day occurred and discussions were held on how to make improvements for the following day. Changes in agenda and logistics, when necessary, were also discussed. During the meetings and training sessions, the training agenda was finalized and specific training roles were identified for each of the trainers/facilitators – details are shown in the training agenda included in Annex 1.

The team also held a briefing meeting with staff of the USAID/WA office. A copy of the brief is in Annex 3.

## **Collaborators and Partners**

The team met with the Director and staff of AWARE-RH and staff of the USAID West Africa office who also participated in the Opening and Closing ceremonies.

## **NEXT STEPS**

### **Immediate Follow-up Activities**

In collaboration with USAID/WA, GFATM and AWARE-RH, three countries shall be identified for follow-on technical assistance in the improvement of the quantification process and other pharmaceutical management functions to be identified in support of the Global Fund. Consequently, these countries will be Global Fund priority countries with poor implementation performance. Possible choices are Niger, Sierra Leone and Guinea Conakry.

All participants who received Quantimed will receive updates to the Quantimed tool in the future.



## **ANNEX 1.**

### **Training in Quantification of Antiretrovirals, Antimalarials, Uterotonics, and Related Commodities**

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#### **Course Overview**

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The course contains the following sessions—

Session 1: Introduction

Session 2: Basic Concepts of Antiretroviral Therapy, Treatment of Malaria, and Prevention of Postpartum Hemorrhage for Quantification

Session 3: Quantification Methods and Examples for Estimating Pharmaceutical Needs

Session 4A: Issues in Quantifying Needs for ARVs and OI Medicines

Session 4B: Issues in Quantifying Needs for Antimalarials

Session 4C: Issues in Quantifying Needs for Uterotonics

Session 5: Data Requirements for the Quantification of ARVs, Antimalarials, and Uterotonics

Session 6: Assumptions and Decision Making: The Art of Quantification

Session 7: Introduction to Quantimed

Session 8A: Process and Approach to Antiretroviral Medicine Quantification

Session 8B: Process and Approach for Quantifying Antimalarials

Session 8C: Process and Approach for Uterotonics Quantification

## Agenda

Day	Time	Activity	Presenter/Facilitator
Day 1— November 27	09:00–09:45	Course Introduction	Antoine Ndiaye
	09:45–10:30	<b>Session 1:</b> Introduction to Quantification	Laila Akhlaghi
	10:30–10:45	<b>Break</b>	
	10:45–12:00	<b>Session 2:</b> Basic Concepts of Antiretroviral Therapy, Treatment of Malaria, and Prevention of Postpartum Hemorrhage for Quantification	Laila Akhlaghi; Grace Adeya; Jennifer Leopold
	12:00–13:00	<b>Session 3:</b> Quantification Methods and Examples for Estimating Pharmaceutical Needs	Emmanuel Nfor
	13:00–14:00	<b>Lunch</b>	
	14:00–15:00	<b>Session 3, con't.:</b> Quantification Methods and Examples for Estimating Pharmaceutical Needs	Emmanuel Nfor
	15:00–15:15	<b>Break</b>	
	15:15–17:00	<b>Session 3, con't.:</b> Quantification Methods and Examples for Estimating Pharmaceutical Needs	Emmanuel Nfor
	17:00–17:30	Facilitator meeting	Facilitators
Day 2— November 28	08:30–08:45	Report of day 1	Antoine Ndiaye
	08:45–10:00	<b>Session 4 (A, B, and C):</b> Break-out Session: Issues in Quantification for ARVs, Antimalarials, and Uterotonics  Plenary presentations and discussion	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor
	10:00–10:15	<b>Break</b>	
	10:15–13:00	<b>Session 5:</b> Break-out Session: Data Requirements for the Quantification of ARVs, Antimalarials, and Uterotonics  Plenary presentations and discussion	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor
	13:00–14:00	<b>Lunch</b>	
	14:00–15:00	<b>Session 6:</b> Assumptions and Decision Making: The Art of Quantification	Emmanuel Nfor
	15:00–15:15	<b>Break</b>	
	15:15–17:00	<b>Session 7:</b> Introduction to QUANTIMED and Installation	Laila Akhlaghi
	17:00–17:30	Facilitator meeting	Facilitators

<b>Day</b>	<b>Time</b>	<b>Activity</b>	<b>Presenter/Facilitator</b>
<b>Day 3— November 29</b>	08:30–08:45	Report of day 2	Antoine Ndiaye
	08:45–10:00	<b>Session 8 (A, B, and C):</b> Break-out Session: Process and Approach for the Quantification of ARVs, Antimalarials, and Uterotonics	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	10:00–10:15	<b>Break</b>	
	10:15–13:00	Hands-on with QUANTIMED  Morbidity and consumption examples	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	13:00–14:00	<b>Lunch</b>	
	14:00–15:00	Hands-on with QUANTIMED  Morbidity and consumption examples	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	15:00–15:15	<b>Break</b>	
	15:15–17:00	Hands-on with QUANTIMED  Morbidity and consumption examples	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	17:00–17:30	Facilitator meeting	Facilitators
<b>Day 4— November 30</b>	08:30–10:00	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	10:00–10:15	<b>Break</b>	
	10:15–13:00	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	13:00–14:00	<b>Lunch</b>	
	14:00–15:30	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	15:00–15:15	<b>Break</b>	
	15:15–17:00	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	17:00–17:30	Facilitator meeting	Facilitators

<b>Day</b>	<b>Time</b>	<b>Activity</b>	<b>Presenter/Facilitator</b>
<b>Day 5— December 1</b>	08:30–10:00	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	10:00–10:15	<b>Break</b>	
	10:15–14:00	Hands-on with QUANTIMED	Laila Akhlaghi; Grace Adeya/Gladys Tetteh; Jennifer Leopold; Emmanuel Nfor; Antoine Ndiaye
	14:00–15:00	Closing ceremony	Antoine Ndiaye

## ANNEX 2.

Regional Quantification Training Workshop for Anglophone West African countries for HIV/AIDS, Malaria and Reproductive Health commodities using the "Quantimed Tool", November 27 to December 1, 2006, in Accra, Ghana at Earl Beam Hotel

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***Training in quantification of antiretrovirals, antimalarials, uterotonics, and related commodities***

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## ANNEX 3

### MSH/RPM Plus Brief/De Brief with USAID-WA Tuesday, November 28, 2006

#### **AWARE-RH Workshop: Training in Quantification of AntiRetrovirals, Antimalarials, Uterotonics and Related Commodities in Accra, GHANA**

**28 November – 1 December, 2006**

**Background:** As a follow-up to a regional quantification workshop that RPM Plus conducted in August 2005 where participant countries expressed an interest in learning and using QUANTIMED, MSH/RPM Plus and AWARE-RH organized a regional quantification training for francophone West African countries in Dakar Senegal 21-25 August, 2006 focusing on anti-retrovirals, anti-malarials, uterotonics and related commodities. This workshop held in Accra, Ghana was designed to offer a similar forum for anglophone West African countries.

#### **Objectives for the training:**

1. Provide a forum for sharing common experiences and challenges encountered in the quantification of pharmaceutical needs for HIV/AIDS, Malaria and Reproductive Health programs, and;
2. Strengthen national level capacity in the quantification process for HIV/AIDS, Malaria and Reproductive Health programs using QUANTIMED.

#### **Summary of Training:**

- Day 1 -** Introduction for the quantification methods
- Day 2 -** Small group discussion on quantification in relation to the specific diseases, assumptions, and action planning
- Day 3 -** Introduction to the basics of QUANTIMED
- Day 4 -** Specific training on QUANTIMED for each disease group
- Day 5 -** Continuation of Day 4, recap and closing

Countries represented by 4-5 participants at the workshop include Cameroon, Ghana, Liberia, Sierra Leone, and The Gambia. As part of the workshop, participants receive a QUANTIMED Users Guide and program installation CD-ROM. Participants who brought their laptops to the training, should have QUANTIMED successfully installed before their return to home countries.

#### **Facilitators for the Training:**

1. Emmanuel Y. Nfor, Senior Program Associate, Management Sciences for Health
2. Laila Akhlaghi, Senior Program Associate, Management Sciences for Health
3. Jennifer Leopold, Senior Program Associate, Management Sciences for Health
4. Grace Adeya, Senior Program Associate, Management Sciences for Health
5. Gladys Tetteh, Senior Program Associate, Management Sciences for Health

#### **Anticipated follow-on activities:**

1. Email updates and responses to user questions on QUANTIMED
2. AWARE-RH to support follow-on capacity building in quantification in two selected countries

**Other activities on this trip:** Emmanuel Nfor and Jennifer Leopold will meet with Dr. Henrietta Odoi-Agyarko, Ghana Health Service (GHS) to discuss the possibility of including GHANA in POPPHI Global Survey of Active Management of Third Stage of Labor (AMTSL) practices. While in country, RPM Plus will also be meeting with other organizations which support AMTSL to better understand current activities in Ghana, availability of uterotonics, etc.

## **ANNEX 4 TRAINING EVALUATIONS**

Accra, Ghana November 27-  
December 1, 2006

### **Session I**

- |  |   |                               |
|--|---|-------------------------------|
| <b>3. What were the least useful features of this session?</b> | Every point discussed was useful since it was geared towards building capacity for effective delivering |                               |
| <b>4. Please comment on the speaker's presentation style:</b>  | Presentation was excellent, especially involvement participant during discussion.                       | The presenter was clear/good. |
|  | A good facilitator. Inspired the participants.  | Perfect. Wonderful.           |
| <b>Any other comments on the day's program?</b>                | On the whole a great training session for Day one.  | Very Interesting              |

### **Session 4a**

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|---|--------------------------|
| <b>4. Please comment on the speaker's presentation style:</b> | Excellent-well organized |
|---|--------------------------|

### **Session 6**

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|--|---|
| <b>3. What were the least useful features of this session?</b> | Every aspect was useful for capacity building of participant. |
| <b>4. Please comment on the speaker's presentation style:</b>  | Very good as usual  |

### **Session 8b**

- |   |                         |
|---|-------------------------|
| <b>4. Please comment on the speaker's presentation style.</b> | Excellent and pleasant. |
|---|-------------------------|

**Any other comments?** The Session was fantastic. I learned a lot from the exercise presented.

**Session 8c**

**4. Please comment on the speaker's presentation style.** Good. Had patience to explain and teach slow learners.

**Any other comments on the day's program?** Very educative day. Excellent

**QUESTIONS**

**Session 8a: Process and approach to antiretroviral medicine quantification** Very rewarding. I am now able to go over the presentation and might be able to start quantification for my program.

**C. Comments**

**1. To what extent has the course added to your knowledge of the need to improve the accuracy of ARV quantification in support of HIV/AIDS programs**

The course has made me feel very confident concerning quantification. In fact, at this stage I can be a quantimed consultant.

The course has opened my eyes about real situations that will be encountered in the field. Quantifying should take cognisance of assumptions and team work to quantify drugs and medical supply.

This course has improved my knowledge in the usefulness of the different methods and the need for accurate data. It also helped me in appreciating the need for accurate data collection, relevant parametes, and the need for software.

This course has broadened our knowledge in some areas we were lacking and sharpened our skills to enhance performance on the job.

Greatly. Has changed my attitude on the entire quantification process.

This course has added to my knowledge particularly in the area of using morbidity data for quantification, and in using the Quantimed tool for both consumption and morbidity data.

The course has widened my appreciation of difficulty associated with quantification of products and the need to build capacity at the national level. It has also laid basis on which to build capacities.

This course has added a lot to my knowledge; in terms of knowing the different regimens, their compositions, and how they are compositions are combined to avoid the problem of adherence by patient.

**2. How well has this course demonstrated the general approach to quantifying ARVs, antimalarials, and uterotonics?**

The approach was well laid out and presented clearly.

It has demonstrated the reliability of the morbidity method of quantification over the consumption method.

Very effectively because it has covered all the factors affecting quantification and how to use what is available or make available reliable data for effective quantification.

This course has demonstrated the need to take all possible scenerios into account when quantifying so as to avoid stock-outs/ overstock.

The course has well demonstrated the approach-What is useful to access to the software and training more health workers to use Quantimed or similar software.

Very well. The course takes into account all the factors and variables that affect procurement quantities.

It will help me not to always run out of these materials resulting from poor quantification approaches.

The course approach to quantifying ARV, antimalarials, and uterotonics has been one that has given me a lot to understand in relation to drug wastage, and cost of these drugs.

**3. How well has this course demonstrated the process of quantifying ARVs using Quantimed?**

Excellently. The linkage between Theoretical work and praticals is great.

The hands on experience has been very useful.

**4. What, if anything, would you change about this course? Are there any additional topics you would like to see covered?**

Nothing should be changed.

**6. Would you recommend this course to your professional colleagues?**

A must for staff involved in quantifying needs of all kinds be they medicines or supplies.

I will highly recommend this course. If properly used, Quantimed can lead to saving of much money that could have been lost if wrong quantities were used to procure.

The course is rich and very practical addressing current issues.

Yes, because it could also enhance their professional capacity.

**Any other comments?**

Quantimed is a very useful tool that will help address the issues of shortages and wastage with the procurement of commodities. The training was well done and congratulations to the whole team.

Overall, an excellent programme. Keep it up. One aspect I liked most was the patience and time facilitators took to ensure that the entire class was on an even keel, i.e., no one was left behind. You did this by ensuring that you moved around the class observing and encouraging the slower students to catch up.

This tool helps you to know the percentage of medicines needed for a particular subset of population without shortage and also helps you to mobilise resources if needed.

Thanks to all the team for a job well done.

Just to say thanks to the organizers and hope that they could plan a refresher training for this class soon.

Every arrangement about the course was excellent. Flight arrangements, feeding, material for the course. The facilitators worked extra hard.

It has been an enriching experience.