



DELIVER Logistics for Health
No Product? No Program.

1616 N. Fort Myer Drive
11th Floor
Arlington, Virginia
22209 USA
Tel: 703-528-7474
Fax: 703-528-7480
Web: deliver.jsi.com



John Snow, Inc.

PROQ:

Software for Estimating HIV Test Needs for VCT & PMTCT Programs

In the late 1990s, an African nation spent more than U.S.\$10 million on HIV test kits. Nearly all the kits expired in warehouses before they could be used. Not only had the government procured products that were only three to six months away from expiry, but it had also ordered an amount that far exceeded demand. More than a question of wastage, the error opened the country's leadership to criticism for misusing resources that could have been devoted to the prevention and treatment of HIV/AIDS.

How could this experience have been avoided, and how can today's rapid expansion of HIV testing through voluntary counseling and testing (VCT) and preventing mother-to-child transmission (PMTCT) programs be successfully managed? The newest answer from DELIVER is a software program called ProQ. The software was designed to help health program managers determine the quantities of HIV tests they need for VCT, PMTCT, blood safety, and other uses. ProQ evaluates expected demand, service capacity, budget availability, and the pipeline considerations, and provides HIV/AIDS program managers with overall quantities of HIV test kits to order.

PROQ is a user-friendly practical tool that assists VCT and PMTCT managers to rapidly estimate HIV test needs and calculate costs. The pop-up questions and pull-down options are designed for ease of use and the tool saves managers from complicated and burdensome calculations.

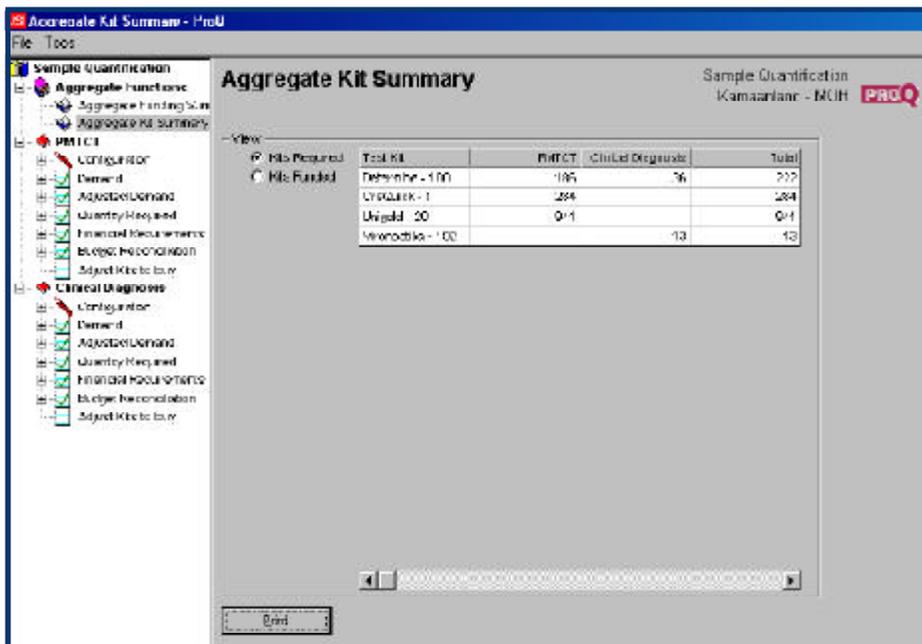
HIV test kits are complicated products to manage. ProQ is specifically designed to take into account some special considerations in quantifying and procuring HIV

tests. First, the average shelf life of tests is a short 12 months, requiring smaller and more frequent shipments to avoid product expiry. Second, many of the tests require cold storage, limiting the number of locations where they can be stored. Third, use can vary greatly between service delivery points within a single country. Differences may arise over testing purposes, methods, and protocols for testing, service provider capacity, types of tests, or brand preferences. And finally, virtually no historical data exists for logistics and consumption in large-scale programs, complicating accurate forecasting of demand.

ProQ can be used by public sector programs at the national or local level, as well as by nongovernmental organizations (NGOs). Using data on supply chain capacity, demographics, morbidity, service capacity, and testing goals, ProQ helps program managers—

- Forecast the quantity of HIV tests needed to meet demand.
- Consider how many trained personnel are available.





The Aggregate Kit Summary page in ProQ shows the total number of test kits required for each program in the supply chain (e.g. PMTCT, Clinical Diagnosis).

- Compare demand with service capacity.
- Adjust the quantity needed to balance the supply pipeline.
- Estimate the cost of HIV tests required.
- Compare cost with available funding.
- Adjust procurement quantities to match budget allocation.

In the immediate term, ProQ offers a systematic, automated approach to quantifying HIV kit requirements as part of a comprehensive supply chain management system for projects of all sizes. In the longer term, ProQ will help collect and maintain essential data for HIV/AIDS programs, provide important figures for policymakers and donors to use in funding and advocacy exercises, and enhance the achievements of HIV/AIDS programs by ensuring an adequate supply of testing supplies. Most importantly, this ultimately means that a much larger number of tests will be conducted, more people will know their HIV status, and the frequency and quality of prevention and treatment interactions will rise.

ProQ has been tested in Kenya and used in Uganda, and an early version of the software was demonstrated at the XIV International AIDS Conference in Barcelona. These experiences have been critical in evaluating the software's ability to meet current needs in the field and in exploring additional requirements that it can fulfill. For example, DELIVER plans to adapt ProQ to quantify additional HIV/AIDS-related commodities, such as drugs for opportunistic infections and antiretroviral (ARV) treatment.

Tools, such as ProQ are an important part of the DELIVER project. In contracting John Snow, Inc., to implement the project, the United States Agency for International Development (USAID) emphasized that sustainability could only be achieved if knowledge and field experience were converted into tools that client countries could use independently. DELIVER's PipeLine software is already being used to manage the flow of essential health commodities in 20 countries. 

Want to know more?
Contact Laurie Lyons
(703-528-7474, laurie_lyons@jsi.com).

Also see DELIVER's document entitled, ***Frequently Asked Questions about Logistics and Supply Chain Management of HIV Tests, and test kit factsheets.***

DELIVER

John Snow, Inc.

1616 N. Ft. Myer Drive, 11th floor

Arlington, VA 22209 USA

tel.: 703-528-7474

email: deliver_pubs@jsi.com

Visit the DELIVER Web site at:

www.deliver.jsi.com.

No Product? No Program.

September 2003

