PMI AIRS at a Glance

- Working in 15 African countries
- Protected nearly 30 million

PMI AIRS Conducts
- Spray Operations
- Entomological Monitoring
- Environmental Compliance
- Monitoring and Evaluation
- Information, Education and Communication
Shift to more expensive insecticide formulations.
  ◦ Price of Organophosphates is about double that of carbamates, and about 10 times that of pyrethroids.

Shrinking budgets

Perception that IRS is “too expensive”

Our goal: To cover as many beneficiaries as were being covered before the shift to the higher-priced insecticide
The key factors are all related to the length of a spray campaign. These costs are incurred on a per–day basis;

- Vehicle rentals
- Seasonal workers
- Rental of warehouses and operation sites
There are two kinds of seasonal workers engaged during spray campaigns;
- Workers whose numbers are directly related to the length of the spray campaign
- Workers whose numbers are independent of the length of the spray campaign
Challenge: HR costs directly related to number of people and number of days they work

Solution: Reduce the length of the spray campaigns

- Increased the number of spray personnel
- Increased daily output/productivity of spray operators
  - Pay attention to spray calendars to minimize redundant time
  - Use community mobilization to reduce the time it takes to make homes ready for spraying
  - Clearly communicate and monitor performance expectations to spray teams
Structural changes were made to reduce the HR costs not directly related to spraying, especially “mobilization”–related costs. 

- For example, alternative modes of conducting community mobilization were implemented, such as:
  - Embedding mobilizers in spray teams
  - Shortening the length of mobilization campaigns by mobilizing households closer to their actual day of spraying
  - Utilizing alternative communication channels – radio, community meetings, etc.
Challenge
- The # of vehicles and # of rental days needed to be reduced

Solutions
- Reduced the lengths of the campaigns
- Hired vehicles that carry more people (larger volume vehicles are normally cheaper per unit)
- Optimized daily use of vehicles by staggering the daily spray start times by team
- Reduced the number of days vehicles were engaged during campaigns (in many cases, vehicles are not required during the final days of a campaign)
A few costs will go up as a result of these initiatives, including:
- Supervision
- Spray equipment
- Personal Protective Equipment (PPE)

However, the reduction in overall cost far outweighs the increases arising from the initiatives.
Challenge

- Approximately 240,000 houses were targeted for spraying.
- A switch in insecticide type doubled cost of insecticide.
- Total budget for campaign remained the same.

Options

- Scale back campaign and cover fewer beneficiaries
- Restructure operations to protect all targeted beneficiaries
Solution
- Spray campaign was reduced from 32 to 19 days.
- # of seasonal workers increased from about 450 to 900
- # of community mobilizers decreased from 500 to 170

Result
- Greater efficiency = All targeted beneficiaries reached
Increased cost of insecticide required us to work smarter to reach the same number of beneficiaries.

Available options to increase cost efficiencies vary by country. The operating contexts are different in each country.
Thank you!