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# LLIN Procurement and Supply Management Workshop

## Workshop Wrap Up: Take Home Messages

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# Objectives

At the end of the workshop, participants will be able to:

- Understand potential bottlenecks and pitfalls in LLIN procurement and supply
- Apply methods to avoid bottlenecks
- Understand the WHOPES evaluation scheme
- Conduct open and transparent tender, with appropriate specifications and criteria of selection
- Plan appropriately purchase and delivery of the LLINs (including forecasting)



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## Expected Outputs

- Practical solutions to various LLIN procurement and supply management bottlenecks.
- Shared country experiences in LLIN procurement and supply management functions.



# Summary of Presentations/Discussions

- **Common bottlenecks in PSM for LNs**
- **Country experience in implementation (planning, coverage, 2010 targets, challenges)**
  - Liberia
  - Sierra Leone
  - Others
- **Overview on procurement and supply processes for LNs**
- **Funding mechanisms**
  - GF
  - VPP
  - PMI
- **RBM tool box**
- **PSMWG tender page**

# Summary of Presentations/Discussions

- **WHOPEP role and mandate**
- **WHO guidance on LNs**
- **Technical specifications for LNs**
- **Quality assurance**
- **Net mapping: Global forecasts for LNs**
- **Distribution tracking: Progress to 2010**
- **Non campaign distribution**
- **Coordination of multiple funding mechanisms**
  - Benin (example)
- **Quantification**
- **Campaign distribution and logistics**
- **Managing the procurement process**

# Summary of Presentations/Discussions

- **Use**
  - Ensuring use
  - Measuring/monitoring use
  - Experiences in measuring use
    - Madagascar
    - Tanzania
    - CAR
    - Vanuatu

## Summary: Take Home Messages

- **Net mapping project: about 200 million LNs needed to reach universal coverage by December 31, 2010 (numbers may be revised)**
- **PMI**
  - 15 core countries plus Burundi and Burkina Faso
  - Others? discuss with USAID Mission in the country
- **GF: VPP**
  - Procurement and capacity building
  - Rationale
    - Economies of scale from pooling
    - Efficiencies with procurement agent (lead time and resources)
  - PSI is the procurement agent: 2.5% fee
  - Insurance
  - Capacity building will be an integral part of VPP
  - No COI
  - QA/QC is built in

## Summary: Take Home Messages (2)

- **WHOPES role**
  - WHO defines measures of effectiveness of LNs and sets minimum standards for these measures
  - WHOPES promotes and coordinates the testing and evaluation of pesticides for public health.
  - WHOPES collects, consolidates, evaluates and disseminates information on the use of pesticides for public health
  - WHOPES recommends LNs based on trials
  - LNs given interim approval (based on wash resistance) for 3 years before full-recommendation based on large scale trials
  - All WHOPES approved nets are known to be effective
- **WHO/GMP**
  - At present, all WHOPES LNs are treated as equal for procurement purposes
  - Strong pressure from countries to recognize evidence that there are real differences in durability between LNs – however these differences are NOT consistent between locations
  - Therefore: must generate local (country- and region-level) data on relative performance of different brands. Guidance on methods is being developed.
  - Pesticide resistance: need country level monitoring of resistance
  - Study what is happening with old nets and implications on environment

## Summary: Take Home Messages (3)

- **Quality Assurance**
  - Pre-post shipment inspection
  - Ultimate responsibility lies with countries; increase country capacity for registration to ensure substandard products are not coming into the countries
  - Rapid test – in the pipeline, being tested now
- **“Post-marketing surveillance” – mainly to inform next procurement**
  - Monitor physical durability in countries
  - Residuality: WHO collaborating centers

## Summary: Take Home Messages (4)

- **2010 targets: important to work towards targets-but there will be a program and a grant after December 31, 2010**
- **Map the bottlenecks in each country**
  - mobilize in-country and external partners to assist in alleviating bottlenecks
- **Involve key stakeholders at planning stage**
  - Procurement
  - Quantification
  - Distribution
  - Etc
- **Develop written plans**
  - Activities, roles and responsibilities, timelines, documentation needed at every level
- **Share experiences and learn from other countries**
- **Existing tools and resources that countries can use**
  - RBM toolbox, partners, countries

## Summary: Take Home Messages (5)

- **Universal coverage**
  - Campaigns every three years: yes but not alone
  - Need give priority to routine distribution through health facilities, ANC, as well as campaigns
  - Define ratio needed for universal coverage in country (1 net per 2 persons; 1 net per 1.5 persons)
- **For all distribution systems, including campaigns:**
  - Funding and budgets
  - Planning
  - Coordination
  - Logistics

## Summary: Take Home Messages (6)

- **Procurement**
  - Plan, plan, plan
  - Start planning 6 months before campaign (plan backwards); Plan for timely arrival
  - LLINs are bulky and require large storage space
    - Consider direct delivery
  - Understand steps
  - Identify requirements early
  - ICB: transparency, competition
  - Product specifications
    - Keep generic; cannot “tailor” specifications for one brand
    - Define requirements
    - Non-standard sizes can be more expensive
  - Be careful with incoterms

## Summary: Take Home Messages (7)

- **Quantification**
  - Use appropriate method according to method of distribution and data available
  - Develop distribution plan at the same time as quantification
  - Estimate needs but improve information systems to improve data at same time
  - Global Fund can be flexible in reviewing the numbers; enter into dialogue with FPM and PSM department at TGF
- **PSM Plans**
  - Supposed to be a live document
- **Technology transfer/local supply**
  - LNs are not medicines
  - Dialogue with current net manufacturer for technology transfer
  - Generate local data

## Summary: Take Home Messages (8)

- **Technical assistance**
  - Plan at proposal stage
- **Coordination of funding; donors**
  - Strategies
  - Procurement rules
  - Partners
  - Distribution strategies
- **Use**
  - Monitoring use key part of M&E plan
  - Determinants: ability, opportunity and motivation
  - Knowledge of malaria transmission key
  - IEC and targeted campaigns and focused communication on use

## Summary: Take Home Messages (9)

- **Use**
  - Challenges: human resource capacity, net type preferences, monitoring and reconciling distribution and use against procurement, geographical remoteness, cultural acceptance (color, local tastes and differences), storage capacity at peripheral areas, size of net vs. size of bed
  - Post campaign KAP surveys (proxy for use) and measurement of coverage