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# Panel Discussion: Private Sector Approach to in-country supply chains



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## Moderator

Professor Ravi Anupindi, Ross School of Business, University of Michigan



# Drug Sellers: The 'Last Mile' of The Private Sector Supply Chain

Adjo Mfodwo

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Director: Private Sector Programs & Partnerships  
(PHT)



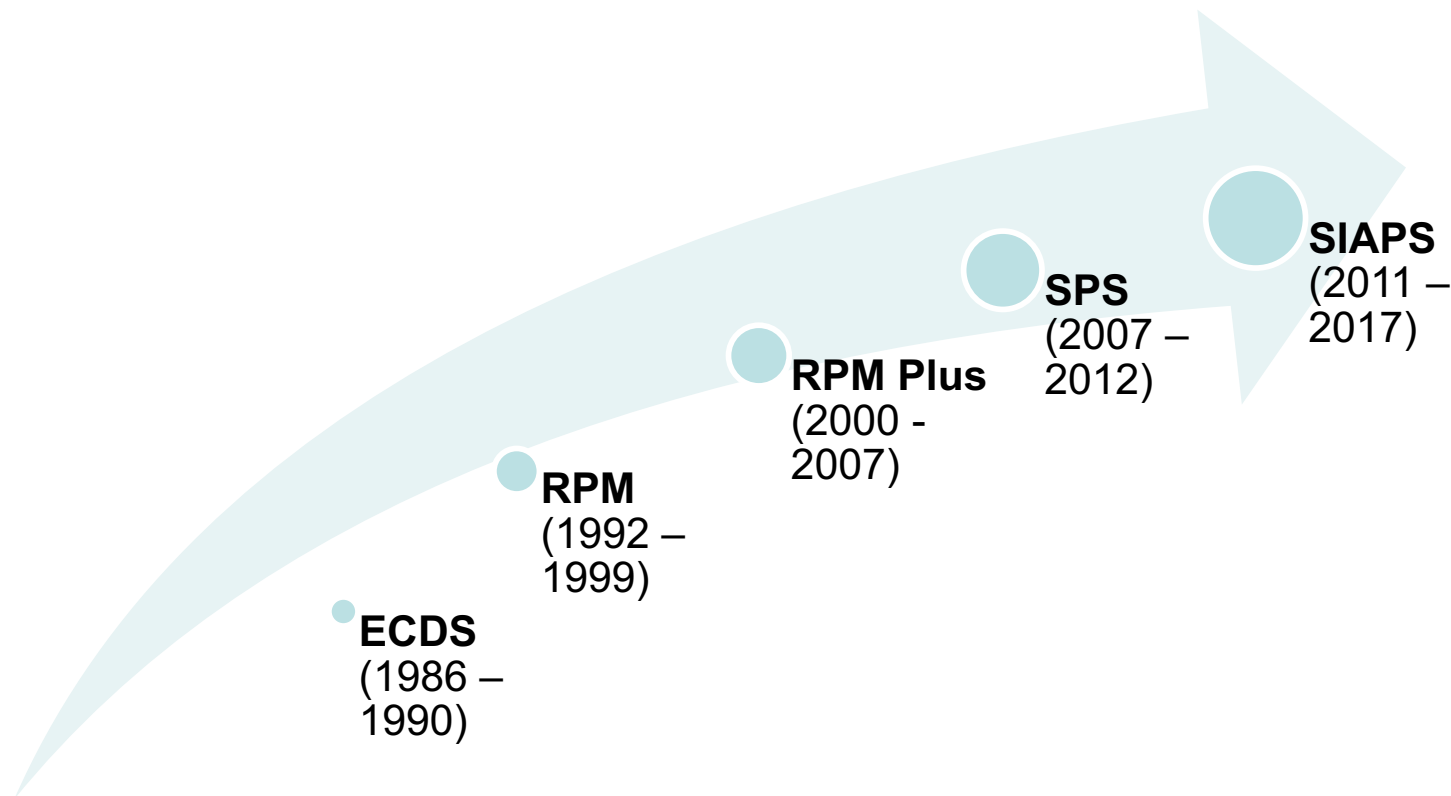
# ABOUT MSH

Management Sciences for Health (MSH) works to save lives by closing the gap between knowledge and action in public health. Since 1971, we have worked with policymakers, health professionals, and communities in over 150 countries to improve the **quality**, **availability**, and **affordability** of health services.



# Pharmaceuticals & Health Technologies Group (PHT)

Mission: PHT works to improve health worldwide through enhancing access to and improving use of essential medicines and other health care products



## MSH Accredited Drug Seller Initiative (ADSI)



An innovative, public-private partnership based on accreditation and regulation designed to:

- Increase the availability and quality of essential medicines in underserved, often rural, communities
- Raise the standard of practice in informal drug shops
- Strengthen the regulatory control of the pharmaceutical sector
- Support the creation of sustainable businesses in rural communities

Drug sellers are independent private sector operators.

# Accredited drug shops are a platform for integrated community-based public health interventions

Access to ACTs and insecticide-treated nets

Child health/IMCI/ improve access to amoxicillin & zinc/ORS co-pack

Source of family planning products, information, and referrals

Early TB case detection and referral

Referral linkages between CHWs, accredited shops, and health facilities

HIV/AIDS information dissemination





# MSH Drug Seller Initiatives

- Tanzania- ADDO Program
- Uganda- Accredited Drug Shop Program
- Zambia- Health Shop Project
- Liberia- Accredited Medicine Shop Project
- Nigeria- Patent and Proprietary Medicine Vendors Project
- Bangladesh- Accredited Medicine Shop and Pharmacy Project

## Access At The Last Mile

*“.....The reason that Coca-Cola and our other products are so widely available in Africa is largely because of the efforts of **independently-owned small businesses** that make money from each case they deliver. Any initiative to distribute medicines or other essential public goods has to maintain these commercial incentives or they simply will not work ”*

*David Cox, Coca Cola Corporation*





# Conclusions

- The existence of accredited drug sellers has increased access to quality medicines in the communities they serve. Supporting the existence of these **independently owned micro businesses** secures access for the communities.
- Drug Sellers are affected by broader private sector supply chain challenges like access to finance, commercial terms, logistics
- The private sector can support drug sellers by working to improve the value chain for products reaching them
- Government can support by improving the overall environment for doing business in the health sector
- Donors can support the development and scale up of drug sellers direct funding, Total Market Approaches, credit guarantees etc.....



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# Enabling deeper engagement of private sector life science companies to in-country- supply chain

Shailendra Sharma  
Worldwide Healthcare  
MD



# Enabling deeper engagement of life science companies to in-country- supply chain

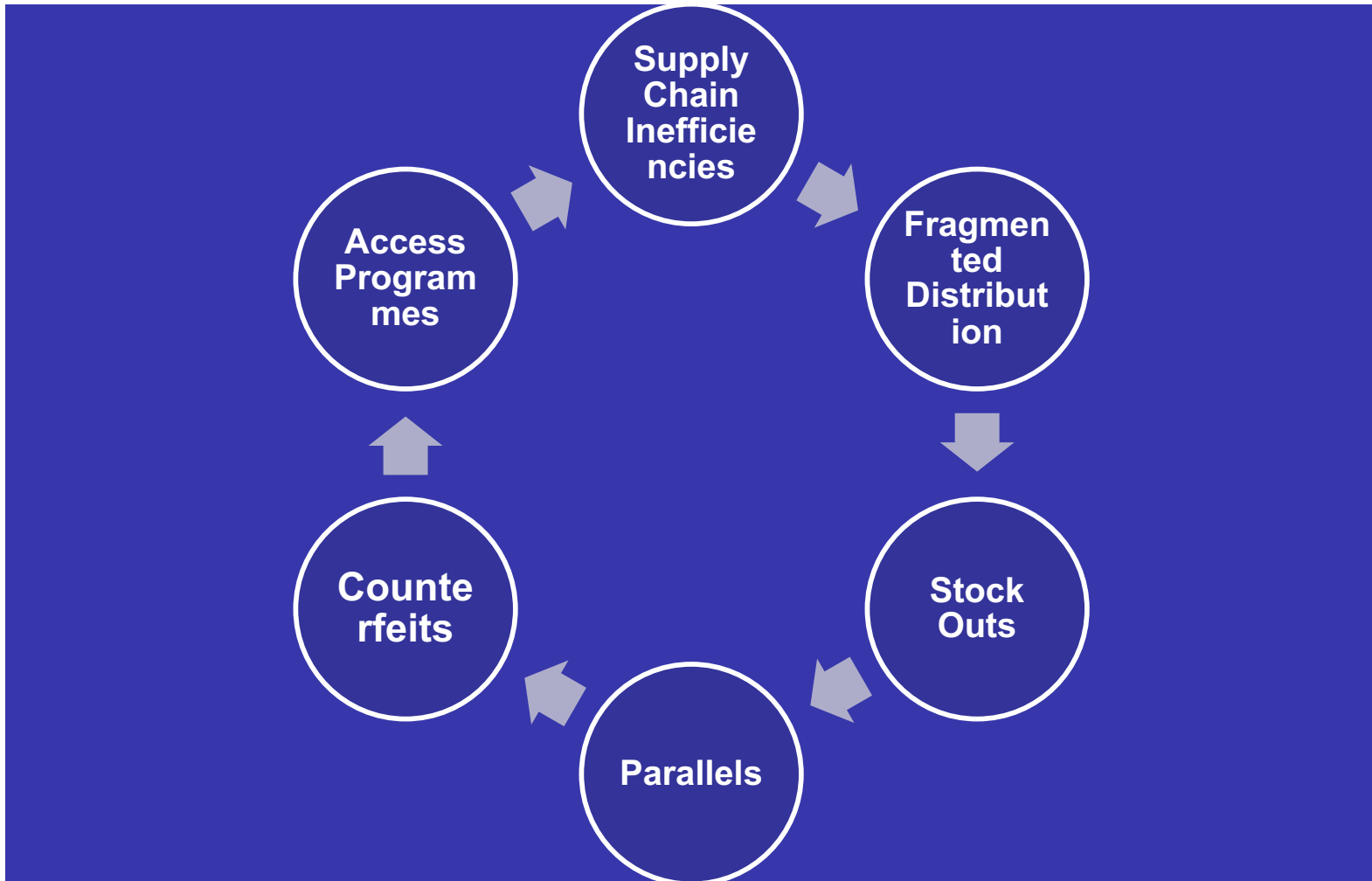
## Flow

- Need – Business/Commercial relevance
- Issues - Challenges
- Practical solutions



# Enabling deeper engagement of life science companies to in-country- supply chain

Need





# Enabling deeper engagement of life science companies to in-country- supply chain

## Challenges

- Fear of the unknown
- Size of the pie
- Cost effectiveness
- Risk/Exposure
- Infrastructure
- Trained human resources
- Conducive business environment
- Policy changes



# Enabling deeper engagement of life science companies to in-country- supply chain

## Solutions

**In-continent  
regional hubs**

**Major markets  
as priority**

**OR**

**Outsource to a  
partner for  
cost effective  
solutions to  
mitigate  
challenges  
across most  
markets**



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