

# Sustainable Drug Seller Initiative Partner Presentations



# Ensuring Continuous Availability Of Trained Accredited Drug Shop (ADS) Sellers

Makerere University –Department of Pharmacy

SDSI Stakeholders Meeting, Entebbe

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# Background

- The Drug shops under the ADS program handle an expanded list of medicines so as to provide pharmaceutical services to underserved areas.
- ADS sellers training is important so as to aid them to obtain/maintain the knowledge and skills necessary to provide quality pharmaceutical services .
- Currently there is an enormous shortage of adequately trained ADS sellers created by attrition
- Training is very expensive and quality pharmaceutical services' standards need to be ensured using a sustainable strategy

# Assessment Objectives

## General Objective:

To provide technical assistance to identify options and develop a strategy to ensure the availability of ADS dispensers training using pharmaceutical training institutions.

## Specific Objectives:

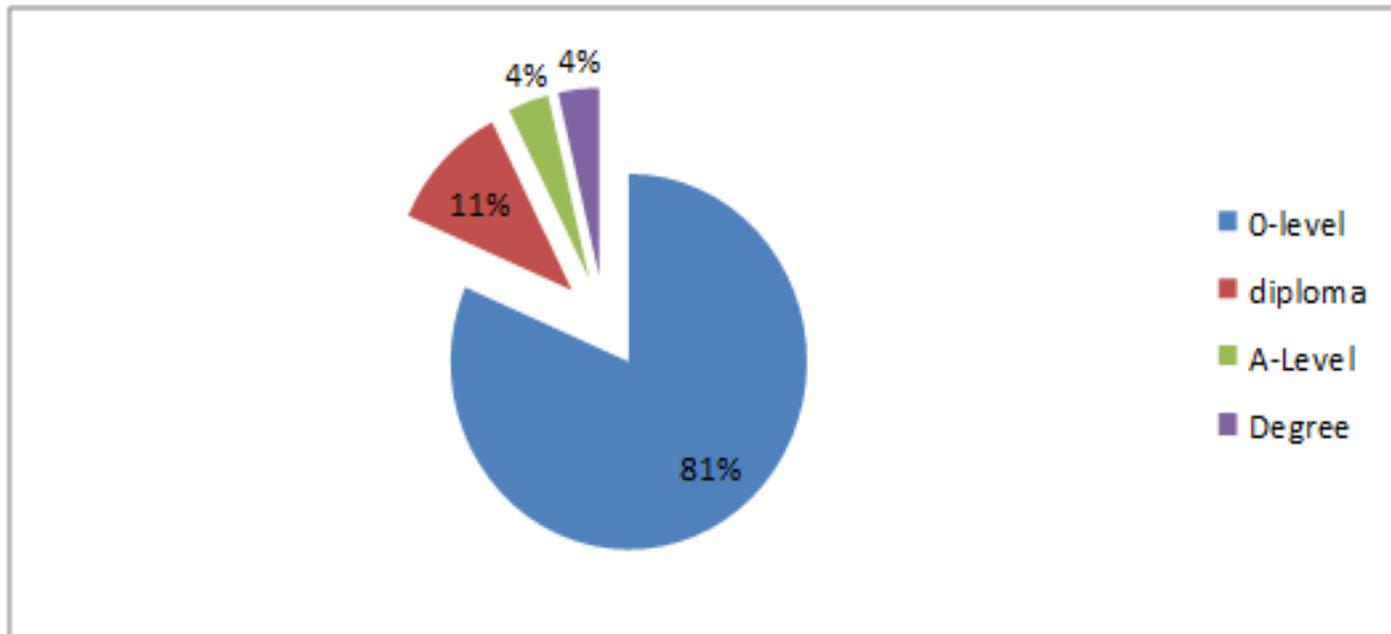
- To carry out a situation analysis on approaches to ensure availability of ADS drug sellers using pharmaceutical training institutions
- To assess options/approaches for continuously available ADS drug sellers' training using pharmaceutical training institutions
- To develop a strategy for ensuring continuous availability of trained ADS dispensers and accompanying budget

# Methodology

- **Study type:** cross-sectional study:
- **Data Type:** Qualitative and Quantitative
- **Data collection methods:** Structured questionnaire and key-informant guides; Focus group Discussion, Literature Review.
- **Geographic coverage:**
  - ✓ Kibaale District (11 Town Councils)
  - ✓ Mbarara
  - ✓ Gulu
  - ✓ Bushenyi
  - ✓ Kampala

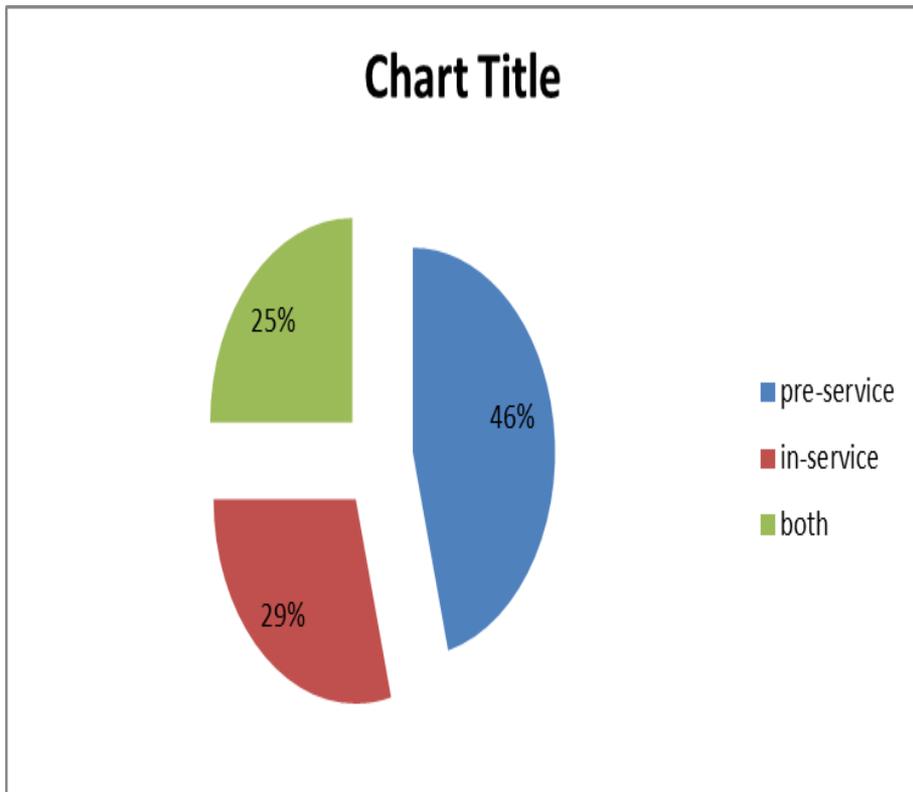
# ADS respondents particulars

## Level of education of ADS respondents



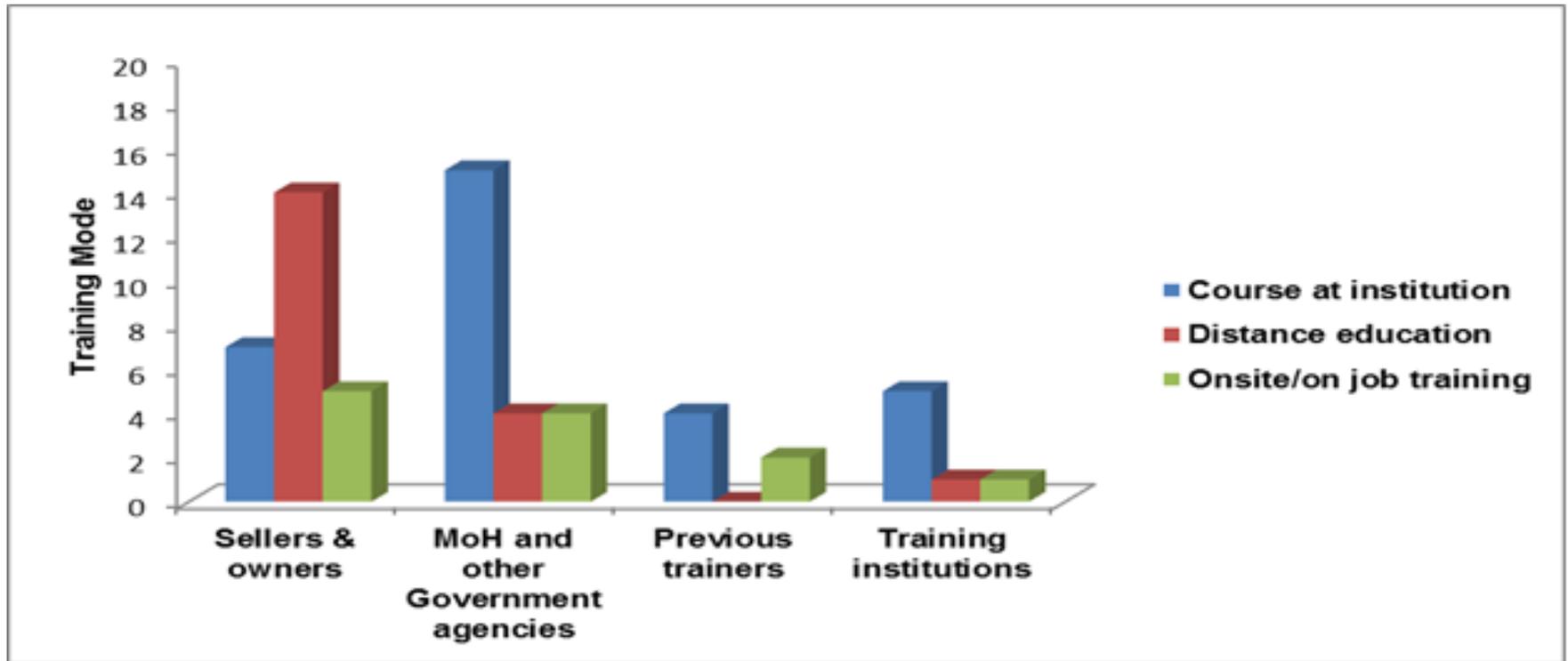
- The diploma and degree holders were ADS owners
- 23% of the sellers were not ADS trained

# Type of training: in-service Vs. pre-Service (n=57)



- Most preferred type of training.
- All key informants and ADS owners suggested pre-service training
- Most ADS sellers suggested in-service training

# Training modality (n=57)



- Under going a full time course at a pharmacy training institution was most preferred for ADS training

# Minimum level of education for ADS

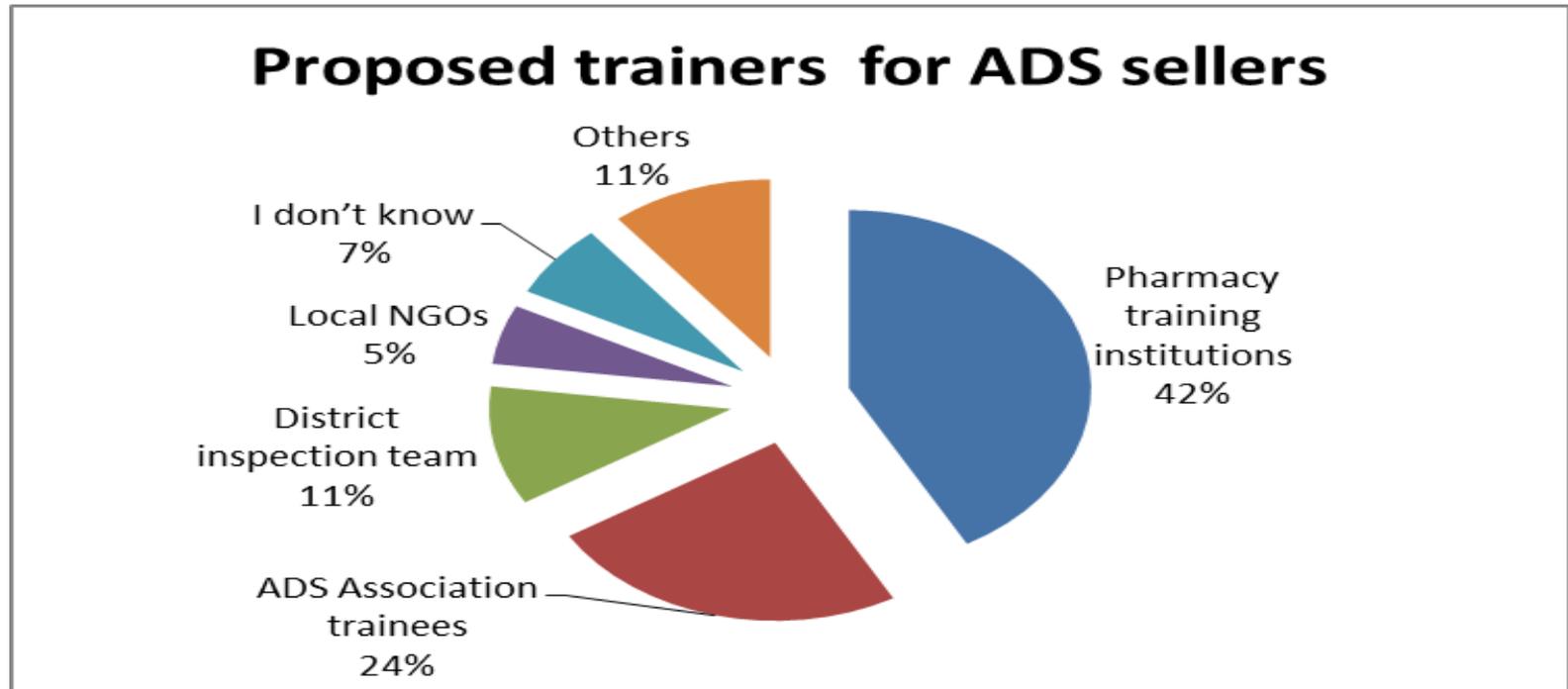
- All the ADS respondents and district leadership suggested O-level to be the minimum.
- Some central key informants suggested diploma basing on the expanded list of medicines for ADS.

# Duration of ADS Sellers' training

- All the ADS respondents, formers ADS trainers and district leadership intimated that the three (3) weeks training duration was inadequate.
- The largest number of the respondents suggested one (1) month duration
- Most central key informants suggested six (6) months

# Who should carry out ADS training?

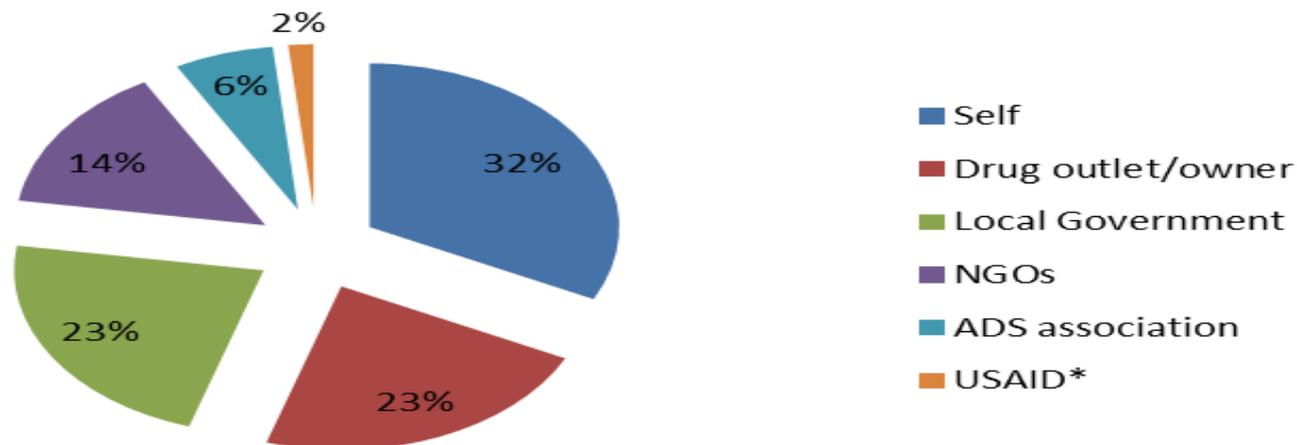
n=56



- Pharmacy training institutions were the most chosen option
- A large number of ADS respondents preferred ADS association trainers
- Others\*: NDA, PSU and Nursing schools

# Funding mechanisms n=56

## funding mechanisms for ADS training



- All the key informants suggested self sponsorship
- Most ADS respondents were not willing to pay for initial training
- Willingness to pay by ADS respondents was higher for refresher trainings

# Suggested fees

- For a two (2 ) weeks course the ADS sellers were willing to pay 50,000sh (2000-200,000sh )
- The central key informants suggested an average of 200,000sh.
- The current cost of two weeks courses at training institutions is 150,000- 520,000sh.

# Recommendations and Options (1)

## 1. Who should carry out the training?

- Initial ADS training: pharmacy training institutions.
  - ❖ Expressed interest
  - ❖ Have expertise and infrastructure
  - ❖ suggested by the largest number of respondents
- On-going training: ADS association and local health team supported by pharmacy training institutions (capacity building)
  - ❖ financially sustainable

# Recommendations and Options (2)

## 2. Type of training:

- In-service (short term)
- ❖ O-level as minimum entry requirement
- ❖ improves on existing pharmaceutical service provision
- ❖ Does not create a pool of ADS sellers so can not adequately address the issue of attrition

# Recommendations and Options (3)

- Pre-service: (medium and long term)
  - ❖ A-level ; sciences background
  - ❖ 9 months certificate course ( pharmacy assistant)
  - ❖ creates a pool of adequately trained sellers
  - ❖ need to address policy issues involved.

# Recommendations and Options (4)

## 3. Training modality and duration:

- Initial training:
  - ❖ at pharmacy institution
  - ❖ in-service: 4-6 weeks depending on content
  - ❖ Pre-service: 9 months ( pharmacy assistant)
- On-going training:
  - ❖ on-site (closer to ADS )
  - ❖ one full day training held twice a year

# Recommendations and Options (5)

## 4. Funding for ADS training:

- Self sponsorship: best option for sustainability of the program
- ADS association subscription fees: contributed by sellers and owners
  - ❖ consider for refresher /on-going trainings
  - ❖ Could affect selling price of medicines if ADS owners bare extra costs.

# Recommendations and Options (6)

# Conclusion

*(OPTIONAL)*

**THE END**

Thank you for listening