

GROUP 4 PRESENTATION

**IMPROVING ADDO FINANCING, SUPPLIES
CHAIN MANAGEMENT AND ROLES OF
ADDO ASSOCIATIONS**

THE GROUP'S TASKS

- ❖ Comment on the recommendations by the contractors and prioritize what is most feasible
- ❖ Make additional recommendations as appropriate
- ❖ Discuss and share opinions on the idea of mandatory APA membership as part the regulatory standard requirement
- ❖ Address supply chain challenges to ADDO and how the ARW concept can be improved

THE GROUP'S APPROACH

- ❖ Identification of **Key Result Areas** (in improving ADDO financing, supplies and roles of ADDO associations) to allow for a structured approach to the assigned discussion questions (group task).
- ❖ Analysis of enabling factors, constraints and challenges to determine feasibility of option recommendations;

THE KEY RESULT AREAS (KRAs)

KRA 1: Fostering APA Establishment

KRA 2: Strengthening APA Operations

KRA 3: Enhancing APA Sustainability

KRA 4: Optimizing Commercial Potential of the ADDO Enterprise

KRA 1: FOSTERING APA ESTABLISHMENT

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>1.1 Conduct sensitization and advocacy to ADDO providers to raise awareness on association roles, benefits, responsibilities and registration procedures</p>	<p>Low effort High impact</p>	<ul style="list-style-type: none"> • Availability of a practical toolkit for APA establishment and management • Availability of an advocacy guide for use by national and district level facilitators • Availability of a model constitution for new/up-coming associations • Availability of interested partners e.g. APHFTA; MSH; VICOBA etc 	<ul style="list-style-type: none"> • Lack of coordination among the various associations in the country; • Lack of lead organization to champion the process • Financial constraints;
<p>1.2 Update the practical toolkit for establishing and managing APAs to include information on SACCOs cooperatives societies and informal financial inclusion avenues such as VICOBA</p>	<p>Low effort High impact</p>	<ul style="list-style-type: none"> • Availability of relevant technical experts ; • Ready support from MSH through SDSI project; 	<ul style="list-style-type: none"> • None
<p>1.3 Disseminate the updated APA toolkit nationally through District Cooperative Officers</p>	<p>High effort High impact</p>	<ul style="list-style-type: none"> • Availability of cooperative officers in all councils countrywide • Availability of enough copies of the toolkit to cover all districts in the country 	<ul style="list-style-type: none"> • Lack of designated focal points at council levels for APAs; • Lack of a clear mechanism to disseminate the toolkit and buy-in by the key actors;

KRA 1: FOSTERING APA ESTABLISHMENT

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>1.4 Identify a lead organization to champion the APA initiative nationally</p>	<p>Low effort High Impact</p>	<ul style="list-style-type: none"> • PC has official mandate to oversee the implementation of the ADDO program; • Interested stakeholders such as MSH , APHFTA , VICOBA, PharmAccess 	<ul style="list-style-type: none"> • Potential conflict of interest with PC regulatory functions.
<p>1.5 Provide technical support through establishment of a council APA taskforce</p>	<p>High effort Low Impact</p>	<ul style="list-style-type: none"> • Availability of relevant technical experts at the council level (pharmacist, cooperative officer, legal officer, trade officer and community development officer) 	<ul style="list-style-type: none"> • Competing priorities of council departments; • Difficult integration of council functions;
<p>1.6 Integrate basic training how to establish and manage associations in the ADDO owner/dispenser trainings</p>	<p>Low effort High impact</p>	<ul style="list-style-type: none"> • Availability of APA toolkit as a training resource; • Availability of interested partners; 	<ul style="list-style-type: none"> • Review of the training program will need wider consultation;
<p>1.7 Involve APA in monitoring into routine council functions such as supportive supervision and inspection visits.</p>	<p>Low effort High impact</p>	<ul style="list-style-type: none"> • Availability of an established system for routine supportive supervision and inspection visits by council authorities and other national stakeholders such as NHIF; 	<ul style="list-style-type: none"> • Financial constraints (additional members in the supervision/inspection teams;

KRA 2: STRENGTHENING APA OPERATIONS

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>2.1 Designate ADDOs to serve as coordination centers for APAs in the interim period</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of relevant experience from RUDOOA; • No additional cost to ADDO owners; 	<ul style="list-style-type: none"> • None
<p>2.2 Provide basic leadership and managements skills training to APA officials</p>	<p>High Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of training resources; 	<ul style="list-style-type: none"> • Lack of pool of trainers ;
<p>2.3. Strengthen institutional networking and collaboration with ADDO stakeholders to the APA capacity and raise their profile.</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of relevant forums for collaboration and networking at the council and national levels e.g pre-planning sessions for stakeholders, routine supervision and monitoring system and national stakeholders meetings; 	<ul style="list-style-type: none"> • Prioritizing the ADDO agenda in these platforms;

KRA 2: STRENGTHENING APA OPERATIONS

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>2.4 Expand and maintain an active membership base and optimize membership fees, to increase APA financial security</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of potential members; • Availability of existing APAs for peer learning; 	<ul style="list-style-type: none"> • Lack of clear incentives to promote voluntarily association;
<p>2.5 Support model associations to serve as learning grounds to the ADDO providers</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of active associations that require limited support to demonstrate their potential; • Availability of interested partners to support the initiative; 	<ul style="list-style-type: none"> • Extensive geographical coverage;
<p>2.6. Facilitate experience and best practice sharing through exchange visits and production of an ADDO newsletter</p>	<p>Low effort High impact</p>	<ul style="list-style-type: none"> • Willingness to learn from each other; • High literacy level among ADDOs providers 	<ul style="list-style-type: none"> • Weak documentation and dissemination of best practices; • Financial constraints;

KRA 3: ENHANCING APA SUSTAINABILITY

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>3.1 Explore other financing options to reduce over-dependency on membership fees (e.g. establishing SACCOs, ARW, pooled procurement, any other IGA, as well as loans from financial institutions)</p>	<p>High Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of relevant information on financing opportunities; • Availability of interested financial institutions; • Availability of relevant experience from the existing association; 	<ul style="list-style-type: none"> • Changing the mind set • Lack of financial management skills • Lack of documentation of business case; • Stringent conditions for borrowing by financial providers;
<p>3.2 Promote transparency and accountability in managing APA resources by strengthening financial management and reporting systems and encouraging adequate membership representation in key decision-making organs.</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of model constitution with inclusive leadership structure; • Availability of information of financial management in the toolkit 	<ul style="list-style-type: none"> • Learning curve takes time;

KRA 3: ENHANCING APA SUSTAINABILITY

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>3.3 Establish mechanisms for long term engagement of members (e.g. continuous advocacy on APA benefits, effective representation of members, expanding scope of services and acknowledging outstanding contributions by members).</p>	<p>High Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of relevant experience from other associations like MBIDDOA and BEDSA; 	<ul style="list-style-type: none"> • Lack of incentives to promote active membership; • Limited scope of services by APAs;
<p>3.4 Exploring existing avenues to make APA membership part of the standard regulatory requirement e.g. the up-coming legislation championed by TPSF.</p>	<p>High Effort Low impact</p>	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • Legislation process takes time; • No legal provision for mandatory membership

KRA 4: OPTIMIZING ADDO POTENTIAL

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>4.1 Establish a reliable system for business management training to ADDO providers</p>	<p>High Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of training modules on basics business skills training to ADDO owner • Availability of APA toolkit • Availability of relevant training materials from other stakeholders such as MEDA, VICOBA and other financial/lending institutions 	<ul style="list-style-type: none"> • Lack of ready pool of trainers in business management;
<p>4.2 Integrate technology in ADDO operations by exploring technology-based financing models e.g. mobile banking, using ICT to order supplies and issue payments, and detecting counterfeit medicine through mobile phones</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability and widespread use of mobile phones by ADDO providers • Availability of m-money platforms • TFDA already working on an mHealth platform to facilitate detection of counterfeit medicines 	<ul style="list-style-type: none"> • Limited connectivity ; • Slow uptake of new technology
<p>4.3 Review regulatory requirements to encourage establishment of more ARWs (e.g. allowing dispensers to manage ARWS)</p>	<p>Low Effort, High Impact</p>	<ul style="list-style-type: none"> • Availability of relevant expertise (ADD0 dispenser) to manage the range of approved drugs; 	<p>Regulatory changes take time;</p>

KRA 4: OPTIMIZING ADDO POTENTIAL

Recommendation	Feasibility Ranking	Enabling Factors	Constraints & Challenges
<p>4.4 Ensure availability of updated authorized list of medicines in the ADDOs to promote compliance with ADDO regulations (A regulatory issue ??)</p>	Low Effort, High Impact	<ul style="list-style-type: none"> List available and approved 	<ul style="list-style-type: none"> Unreliable dissemination of the list
<p>4.5 Increase efficiency of the accreditation process to expedite setting up of ADDOs</p>	High Effort, High Impact	<ul style="list-style-type: none"> Well defined system in place 	<ul style="list-style-type: none"> Lack of accountability due to structural challenges; Lack of provisional accreditation;
<p>4.6 Link ADDOs to the Community Health Fund (CHF)</p>	High Effort, High Impact	<ul style="list-style-type: none"> On –going initiatives to establish the system through NHIF/CHF; 	<ul style="list-style-type: none"> Limited accountability and inadequate services to members; Accreditation procedures need to be aligned; Delayed reimbursement ;
<p>4.7 Establish and strengthen pooled procurement to reduce operational costs and enjoy economies of scale</p>	High Effort, High Impact	<ul style="list-style-type: none"> Availability of relevant experience from some of the association (MBIDDOA) 	<ul style="list-style-type: none"> Requires high level of trust; Linkages with reliable suppliers;