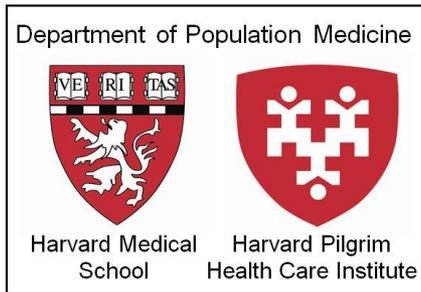


Sustainable Drug Seller Initiatives Partners



Strengthening Capacity of ADDO Provider Associations

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SDSI Dissemination Meeting Arusha
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Objectives



- Foster establishment of ADDO provider associations
- Strengthen their operations
- Enhance their sustainability



Challenges (1)

- Weak membership, leadership, and limited scope of services to members
- Long and delayed process of registration and establishment
- Lack of basic facilities for formal operation (office space and equipment)
- Lack of management systems (planning, coordination, financial control, documentation and reporting);
- Inadequate resource mobilization (overdependence on membership fees)



Challenges (2)

INDICATOR	MBIDDOA	CHAWAMAMU	CHAWAMUKI	KIDDOA	BEDSA
No. of potential members	76	151	207	178	53
No. of registered members	72	130	10	50	35
No. of active members	72	90	4	30	35
Monthly membership subscription fee	Tsh.1,000	Tsh.5,000	Not yet decided	Tsh.1,000	Tsh.5,000
Annual collections from membership subscription (active members)	Tsh.864,000	Tsh.5,400,000	N/A	Tsh.360,000	Tsh.2,100,000
Annual collections if all registered members were active	Tsh.864,000	Tsh.7,800,000	N/A	Tsh.600,000	Tsh.2,100,000
Annual collections if all potential members were registered	Tsh.912,000	Tsh.9,060,000	N/A	Tsh.2,136,000	Tsh.3,180,000
Annual collections from registered members if monthly subscription fee was standardized at Tsh.5,000	Tsh.4,560,000	Tsh.7,800,000	Tsh.600,000	Tsh.3,000,000	Tsh.2,100,000
Annual collections if all potential members were registered and monthly subscription standardized at Tsh.5,000	Tsh.4,560,000	Tsh.9,060,000	Tsh.12,420,000	10,680,000	Tsh.3,180,000

Process (1)

Fostering Establishment



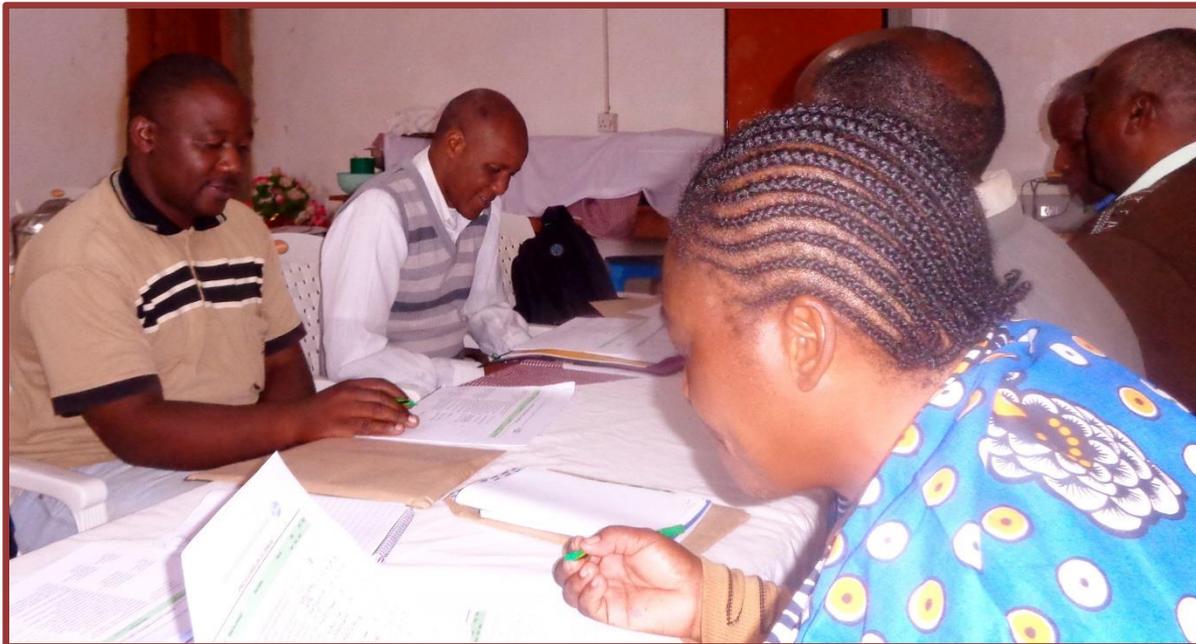
- Sensitize ADDO providers on roles, benefits and responsibilities of associations (4 learning districts: Mbarali, Mbinga, Kilombero, Bagamoyo)
- Disseminate educational materials and membership management tools to different associations
- Map associations nationally and document status of establishment
- Conduct APA leaders forum (18 associations, 7 zones)



Process (2)

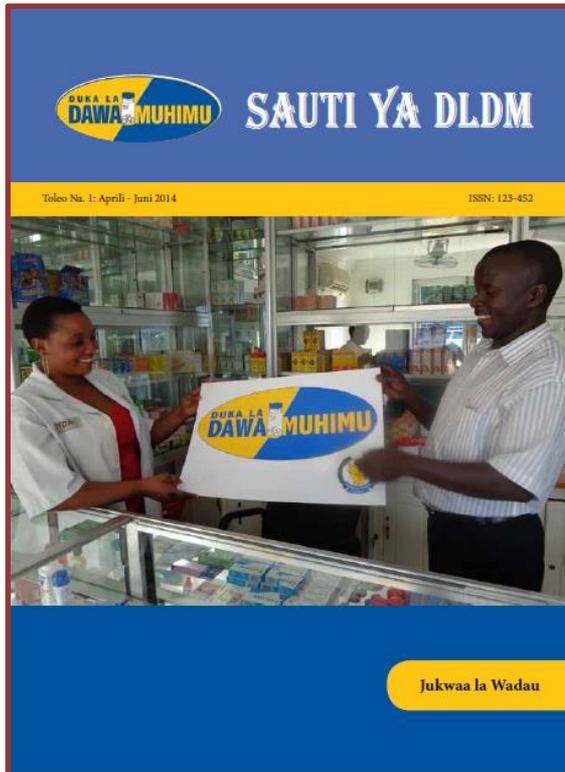
Strengthening Operations

- Train APA officials (membership management, coordination, planning, documentation and reporting)
- Conduct follow-up visits (technical support, councils engagement, and documentation of progress)



Process (3)

Enhancing Sustainability

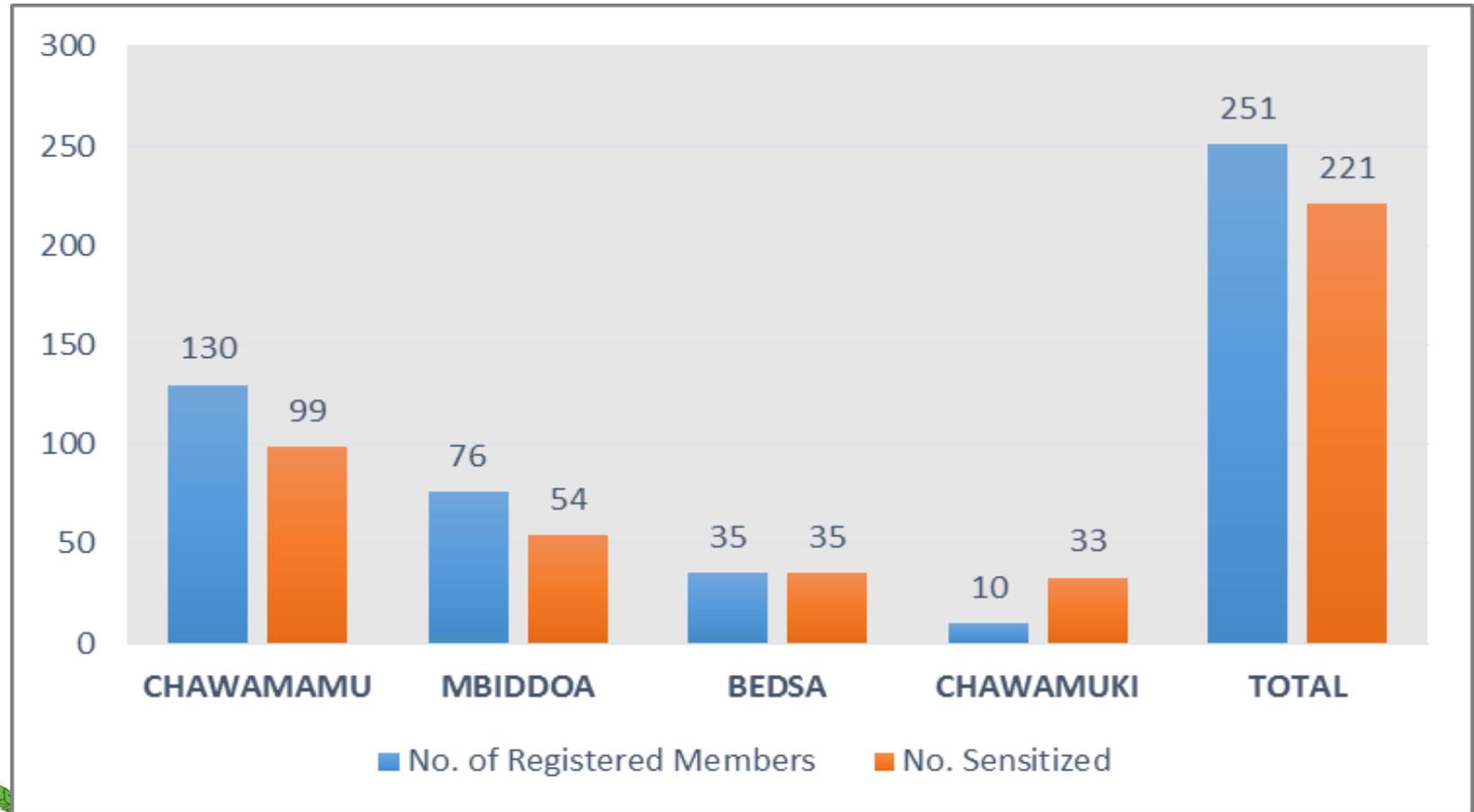


- Address in the 3-year activity plans (strengthening membership, coordination & management systems, services to members, institutional collaboration/networking, economic empowerment, compliance with regulations and accountability).
- Share experiences, lessons, and best practices through ADDO newsletter



Results (1)

88% of the targeted ADDO providers sensitized



Results (2)

Six different sets of tools distributed to various associations

Recipient	APA Toolkit	APA DVD	Model Constitution	Membership Register	Membership Card	Membership Certificate
CHAWAMUKI	20	1	20	2	200	200
CHAWAMAMU	20	1	20	2	200	200
MBIDDOA	20	1	20	2	200	200
BEDSA	15	1	15	2	100	100
RUDDOA	-	-	-	2	150	150
UWAMADA	-	-	-	2	250	210
LEADERS' FORUM	50	-	50	30	100	100
TOTAL	125	4	125	42	1,200	1,160



Results (3)

- 33 APA officials from 18 different associations brought together at the leaders forum (all 7 zones represented)
- 37 associations mapped nationally and basic information on establishment status documented (formation date, membership status, constitution, registration status, membership fees, etc.)
- 83% of the targeted APA officials (33/40) trained in planning and effective management of association, and followed up
- 4 debriefing sessions conducted in the project area (1/district) to update council officials on the progress of associations and foster local level collaboration



Results (4)

**3-year activity plan developed by each of 4 learning associations
(MBIDDOA, CHAWAMAMU, CHAWAMUKI, BEDSA)**

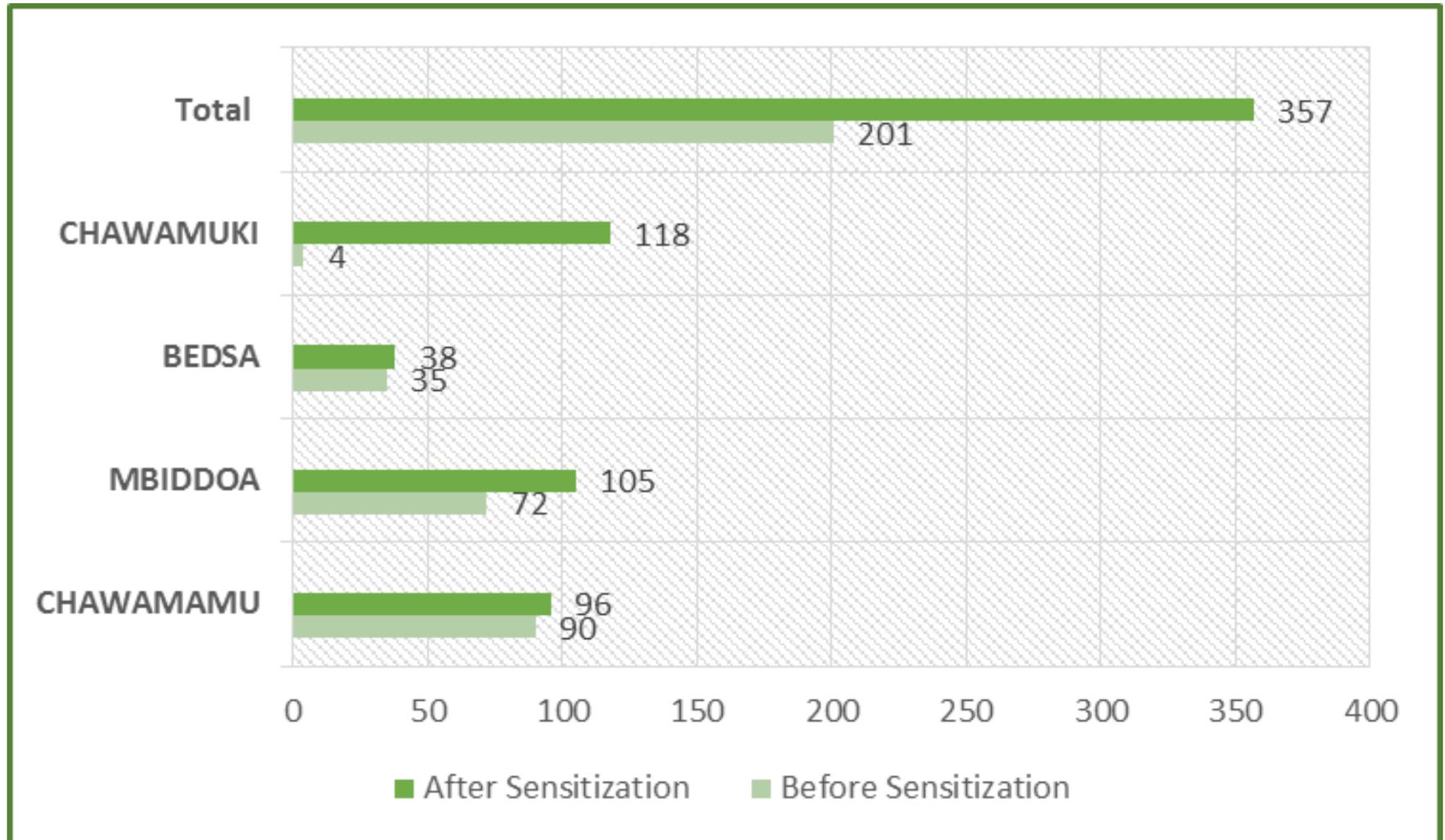
Planning Framework Adopted by the Associations

Priority/ Objective	Implement. Strategy	Specific Activity	Responsible	2014			2015	2016
				Qrt2	Qrt3	Qrt4		
KRA 1: Fostering Establishment/Strengthening Operations								
				X	X			
KRA 2: Enhancing Sustainability								
					X	X	X	
KRA 3: Promoting Adherence to Regulations								
				X	X	X	X	X

Major Priorities: strengthening membership, coordination & management systems, services to members, institutional collaboration/networking, economic empowerment, compliance with regulations and accountability

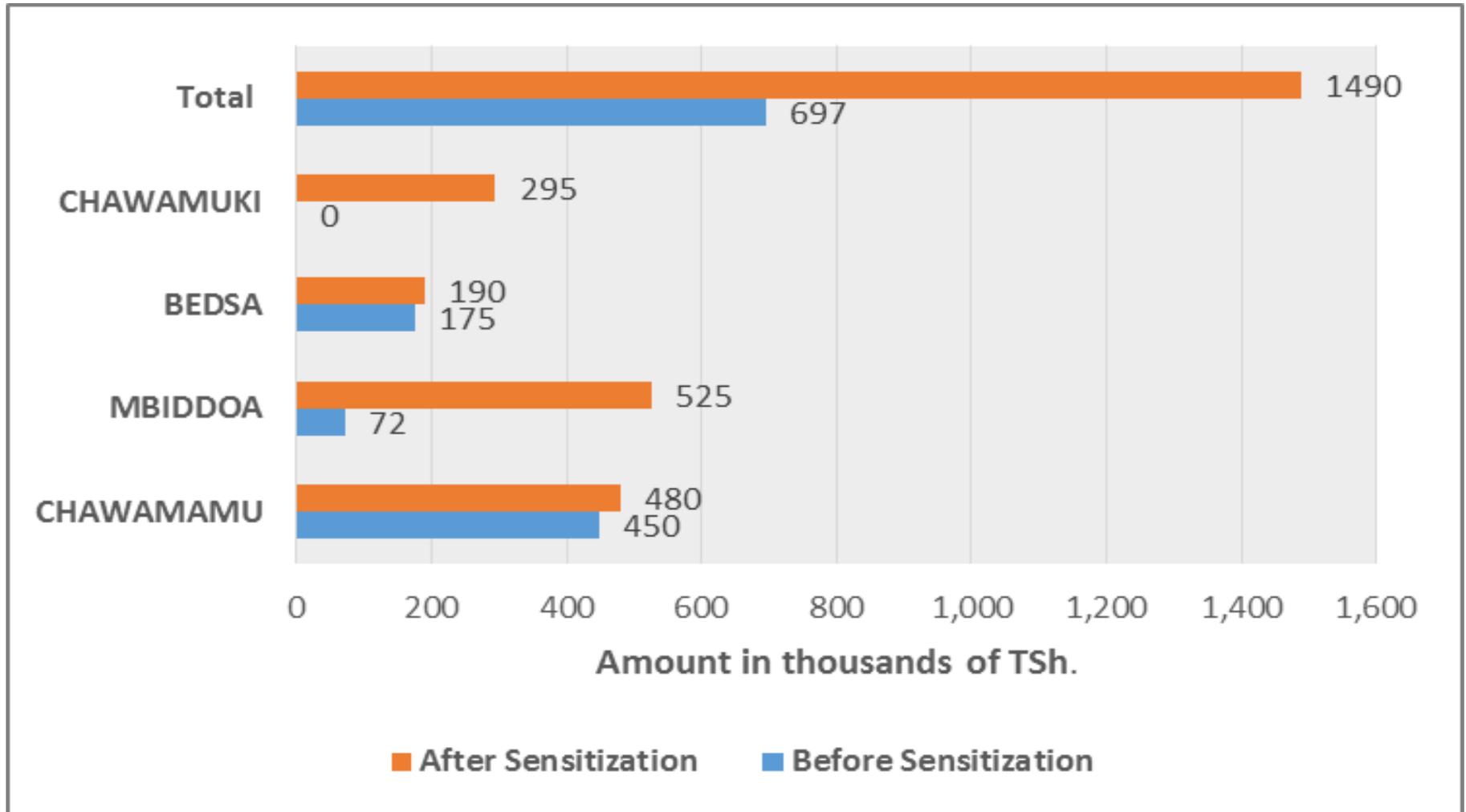
What does SDSI Leave Behind (1)

A stronger motivated membership base (78% increase in number of active members)



What does SDIS Leave Behind (2)

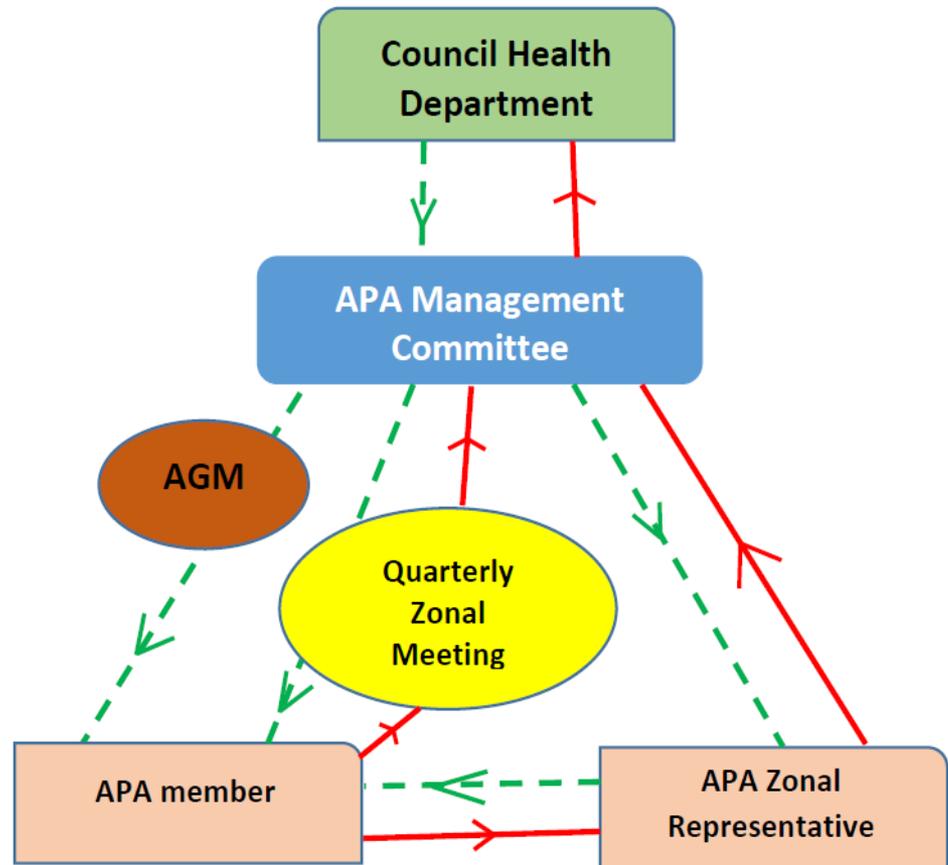
Enhanced financial security of associations
(collections from monthly subscription doubled)



What does SDSI Leave Behind (3)

- Improved status of establishment (BEDSA, CHAWAMUKI)
- Expanded coordination mechanisms (zonal info & coordination centers)
- Improved management systems (planning, documentation, reporting)
- Greater commitment to self-regulation and peer supervision

Proposed system for reporting malpractice and violation of ADDO regulations



What does SDSI Leave Behind (4)

- Stronger collaboration between associations and regulatory authorities
- Clearer roadmap towards economic empowerment
- Movement toward formation a national association



What gaps/challenges remain? (1)

- Huge demand for technical assistance and APA management tools beyond the learning districts
- Operationalization of the planned system for self-regulation by associations in the learning districts
- Operationalization of the expanded coordination mechanisms (zonal info and coordination centers) and strategies for continued membership engagement and financial contributions (quarterly zonal meetings, follow-up)
- Implementation of planned economic activities by associations in the learning districts (not addressed during the SDSI support)



What gaps/challenges remain? (2)

- Need for continued follow-up of associations (in the initial phase) to ensure implementation of planned activities as they transition to more formal and independent operations
- Slow process of accreditation constrains APA membership growth in some areas
- Inadequate involvement of associations in key decision-making processes that affect ADDO regulatory activities at the council and community levels (CCHP process, ADDO regulatory system)
- Lack of an umbrella body to champion the APA initiative nationally



Lessons Learned

- Sensitization of ADDO providers on the roles, benefits, and responsibilities of associations, plus provision of membership IDs (cards, certificates) can greatly motivate membership growth and financial contributions
- Training of APA officials in planning and management can enable associations to be more systematic in addressing various needs/priorities of the membership

Proud APA member



Lessons Learned

- Associations have the potential to self-regulate using their own resources
- There is tremendous goodwill among regulatory authorities at the national and council levels to work together with associations to address various regulatory needs of the ADDO program
- Dialogue between associations and regulatory authorities can be an effective way of addressing regulatory bottlenecks and building trust for sustainable collaboration and partnerships



Conclusion/Take Home Message

The future of a successful ADDO provider association lies in a **strong membership base** that is well informed, motivated, economically stable, and committed to ideals of the ADDO enterprise, which include delivery of quality medicines and services to the population through compliance with regulations and standards. To achieve this, associations need **support, motivation** and **guidance** by stakeholders who share in the ideals.



**KIDUMU CHAMA
CHA DLDM!!**

