



# SUPPLIER SUMMIT

**USAID Global Health  
Supply Chain Program  
Supplier Summit**  
February 21-23, 2017

SUPPLIER  
SUMMIT

USAID Global Health Supply Chain Program

# MATERNAL, NEWBORN, AND CHILD HEALTH



**USAID**  
FROM THE AMERICAN PEOPLE



**PEPFAR**  
U.S. President's Emergency Plan for AIDS Relief



**USAID**  
FROM THE AMERICAN PEOPLE



U.S. President's Malaria Initiative



## SESSION OBJECTIVES

- Introduction to GHSC-PSM Maternal, Newborn, and Child Health (MNCH) strategy and priorities
- Defining MNCH commodities
- Overview of historical and current procurements of MNCH commodities
- Interactive session: How can we collaborate to improve the availability of quality-assured MNCH commodities?

# MATERNAL, NEWBORN, AND CHILD HEALTH AT USAID

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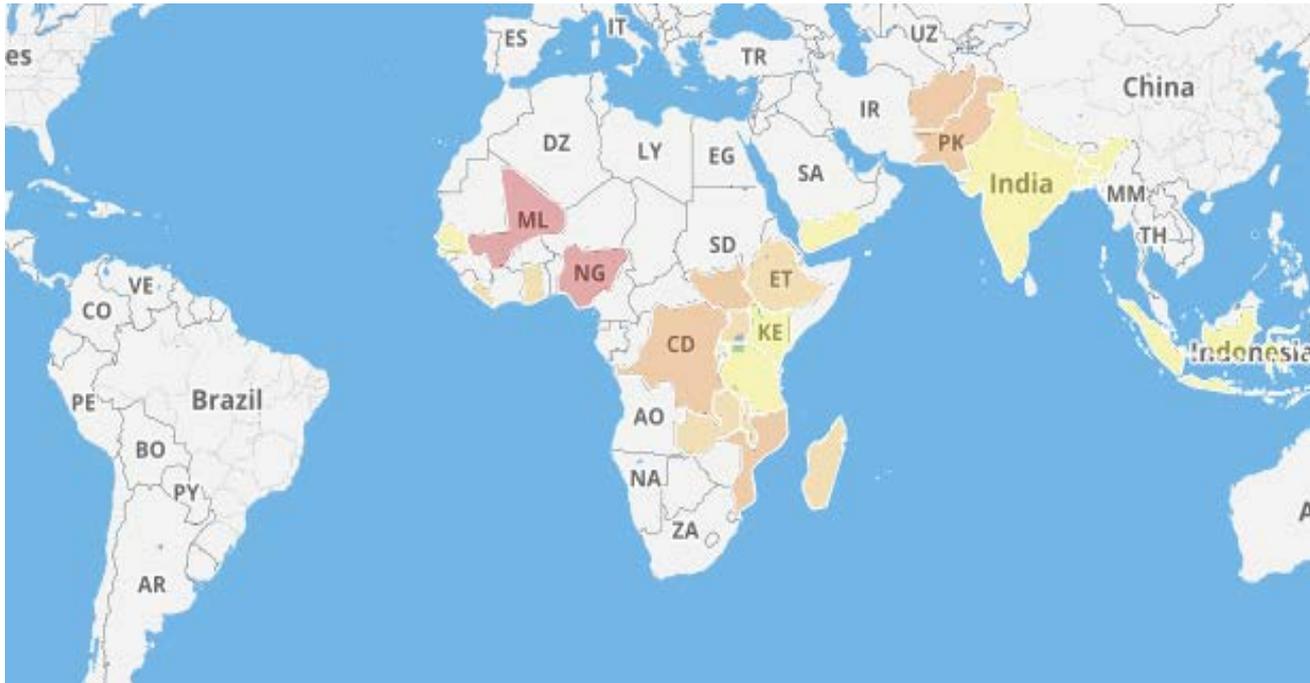
## LIVES SAVED OF CHILDREN UNDER 5

In 2008, an estimated 7.5 million children under 5 and 350,000 women died from preventable causes. In 2016, due to the collective efforts of country governments, civil society, academia, and donors like USAID, 1.6 million more children survived than would have in 2008 – and 1.1 million of those lives saved were in USAID's priority countries. In USAID's priority countries, more than 70,000 women survived in 2016 that would have died in 2008.

There is still much more work to end preventable child and maternal deaths within our generation, but we know what to do. In fact, we are saving more and more lives each year.

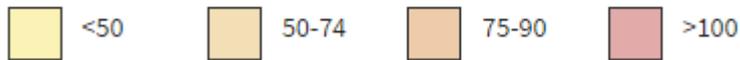
By continuing to target investments on the highest impact interventions, as laid out in the Acting on the Call reports, we can save more than 15 million children and 600,000 women by 2020.

# 25 PRIORITY MNCH COUNTRIES



- Afghanistan
- Bangladesh
- DRC
- Ethiopia
- Ghana
- Haiti
- India
- Indonesia
- Kenya
- Liberia
- Madagascar
- Malawi
- Mali
- Mozambique
- Nepal
- Nigeria
- Pakistan
- Rwanda
- Senegal
- South Sudan
- Uganda
- Tanzania
- Yemen
- Zambia

Under-5 Child Mortality Rates in USAID's 25 Priority Countries for Maternal and Child Health, 2015





## HOW WE ARE ACHIEVING RESULTS

### KEY MCH COMMODITIES

We know the major causes of mortality in women and children, and we have aligned our investments to target where they will have the biggest impact and save the most lives.

We are focusing on high impact interventions that both help prevent illness, like family planning and nutrition, as well as those that target the leading killers of women and children.





**Maternal  
Health**

There are **303,000** maternal deaths annually.

**Child  
Health**

There are **5.9 million** under-five deaths annually.

# KEY MNCH COMMODITIES

The UN Commission on Life-Saving Commodities for Women and Children identified critical MNCH commodities:

<b>Maternal:</b>	<b>Oxytocin, Magnesium Sulfate, Misoprostol</b>
<b>Child:</b>	<b>Amoxicillin-DT, ORS, Zinc</b>
<b>Newborn:</b>	<b>Injectable gentamicin, Chlorhexidine, Newborn resuscitation devices</b>

**Our Focus:** Increase access, availability, affordability, and appropriate use of quality-assured MNCH commodities to decrease morbidity and mortality of women, newborns, and children in the 25 USAID priority countries.

# MNCH COMMODITIES PREFERENCES

## Formulation Guidelines:

- Amoxicillin Dispersible Tablets (DT) (although some countries still request suspension)
- Oxytocin 10 IU (not 5 IU)
- Magnesium Sulfate 50% solution (5 gms in 10 ml)
- “New” WHO newborn sepsis treatment guidelines for resource-limited settings: injectable gentamicin/oral amoxicillin

# MATERNAL, NEWBORN, AND CHILD HEALTH AT GHSC-PSM

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# GHSC-PSM MNCH STRATEGY & PRIORITIES

MNCH priorities:

- Strengthened supply systems in country
- Increased access and appropriate use through sustainable delivery of, and demand for, MNCH commodities and pharmaceutical services
- Ensured supply of quality-assured MNCH commodities

GHSC-PSM provides a global mechanism to support:

- USAID's goal of ending preventable child and maternal deaths through increasing access to quality-assured commodities for MNCH
- The reduction of negative pregnancy outcomes associated with the Zika virus by increasing availability of preventive commodities such as insect repellent and condoms

For more information, we suggest you attend the following session:

- Quality Assurance for HIV/AIDS and Essential Medicines
- Essential Medicines

# DEFINING MNCH COMMODITIES

## Maternal

- Oxytocin 10 IU injection
- Misoprostol 200 microgram tablets
- Magnesium sulfate (0.5g/mL) – 2 mL

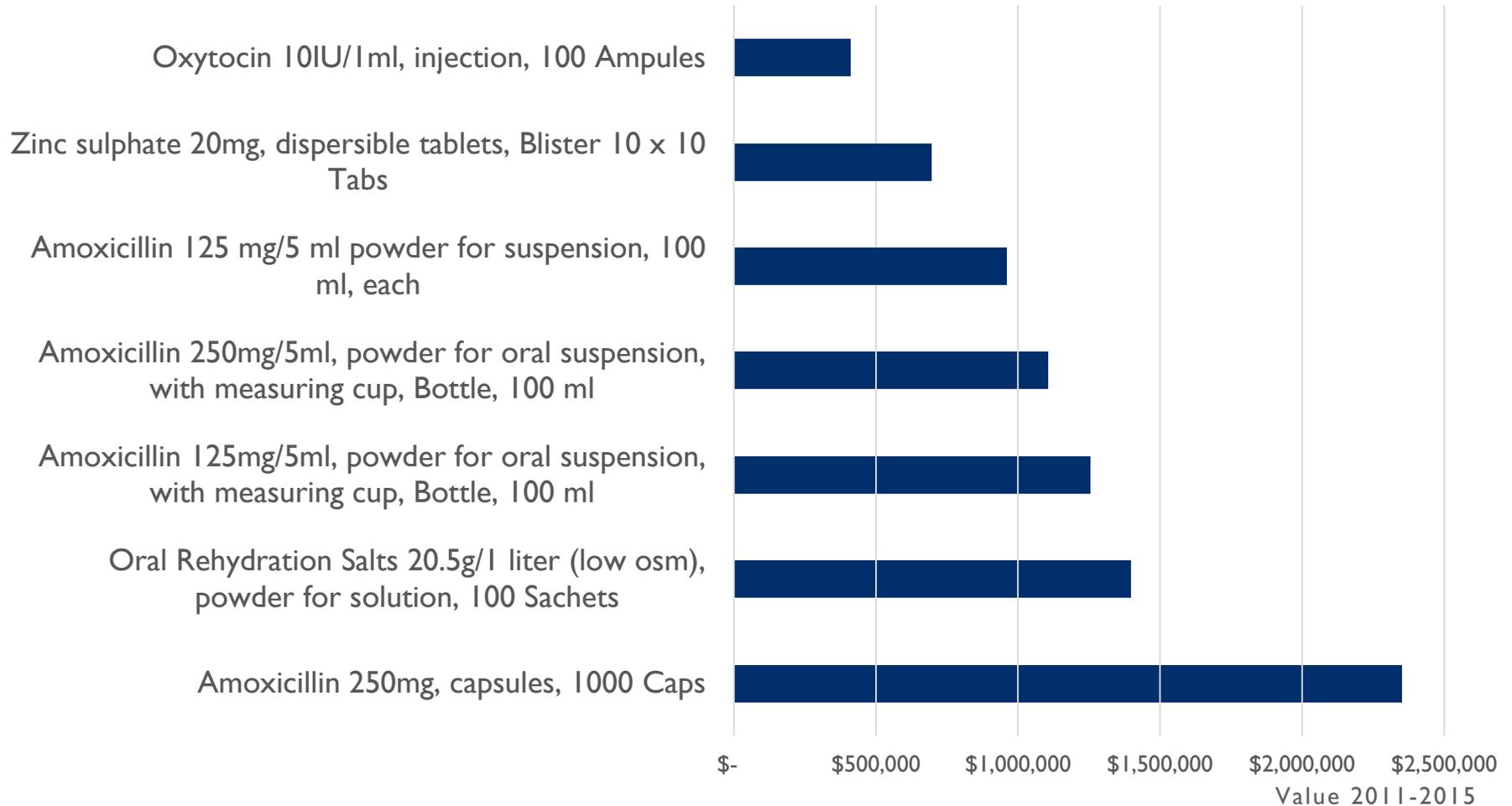
## Newborn

- 4% Chlorhexidine Gel (7.1% Chlorhexidine digluconate)
- Dexamethasone Injectable
- Gentamicin (20 mg/mL, 2 mL ampoule)
- Amoxicillin (40 mg/mL, 1 mL or 2 mL ampoule)
- Resuscitation equipment

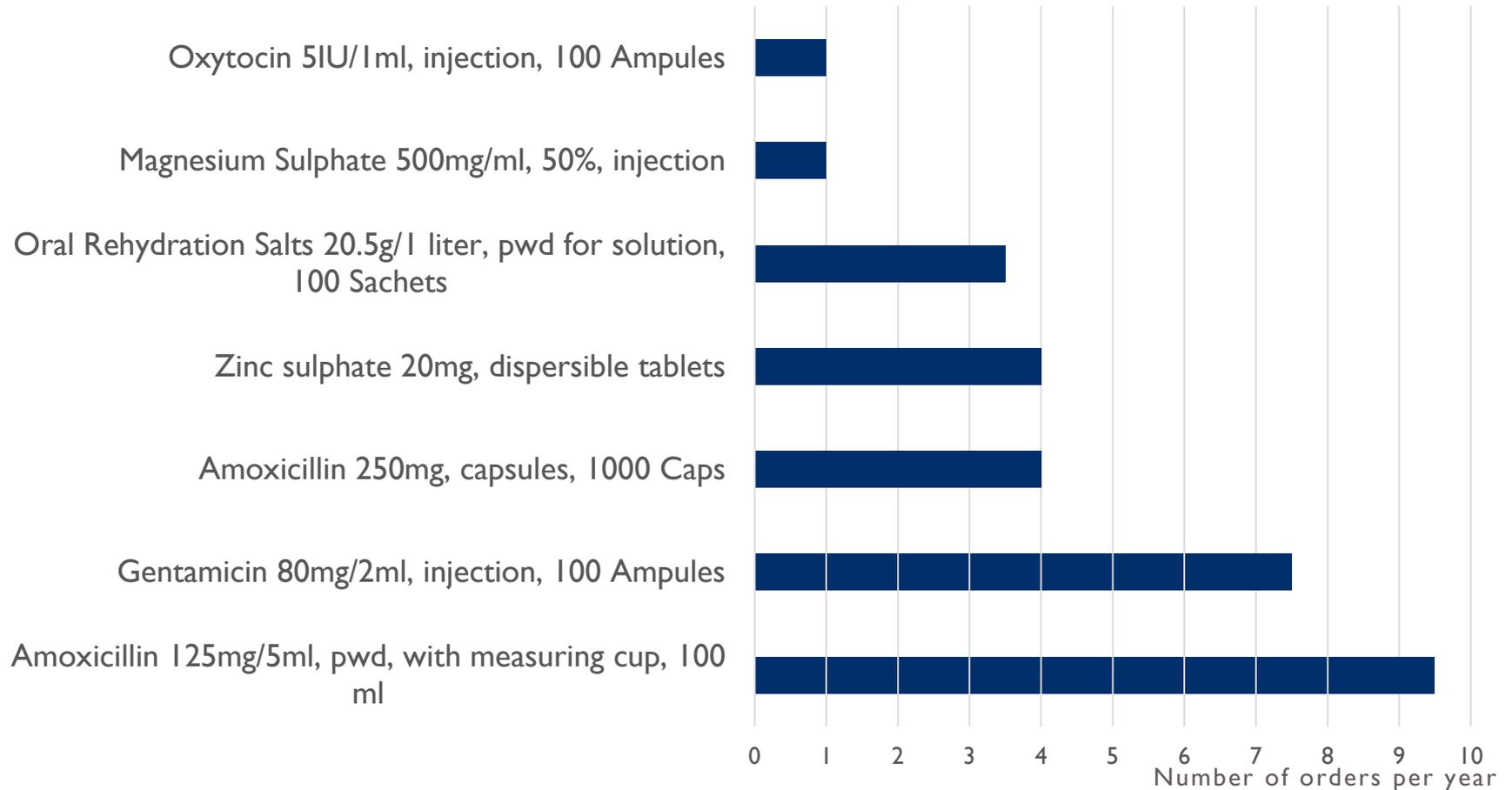
## Child

- Oral Rehydration Salts (20.5 g sachet)
- Zinc Sulphate Injection
- Zinc Tablets (20mg)
- Amoxicillin dispersible tablets

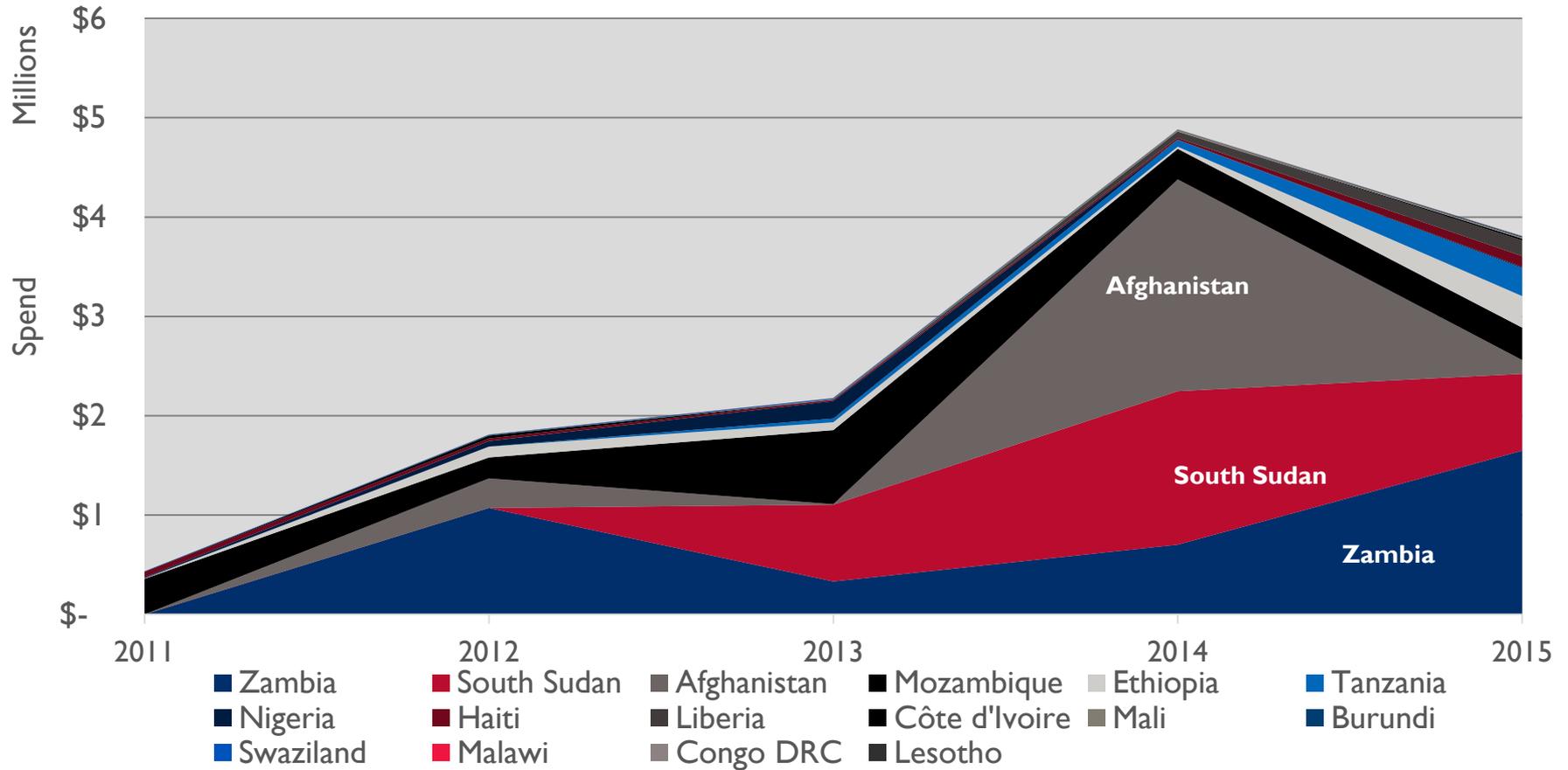
# HIGHEST HISTORICAL PRODUCTS BY VALUE



# MOST FREQUENTLY ORDERED MCH PRIORITY PRODUCTS



# HISTORICAL SPEND BY COUNTRY

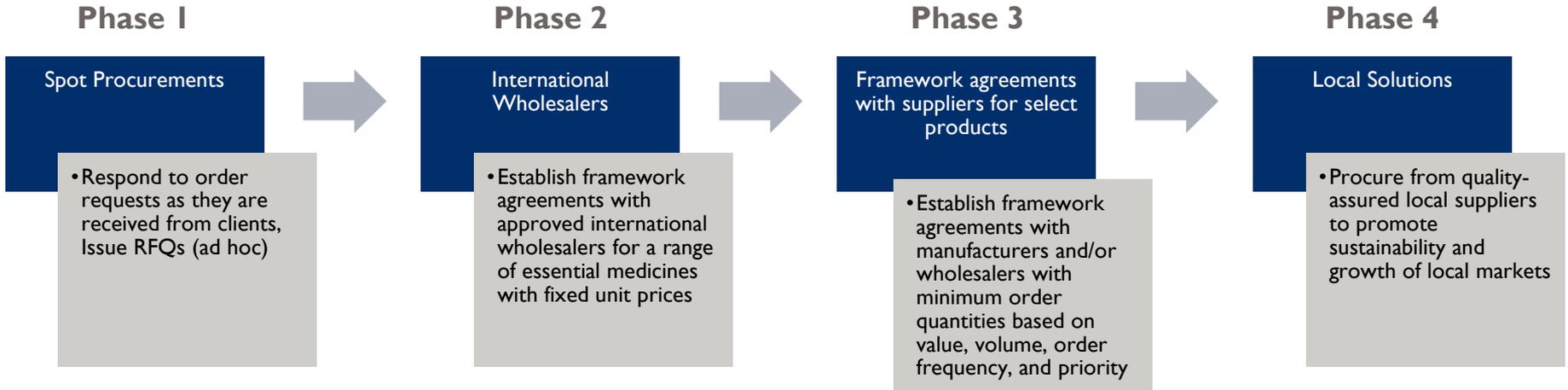


# STRATEGIC SOURCING PRIORITIES

- Product appropriateness: Work with USAID missions to procure globally recommended product presentations
- Quality: Support country procurement of quality-assured MNCH products, moving towards SRA Approved and/or WHO Prequalified sources
- Registration: Communicate priority products and countries to suppliers
- On-time delivery: Identify potential lead time reduction initiatives
- Visibility: Adoption of global standards for identification and data capture and exchange
- Executing optimized sourcing events by product and supply base

# SOURCING STRATEGY FOR MNCH COMMODITIES

MNCH priority essential medicines will be included in the GHSC-PSM essential medicines sourcing strategy:



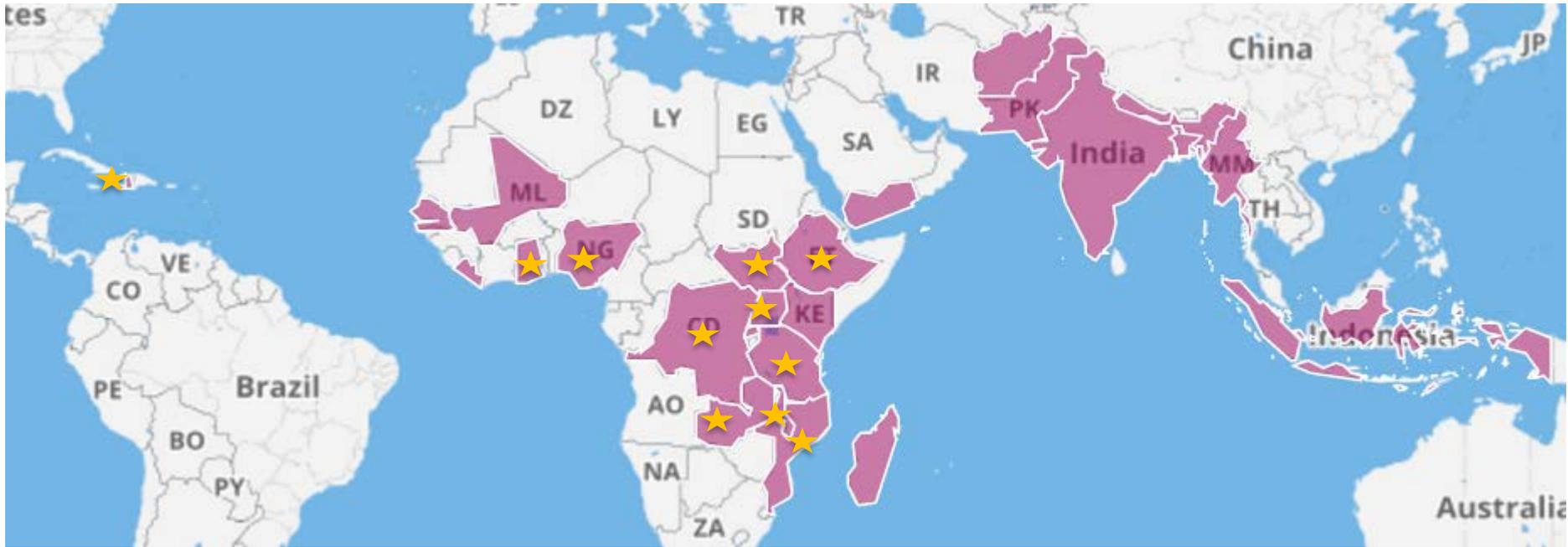
# GHSC-PSM REGISTRATION STRATEGY



## Goals:

- ✓ Reduction of supply-related issues due to registration
- ✓ Productive and positive working relationships with suppliers that achieves best value for USAID
- ✓ Efficient use of USAID, supplier, and GHSC-PSM time and resources vis-à-vis registration

# COUNTRY REGISTRATION PRIORITIES



- DRC
- Ethiopia
- Haiti
- Malawi
- Mozambique
- Nigeria
- South Sudan
- Tanzania
- Uganda
- Zambia
- Ghana

# GHSC-PSM COUNTRY TECHNICAL ASSISTANCE

In support of national procurements of quality-assured MNCH priority commodities, GHSC-PSM will:

- Support governments to identify and procure quality-assured commodities
- Communicate registration priorities and promote quality assurance of new MNCH commodities and formulations
- Build capacity to improve quantification and budgeting for procurement
- Create and support commodity security committees
- Support efficient and timely distribution
- Improve storage of medicines, supplies, and equipment
- Integrate MNCH commodities into the Logistics Management Information System (LMIS) and other national data collection systems

QUESTIONS?

# INTERACTIVE SESSION

How can we collaborate to improve access to quality-assured MNCH commodities?

# INTERACTIVE SESSION

## Discussion Questions:

- To what extent are the MNCH products your organization provides already available in USAID priority countries?
- What has been your experience in supplying LMIC governments? What challenges or opportunities has your organization faced in supplying products to LMIC governments?
- In your opinion, what key factors could facilitate increased availability of quality-assured MNCH commodities in priority countries?
- Are there lessons learned from other health areas or efforts that can be applied to MNCH commodities?

**Report Out:** Tell us what **we** should be doing, in conjunction with you, to strengthen availability of quality-assured MNCH products (outside of increasing procurement)!

# RECOMMENDATIONS

# UPCOMING EVENTS

- Joint WHO-UNICEF-UNFPA Meeting  
September 2017; Copenhagen, Denmark
- Reproductive Health Supplies Coalition (RHSC) Membership Meeting  
October 2017; Dakar, Senegal

# THANK YOU!

Engage with us! Here are a few events we'll be at this year:

Siobhan Perkins, Sourcing, GHSC-PSM  
[sperkins@ghsc-psm.org](mailto:sperkins@ghsc-psm.org)

Erin Seaver, Strategic Sourcing  
[eseaver@ghsc-psm.org](mailto:eseaver@ghsc-psm.org)

The USAID Global Health Supply Chain Procurement and Supply Management project provides commodity procurement and logistics services, strengthens supply chain systems, and promotes commodity security. We support USAID programs and Presidential Initiatives in Africa, Asia, Latin America, and the Caribbean, focusing on HIV/AIDS, malaria, maternal and child health, and reproductive health commodities.