

Technical Reference Team

Recommendation 2: Shaping Local Delivery Markets

Background

The UN Commission on Life-Saving Commodities for Women and Children (the Commission) was formed in 2012 by the UN Secretary-General as part of the global Every Woman Every Child (EWEC) movement. EWEC challenges the global community to increase access to and appropriate use of essential medicines, medical devices, and health supplies that effectively address the leading preventable causes of death during pregnancy, childbirth, and childhood.

Led by a wide range of high-level leaders from around the world, the Commission developed a framework for action on Reproductive, Maternal, Newborn, and Child Health (RMNCH) products that can be applied nationally and utilized in global RMNCH initiatives. The framework outlines a priority list of 13 commodities, key barriers to access and use, and 10 cross-cutting recommendations to rapidly increase both access and use. By increasing access to and use of these 13 commodities, it is estimated that 6 million women and children can be saved by 2017.

Moving forward

To help carry forward the Commission's recommendations at the global and national levels, **Global Technical Reference Teams (TRT)** were established. One group was formed for each of the 13 commodities and 10 recommendations, and an advocacy working group is dedicated to advancing cross-cutting goals. The groups carry out their work through a variety of mechanisms, including guidance documents and tools to support countries in their efforts to implement recommendations and address global and regional bottlenecks. These reference teams are coordinated by a Strategy and Coordination Team hosted by the United Nations Children's Fund (UNICEF).



PATH

Strengthening local delivery systems is an important component to ensuring lifesaving health commodities are delivered safely and effectively to people across the globe.

Spotlight on Recommendation 2

Local delivery systems comprise the last steps towards ensuring the safe delivery of effective, lifesaving health products. These systems depend not only on infrastructure but also on the knowledge of health care providers and patients. Local delivery systems can weaken for numerous reasons, including lack of awareness amongst patients and providers, low product demand, breakdowns in the local supply and distribution systems, use of below par substitutes, and limited local production or procurement, often attributed to expectations of low sales and profit. These factors ultimately result in poor health—and sometimes death—among women and children.

By 2014, Recommendation 2—Shaping Local Delivery Markets—seeks to incentivize local health care providers and private-sector stakeholders in all EWEC countries to increase supply, distribution, and appropriate use of the 13 commodities prioritized by the Commission.

The objectives of the Recommendation 2 TRT are to:

- Implement comprehensive local market-shaping interventions in six to eight countries to increase access to zinc and oral rehydration solution (ORS).
- Explore local market-shaping opportunities across many of the other commodities in pathfinder countries as well as three or four other high-volume countries.
- Develop a strategy and toolkit based on country experience to support sustainable levels of local distribution and supply.

Local markets: the last step to delivery

Just as weak global market dynamics signal the need for global market-shaping interventions, weak local delivery markets are an indication of a need for local market-shaping interventions. Local delivery can be strengthened through many of the same mechanisms used to support and shape global markets, however, these approaches must be adapted to fit the national context and can be supplemented by a number of specific local market-shaping tools

Group membership

The Recommendation 2 TRT is led by the Clinton Health Access Initiative (CHAI). Other participants include the US Agency for International Development, the Norwegian Agency for Development Cooperation, and PATH.

Progress to date

The Recommendation 2 TRT has conducted a local market-shaping analysis of four countries: Nigeria, Tanzania, Malawi, and Kenya. The analysis was conducted across all commodities to identify specific local market-shaping opportunities within each country. Each of the local recommendations identified bottlenecks and associated causes that can be targeted in order to increase access to and usage of quality commodities.

In addition, the Recommendation 2 TRT is in the process of completing an initial draft of detailed market-shaping interventions developed for the four focus countries. The group also supported the development of national market-shaping plans for Nigeria, Uganda, Malawi, and Tanzania.

The TRT will also develop a toolkit and market-shaping guidance for countries based on the experience of other nations. These resources will be developed in partnership with the Bill & Melinda Gates Foundation and are expected to be completed in August 2013.

Initial discussions with leaders from East Africa were held to support the development of an approach to local market-shaping across the region by engaging with local manufacturers that produce the 13 commodities.

Upcoming activities

During the coming years, the Recommendation 2 TRT will focus on increasing local production of the 13 commodities across East Africa. This work will support other regions to adhere to high-quality standards and ensure commodities are competitively priced.

Available resources

The Recommendation 2 TRT provides high-level technical assistance to shape local delivery markets. Increasing levels of support is available to other pathfinder countries ¹beyond Nigeria, Tanzania, Malawi, and Kenya.

Contact us

For more information or to request tools and technical assistance, please contact Andrew Storey, CHAI (astorey@clintonhealthaccess.org).

¹Democratic Republic of Congo, Ethiopia, Senegal, Sierra Leone, and Uganda.