

DMPA-SC Access Collaborative

**Making Self-injection Count**

*A workshop on family planning data availability and use*

March 22–25, 2021

**Faire compter l'auto-injection**

*Un atelier sur la disponibilité et l'utilisation des données de planification familiale*

22–25 mars 2021

# Counting on the private sector to understand the total market

# Compter sur le secteur privé pour comprendre le marché total

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# Session 7: Counting on the Private Sector to Understand the Total Market

## Compter sur le secteur privé pour comprendre le marché total

Considerations for DMPA SC Data Collection, Reporting & Use

Considérations pour la collecte, le rapport et l'utilisation des données relatives au DMPA SC

March 24<sup>th</sup>, 2021



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# Welcome!



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# Session Objectives

1. Characterize the private sector within the context of the total market for DMPA-SC and other self-care products
2. Describe the current landscape for provision of DMPA-SC self-injection through the private sector
3. Identify the unique considerations and feasibility for collecting private sector data within mixed health systems

# Agenda

1. Welcome
2. Setting the stage presentation
3. Moderated panel discussion
4. Collective brainstorm
5. Reflections and wrap-up

# Setting the Stage

Presented by: Ariella Bock, JSI

# Private Sector

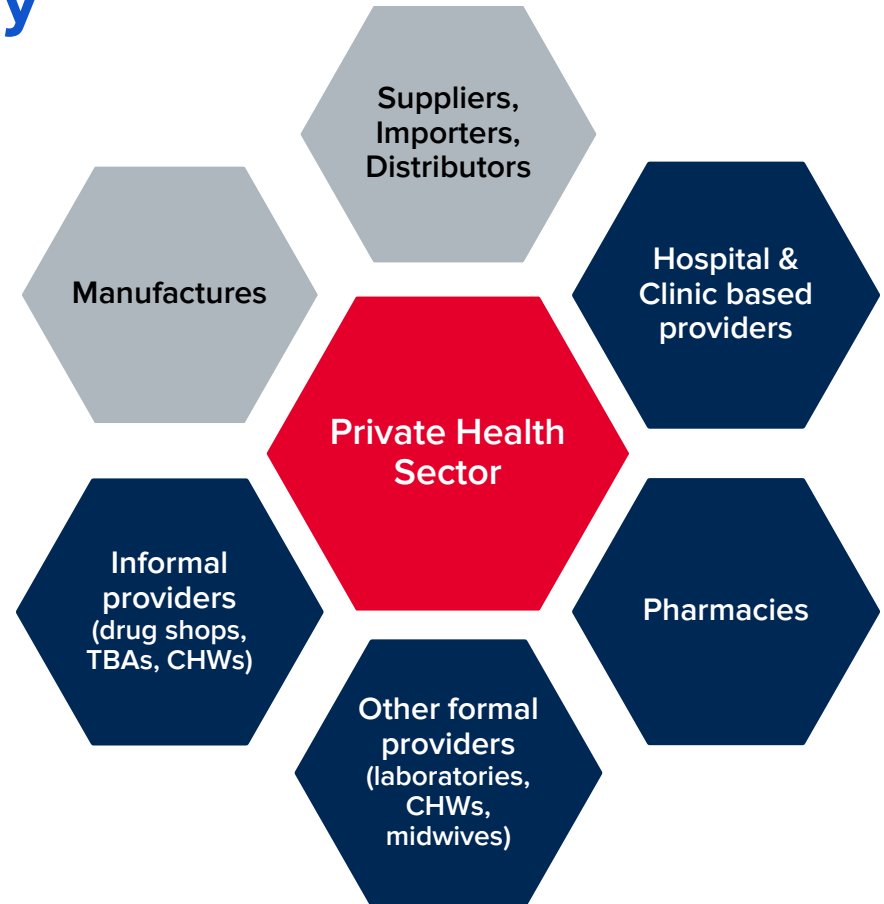
## Definitions & Concepts

# The private sector is highly diverse and fragmented

The private health sector refers to all non-state actors:

- Profit & Not-for-profit
- Formal & Informal
- Domestic & Global

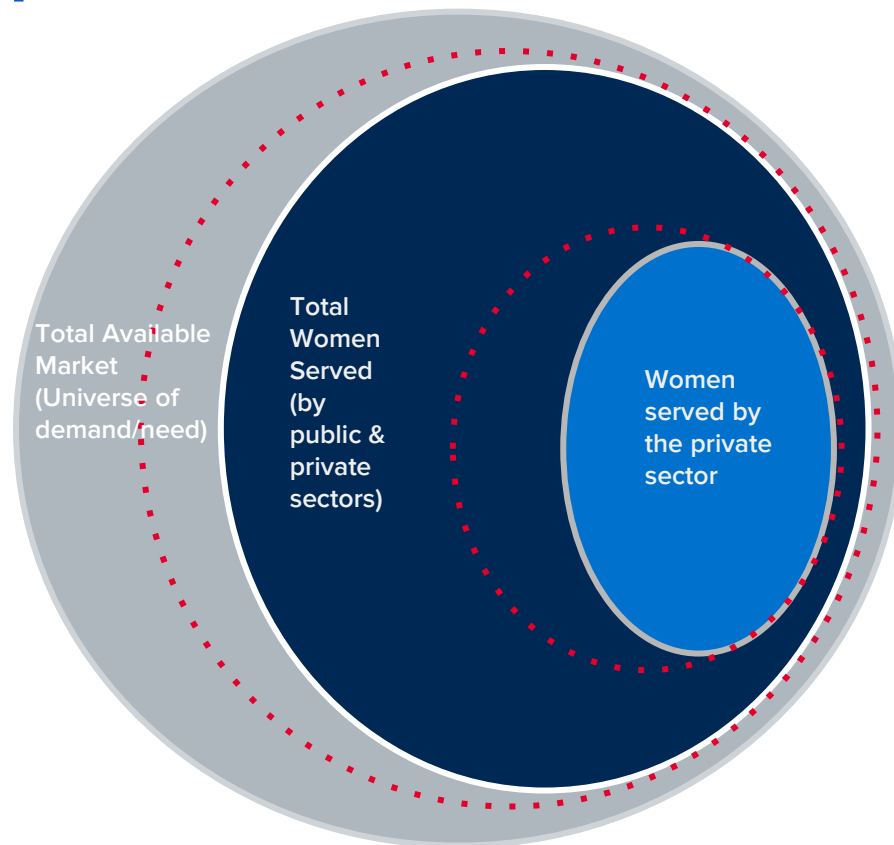
World Health Organization





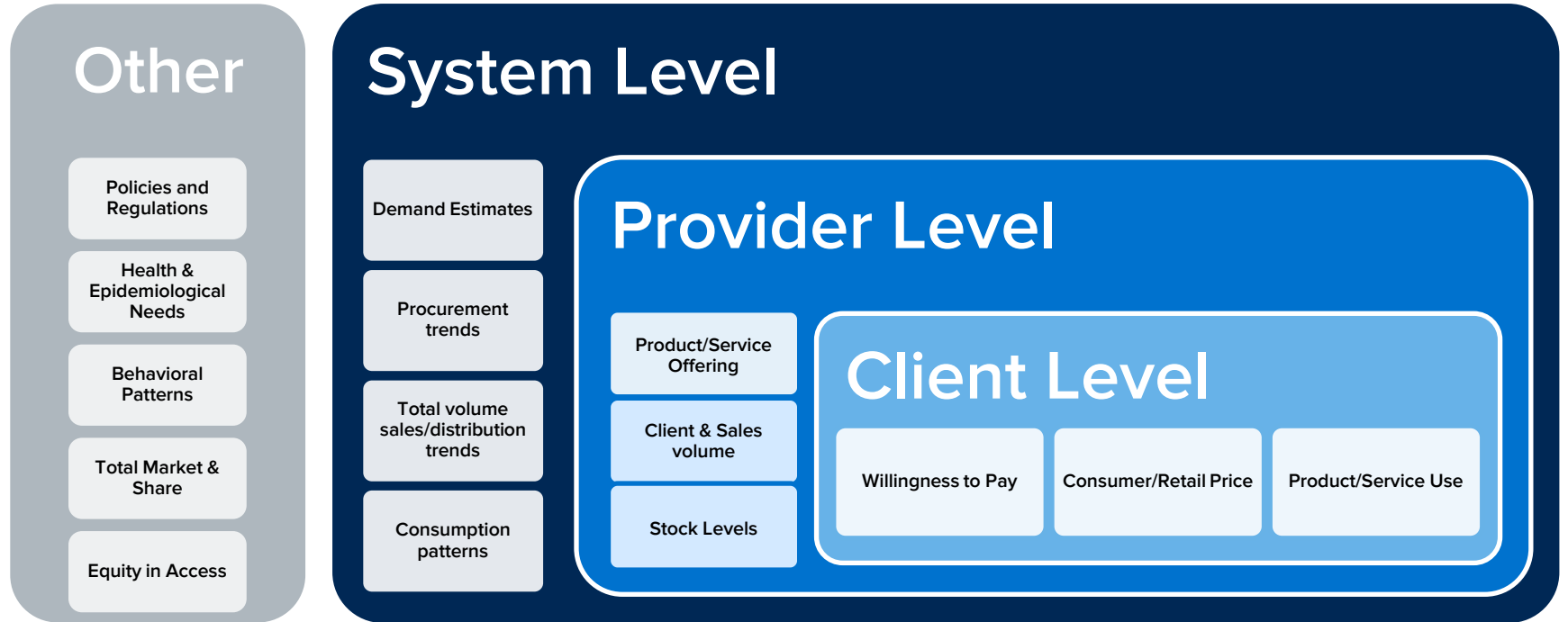
# Total Market Approach

TMA aims to increase equitable & sustainable access to health products and services by maximizing the comparative advantage of all sectors



# Data in Mixed Health Systems

## Market Data (illustrative)



# Self-Care

## Definition & Concepts

# Self Care: Definitions & FP/RH

## DEFINITION

“  
*Self-care is the ability of individuals, families and communities to promote health, prevent disease, maintain health, and cope with illness and disability with or without the support of a healthcare worker” -*

*World Health Organization*

## SELF-CARE

### Self-Management

Self-medication, self-treatment, self-examination, self-injection, self-administration, self-use

### Self-Testing

Self-sampling, self-screening, self-diagnosis, self-collection, self-monitoring

### Self-awareness

Self-help, self-education, self-regulation, self-efficacy, self-determination

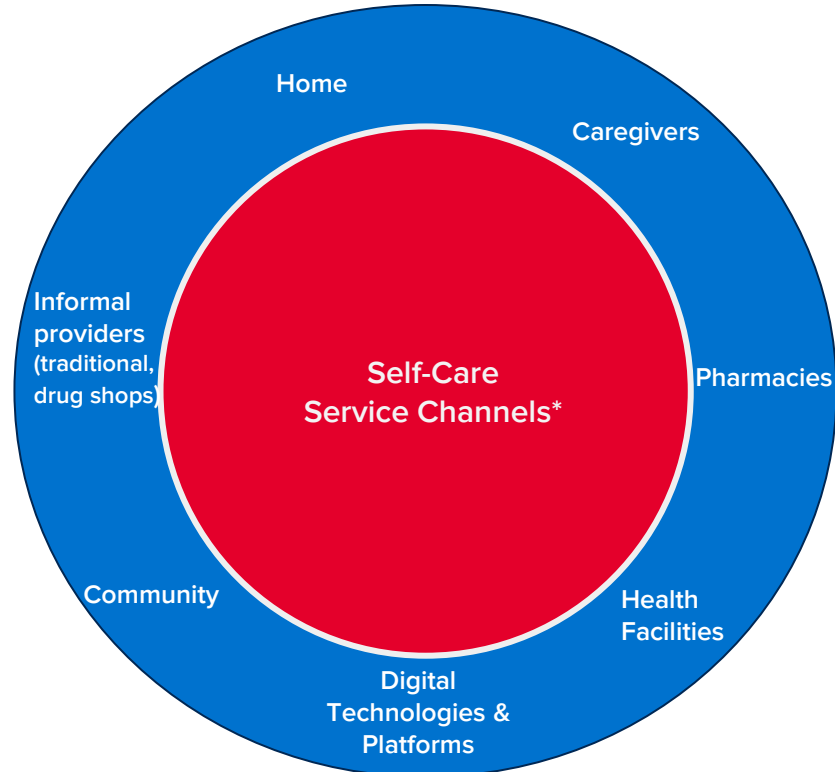
EVERYDAY LIFE

HEALTH SYSTEMS

## FP/RH (illustrative examples)

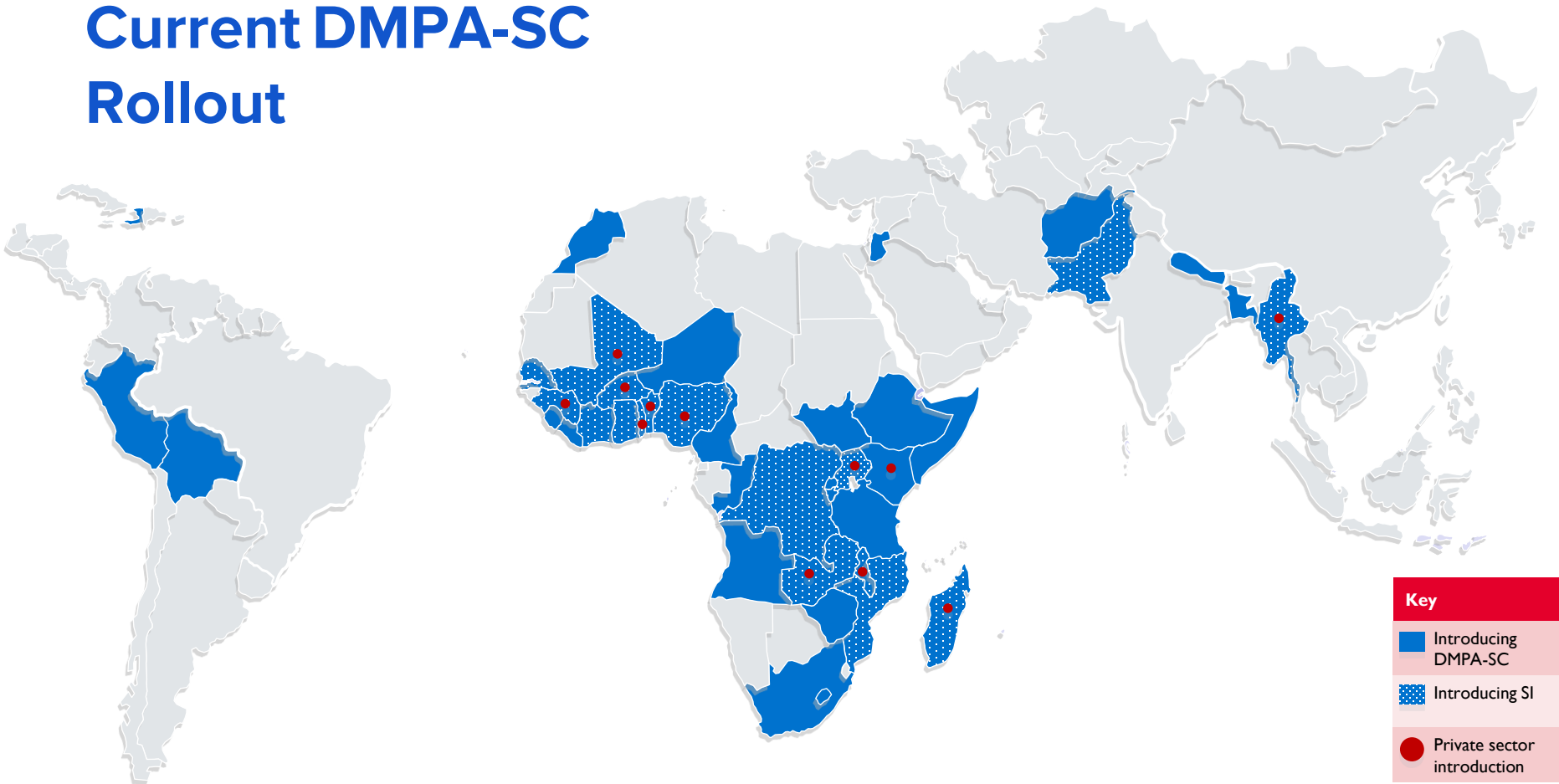
- Self-administered injectable contraception
- Over-the-counter oral contraceptive pills
- Home-based ovulation predictor kits
- HPV self-sampling
- HIV self-testing
- Condoms

# Self-care interventions allows us to reimagine healthcare delivery & the role of the private sector








































# **DMPA SC Self-Injection**

# Current DMPA-SC Rollout



# Private Sector Delivery Channels

	Provider Administered			Self-Injection		
	 Health Facilities	 Pharmacies	 Drug Shops	 Health Facilities	 Pharmacies	 Drug Shops
Benin						
Burkina Faso						
Guinea						
Kenya						
Madagascar						
Malawi						
Mali						
Myanmar						
Nigeria						
Togo						
Uganda						
Zambia						



# Client Journey: multiple options, multiple data considerations

## DATA QUESTIONS

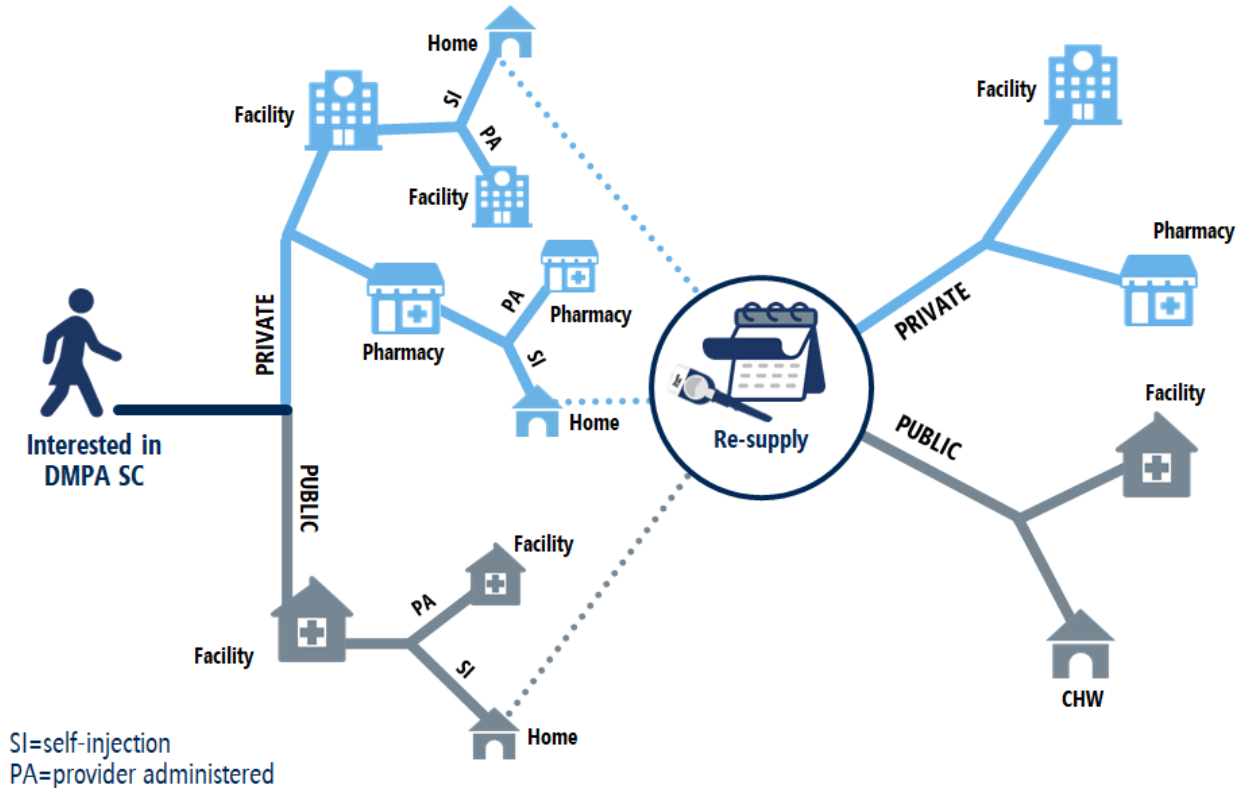
*Source: public or private?*

*Administration: provider or self?*

*Proof of SI proficiency?*

*Resupply: # units? source? Price?*

*Public - Private Market Share?*



# Moderated Panel

# Mika Bwembya | JSI | Zambia

## Private Sector Program Background

### Private Sector Channels Approved for Self-Injection:

private health facilities

private pharmacies (not yet introduced)

### DMPA SC Introduction Channel

private facilities (Pilot - Lusaka only)

### Introduction Approach/Strategy

*Product source:* Public sector supply

*Administration:* Self-Injection, though provider administration an option

*Units provided/sold to client upon SI proficiency:* 1 unit used during client training and takes 1 unit home. 2 additional units provided at 6 month follow-up visit

*Client Cost:* Free product; charge for service

*Willingness to Pay:* ~ US\$2.10 for DMPA SC unit (appx retail price for DMPA IM – US\$ 2.8 - \$5.6)



# Mika Bwembya, JSI Zambia

## Private Sector Data Information

	Data Collected/Available	How is Used?	By Whom?
<b>Self-Injection</b>	<p># of units provided to private facilities from public sector (distribution data)</p> <p>Service statistics (# trained, # opted for SI, # opted for provider administration)</p> <p>Client training time for self-injection</p> <p>Willingness to pay (WTP)</p> <p>Average retail price for DMPA IM as a proxy</p>	<p>Inform national scale-up plans/design</p> <p>Inform policy decisions. pharmacies &amp; pharm technicians approved to</p> <ol style="list-style-type: none"> <li>1) train women in DMPA SC self-injection and</li> <li>2) administer DMPA SC and IM injections</li> </ol> <p>Standardize across public &amp; private</p>	<p>Policymakers</p> <p>Funders</p> <p>FP Technical Working Group</p> <p>ZAMMSA (Zambia Medicines and Medical Supply Agency)</p> <p>Pharmaceutical Society of Zambia</p>
<p><b>Other FP/RH self-care products:</b></p> <p><i>Condoms &amp; Oral Contraceptives</i></p>	<p>sales data by district</p> <p>Average retail price</p> <p># of units provided to private facilities from public sector (distribution data)</p>	<p>Inform targeting/segmentation strategy</p> <p>Inform other program decisions</p>	<p>Program Managers (Implementers)</p> <p>Technical Working Groups</p> <p>Funders</p>

# Baker Lukwago, PSI Uganda

## Private Sector Data Information



### Private Sector channels approved for self-injection

Private clinics and Drug shops

### Program DMPA SC Introduction Channel

Private Facilities, Drug shops

### Introduction Approach/Strategy

**Administration (provider, self, both):** Provider administration and Self-injection

**Units provided/sold to client upon SI proficiency:** 2-3 units

**Product source:** Public sector (but investigating possible private supply)

**Client Cost:** Free product, only charged for service in the private sector (Rural based facilities charge between USD 0.5 to 0.8; urban based facilities between USD 0.8-1.3 per service/unit)

# Baker Lukwago, PSI Uganda

## Private Sector Data Information



	Data Collected/Available	How is Used?	By Whom?
<b>Self-Injection</b>	<p># and % of SDPs with at least one trained provider</p> <p># and % of SDPs actively offering SI services</p> <p># and % of SC and FP clients who are self-injecting</p> <p># and % of SC and injectable doses provided for SI</p> <p># and % of facilities reporting on SI indicators</p>	<p>Understand coverage of the SI intervention</p> <p>Inform national scale plans</p> <p>Monitor relationship between uptake and stocking levels</p> <p>Monitor progress of scale up and contribution of SI to the method mix</p> <p>Inform Policy Decisions. pharmacies &amp; pharm technicians approved to</p> <ol style="list-style-type: none"> <li>1) train women in DMPA SC self-injection and</li> <li>2) administer DMPA SC and IM injections</li> </ol> <p>Standardize client training model between public and private sectors</p>	<p>National Drugs Shops Taskforce</p> <p>FP Task Force</p> <p>Self care Working Group</p> <p>Funders</p> <p>Project Team</p>
<b>Other FP/RH self-care products:</b> <i>Condoms, oral contraceptive pills, &amp; emergency contraceptive pills</i>	# of products sold through distributor outlets	<p>Monitor coverage, penetration and stocking partners for outlets</p> <p>Inform other program decisions</p>	Project Sales team

# Victoria Webbe, DKT FWACA, Mali

## Private Sector Program Background

### Private Sector channels approved for self-injection

Pharmacies

Private Health Clinics

### Program DMPA SC Introduction Channel

Private health clinics

Pharmacies

### Introduction Approach/Strategy

*Administration* (provider, self, both): both; depending on user comfort to self-inject.

*Units provided/sold to client upon SI proficiency*

*Product source* : Pharmaceutical wholesalers

*Client Cost*: 500 - 1500 cfa (\$1-3); axx \$.40 service charge for the injection (varies by pharmacy)

# Victoria Webbe, DKT FWACA, Mali

## Private Sector Program Background

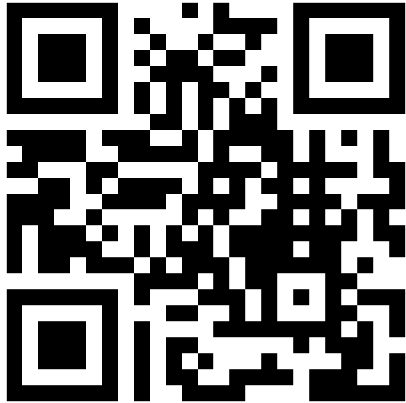
	Data Collected/Available	How is Used?	By Whom?
<b>Self-Injection</b>	<ul style="list-style-type: none"><li># of units provided to private facilities from public sector (distribution data)</li><li># of outlets stocking DMPA SC</li><li>% of pharmacies stocking DMPA SC</li><li># providers trained on DMPA SC</li><li>Brand awareness among providers</li><li>Average retail price for DMPA SC</li></ul>	<ul style="list-style-type: none"><li>used to inform a total market approach</li><li>Evaluate performance of sales staff</li><li>Evaluate success of marketing</li></ul>	<ul style="list-style-type: none"><li>Sales Teams</li><li>Program Managers (Training Implementers)</li><li>Funders</li></ul>
<b>Other FP/RH self-care products:</b> <i>Condoms &amp; Oral Contraceptives</i>	<ul style="list-style-type: none"><li># of units of EC, and condoms sold</li><li># of outlets stocking EC and condoms</li><li>% of pharmacies stocking EC and condoms</li><li>Brand awareness surveys among clients</li><li>Average retail price of EC and condoms</li></ul>	<ul style="list-style-type: none"><li>Inform targeting/segmentation strategy</li><li>Inform other program decisions</li></ul>	<ul style="list-style-type: none"><li>Sales Teams</li><li>Program Managers (Training Implementers)</li><li>Funders</li></ul>



# Panel Q&A

# Data Brainstorm

Mapping different private  
sector data needs for different  
users: Feasibility vs Impact for  
Decision-making



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# Reflections & Wrap-Up

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