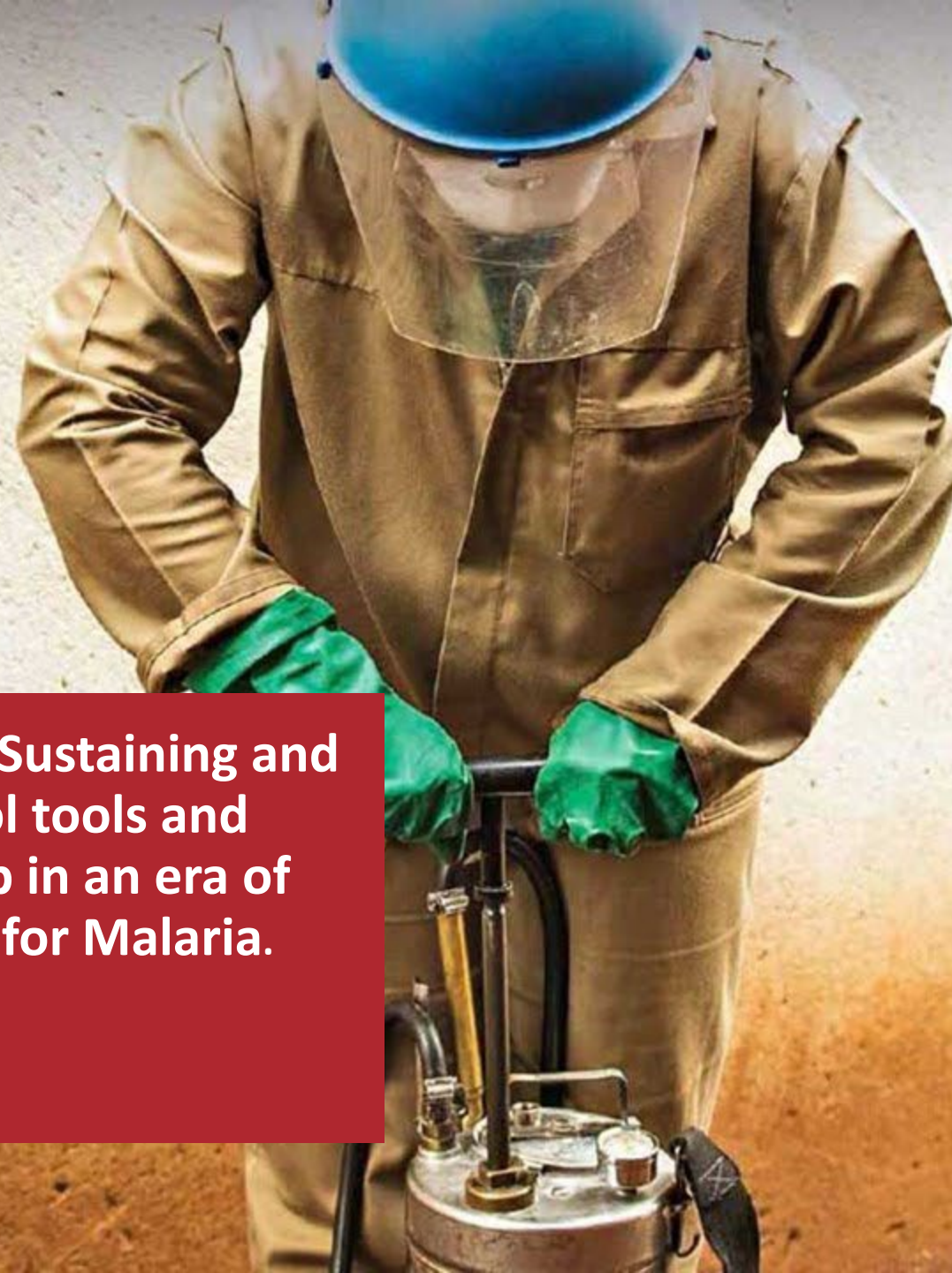




Private Sector Partnership: Sustaining and scaling up Vector Control tools and increasing local ownership in an era of dwindling donor funding for Malaria.

David McGuire



Rationale for New Routes to Market?....A reality check

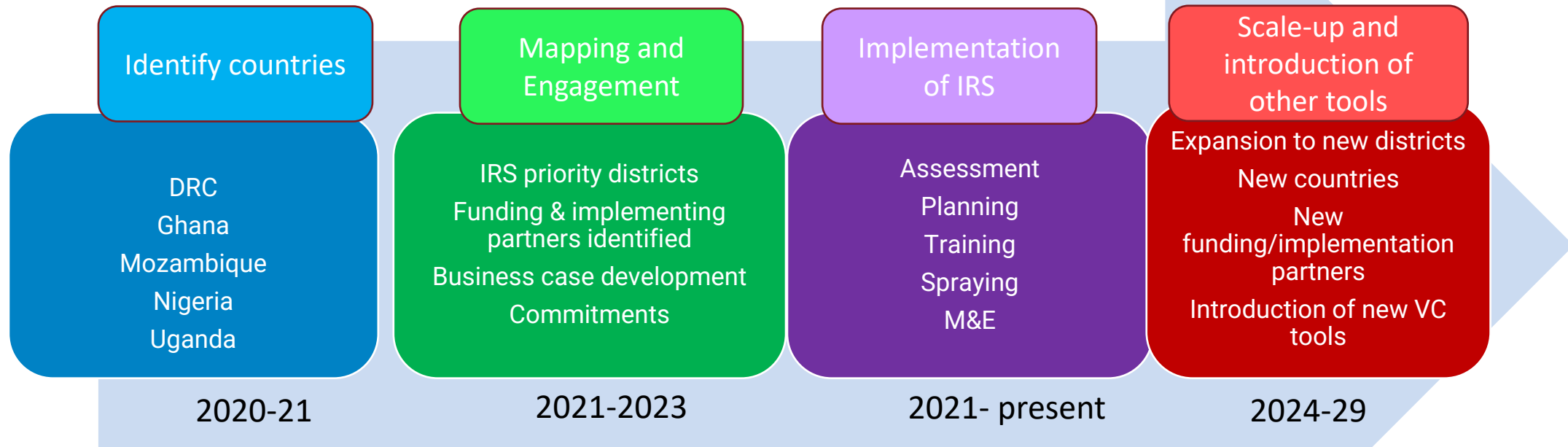
- Total **funding** for malaria control and elimination in 2021 was estimated at \$3.5 billion vs \$7.3 billion need (**\$3.8 billion funding gap!**)*
- Despite strong evidence of effectiveness, funders have begun to reduce support for IRS in favour of ITNs due to operational challenges and relatively high cost
- Adoption of new tools such as vaccines will put increased budget pressure on IRS
- Many country programs have expressed a strong desire to not only maintain but expand IRS based on positive results and challenges with consistent ITN use and durability
- No country has ever eliminated malaria without IRS
- Over 50% of health services in SSA provided by private sector (World Bank)
- Experience with NgenIRS project showed great potential in delivering IRS through private companies (AGAMaL) and NGOs (GBM, Pilgrim Africa and mission hospitals (Mulanje)
- There are many examples of private sector supporting and complementing provision of other public health products and services (e.g., family planning, WASH, etc.)
- ***Unless something changes, coverage with existing tools will be hard to maintain, let alone adding new and more expensive tools***

*2022 World Malaria Report, WHO



New Routes to Market Initiative

Supporting NMPs in select countries to increase funding and expand coverage of IRS and other VC tools through public-private partnerships



Partnership roles and responsibilities

- **NCMPs** - Ownership/leadership
 - Identification of local consultants
 - Mapping of potential partners
 - Stakeholder engagement
 - Facilitating government-backed incentives for participating companies
 - Data to support business case development
 - Policy guidance for targeting deployment
- **IVCC** - Support business case development, technical assistance, facilitate multi-national sharing of experiences & lessons learned, mobilize regional support (e.g., AGAMaL, E8, GIZ ,MSH, GBC Health, etc.)
- **Private Sector** – Implementation and/or funding of expanded IRS and eventually other VC interventions



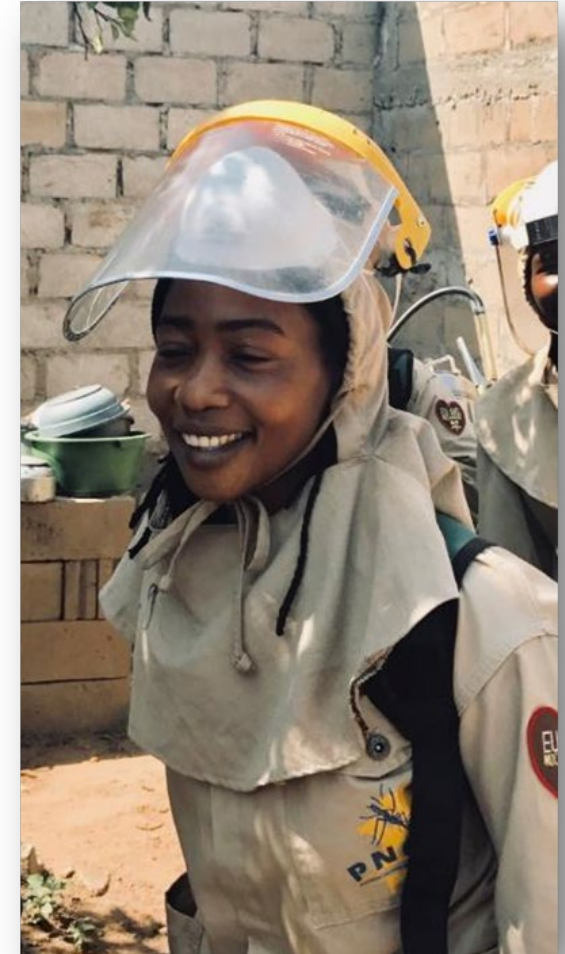
Progress to date

Ghana-

- **BENSO Oil Palm Plantation** – Protected 3,805 people with self-funded IRS, leading to 11.5% fewer Out-Patient Department (OPD) cases of Malaria
- **KILL Pest (local PCO)** – Contracted by NMEP to spray 2 priority districts/200,000+ people using domestic funding
 - Linked Kill Pest to PMI/Evolve for guidance on SOPs, training, etc.

Nigeria

- Bua foundation to protect students in secondary and Tertiary institutions in Kano state- **Funding proposal completed** (200-500K people)
- Wilmar International to protect its 2,000 employees in their Calaro Estate (2024)
- Taj Bank interested in supporting IRS in prisons & schools – **Funding proposal in preparation**
- Dangote and Access bank have expressed interest in supporting IRS - **Discussions ongoing**



Progress today

Uganda: Companies that have expressed interest to take up IRS for their employees. Discussions underway to develop business cases.

- *Kakira Sugar Company -*
- Doho irrigation rice scheme- 4,280 and dependents
- Facilitating collaboration between NMPs and African PCOs for TA to ensure affordable, safe and high-quality implementation
- Providing NGOs guidance on product options and facilitating access to reduced prices



Challenges

- *Reduced public sector funding – reduced volumes and increased market volatility = higher prices & reduced commitment by manufacturers*
- *High cost of implementation and absence of rigorous cost/benefit analysis to support case for continued/increased investment*
- *Limited bandwidth and resources within National Programs*
- *Limited operational capacity among the private sector partners*
- *Lost momentum with NMPs in DRC and Mozambique after initial mapping due to other priorities*
- *Waning interest among some R&D/manufacturing partners in IRS due to market trends – could impact pricing of ITNs and broader long-term commitment to vector control*



Opportunities

- Interest and commitment of key National Programs in high-burden countries, based MSP
 - Nigeria – Prioritized IRS in high-burden states (78 million people)
 - Ghana – Prioritized 18 new districts for IRS (2 million people, currently reaching 10%)
- Clear need to fill resource/implementation gap
- Local PCOs and community-based delivery strategies could dramatically reduce the cost of delivery, but need to ensure training and oversight for quality/safety
- Large African companies and foundations showing interest
- Interest among African and Indo-Pacific countries in sharing experiences, lessons learned and providing TA



Vision for future support of VC toolbox

- 25% Increase in VC coverage by 2029 in partner countries
- Building network of private institutional partners (funding and implementation) with IRS and expanding to other products, including Spatial Emanators LLINs, ATSB, etc.
- Implementation of next generation market shaping intervention to support new tools
- Exploration of complementary consumer markets in select countries in Africa and Asia

