Country efforts to improve Sexual and Reproductive Health commodity markets
Access relies on interactive systems including markets

Healthy markets:
- Responsive to consumer preferences
- Equitable and sustainable prices
- Reliable and sufficient supply
- Quality products
- Adequate financing
- Effective introduction of new products

Healthy markets cannot be achieved without *market stewardship* including:
- Market data & analytics
- Market management
As countries increasingly manage national SRH markets, there is an urgent need to build country market stewardship capacity.

**Today’s objectives**

1. What do countries see as key market issues?
2. Where are they prioritizing their efforts?
3. Where do they want support to strengthen local market stewardship?
Burkina Faso assessment results

- Data Availability
- Institutional Base
- Analytical Tools
- Partnership

- Market outputs
- Market foundations
Burkina Faso market shortcomings

- Dependence on donor financing
- Limited manufacturing pool contributes to supply insecurity and quality concerns
- Low private sector engagement
- Market actors do not respond to consumer preferences or introduce new products
- Gap across key market foundations that inhibit coordination and partnership
## Recommendations

### Financing

Alongside a national financing strategy, launch a related advocacy campaign directed towards government stakeholders to mobilize domestic resources.

### Supply

Coordinate a manufacturers' forum to promote the participation of national and international manufacturers in the market for SRH products in Burkina Faso, in order to ensure security of supply and product quality in the national market.

### Private sector

Identify and implement incentives to improve private sector participation in the SRH market.

### Demand

Develop and implement (in collaboration with the Direction de la Santé de la Famille) a roadmap for the integration of user preference data into contraceptive procurement tables.

### Data

Technical assistance to develop specific priority data and analytical tools to improve coordination and partnership.
Reflections from the Government of Burkina Faso, Dr Augustine Tangahire
Senegal Assessment results

- Market outputs
- Market foundations

- Customer satisfaction and equitable access
- Price
- Quality
- Product adoption
- Financing
- Supply
- Consumer demand

Market data
Market institutions
Market analytics
Market management
Senegal market shortcomings

- Low availability of quality data to understand market trends and guide strategies.
- Insufficient understanding of consumer and provider needs impacts effective provision of FP products and services.
- Limited cost recovery and revenue for FP products may inhibit provision at service delivery points.
- Donor dependency and lack of diversity in funding sources undermine financial resilience.
- High dependence on imports can create supply risks.
- Insufficient involvement of the private sector in FP product markets limits access.
### Recommendations

#### Data
- Develop and test cost-effective strategies to understand and collect data on private sector utilization trends
- Introduce USAID Quantification Analytics Tool (QAT)
- Implement an integrated logistics information management system for RH and FP products, to facilitate decision-making

#### Consumer needs
- Collaborate with partners to identify cost-effective strategies to gather data on consumer preferences

#### Cost recovery
- Extend ERPX3 and use interoperability between DHIS2 and ERPX3 to improve data quality

#### Financing
- Explore alternative strategies to increase national funding to meet financial needs

#### Imports
- Examine opportunities to improve trade and tax policies
- Pursue regional and global dialogues under the leadership of WAHO to identify opportunities to attract a local or regional supplier for high-supply risk RH products

#### Private sector
- Explore reforming policies
- Set up a mechanism for continuous mapping of the role of the private sector in the availability of contraceptive products
Reflections from the Government of Senegal, Dr Ciré Ly
More information available on FP at the national level compared to MNH.

Coordination and collaboration with the private sector was lacking and contributed to low scores across the domains.

Financing is characterized by poor budgetary releases vs. commitment compounded by a widening SRH financing gap.

Market data though available is fragmented through vertical programming and the lack of collaboration between the public and private sectors.
### Federal recommendations

<table>
<thead>
<tr>
<th><strong>Financing</strong></th>
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<tbody>
<tr>
<td>- Utilize Government Financing Mechanisms to Increase the Availability of SRH Services and Commodities</td>
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<tr>
<td>- Provide an Enabling Environment for Local Manufacturing of SRH Commodities</td>
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<th><strong>Data &amp; analytics</strong></th>
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<td>- Improve The Capacity Of Relevant Stakeholders For Data Reporting, Integration And Analytics For Effective Service Delivery And Informed Decision-Making</td>
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<th><strong>Market management</strong></th>
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<tr>
<td>- Harness private sector capacity to promote access to SRH commodities and services.</td>
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<tr>
<td>- Strengthen SRH Policy implementation and Support States to Domesticate the existing SRH Policies.</td>
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Nigeria state assessment results

- **Ekiti**
  - Market Data
  - Market Analytics
  - Market Management
  - Market Institutions

- **Kaduna**
  - Market Data
  - Market Analytics
  - Market Management
  - Market Institutions

- **Lagos**
  - Market Data
  - Market Analytics
  - Market Management
  - Market Institutions

- **Niger**
  - Market Data
  - Market Analytics
  - Market Management
  - Market Institutions

- **Osun**
  - Market Data
  - Market Analytics
  - Market Management
  - Market Institutions

**Legend:**
- Light blue: Market conditions
- Dark gray: Market foundations
Nigeria state market shortcomings

- High dependence on donor financing without corresponding increase in domestic financing for SRH commodities undermines resiliency.
- Limited regional or local manufacturing capacity contributing to quality and supply security concerns.
- Limited private sector engagement resulting in poor visibility into the sector and coordination.
- Non existent or limited market stewardship and analytical tools.
State recommendations

Strengthen Market Foundations

- Increase data availability from the private sector. This is critical for greater SRH market stewardship.

Enhance Market Coordination

- Establish SRH market groups with wide stakeholder representation.

Strengthen Procurement Systems

- Explore pooled procurement options.
- Include the private sector in the quantification and supply planning process.

Develop SRH Market Strategies

- Track and monitor changes in SRH market with specific state strategies developed with market players.
Reflections from the Government of Nigeria, Dr Victoria Omoera
## Themes and recommendations

### Data

**Problem:** Challenges in accessing data - especially consumer research, private sector - for analysis.

**Solution:** Test and scale cost-effective solutions to fill gaps; support monitoring market data.

### Stewardship

**Problem:** Challenges in assessing state of total market and designing solutions.

**Solution:** Strengthen country and sub-national market stewardship capacity (financing, price, supply).

### Partnership

**Problem:** Engaging private sector to align on market vision and design solutions.

**Solution:** Share best practices in public/private engagement.

### Collective Action

**Problem:** Lack fora to raise shared issues emerging from countries for action.

**Recommendation:** Create mechanism to elevate collective issues for regional or collective action (e.g., regional manufacturing base, third party supply platform/collaborative procurement to manage supply and affordability risks, sharing best practices on financing and pricing frameworks).
Thank you