



# Integrating the Private Sector into Last Mile Supply Chains: Lessons from Senegal

**Reproductive health supplies:  
A question of availability, quality  
and affordability**

November 8, 2017  
Brussels, Belgium



MSD for mothers  
Committed to Saving Lives

# Partnership



MSD for mothers  
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MINISTÈRE DE LA SANTÉ ET  
DE L'ACTION SOCIALE



BILL & MELINDA  
GATES foundation



MSD for mothers  
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# Problem Statement



## CONTRACEPTIVE USE IN SENEGAL (2011)

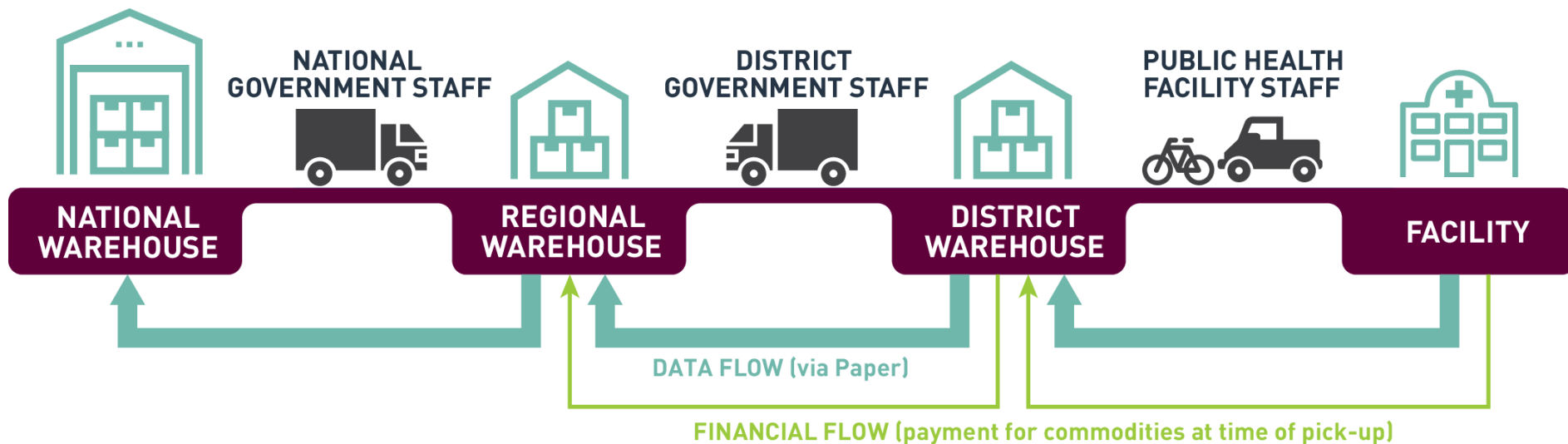


## ANNUAL RATE OF STOCK-OUTS SAMPLE OF 33 HEALTH FACILITIES IN DAKAR REGION (2011)



# Former Contraceptive Supply Chain

## COMMODITY FLOWS



# Causes of Stock-Outs

## Bottlenecks



Commodity  
Flow



Data  
Flow

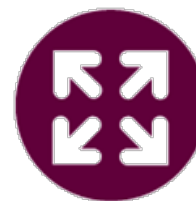


Financial  
Flow

## Contributing Factors



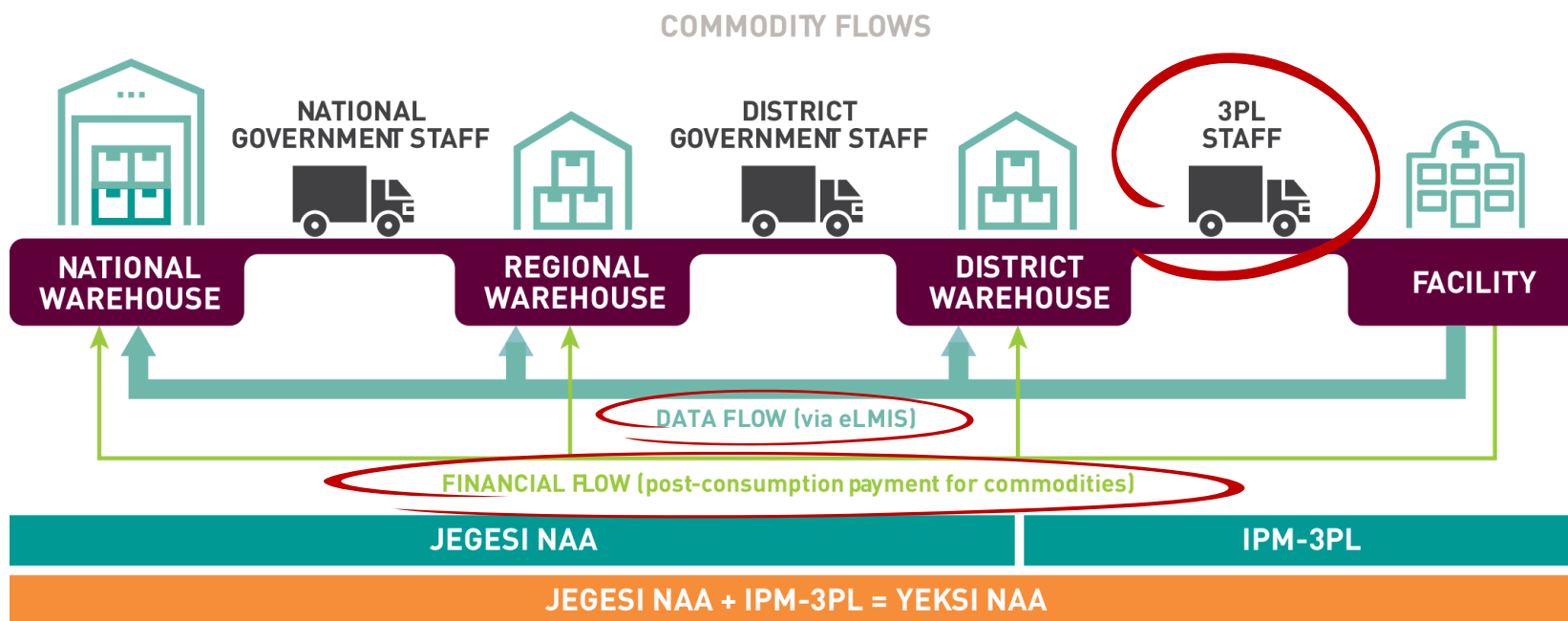
Reliance on  
Care Providers



Complex  
System

# The Solution: IPM-3PL at the Last Mile

## YEKSI NAA SUPPLY CHAIN, INCLUDING IPM-3PL



*IPM-3PL is part of a larger supply chain system called Yeksi Naa ("I have arrived")*





Photo credit: IntraHealth International





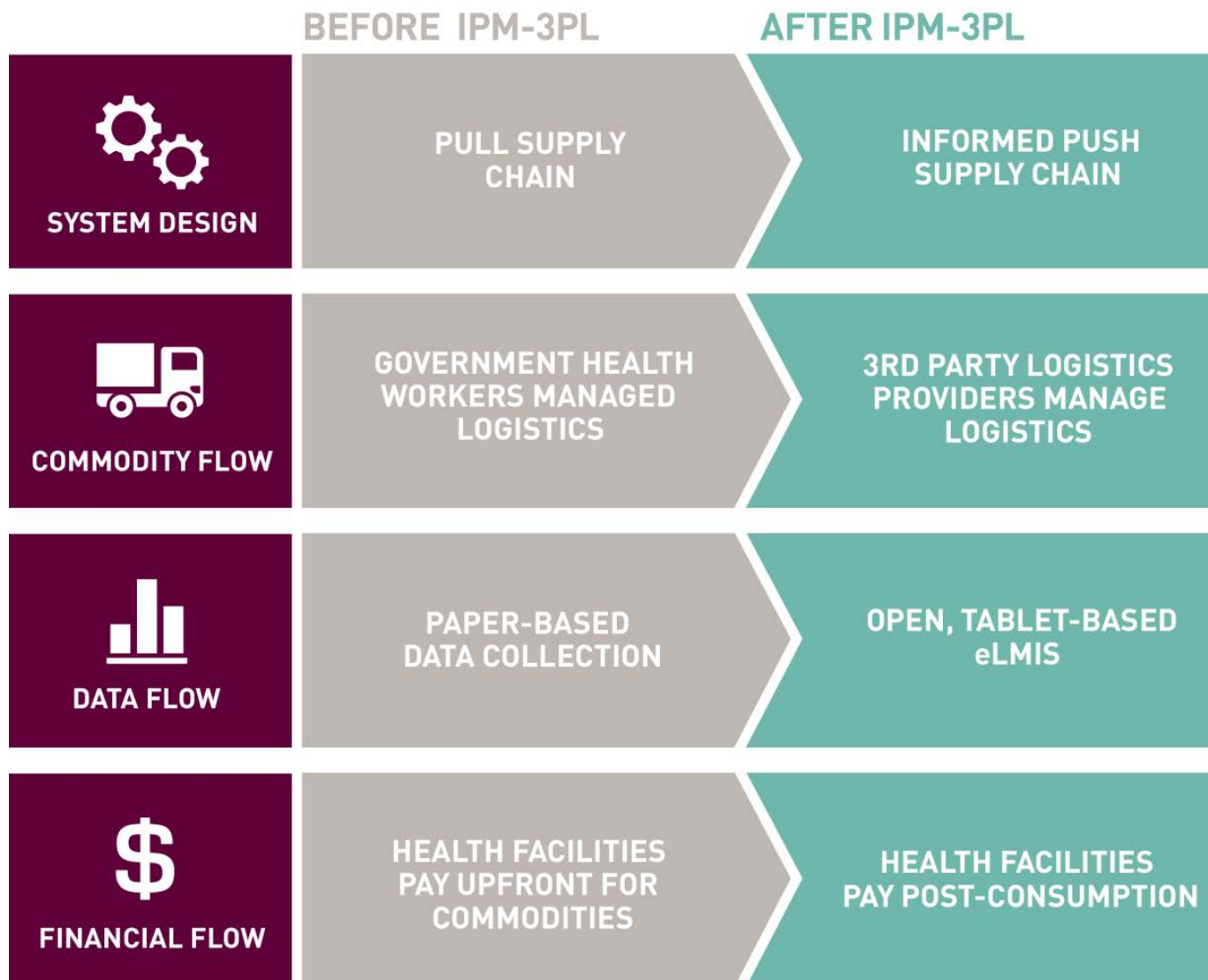








# IPM-3PL Benefits



# Scaling IPM-3PL Nationwide



contraceptive availability  
nationwide



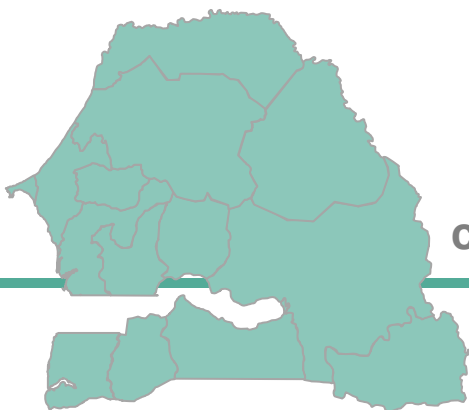
health facilities reached by  
third party logistics providers



women with more reliable  
access to contraception



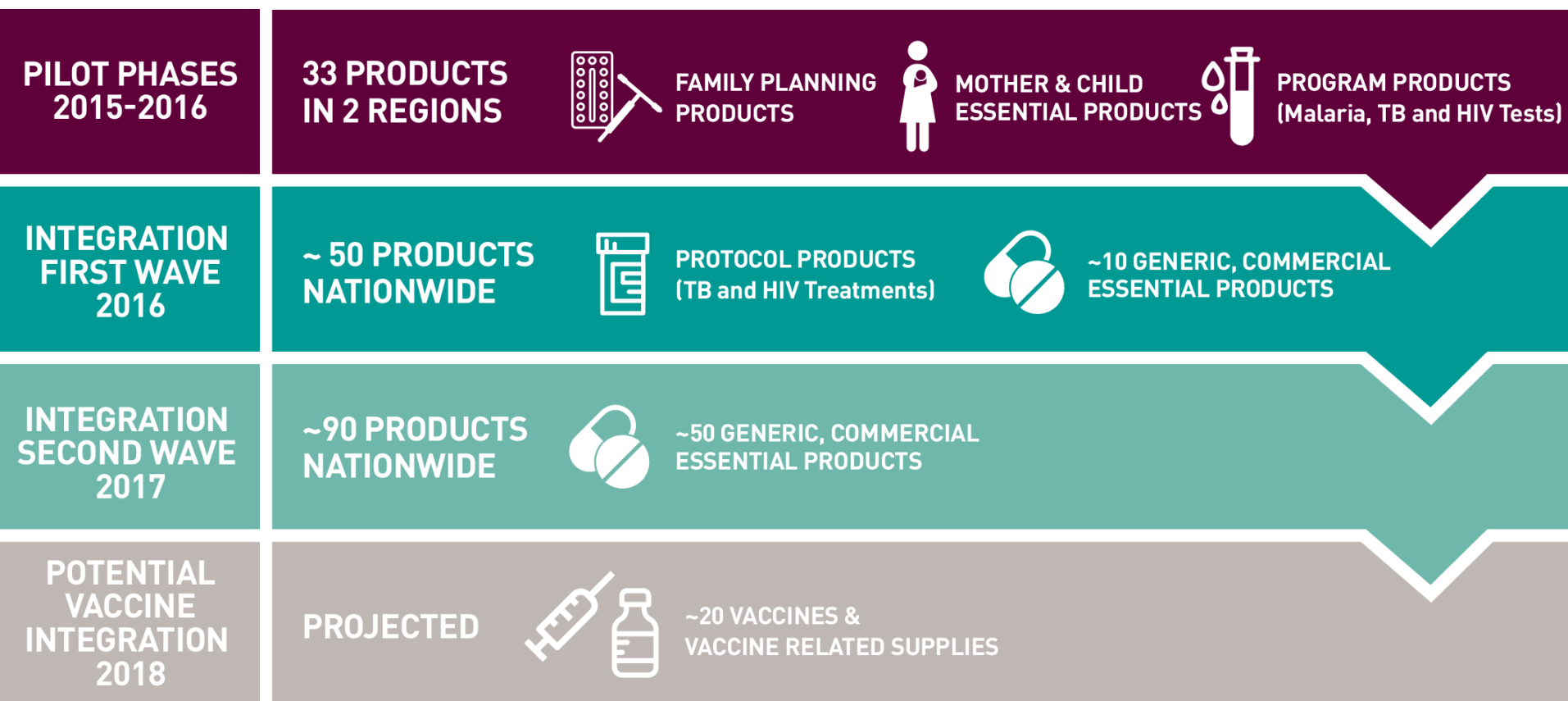
essential medicines now  
included in IPM-3PL



IPM-3PL has now expanded to include other essential commodities beyond contraception, as a part of *Yeski Naa*



## EXPANDING IPM-3PL TO INCLUDE ESSENTIAL COMMODITIES: A PHASED APPROACH



## Financial Sustainability

### 1 Margin redistribution (est. 70% of costs)

#### TOTAL REVENUE PER UNIT SOLD SDP

##### DISTRICT

15% MARGIN (25% of margin pays for Yeksi Naa)

PURCHASE PRICE  
FROM PRA

30% MARGIN (25% of margin pays for Yeksi Naa)

PURCHASE PRICE  
FROM DISTRICT

### 2 Fee increases for participating health programs

## Institutional Sustainability

### Transition Launch Ceremony August 2016





# Scale-Up Timeline

## INITIAL PILOT

**2011-2012**

IPM-3PL FOR  
CONTRACEPTIVES ONLY

PILOTED IN 1 REGION

## SCALE UP

**2013-2015**

IPM-3PL FOR  
CONTRACEPTIVES ONLY

SCALED TO ALL  
14 REGIONS

## ADOPTION

**2015-2016**

GOVERNMENT-LED  
PILOTS OF  
JEGESI NAA PLUS:

3PL DELIVERY AT THE  
“LAST MILE” (IPM-3PL)

GOVERNMENT-LED  
DELIVERY AT THE  
LAST MILE

A PARALLEL SCENARIO,  
INCLUDING BOTH 3PL AND  
GOVERNMENT-LED DELIVERY  
AT THE LAST MILE

## YEKSI NAA

**2016-2017**

EXPANDED TO  
ADDITIONAL COMODITES

GOVERNMENT  
MANAGED AND FINANCED

# Success Factors

- ✓ **Widespread Organizational Support & Commitment**
- ✓ **Logistics Led by Logisticians**
- ✓ **Willingness to Partner with the Private Sector**
- ✓ **Providing Products on Consignment**
- ✓ **Improved Data Visibility**
- ✓ **Product Integration & Sustainability**
- ✓ **Continuous Improvement Process**
- ✓ **Advocacy & Communication**



A photograph of a man and a woman sitting at a counter in a clinic. The man is wearing a yellow shirt and the woman is wearing a blue headscarf and a blue patterned top. They are both looking towards the camera. In the foreground, the back of a person wearing a yellow and white patterned headscarf is visible. The background shows a tiled wall and some medical equipment.

# Thank You