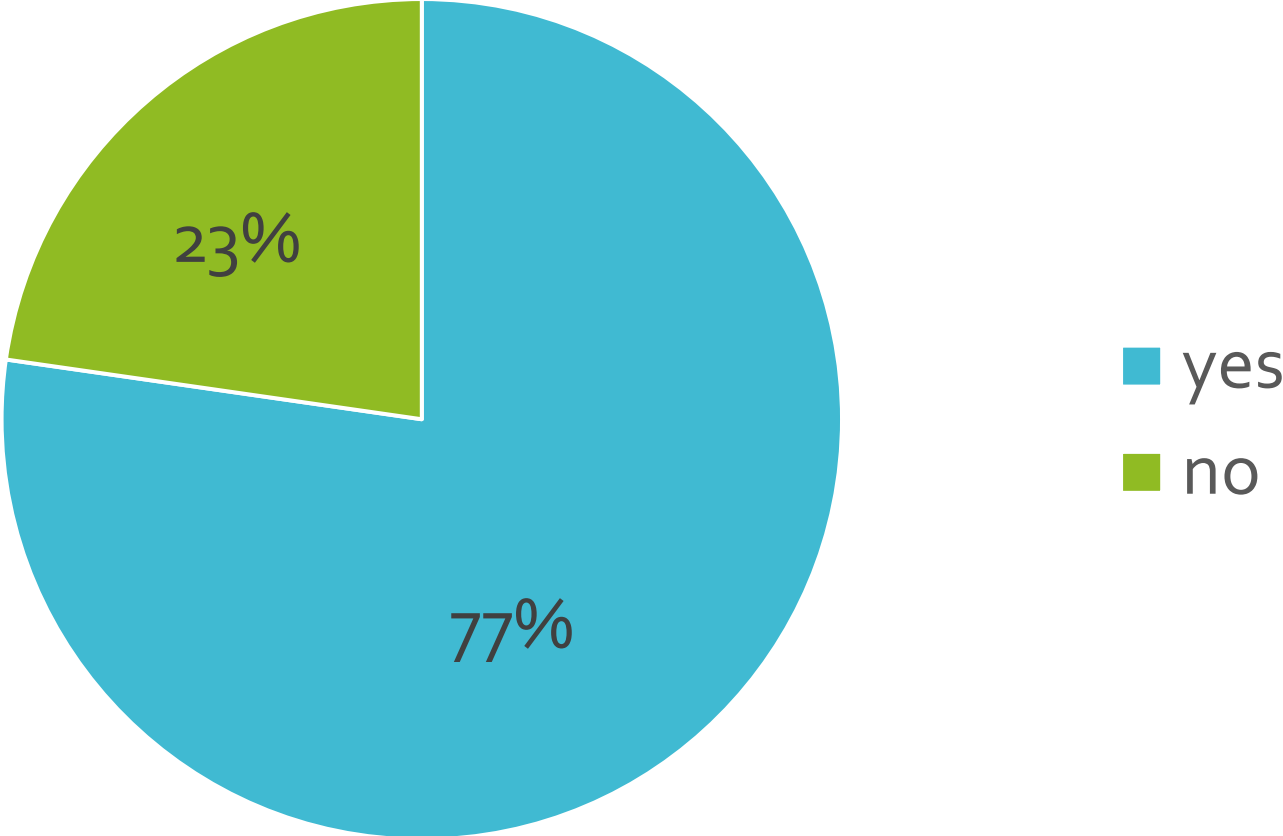


# Prevention of Unsafe Abortion Partner Group

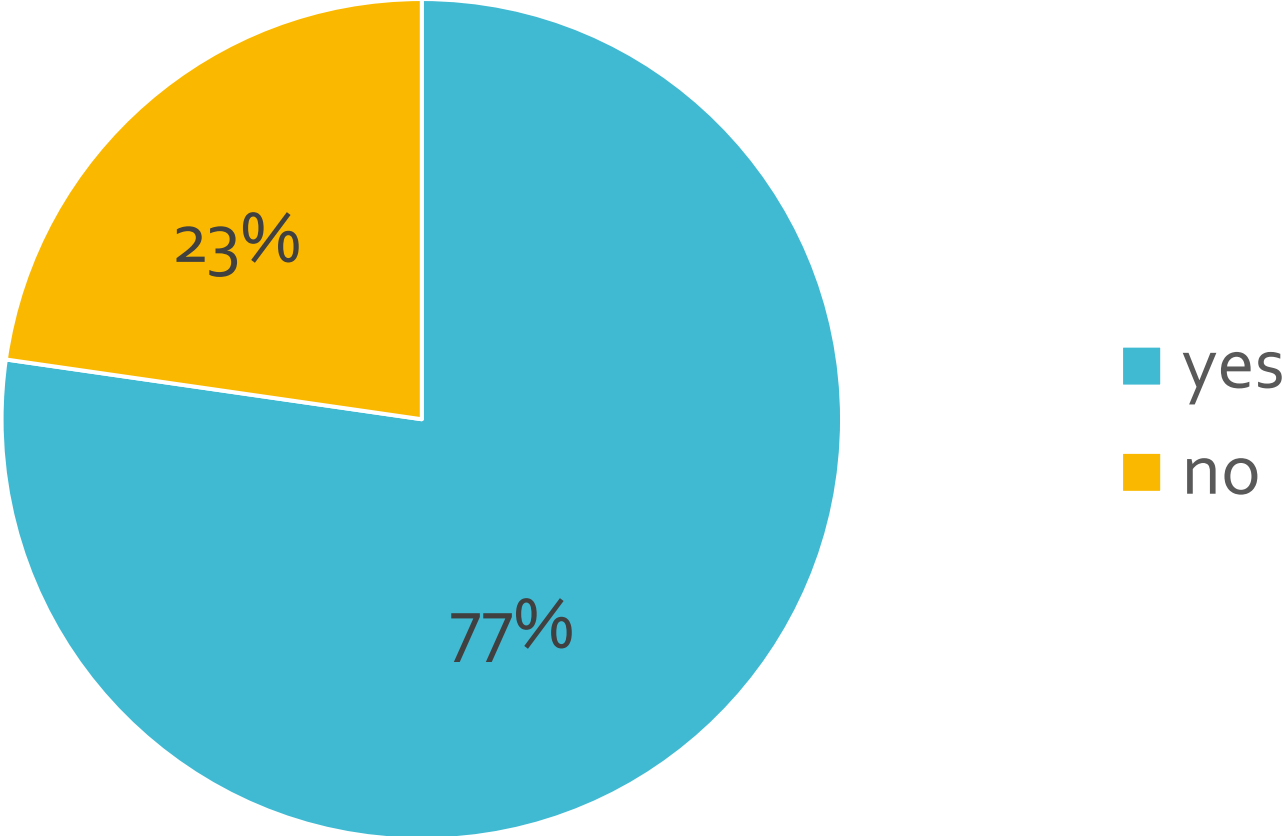
Procurement funding  
and procurement for  
abortion commodities  
survey results



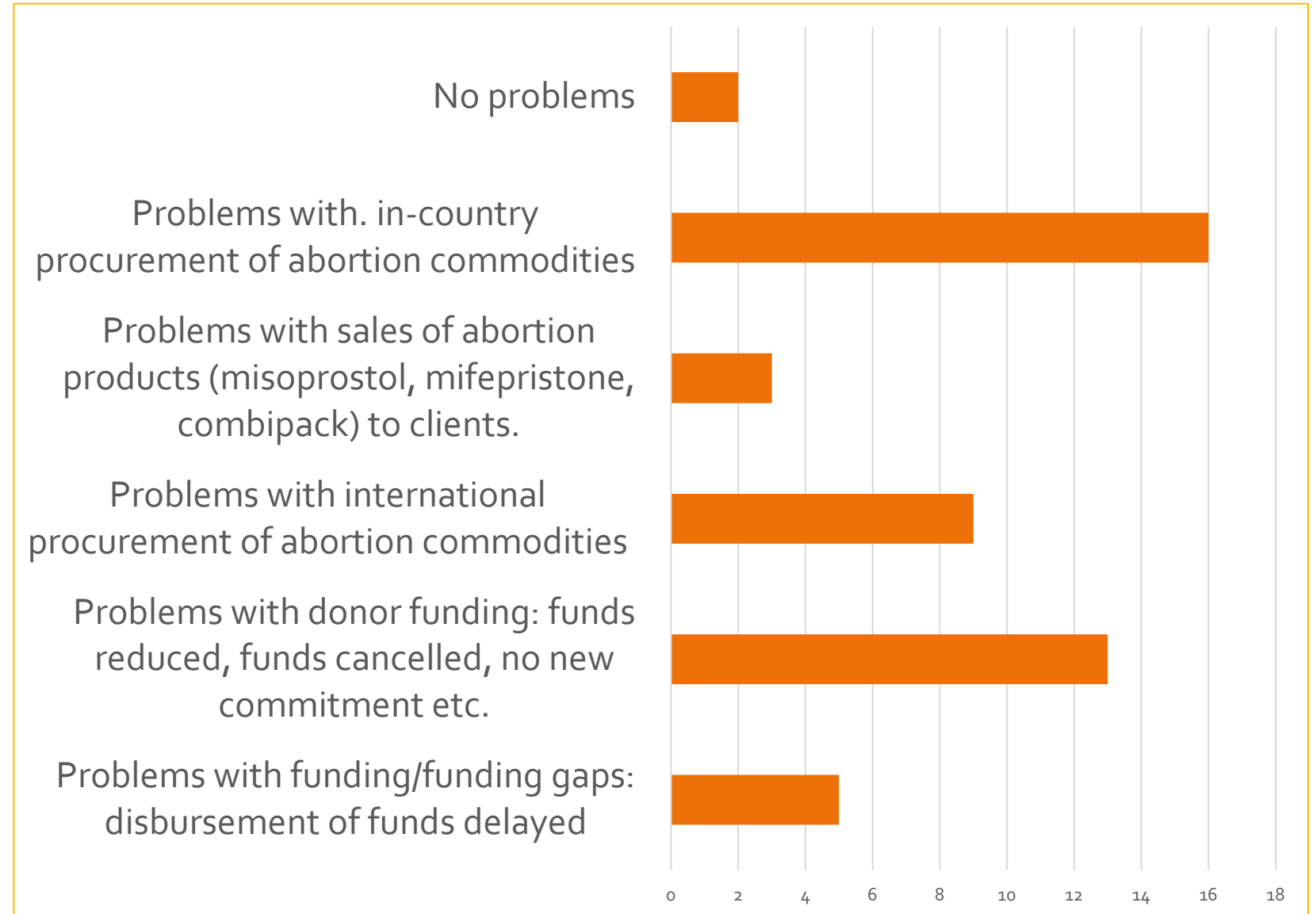
Has financing for procurement for the abortion services that you support or provide been affected by Covid-19?



Have procurement processes of commodities for the abortion services that you support or provide been affected by Covid-19?



What are the main factors affecting your organization financing/procurement within the Covid-19 context?



Examples of procurement funding problems for abortion that the organization is experiencing due to Covid-19.

- **Unavailability of commodities**
  - Lack of local production
  - Delays in shipment of commodities
- **Prioritization of COVID related activities than RH commodities**
  - Government level
  - Donors
- **Reduction in donor funding**
- **Higher procurement costs**
- **Staffing related challenges**
- **Lockdown related revenue challenge**
  - Less social marketing sales
- **Additional costs e.g. PPE procurement**

Estimate of the funds that are delayed, cancelled or not renewed

- Significant annual **funding reduction** from 2020 to 2021 (1 respondent)
- **Expect funding cuts** due to reduction of GNI
- **Budget cuts**
  - over 25%
  - More than 40%
  - USD 29,936
  - USD 500,000
  - USD 100,000
- **Do not know yet:** 5
- **No cuts/delays or N/A:** 6

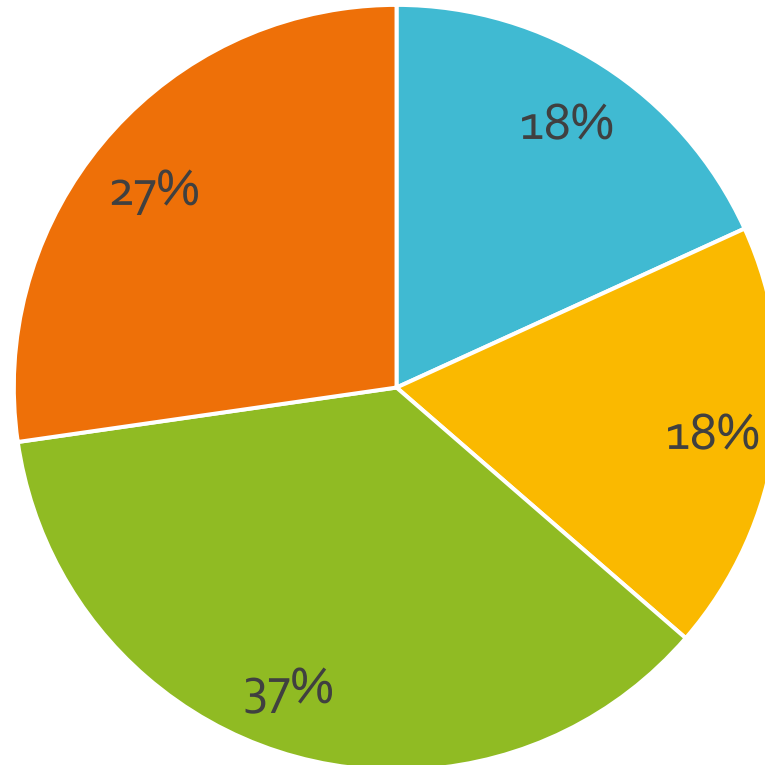


[This Photo](#) by Unknown Author is licensed under [CC BY-SA](#)



## Estimated funding gap for procurement

■ Do not know yet ■ No ■ NA ■ Yes



### Yes

USD 14,000  
USD 50,000  
USD 1,000,000  
USD 1,500,000  
USD 3,500,000  
75% decrease



Examples of procurement/ supply chain challenges due to Covid-19, other than by funding gaps

- **Production delays (lockdown, lack of raw materials)**
  - Stockouts at all levels
- **Transportation delays and increased cost**
  - International and local
- **Sales**
  - Reduced demand due to reduced detailing and demand generation efforts.
- **HR**
  - Reallocation to COVID-19 response.
  - Less admin HR -> less monitoring of supply chain
- **Prioritization of Covid**
  - Affects RH service delivery
  - Procurement of Covid-19 related commodities



Examples of specific product orders impacted by funding constraints.

Misoprostol

Mifepristone

Combi-pack

Emergency contraception

FP commodities

MVA equipment



Examples how sales, ability to meet orders, etc. are impacted

- Transportation costs increased 100 - 300%, with the most remote regions being the most affected.
- Production scheme altered and unpredictable, as distributors we cannot fulfil orders
- Due to confinement and mobility restrictions, hard to access consultation and MA market -> increased gestational age.
- Pharmacies focusing on fast commodities like PPE
- Long lead times meant product did not hit market in times, thus did not hit market



Estimate of the number of clients you will not be able to serve the coming year

- 35%
- About 500 clients /month
- Approximately 120,000 clients for just MA based services
- 3000
- 6600



## Shift in sales in the market share between misoprostol and combi-pack

- Shift towards miso - mainly in India. Overall, globally no real shift.
- The cost of Medabon has increased and social marketing of the drugs has been stopped.
- High demand for Misoprostol but Combipack is not registered and available in Pakistan.
- Too early to tell
- No (8x)

Estimate  
of additional  
procurement  
funding that is  
required

- USD 200,000 /40,000
- The gap for initial seed funding for MA products is currently estimated at \$600,000.
- There may be the need of \$25,000 for drug and its transportation.
- USD 2 Million total: \$1.5M for Miso and MVA and 500K for PAFP commodities
- Don't know yet 1x
- None 9x



## Adaptations to counter the impact Covid-19 has on your procurement funding and/or - processes

### Procurement

- Local procurement increased/enhanced/encouraged
- Alternative transportation (sea freight instead of air freight, motorcycles for quicker delivery/prevention of stock out)

### Funding

- Diversifying external funding options and internal funding reallocation (e.g. from savings)

### Sales

- Use 'alternative' drugs (e.g. miso only instead of combipack)
- Increased use of telemedicine and telesales and visual aid tracking tools
- Mobile money platforms were utilized to prevent COVID-19 transmission.
- Bulk MA commodities delivered to select wholesalers, pharmacies, and clinics to prevent stock outs
- The regional sales team built an online catalogue of SRH products. Distributed by social networks to reach members and non-members of the network and generate sales.
- Products at pharmacies and clinics now come with a customer care number, with a choice to access either an interactive voice recorded message or a live cyber educator for counselling.



## Recommendations to combat the impact Covid-19 on procurement funding and/or - processes

### Procure ment

- Pooled Procurement
- Inclusion in EML
- Quantify for emergency response
- Import and export agreements even when lockdown
- Stockpiling at country-level, local distributors and stock at facilities
- VCAT and legal literacy for MoH procurement staff

### Funding

- Funding for organizations to rapidly access grants for abortion commodities, inclusive private sector
- Financing for all countries not just LMIC, as all affected by Covid-19

### Sales

- Increase sales force to reach more service providers
- Strengthen digital strategies
- Telehealth
- Country marketers to ensure constant and consistent availability and affordability
- Improve guidelines that reduce risk of contagion



## Some Findings

- **70%** of Respondent indicate problems in funding
- **70%** of Respondents indicate problems in procurement processes
- **68%** of respondents experience problems in both areas
- **5 Respondents** already have an estimate of funding reduction (up to 40% for one respondent), majority could not yet indicate
- **6 Respondents** already have an estimate of the funding gap the expect for the coming year
- Supply chain affected at **every level**, resulting in lower availability of final product at national market
- **Increased costs** due to e.g. transportation and need to buy additional equipment (PPE) increase funding gap
- Organizations have implemented adaptations to ensure continued accesses despite funding and procurement challenges, and have to a lesser extend been able to combat procurement process challenges





## Next steps

- Request respondents to share the adaptations they have made in the "Story Map" to stimulate sharing of lessons learned
- Explore possibility to further analyse these results e.g through interviews to better inform a response
- Explore the possibility of establishment of a bridge fund for organizations and governments (that are not eligible for the UNFPA fund)
- Other?

Thank you