

# Pharmaceutical Management

Fact Sheet



*People are dying because they do not have access to essential medicines. Even with better medicines available, adult mortality rates due to AIDS, malaria, and tuberculosis are higher now than 30 years ago in some countries. And two-thirds of all child deaths could be prevented with existing interventions.*

*Modern pharmaceuticals have revolutionized health care, but poorly performing health systems prevent many people from accessing basic essential medicines. MSH strengthens pharmaceutical systems by improving infrastructure and local capacity to effectively manage, purchase, store, deliver, and use quality essential medicines and laboratory products.*

## **MSH's Approach to Improving Access to Medicines**

MSH works with the public and private sectors, nongovernmental organizations, and donors to create replicable solutions through operations research, documentation, and information sharing. Through collaboration with policymakers, managers, and health care providers, MSH supports locally developed and controlled interventions that are more likely to be sustainable. MSH's approach is based on best practices and innovative thinking in pharmaceutical management, coupled with more than 30 years of experience in over 50 countries.

At every stage of systems strengthening, from assessment to evaluation, MSH is working to end preventable deaths by increasing access to essential medicines and critical laboratory services:

**System Assessment and Intervention Design** Understanding each country's pharmaceutical sector and gaps in access to medicines is central to creating appropriate and sustainable solutions. MSH carries out pharmaceutical system assessments in both the public and private sectors and designs interventions involving stakeholders at all levels through policy analysis, dialogue, and consensus development.

**Program Implementation and System Strengthening** MSH provides technical assistance related to regulating the pharmaceutical sector and improving governance, transparency, patient safety, and product quality; managing medicine selection, quantification, procurement, and inventory; expanding access to medicines through private-sector drug sellers; promoting appropriate use of medicines and the control of antimicrobial resistance; facilitating adoption and use of emerging health care technologies; and building capacity through training and the development and distribution of pharmaceutical management tools and resources.

**Monitoring and Evaluation** MSH offers expert consulting on designing and using indicators to measure program progress and impact.

## Building Capacity to Support Scale-Up of Antiretroviral Therapy in Kenya

In 2004, during the early days of the President's Emergency Plan (PEPFAR) program, MSH worked closely with public and private distributors to quickly address systemic problems that could impede the scale-up of antiretroviral therapy. In Kenya, MSH worked with its long-term partner, the Mission for Essential Drugs and Supplies (MEDS), which was given responsibility for procuring and distributing PEPFAR products, to build capacity in accurately quantifying HIV & AIDS commodities, including antiretrovirals (ARVs), and to streamline its order processing and monitoring and evaluation systems.

With its first order of ARVs, MEDS covered 2,400 patients; by December 2008, with MSH support, MEDS had scaled up its services to cover 125,000 patients—exceeding its targets. MEDS now stocks more than 800 products, including 31 ARVs, and is able to turn orders around in seven days. And thanks to more robust warehouse operations, its expiration rate for ARVs is 0.0008%.

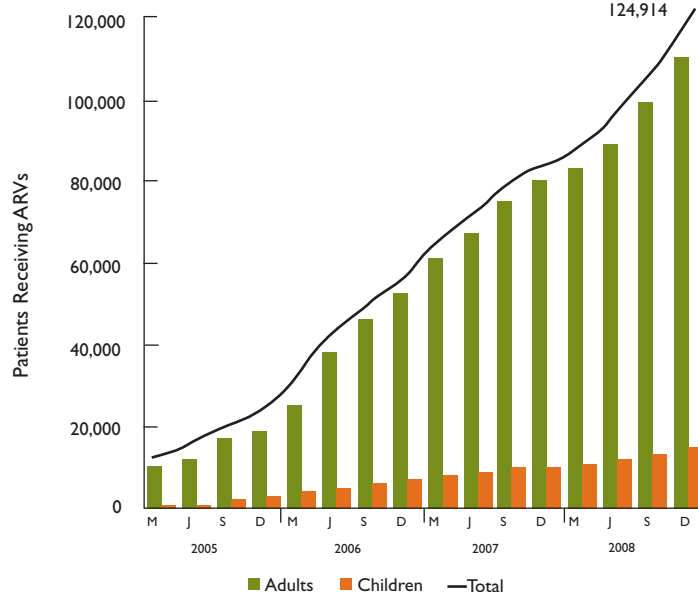
*Even after the PEPFAR program has ended, it will have “brought up the system for all of our clients.”*

—Jane Masiga, Mission for Essential Drugs and Supplies, Nairobi, Kenya

## MSH Resources on Pharmaceutical Management

- **International Drug Price Indicator Guide**, 2008 edition. CD-ROM or electronically at <http://erc.msh.org/>
- **Managing Drug Supply: The Selection, Procurement, Distribution, and Use of Pharmaceuticals**, second edition
- **Electronic Dispensing Tool**. A tool that tracks patient and inventory information
- **Quantimed**. Software used to quantify pharmaceuticals
- **RxSolution**. A computerized pharmaceutical supply and dispensing management tool

## Patients Served by the PEPFAR Program through MEDS March 2005–December 2008



## RESULTS & PROGRESS

### Expanding Access to Medicines through Private-Sector Drug Sellers

In Tanzania, where the most convenient source for medicines in underserved areas is often a private-sector drug shop, MSH and partners created an innovative model for accreditation and regulation of private drug sellers to improve access to quality medicines and services. Strategies included developing business incentives, training personnel, and monitoring adherence to standards. As a result of MSH's work, the Government of Tanzania is rolling out accredited drug dispensing outlets (ADDOs) nationwide. By early 2009, the government had accredited more than 800 private drug shops, trained over 1,400 dispensers to provide quality services, and expanded the services provided by ADDOs to support programs for child health, HIV & AIDS, and malaria.

For additional information, go to [www.msh.org](http://www.msh.org), or contact Marie Maroun, Communications Associate, at +1.703.310.3428 or at [mmaroun@msh.org](mailto:mmaroun@msh.org).