

Global Fund, PEPFAR, Republic of South Africa Demand Management August 2017 Update

15 August 2017
Geneva, Switzerland



Republic of South Africa

The Global Fund, PEPFAR, and Government of South Africa are working together to improve the consolidated demand outlook



What we will do

Coordinated approach and messages

Synergistic strategies

Direct engagement with suppliers & supplier visits (sometimes)

Align on **key supplier performance metrics**

Sharing of **synthesized market intelligence** and general supplier performance

Sharing information (without providing confidential / sensitive information)

Providing **improved demand visibility**



What we will not do together

Long-term agreements with manufacturers

Selection of suppliers and demand allocation

Execution of **purchase orders**

We will not manage actual **supplier performance jointly**

Managing **overall supplier performance** (Price, lead-time, delivery etc.)

Consolidated demand forecast is derived in 5 simple steps

- 1 Gather order information** from across top ~10 countries for top **10** products
- 2** Translate order dates to the **dates when order is placed towards the supplier**, adjusting for shipment lead times if necessary
- 3 Consolidate the information from** The Global Fund, PEPFAR and The Government of South Africa
- 4 Triangulate the data** with the general population information and historical order patterns
- 5 Prepare a product-specific quarterly forecast breakdown** and share it with supplier and countries for their feedback

Caveats and limitations to the current vision of the data visibility

- **Conservative estimates** based on currently confirmed orders
- Prepared based on **data currently available** to The Global Fund, Government of South Africa and PEPFAR
- **Preliminary estimates for the discussion** – and not final purchase commitments
- **May not yet fully capture lead times** between order placement at manufacturer and in-country delivery
- **Second joint consolidated procurement** forecast

Consolidated Demand Forecast Outlook

Overall ARV Demand Outlook

2017-2018, Number of packs, million

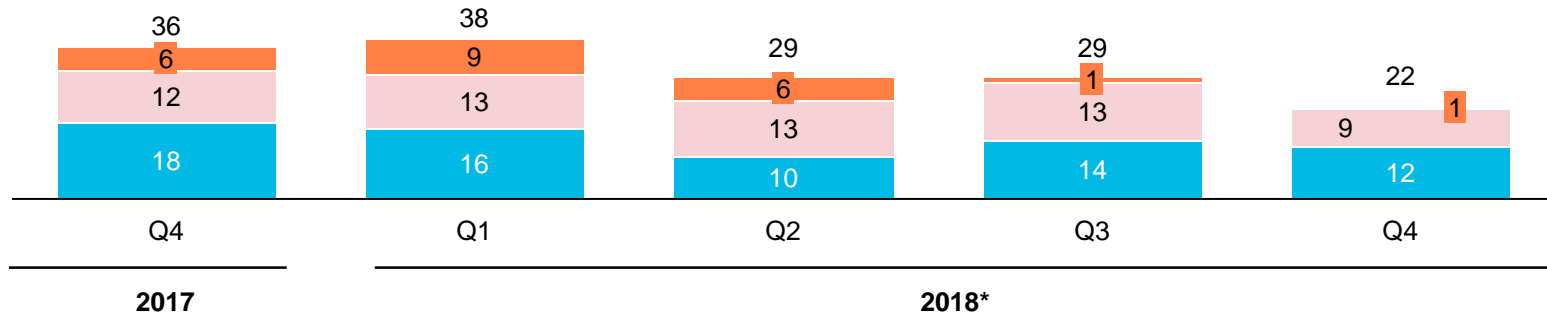
Bold font – non-PPM countries

Regular font – PPM countries

- PEPFAR
- Republic of South Africa
- The Global Fund

- Malawi
- Tanzania
- **Zimbabwe**
- **Ethiopia**
- Zambia
- **Kenya**
- Mozambique
- Nigeria
- Uganda
- Cote d'Ivoire

- TLE/TEE
- LZN (adult)
- LZN (pediatric)
- Lpv/r(adult)
- Atz/r
- TL
- LZ (adult)
- EFV 600
- NVP 200



NOTE: *The Global Fund figures for 2018 are based on projections of conservative demand projections and knowledge of country dynamics as The Global Fund is currently finalized grant making activities for the 2018-2020 implementation period. Dates are the in country need by date. For the ease of analysis we excluded South Africa from The Global Fund funding. For South Africa, TEE is a predominant first-line instead of TLE.

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TLE/TEE – Consolidated Demand Forecast Outlook

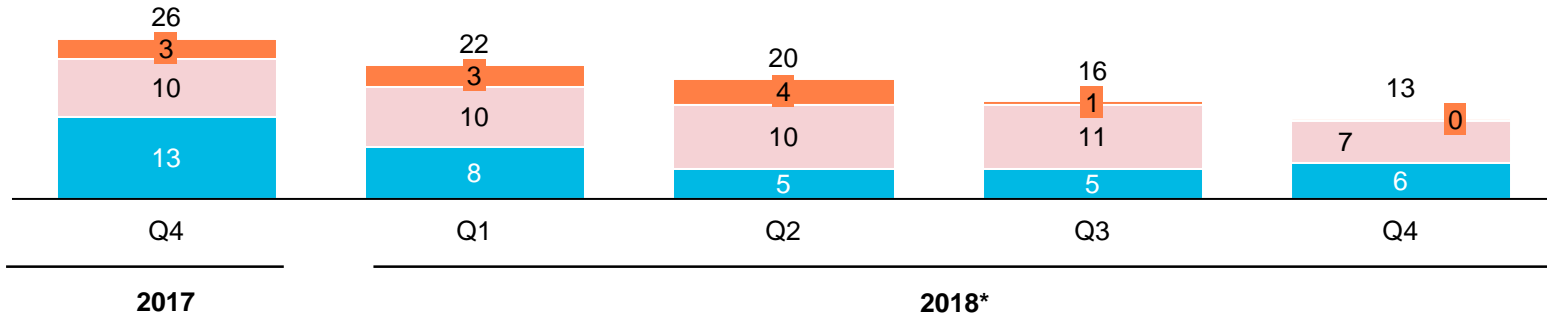
ARV Demand Outlook

2017-2018, Number of packs, million

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LZN (Adult) – Consolidated Demand Forecast Outlook

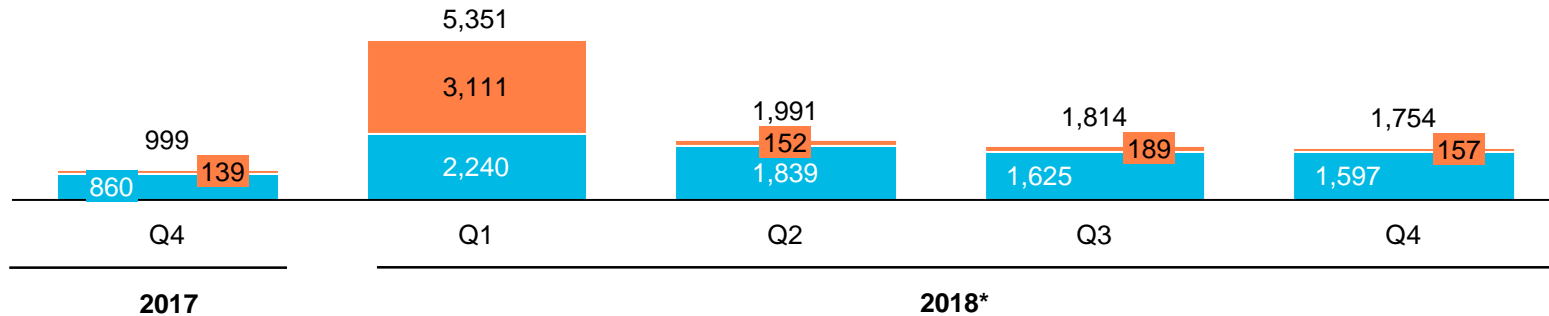
ARV Demand Outlook

2017-2018, Number of packs, thousands

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LZN (Pediatric) – Consolidated Demand Forecast Outlook

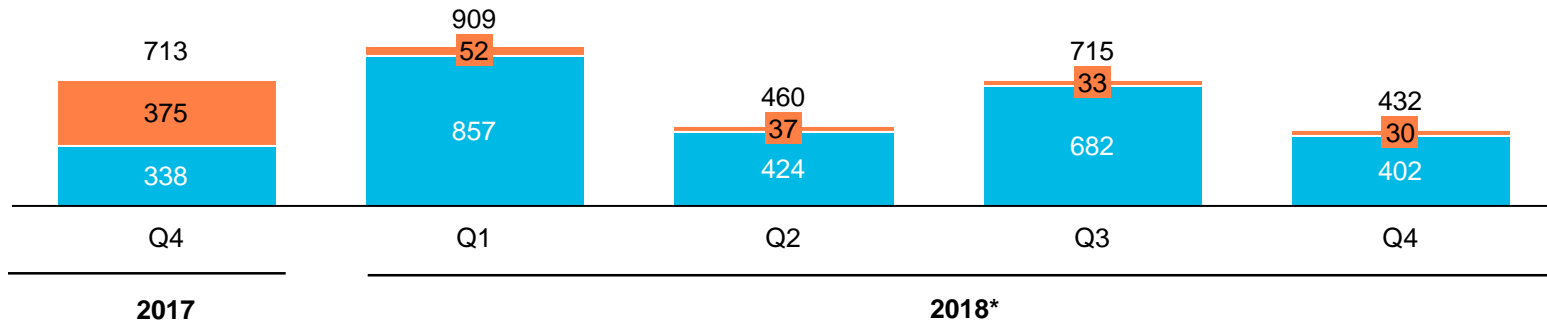
ARV Demand Outlook

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LPV/r (adult) – Consolidated Demand Forecast Outlook

ARV Demand Outlook

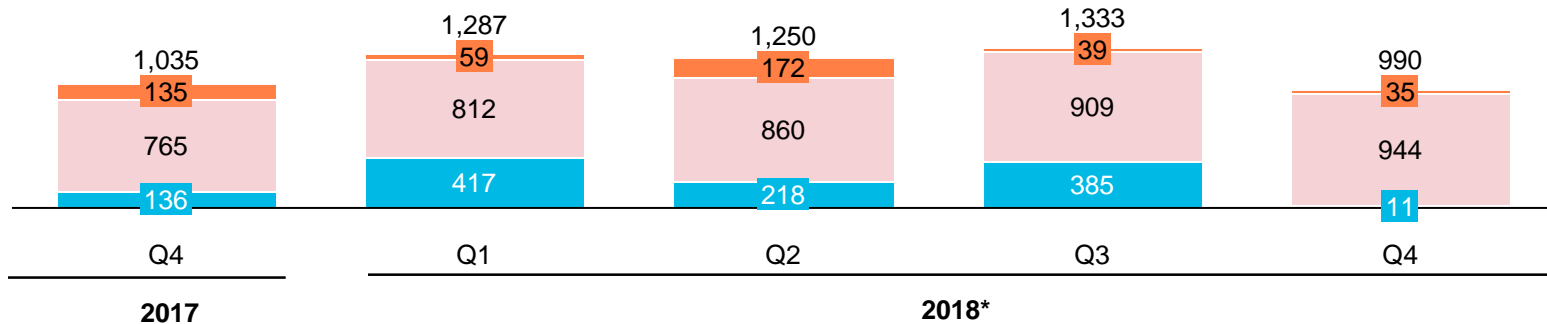
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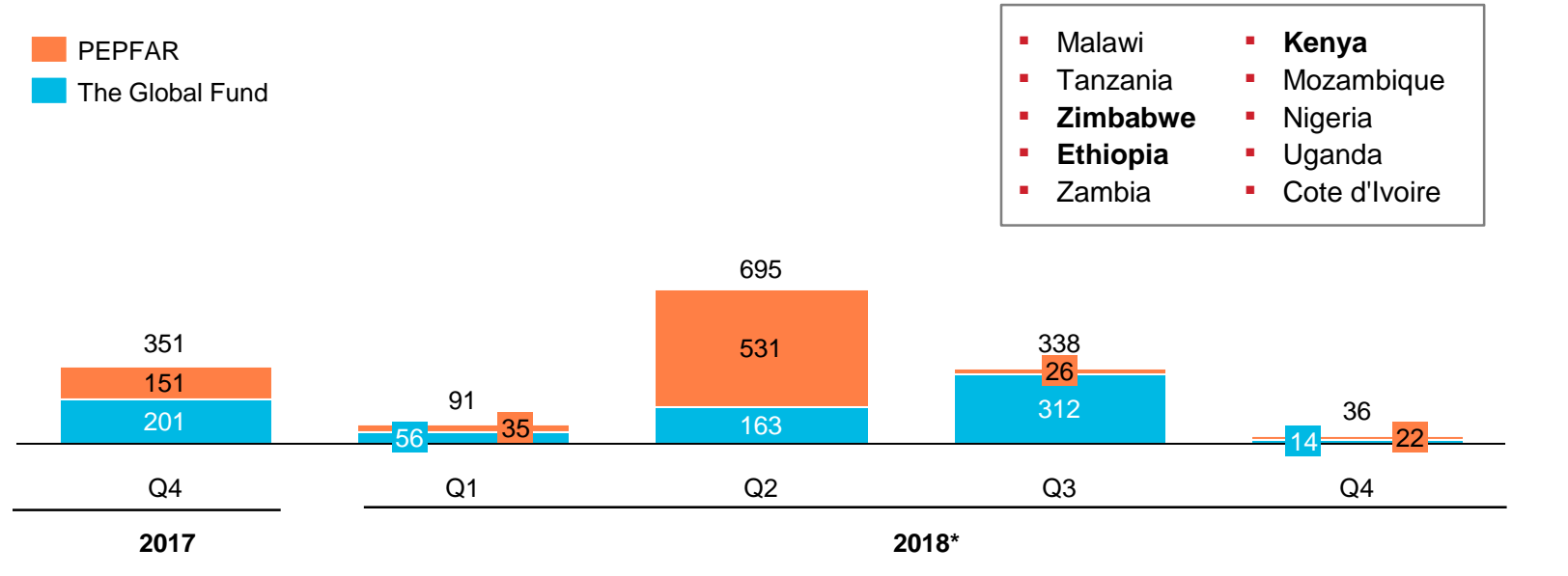
SOURCE: PEPFAR, Government of South Africa, The Global Fund

ATV/r – Consolidated Demand Forecast Outlook

ARV Demand Outlook

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TL – Consolidated Demand Forecast Outlook

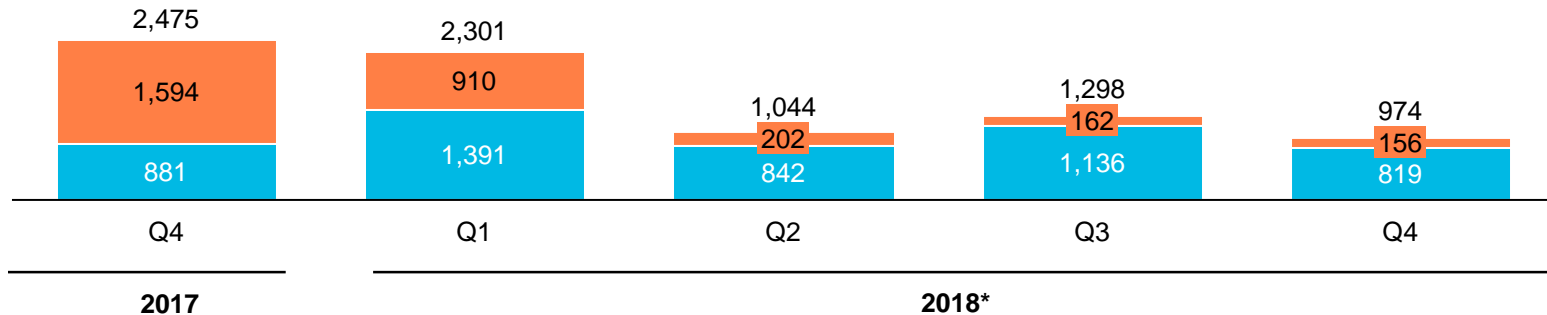
ARV Demand Outlook

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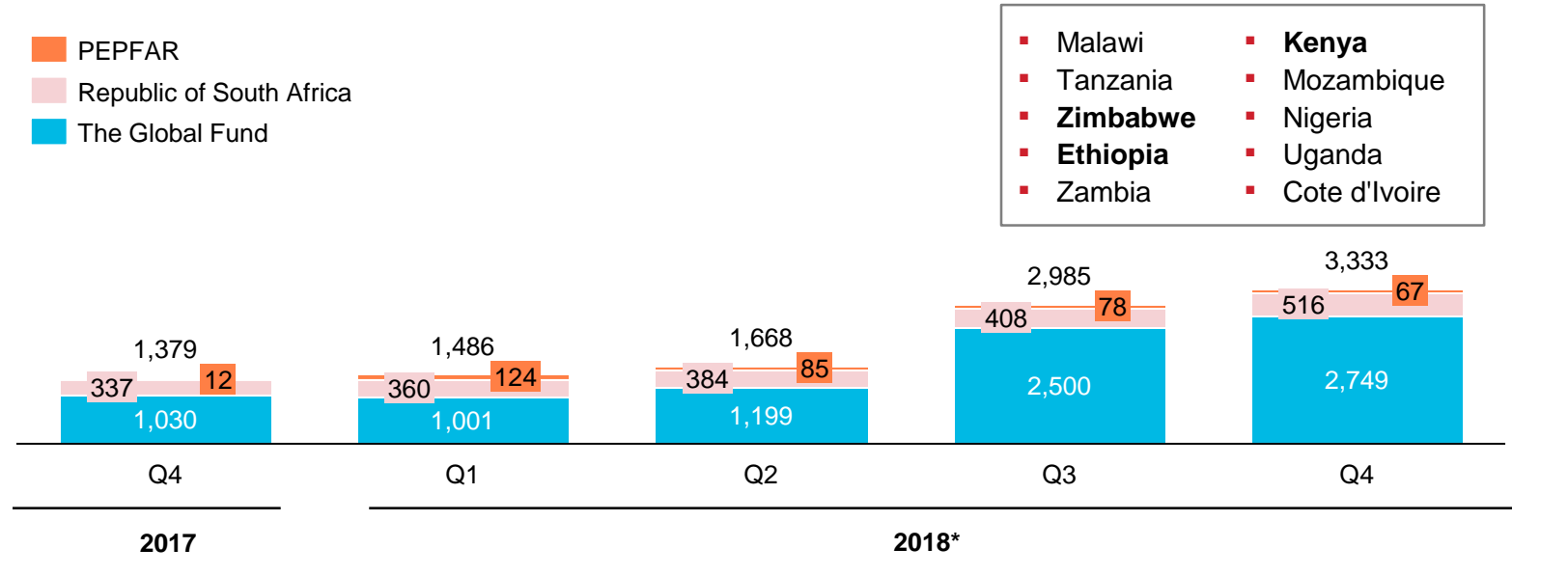
SOURCE: PEPFAR, Government of South Africa, The Global Fund

LZ (adult) – Consolidated Demand Forecast Outlook

ARV Demand Outlook

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EFV 600 – Consolidated Demand Forecast Outlook

ARV Demand Outlook

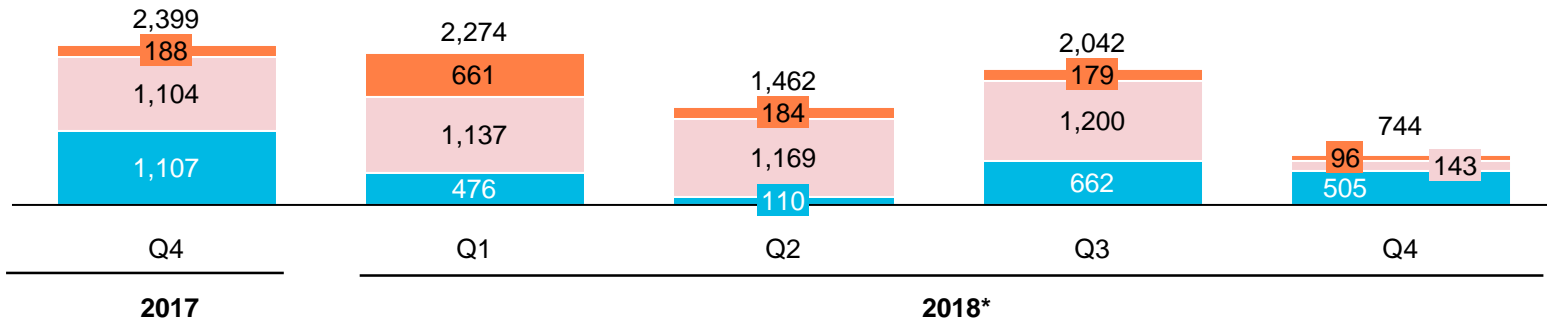
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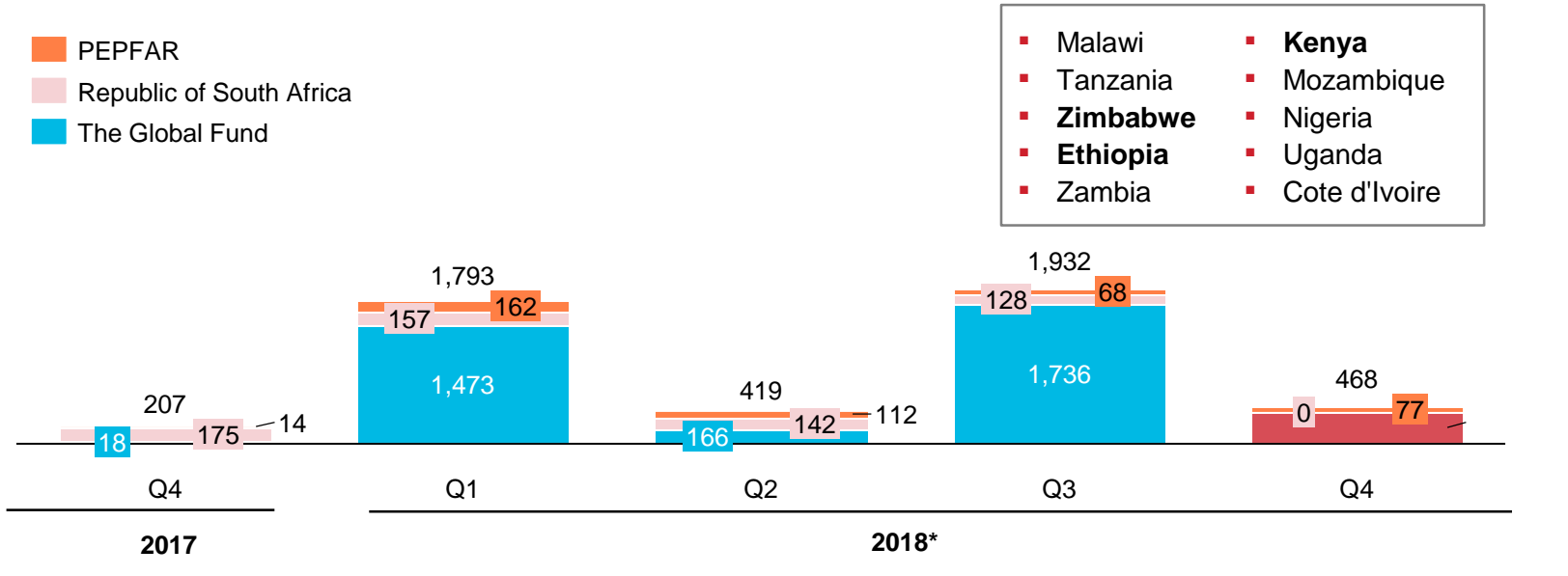
SOURCE: PEPFAR, Government of South Africa, The Global Fund

NVP 200 – Consolidated Demand Forecast Outlook

ARV Demand Outlook

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