

Exploring the feasibility of “MC kits” to support scale-up

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Kampala
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Clinton Foundation activities in male circumcision (MC)

- Explore feasibility of MC kits to support scale-up
- Estimate demand & key factors that impact it
- Model HR requirements associated with scale-up

Issue

- Inadequate access to supplies may limit MC capacity of clinics or result in unsafe practices



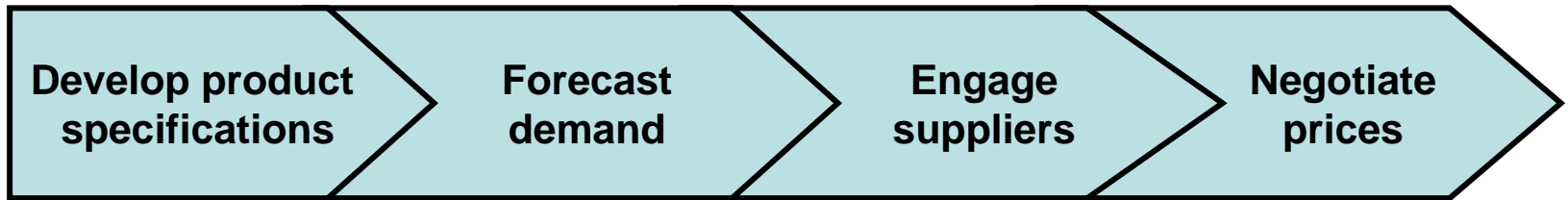
Why kits?

- Packaging ensures disposable and consumable products are sterile
- Bundling eases ordering and managing of supplies
- Kits facilitate dissemination of take-home educational material

Clinton Foundation involvement

- Work with “customers” and suppliers to explore the feasibility of high-quality, low-cost kits
- Capitalize on our core strength in commodities; successes include:
 - Agreements with 7 companies lowered prices by 50%+ for 10 critical HIV/AIDS drugs (in 40 formulations)
 - Over 1.4 million people in 68 countries benefit from reduced drug prices
 - Agreements soon expected for malaria drugs and nutritional supplements

Four-step approach



Step 1: Develop product specifications



Contents of two existing kits

	Kit A	Kit B
<i>Anesthesia</i>	<ul style="list-style-type: none"> • Lidocaine 2% • Needle • Syringe • Needle holder 	<ul style="list-style-type: none"> • Lidocaine 1% • Needle • Syringe
<i>Surgical equipment</i>	<ul style="list-style-type: none"> • Scalpel blade and blade holder • Suture chromic catgut • Forceps • Circumcision clamp • Haemostatic clamp with lock metal 	<ul style="list-style-type: none"> • Scalpel blade • Suture chromic catgut
<i>Gowns</i>	<ul style="list-style-type: none"> • Gloves (large) • Gloves (medium) • PVC apron • Theatre cap 	<ul style="list-style-type: none"> • Gloves (large) • Gloves (medium)
<i>Prep</i>	<ul style="list-style-type: none"> • Sterile drape • Steri-sheet • Povidone Iodine solution 	
<i>Dressings</i>	<ul style="list-style-type: none"> • Gauze swabs • Paracetamol • Hypo-allergenic paper tape 	<ul style="list-style-type: none"> • Gauze swabs • Safety pin
<i>Pain</i>		<ul style="list-style-type: none"> • Paracetamol tablets

~ \$13 USD

~ \$3 USD

Step 1: Develop product specifications



Contents of two existing kits

- Antibiotic?
- Extra sutures?
- Educational material?
- PEP kit?

	Kit A	Kit B
<i>Anesthesia</i>	<ul style="list-style-type: none"> • Lidocaine 2% • Needle • Syringe • Needle holder 	<ul style="list-style-type: none"> • Lidocaine 1% • Needle • Syringe
<i>Surgical equipment</i>	<ul style="list-style-type: none"> • Scalpel blade and blade holder • Suture chromic catgut • Forceps Disposable = \$\$ • Circumcision clamp • Haemostatic clamp with lock metal 	<ul style="list-style-type: none"> • Scalpel blade • Suture chromic catgut <p>Forceps? Scissors?</p>
<i>Gowns</i>	<ul style="list-style-type: none"> • Gloves (large) • Gloves (medium) • PVC apron Required? • Theatre cap 	<ul style="list-style-type: none"> • Gloves (large) • Gloves (medium)
<i>Prep</i>	<ul style="list-style-type: none"> • Sterile drape • Steri-sheet • Povidone Iodine solution 	<p>Drapes? Povidone?</p>
<i>Dressings</i>	<ul style="list-style-type: none"> • Gauze swabs • Paracetamol • Hypo-allergenic paper tape 	<ul style="list-style-type: none"> • Gauze swabs • Safety pin <p>Tape?</p>
<i>Pain</i>	<p>Paracetamol?</p>	<ul style="list-style-type: none"> • Paracetamol tablets

~ \$13 USD

↳ Too expensive?

~ \$3 USD

↳ Enough?



Possible contents of new kits

Patient-level kit

- Lidocaine 1%
- Needle
- Syringe
- Scalpel blade
- Suture chromic catgut
- Gloves (large)
- Gloves (medium)
- Sofratulle gauze
- Gauze compress
- Hypo-allergenic paper tape
- Sterile drapes

Patient take-home package:

- Educational material: safe sex practices
- Educational material: proper wound care
- Condoms
- Paracetamol tablets



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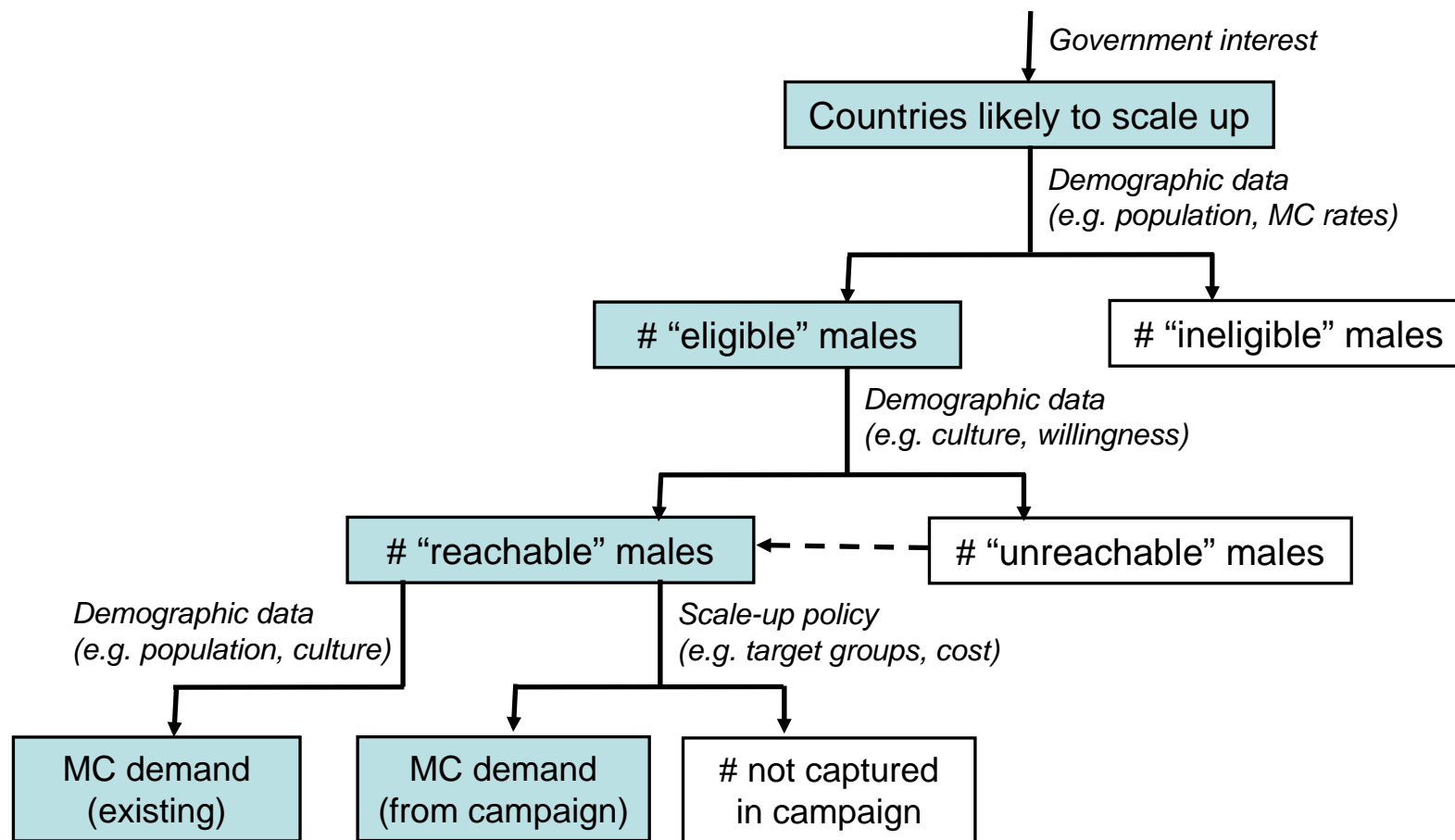
- Educational material: safe sex practices
- Educational material: proper wound care
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Facility-level kit

- Set of scalpel blade holders
- Variety of forceps
 - Artery forceps (straight and curved)
 - Dissecting forceps (toothed and non-toothed)
- Sharps containers
- Kidney dish
- Scissors
 - Curved McIndoe scissors
 - Straight scissors stitch cutter
- Additional sutures for emergencies
- Suture needles with an eye
- Povidone Iodine solution
- High strength pain killers
- Mild narcotic for complications
- Antibiotics
- PEP kit: 28-day supply of ARVs for health care workers

We will survey many more stakeholders to ensure contents are customer-driven, streamlined and affordable

Step 2: Forecast demand



Kit demand estimate



- Map the supply chain for kit development
- Reach out to relevant suppliers to gauge interest in partnership



GOAL: Ensure adequate supply of high-quality MC kits
at lowest possible prices



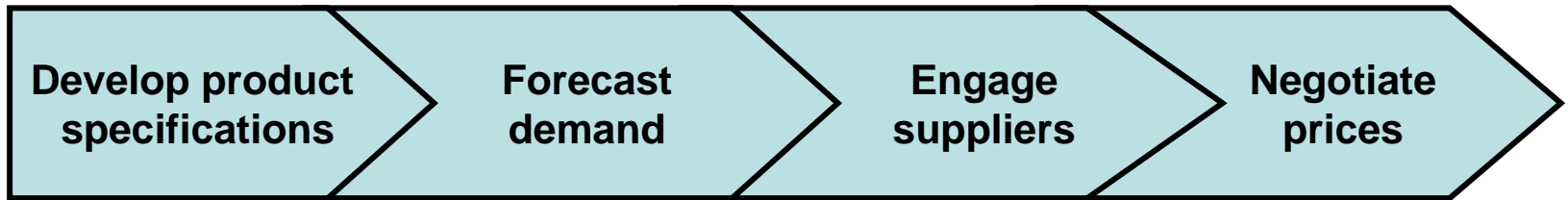
**Commitments from
Clinton Foundation:**

- Provide assistance with cost reduction
- Share market information including demand forecasts
- Work with countries seeking procurement assistance

**Commitments from
suppliers:**

- Price on a 'cost-plus' basis
- Meet quality standards

Revisiting the four-step approach



Thank you

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