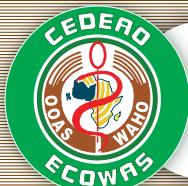


COORDINATED
INFORMED
BUYING
IN ECOWAS
STATES

Bulletin N°001 - DECEMBER 2011

The CIB System for Pharmaceutical Products in the ECOWAS Region

WHERE ARE WE TODAY ?



- ORGANISATION OUEST-AFRICAINE DE LA SANTE
- ORGANIZAÇÃO OESTE AFRICANA DA SAÚDE
- WEST AFRICAN HEALTH ORGANISATION

**The CIB System for
Pharmaceutical Products
in the ECOWAS Region
WHERE ARE WE TODAY ?**

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DIRECTOR OF PUBLICATION

Dr. Placido CARDOSO

EDITOR IN CHIEF

Mr. Felicien NEZZI

EDITORIAL ADVISORS

Dr Jeanetta K. JOHNSON, Dr Arsene Ouedraogo,
Mr. Moctar TRAORE

MAQ/IMPRESSION

NIDAP - Bobo-Dioulasso - Tel. + 226 20 97 00 76 - BF

ACRONYMS AND

ABBREVIATIONS

ANTIMAL	Anti Malarial
ANTITB	Anti Tuberculosis
ARV	Anti Retro Viral drugs
AWARE	Action for West Africa Region (a partner NGO funded by USAID)
CIB	Coordinated Informed Buying
CON	Contraceptive
DG	Director General
DDG	Deputy Director General
DGS	Directorate General of Health
DPM	Directorate of Pharmacy and Medicine
ECOWAS	Economic Community of West African States
JSI	John Snow Inc.
KfW	Kreditanstalt für Wiederaufbau
NCD	Non communicable disease
NRA	National Regulatory Authority
MOH	Ministry of Health
PATH	Program for Appropriate Technology in Health
PO	Professional Officer
PSP	Central Medical Store of Côte d'Ivoire
SER	Serum
RH/FP	Reproductive Health /Family Planning
RHCS	Reproductive Health Commodity Security
UNFPA	United Nations Population Fund
USAID	Unites States Agency for International Development
VAC	Vaccines
WAHO	West African Health Organisation



MESSAGE OF THE DIRECTOR GENERAL

In the West African region with a population of approximately 261,13 million people (2006), health commodities security is critical in providing the population with quality health care. This security, however, remains a big challenge for the health systems of members of the Economic Community of West African States (ECOWAS). Several reasons can explain such a situation, particularly, weaknesses of the local production of health commodities, high prices of imported pharmaceutical products, lack of information on suppliers etc...

It was against this background and with the purpose of addressing such challenges that the Fifth Ordinary Assembly of ECOWAS Health Ministers, held in Accra, Ghana in October 2004, engaged the West African Health Organisation (WAHO) to develop an information sharing mechanism. The Coordinated Informed Buying (CIB) launched in 2006 is a web-based system, focusing on health commodities, suppliers and manufacturers. The main purpose of the mechanism is to help member countries in obtaining the best price, best quality and timely supply of pharmaceutical commodities.

In going through this bulletin, the reader would discover the main features of the CIB system, the stakeholders involved in data providing, the key activities undertaken as well as the key achievements and challenges. I hope that governments and all stakeholders dealing with health commodities security will find the information provided by the CIB Bulletin a helpful contribution in obtaining the best price, best quality and timely supply of pharmaceutical commodities. I would like to urge our Member States to use data produced by the CIB system in procuring pharmaceutical commodities. Despite several challenges that the CIB system still faces, we have learned some useful lessons. I am optimistic about what can be achieved through this system in the next few years.

None of the present achievements outlined in this bulletin would have been possible without the inputs of all partners of the CIB initiative. I extend thanks to all of you who have been involved with the CIB system and supported us throughout the years.

Dr. Plácido M. Cardoso
Director General of WAHO



ACKNOWLEDGEMENT

Since the CIB system was launched in October 2006, the release of a document that would give the progress report of the implementation on a regular basis had been anticipated. There are many who deserve recognition for the support they provided us in developing the CIB system and this first issue of the bulletin.

Foremost are the ECOWAS Ministers of Health, who through their representatives provided valuable time and support for data collection on purchases of medicines and essential commodities in their respective countries.

Our work was also greatly enhanced by the CIB Liaison Officers. Their input(s) for data collection and entry was invaluable and we thank them for their dedication and many contributions, which made the CIB system operational and this bulletin possible.

A CIB Task Force was established to provide technical support to the CIB system. Throughout the course of phase one of the project, this Task Force gave significant input in thinking through its strategy for health. We are grateful for the time they devoted to the project and the leadership they showed throughout the course of the project in the development of this bulletin.

We would like to single out representatives of the five(5) pilot countries and Côte d'Ivoire that spared no efforts in their support for the development of the CIB system:

- Colonel Issa Diop, Technical Adviser to the Minister of Health of Senegal and Mr. Pape Ibrahima Ndao of the National Supply Pharmacy Senegal
- The late Dr. Emma Foukouo of PSP Côte d'Ivoire
- The late Dr. Malam Estevao da Costa, Director of the CECOME in Guinea Bissau
- Dr. Frank Zongo and Dr. Arsene Ouedraogo of Burkina Faso
- Mr. Babanding Sabally and Mrs. Fatoumata Jah Sow of the Gambia
- Mr Yekini A. Oloyede and Mrs. Fausat. O. Oderinde of the Federal Ministry of Health of Nigeria

We also give thanks to our partners , USAID for initial funding of the project, JS/DELIVER for giving technical support and guidance to implement the CIB system in the ECOWAS region.

Dr. Johana Austin Benjamin
Director, Primary Health Care and Disease Control

EXECUTIVE SUMMARY

The West African Health Organization (WAHO) has developed a regional strategy on the security of reproductive health products which was adopted by the Ministers of Health in July 2006 (Abuja - Nigeria).

The system of Coordinated Informed Buying (CIB) is one of the thematic areas identified in this strategy. The CIB system allows countries to share information on procurement and supply of essential commodities and medicines.

By 2006 ending, WAHO recruited an administrator (CIB Manager) to start the design and the implementation of the CIB System. A 1st technical workshop on CIB was held in Bobo-Dioulasso in November 2006 in order to launch the system. A technical workshop whose aimed was to provide training to CIB Liaison Officers was scheduled for September 2007 to enable end users to access the application and make use of it.

In 2008, the pilot phase started with 5 countries (Burkina Faso, the Gambia, Guinea Bissau, Nigeria and Senegal). In 2009, the pilot phase was evaluated and key recommendations were made which were taken into consideration to improve the system. The CIB system was then extended to the fifteen (15) ECOWAS countries.

In 2010, fourteen countries had entered data on the CIB website except Sierra Leone.

The analysis of the data on the CIB website was made on medicines purchased by the public sector in the ECOWAS Region between 20055 and 2009, concerning the following categories: contraceptives, antituberculosis, anti-malaria and anti retroviral drugs.

The CIB system is now able to provide information on the following areas:

- The suppliers of pharmaceutical medicines in the ECOWAS Region
- The manufacturers of the medicines in the ECOWAS Region
- The local manufacturers of pharmaceutical medicines in the ECOWAS Region
- Origin of medicines
- Quantities purchased and the proportion supplied by the local manufacturers and the price range of unit cost for these medicine purchased

After several technical workshops of CIB liaison officers and consultation with key stakeholders the essential list of medicines have been broadened (from initial 6 categories to 21) and additional data on quality and safety have been included.

INTRODUCTION

The West African region has some of the world's worst health indicators (high fertility rate (5-7 children per woman) high maternal mortality rate (880 per 100,000 live births) high child mortality rate (110 per 1,000 births). and people continue to suffer and die from communicable diseases such as HIV/AIDS, malaria and tuberculosis. The magnitude of NCDs in the West African region continues to add to the already high burden of communicable diseases and this is adding additional pressure on the already poor health systems and services in the region.

Commodity security is essential for the effective delivery of quality health services. Recognizing this pressing health priority, the USAID | DELIVER Project worked with the West African Health Organisation (WAHO) to develop a regional reproductive health commodity security (RHCS) strategy to help reduce maternal and perinatal mortality and to ensure that couples can choose, obtain, and use reproductive health products whenever they need them. Essential elements of this approach include improving availability and information, as well as reducing the cost of essential RH commodities through a coordinated informed buying (CIB) procurement information system.

During the Fifth Ordinary Assembly of ECOWAS Health Ministers, organised by the West African Health Organisation (WAHO) in Accra, Ghana in October 2004, the Ministers adopted a recommendation for the establishment of an information-sharing system in ECOWAS states, which will strengthen sharing capacity and access to information on commodities, suppliers and pharmaceutical market.

The project was initiated as part of strategy for Reproductive Health and Commodity Security (RHCS) in the

ECOWAS region with the support of John Snow INC/DELIVER and funded by USAID. A WAHO CIB manager was appointed at WAHO headquarters in Burkina Faso. The CIB model, which is a web-based system, was produced following a study of nine out of fifteen countries, representing a total of 85 persons.

All countries should be invited to feed into the system information on their purchases of Generic Medicines and they should have access to information about other countries when necessary. Indeed, if all countries are allowed to participate and have access to information, the system will be an effective tool in decision making.

Phase one of the CIB system concentrated on the procurement data on high value. From the political approach, high cost commodities are the vital ones or the essential medicines on the Ministry of Health's list namely contraceptives, antiretroviral drugs (ARV) and vaccines.

Based on a well designed implementation plan, the CIB system will enable us to better meet users' needs and will serve in the last resort as analytical tool helping the region to improve their Reproductive Health and Commodity Security (RHCS).

This first bulletin highlights the implementation of the CIB system - the achievements as well as the challenges. There are many lessons learned along the way and we are addressing some of the challenges as we propel ourselves to further improve the CIB system in the ECOWAS region. In the future more categories of health commodities will be added in the CIB system. This will allow countries to make better procurement of health commodities based on relevant information extracted from the CIB system.

1. GENERAL INFORMATION ON THE CIB SYSTEM

1.1 Concept definition

An information sharing mechanism focusing on commodities, suppliers and manufacturers for the purpose of obtaining the best price, best quality and timely supply of pharmaceutical commodities.

The Sharing of this information will lead to the following scenarios:

- More advantageous buying systems
- Harmonisation of standards
- Better management of the supply chain
- Reduction in wastage and losses

Countries are individually responsible for their supplies, while using results of their common work on market analysis. A CIB system strengthens the information sharing model by integrating a function relative to systematic integration, compilation and information dissemination system.

1.2 Mission and Objectives of the CIB system

The mechanism is to strengthen the capacity at the national level of supply of essential medicines based on information shared through the use of an effective CIB system.

The CIB system is to provide central purchasing units, policy makers, WAHO and partners with tools for data analysis, compilation, and comparison of the ECOWAS pharmaceutical market. This should facilitate access to essential medicines, vaccines and other quality health products and reduce the use of medicines that are not certified in the Member States

1.3 Comparative Advantage of the CIB System

By sharing information on commodities, suppliers' prices, the quality as well as

other data relative to procurement, this will help in making informed decisions in terms of procurement.

Some advantages of using a shared information system:

- Price

The study has shown that a certain number of countries hope to obtain the lowest prices during the purchase thanks to this sharing of information so as to acquire commodities in a larger quantity.

- Timely delivery of quality commodities

Eventually, countries of the region could buy commodities by having adequate knowledge of the quality of drugs. Suppliers that comply with supply deadlines will be better identified. On the other hand, suppliers with a bad reputation could be identified also in the same vein.

Thus, any inconvenience associated with supply would be avoided and timeliness of delivery would be ensured. This information sharing would prevent a situation in which commodities are stockpiled at ports incurring demurrage charges thereby interrupting the supplies.

- Network of procurement professionals

A professional network that promotes regional cooperation and best practices in procurement.

- Role of broker/negotiator

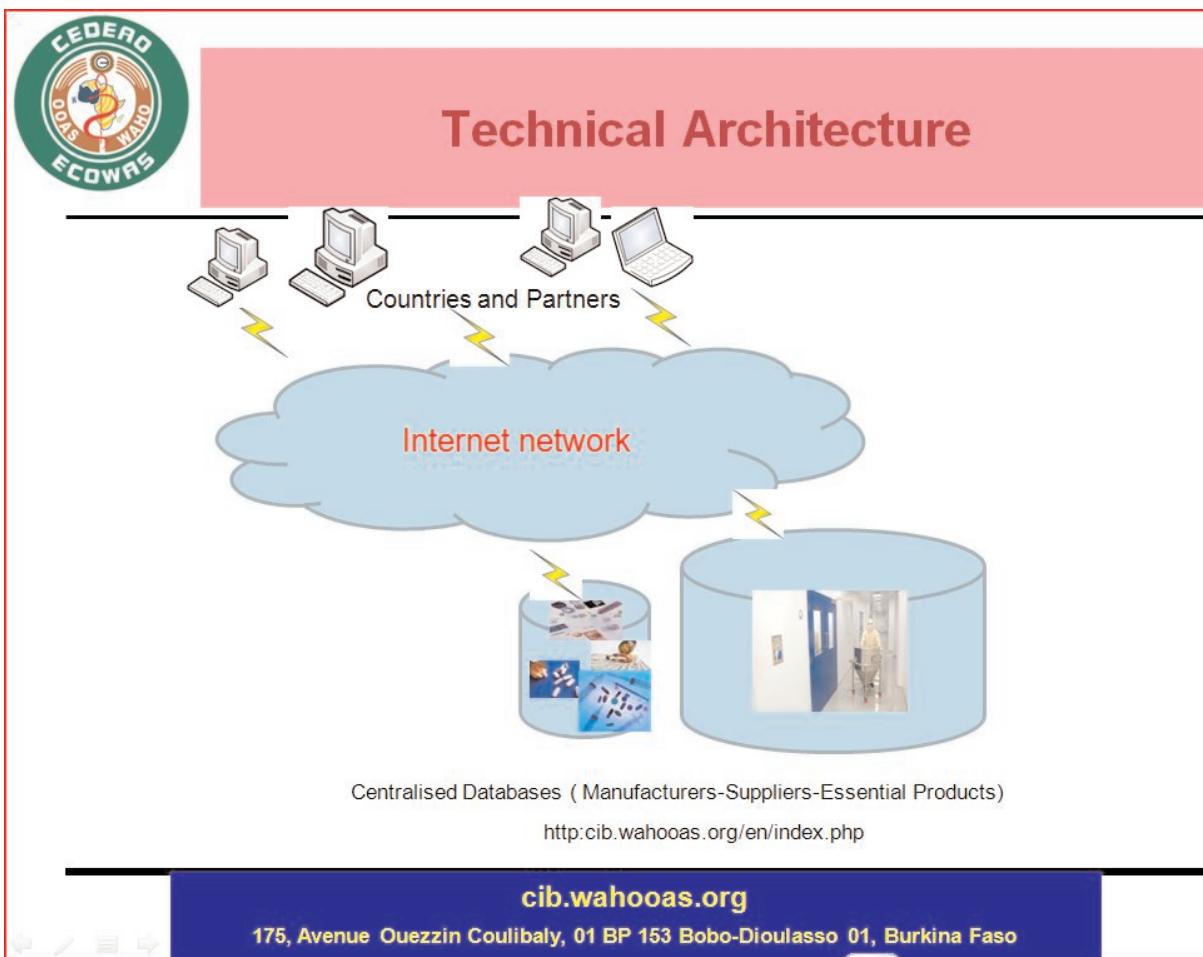
WAHO as administrator of the CIB system could play a negotiation role because it has information on future purchases.

In case of an emergency or a shortage of a commodity in a country, Procurement Managers could identify the countries which ordered huge quantities. This could facilitate loans and the sharing of such commodities between these countries.

Harmonise the list of essential medicines

This would enable the countries to harmonise their list of essential medicines.

1.4 Technical Architecture



The CIB system is web based.

The database is hosted at WAHO and is accessible through a dedicated website.

CIB users have a secured access (users name and passwords) for each country.

The users can :

- View the data
- Enter and edit the data
- Validate the data

2. PROGRESS REPORT ON THE IMPLEMENTATION OF THE CIB SYSTEM

2.1 In 2006

Key Activities:

- CIB Manager recruited in September 2006



CIB Manager : Mr. Felicien NEZZI

- Launching of the 1st Technical Workshop of the Coordinated Informed Buying System (6-10 November 2006)

Eleven out of fifteen countries took part in the meeting. They are namely, Côte d'Ivoire, The Gambia, Ghana, Guinea, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo. Two Technical Partners (JSI/DELIVER and AWARE 1) also participated in the meeting:

Major Achievements of the Workshop:

- This very important first workshop offered an opportunity for the presentation of the CIB model to country experts and allowed them to validate the proposed template.

- The countries selected product category to be used during the pilot phase - Antiretroviral drugs, Contraceptives, Vaccines, Serums, Anti-malarial and Antituberculosis drugs.

- ECOWAS countries proposed a product list to be used during the pilot phase.
The basic system reports were defined.

- The authenticity mechanisms and the roles of various stakeholders were defined.

- A timeline was defined for the various phases of the project.



Group photo of the CIB Liaison Officers during a Technical Workshop 6-10 November 2006 in Bobo-Dioulasso (Burkina Faso)

2.2 In 2007

Key Activities:

- Launching of the process leading to the designation of CIB Liaison Officers at country level.
- Meeting of the CIB Liaison Officers:
 - 1) to review the excel sheet template used for data entry and a new type of report was recommended with a view to having a list of suppliers by commodity range;
 - 2) to share experiences in data collection on essential medicines in ECOWAS countries.
- ICT capacity building of the CIB Liaison officers jointly funded by JSI DELIVER under the USAID funding.
- Capacity building of the CIB Liaison Officers on Pre-qualification for essential commodities procurement for Reproductive Health (RH) - jointly organised by PATH, WHO, UNFPA and WAHO in Dakar 4-6 December 2007.
- Identification of Pilot Phase countries - The following five countries were selected for the pilot phase, namely:
 - Burkina Faso - host country
 - The Gambia - for its capacity in data collection
 - Guinea Bissau - the Portuguese-speaking country has already submitted some data

- Nigeria - for the size and decentralisation of its administration
- Senegal - it has already submitted a set of data and has a certain capacity in data collection

Major Achievements:

- Capacity of CIB Liaison Officers built in ICT and Pre-qualification for essential commodities procurement for Reproductive Health (RH)
- Design of the data base
- Design of the CIB web site prototype
- Increase awareness among stakeholders (countries, partners and WAHO) about data collection on essential medicines in ECOWAS countries



Training of the CIB Liaison Officers in CIB System and ICT- September 24-28, 2007 in Bobo-Dioulasso (Burkina Faso)

2.3 In 2008

Key Activities:

- CIB Manager technical working visits to Pilot Phase countries; during his visits, the CIB website and also the tool of reporting of errors were presented.
- Pilot countries' needs assessment
- Fields visit to CAMEG in Burkina Faso, PNA in Senegal and CECOME in Guinea Bissau
- Presentation of the CIB System at different fora

- Presentation of the CIB System at different fora

Major Achievements:

- Launching of the Pilot Phase in the five pilots countries (Burkina Faso, The Gambia, Guinea Bissau, Nigeria and Senegal)
- CIB system promoted and increased awareness among key stakeholders



CIB Manager - presentation of the CIB System

2.4 In 2009

Key Activities:

- Evaluation of the CIB Pilot Phase (5 countries)
- Technical workshop for the dissemination of CIB Pilot Phase results with a focus on pilot phase outcomes dissemination
- Replication of the CIB System in the other 10 countries
- Evaluation of the use of the CIB System in the 10 other countries
Field visit of CIB Liaison Officers in PSP (Cote d'Ivoire)



Group photograph of participants at the CIB Liaison Officers' workshop – focusing on the assessment of CIB pilot phase, in Bobo Dioulasso (Burkina-Faso), February 2009

Major Achievements:

- The CIB System functionalities updated based on the pilot phase results
 - The list of suppliers and manufacturers was updated
- The CIB System became operational in the 15 ECOWAS countries



The Deputy Director General of WAHO (Dr. Jeanetta K. JOHNSON) during the opening of the CIB Liaison Officers' Technical workshop – Bobo Dioulasso (Burkina-Faso), February 2009



CIB Liaison Officers' visit to the PSP premises - Abidjan, Côte d'Ivoire - June 2009

2.5 In 2010

Keys Activities:

- Technical meeting of the CIB Task Force from 29-31 March in Ouagadougou, Burkina Faso to support the CIB Manager to implement the CIB system.
- Technical workshop for the CIB Liaison Officers in Bobo-Dioulasso, Burkina Faso to update the CIB system in November 2010.
- Field visit to the National Procurement Unit (CAMEG) in Ouagadougou Burkina Faso to share experiences on the running of the procurement system in Burkina Faso.
- Provision of IT equipment (laptops, printers, external disk drive and mobile internet connection) to support CIB System in ECOWAS countries (Benin, Cote d'Ivoire, Guinea Bissau and Togo).

Major Achievements:

- Data is easily retrievable and analysed from the CIB System.
- The list of essential drugs updated and new categories added to the CIB System.
- Increased knowledge among CIB Task Force on the running of Burkina Faso procurement system
- Capacity of the CIB system in 10 countries (Benin, Burkina Faso, Cote d'Ivoire, The Gambia, Guinea Bissau, Republic of Guinea, Liberia, Mali, Niger and Togo) strengthened



Visit to the CAMEG premises in Ouagadougou, Burkina Faso in March 2010



CIB Liaison Officer Technical Workshop –November 2010



Sample of IT equipment provided to 5 ECOWAS countries in 2010

3. DATA COLLECTION AND ANALYSIS

Summary of countries that have included data on their purchases of essential medicines by March 2010.

3.1 Collection and Data Entry

Numbers of records on the CIB website - November 2010

Country code	Records	Remarks
BENIN	38	Validated
	10	Not Validated
BURKINA FASO	76	Validated
CAPE VERDE	0	Not available
COTE D'IVOIRE	101	Validated
	3	Not Validated
GHANA	70	Validated
REPUBLIC of GUINEA	27	Validated
	57	Not Validated
THE GAMBIA	33	Validated
	85	Not Validated
GUINE BISSAU	40	Validated
LIBERIA	34	Validated
MALI	54	Validated
	3	Not Validated
NIGER	36	Validated
	62	Not Validated
NIGERIA	58	Validated
	8	Not Validated
SENEGAL	103	Validated
	2	Not Validated
TOGO	106	Validated
	7	Not Validated
SIERRA LEONE	0	Not validated
Total or records	1013	
Validated	776	
Not validated	237	

3.2 Analysis of Results Produced by the CIB System

The data analysis focused on procurement of medicines by the public sector within the ECOWAS region from 2005 and 2009 concerning the following categories: anti-tuberculosis, anti-malarial, antiretroviral drugs and contraceptives:

The analysis raised the following issues:

- Who are the suppliers to the ECOWAS countries?
- Who are the manufacturers of medicines?
- Who are the local manufacturers?
- What is the origin of the medicines?
- What are the quantities procured and what is the share of local manufacturers?
- What is price the range in terms of unit cost?

NB) – The statistics are valid for the following 9 countries: Benin, Côte d'Ivoire, Ghana, The Gambia, Guinea Bissau, Republic of Guinea, Mali, Senegal and Togo

3.2.1 The Anti-malarial medicines

- The 22 suppliers are distributed as follows:

- 8 Europeans: LDI/Belgium, Sanofi Aventis/France, Glenmark/United Kingdom, IDA Foundation/The Netherlands, Dafra/Belgium, Multi G/Belgium, Renaudin/France, CSP/France.

- 4 Indians : Nestor, Cipla, Ipcra, Pure Pharma

- 8 Local suppliers/ECOWAS :
Sanofi Aventis/Senegal,
May and Baker/Nigeria,
Pfizer/Senegal, Danadams/Ghana,
Fildson Healthcare PLC/Nigeria,
LPCI/Côte d'Ivoire,
Phytoriker/Ghana, Pharmaquick/Benin

- 2 United Nations agencies: UNICEF, WHO

- The 19 manufacturers are distributed as follows:

-6 European manufacturers: Sanofi Aventis/France, Multi G/Belgium, Glenmark/United Kingdom, Renaudin/France, Dafra/Belgium, Novartis/Switzerland.

-4 Indian manufacturers: Nestor Pharmaceuticals, Cipla Ltd, Pure Pharma, IPCA.

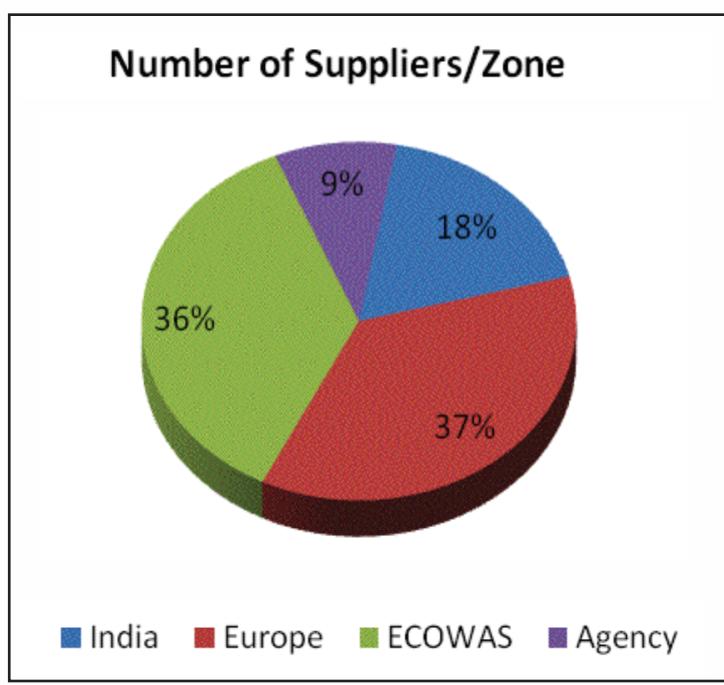
-8 local manufacturers: Pfizer/Senegal, Pharmaquick/Benin, Phytoriker/Ghana, Danadams/Ghana, LPCI/Côte d'Ivoire, Sanofi Aventis/Senegal, May & Baker/Nigeria, Fidson Healthcare Plc/Nigeria

-1 Chinese manufacturer : Guillain Latex Factory

NB) – The statistics are valid for the following 9 countries: Benin, Côte d'Ivoire, Ghana, The Gambia, Guinea Bissau, Republic of Guinea, Mali, Senegal and Togo

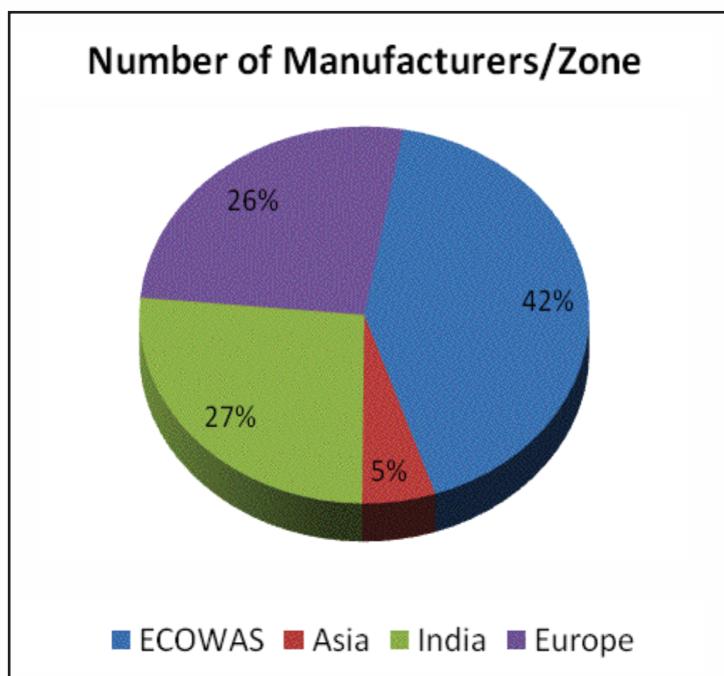
SUPPLIERS

	SUPPLIERS	ORIGIN	GEOGRAPHIC AL LOCATION
1	Pharmaquick	Bénin	ECOWAS
2	LPCI	Côte d'Ivoire	ECOWAS
3	Phytoriker	Ghana	ECOWAS
4	Danadams	Ghana	ECOWAS
5	Fildson Healthcare	Nigeria	ECOWAS
6	May & Baker	Nigeria	ECOWAS
7	Pfizer Senegal	Senegal	ECOWAS
8	Sanofi Aventisl	Senegal	ECOWAS
9	LDI International	Belgium	Europe
10	Multi-G	Belgium	Europe
11	Dafra	Belgium	Europe
12	Renaudin	France	Europe
13	C.S.P.	France	Europe
14	Sanofi Aventis France	France	Europe
15	Glenmark	United Kingdom	Europe
16	UNI IDA Foundation	The Netherlands	Europe
17	Cipla Limited	India	India
18	IPCA Laboratories	India	India
19	Nestor Pharmaceuticals	India	India
20	Pure Pharma Ltd	India	India
21	OMS	Agency	Agency
22	UNICEF	Agency	Agency



MANUFACTURERS

	MANUFACTURERS	ORIGIN	GEOGRAPHICAL LOCATION
1	Pharmaquick	Benin	ECOWAS
2	LPCI	Côte d'Ivoire	ECOWAS
3	Phytoriker	Ghana	ECOWAS
4	Fildson Healthcare Plc	Nigeria	ECOWAS
5	May & Baker	Nigeria	ECOWAS
6	Pfizer Senegal	Senegal	ECOWAS
7	Sanofi Aventis	Senegal	ECOWAS
9	Dafra	Belgium	Europe
10	Sanofi Aventis France	France	Europe
11	UNI IDA Foundation	The Netherlands	Europe
12	Glenmark	United Kingdom	Europe
13	Novartis	Switzerland	Europe
14	Nestore Pharmaceuticals	India	India
15	Cipla Limited	India	India
16	Pure Pharma	India	India
17	Multi G	India	India
18	IPCA	India	India
19	Guillin Latex Factory	China	Asia



3.2.2 Antituberculosis medicines

There are 12 suppliers and 12 manufacturers.

- The 12 suppliers are distributed thus:
 - 6 Indians : Macleods, Microlabs, Nestor, Unimedica, Svizera, Plethico
 - 2 Europeans: CSP/France, Panpharma/France
 - 1 United Nations agency: GDF
 - 2 Local suppliers/ECOWAS: LPCI/Cote d'Ivoire, Ranbaxy/Nigeria
 - 1 African: Holding/Egypt
- The 12 manufacturers are distributed as follows:
 - 2 European manufacturers: Panpharma/France, Svizera/The Netherlands

- 8 Indian manufacturing firms: Macleods, Microlabs, Nestor, Unimedica, Svizera, Plethico, Ranbaxy, Lupin,

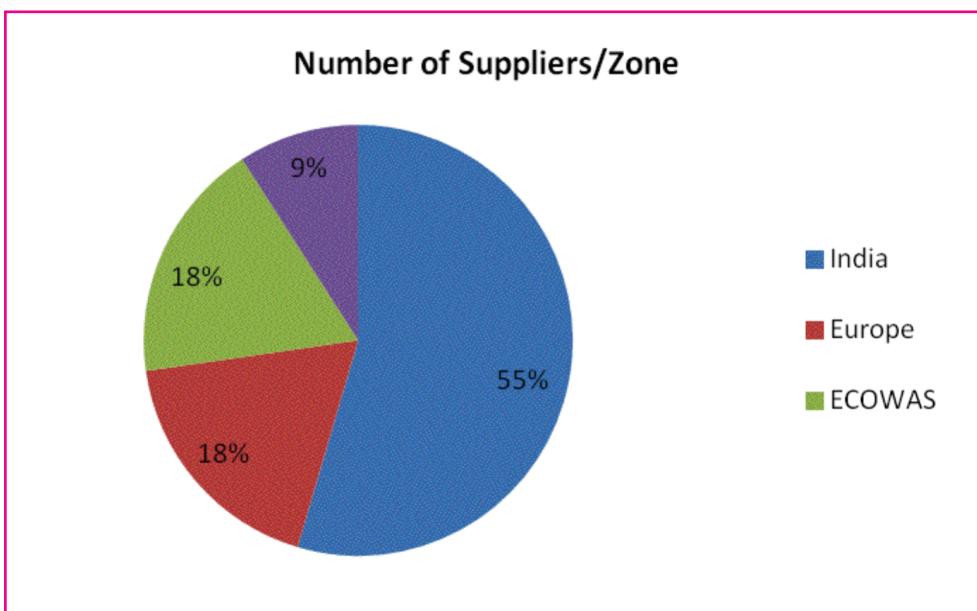
- 2 African manufacturing firms: LPCI/Côte d'Ivoire and Holding/Egypt

NB) - The statistics are valid for the following 9 countries: Benin, Côte d'Ivoire, Ghana, The Gambia, Guinea Bissau, Guinea, Mali, Senegal and Togo

However, Liberia has only one commodity (RHZ adult) just like Niger (E400mg) as compared to other countries.

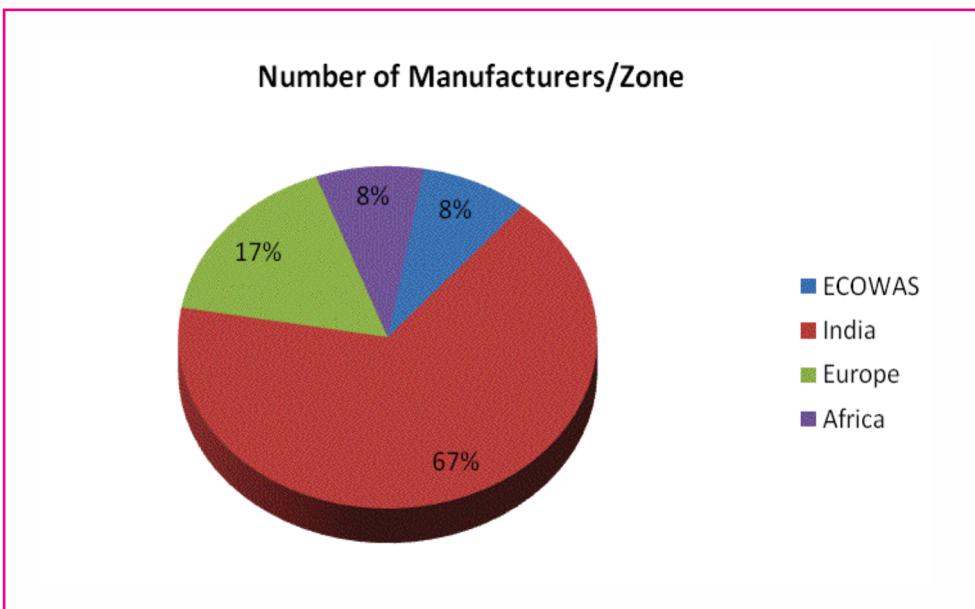
SUPPLIERS

	SUPPLIERS	ORIGIN	GEOGRAPHICAL LOCATION
1	LPCI	Côte d'Ivoire	ECOWAS
2	Ranbaxy/Nigeria	Nigeria	ECOWAS
3	Holding	Egypt	Africa
4	CSP	France	Europe
5	Panpharma	France	Europe
6	Macleods	India	India
7	Microlabs	India	India
8	Nestore	India	India
9	Unimédica	India	India
10	Svizera	India	India
11	Plethico	India	India
12	GDF	Agency	Agency



MANUFACTURERS

	MANUFACTURERS	ORIGIN	GEOGRAPHICAL LOCATION
1	LPCI	Côte d'Ivoire	ECOWAS
2	Holding	Egypt	Africa
3	Panpharma	France	Europe
4	Svizera	The Netherlands	Europe
5	Macleods	India	India
6	Microlabs	India	India
7	Nestore	India	India
8	Unimedica	India	India
9	Svizera	India	India
10	Plethico	India	India
11	Ranbaxy	India	India
12	Lubin	India	India



3.2.3 Antiretroviral medicines

The are 28 suppliers and 22 manufacturers.

- The 28 suppliers are distributed as follows:
 - 9 Indians firms: Aurobindo, Cipla, Emcure, Matrix, Ranbaxy, Heterodrugs, IDA India, Strides Arcolabs, Macleods.
 - 2 United Nations agencies: UNICEF, UNDP.
 - 9 Europeans: GSK/France, IDA/ The Netherlands, VPP/Switzerland, BMS/France, Global Access Program/France, CSP/France, MSD/The Netherlands, Mission Pharma/Denmark, CHMP/France.
 - 6 Nigerians: Crown Agent, Strides Vital, Cipla Evens, Ranbaxy Nigeria, May and Baker, Philips Farm
 - 1 South African: Abbott/South Africa
 - 1 Brazilian: GNB

- The 22 manufacturing firms are as follows:

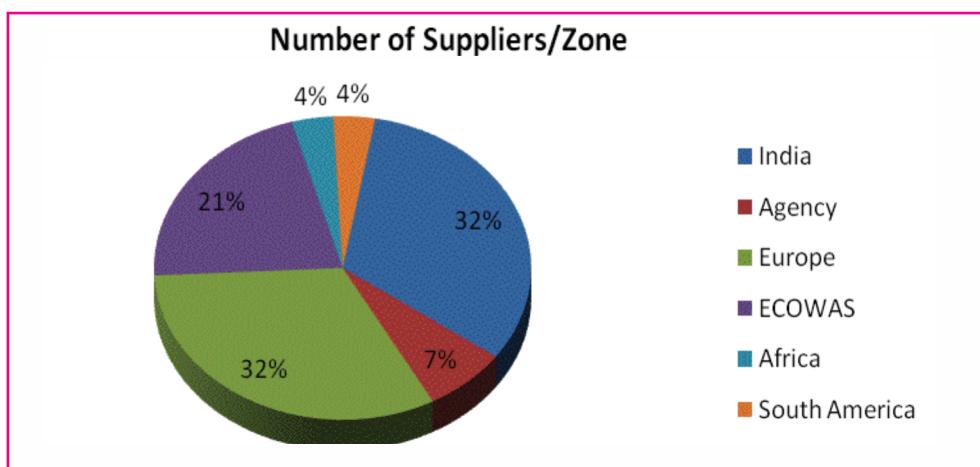
- 4 European manufacturers: GSK/France, BMS/France, MSD/The Netherlands, Roche Pharma/Spain
- 9 Indian manufacturing firms: Aurobindo, Macleods, Ranbaxy, Cipla, Matrix, Shantha Biotechnics, Heterodrugs, Strides Arcolabs, Emcure.
- 5 Brazilian manufacturers : Farmanguinhos, Lafepe, Lifal, Iquego, Funed Brasil
- 2 American manufacturers: BMS and Abbott
- 2 African manufacturer: Abbott/ South Africa, May and Baker/Nigeria
- 1 Mauritius manufacturer: Ajanta Pharma

NB) – The statistics are valid for the following 9 countries: Benin, Côte d'Ivoire, Ghana, The Gambia, Guinea Bissau, Republic of Guinea, Mali, Senegal and Togo.

However, Liberia has only one commodity

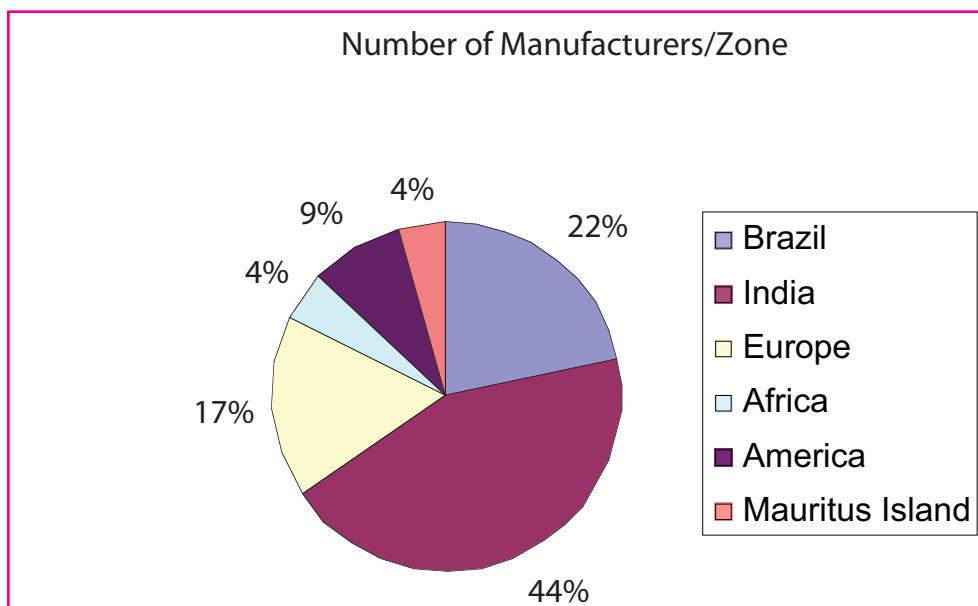
SUPPLIERS

	SUPPLIERS	ORIGIN	GEOGRAPHICAL LOCATION
1	Aurobindo	India	India
2	Cipla Limited	India	India
3	Emcure	India	India
4	Matrix	India	India
5	Ranbaxy	India	India
6	Heterodrugs	India	India
7	IDA India	India	India
8	Strides Arcolabs	India	India
9	Macleods	India	India
10	UNICEF	Agency	Agency
11	PNUD	Agency	Agency
12	GSK	France	Europe
13	IDA	The Netherlands	Europe
14	VPP	Switzerland	Europe
15	BMS	France	Europe
16	Global Access Program	France	Europe
17	CSP	France	Europe
18	MSD	France	Europe
19	CHMP	France	Europe
20	Mission Pharma	Denmark	Europe
21	Crown agent	Nigeria	ECOWAS
22	Stripes Vital	Nigeria	ECOWAS
23	Cipla Evens	Nigeria	ECOWAS
24	Ranbaxy Nigeria	Nigeria	ECOWAS
25	May and Baker	Nigeria	ECOWAS
26	Philips Farm	Nigeria	ECOWAS
27	Abbott	South Africa	Africa
28	GNB	Brazil	South America



MANUFACTURERS

	MANUFACTURERS	ORIGIN	GEOGRAPHICAL LOCATION
1	GSK	France	Europe
2	BMS	France	Europe
3	MSD	The Netherlands	Europe
4	Roche Pharma	Spain	Europe
5	Aurobindo	India	India
6	Macleods	India	India
7	Ranbaxy	India	India
8	Cipla	India	India
9	Matrix	India	India
10	Shanta Biothenics	India	India
11	Heterodrugs	India	India
12	Stribes Arcolabs	India	India
13	Emcure	India	India
14	Farmanguinhos	Brazil	Brazil
15	Lafebe	Brazil	Brazil
16	Lifal	Brazil	Brazil
17	Iquego	Brazil	Brazil
18	Funed Brasil	Brazil	Brazil
19	Bristol-Myers Squibb	North America	America
20	Abbott	South Africa	Africa
21	May & Baker	Nigeria	Africa
22	Ajanta Pharma	Mauritius Island	Africa



3.2.4 Contraceptives

There are 3 suppliers and 5 manufacturers.

- The 3 suppliers are distributed as follows:
 - 2 United Nations agencies: UNICEF, USAID.
 - 1 European: Pharmacy NVS/Belgium
- The 5 manufacturing firms are as follows:
 - 2 European manufacturers: Pharmacy NVS/Belgium, Bayer Schering/Germany
 - 2 Indian manufacturing firms: Indus

Medicare Limited, Pregna International
- 1 African manufacturer : Pfizer Senegal

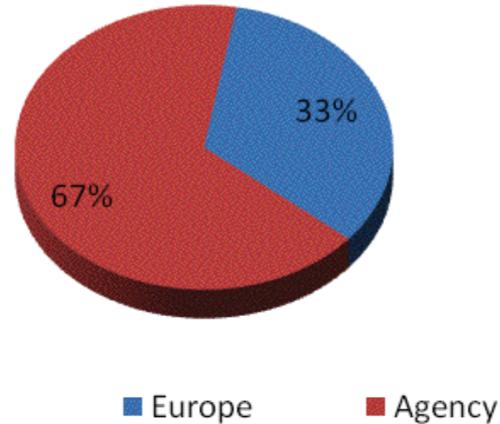
NB) – The statistics are valid for the following 9 countries: Benin, Côte d'Ivoire, Ghana, The Gambia, Guinea Bissau, Republic of Guinea, Mali, Senegal and Togo.

However, there is very few data for Contraceptives. The main reason is the difficulty to obtain the information from partners; Only Benin, Bissau Guinea and Niger entered data for this period on the CIB website.

SUPPLIERS

	SUPPLIERS	ORIGIN	GEOGRAPHICAL LOCATION
1	UNICEF	Agency	Agency
2	USAID	Agency	Agency
3	Pharmacy NVC	Belgium	Europe

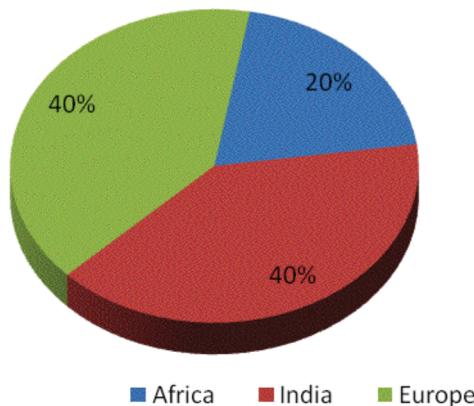
Number of Suppliers/Zone



MANUFACTURERS

	MANUFACTURERS	ORIGIN	GEOGRAPHICAL LOCATION
1	Pharmacy NVS Belgium	Belgium	Europe
2	Bayer Schering	Germany	Europe
3	Pfizer Senegal	Senegal	Africa
4	Pregna	India	India
5	Indus Medicare Limited	India	India

Number of Manufacturers/Zone



4. CONSTRAINTS AND CHALLENGES

4.1 Constraints

- The process of designating CIB Liaison officers in the countries
- Lack of logistics in some countries for data collection
- Hoarding of information by some partners in some countries on medicines and vaccines

4.2 Challenges

- Limited access to Partners' data
- Posting of the Data on procurement of medicines and other commodities on the CIB website

- Getting data from Sierra Leone
- Limited involvement of the CIB Liaison Officer of Sierra Leone
- Limited involvement of policy makers and senior programme managers
- Analyzing more representative information in countries to provide clear guidance to the political authorities, WAHO and partners in order to initiate more advantageous procurement in the ECOWAS region.

5. ANNEX

5.1 List of CIB Liaison Officers and Resource Persons

No	NAM	COUNTRY	ADRESS
1.	Dr GOUANSSANGNI Constantin	BENIN	<p>Officer in charge of distribution, customer care and promotion division - CAME - Benin 01 BP 3280 Cotonou</p> <p>Tél. : +229 21 33 09 48/2864 Mobile :+229 95 06 06 26</p> <p>cogodos@yahoo.fr ; phcoffi@yahoo.fr -</p>
2.	Mr KINIFO André		<p>Assistant Manager Quality Assurance - CAME – Benin 01 BP 3280 Cotonou</p> <p>Tél. : +229 21 33 09 48 – Fax : +229 21 33 08 51 Mobile:+229 95 06 25 66</p> <p>akinifo05@yahoo.fr; came.benin@intnet.bj akinifo05@yahoo.fr</p>
3.	Dr Arsène OUEDRAOGO	BURKINA FASO	<p>Officer in charge of supply coordination at the General Directorate of pharmacy, medicine and laboratories, Ministry of Health BURKINA FASO Tél:</p> <p>Email: arsenico_pharma@yahoo.com</p>
4.	Dr Franck Edgard ZONGO		<p>Pharmacist, Officer in charge of Quality Control at DGPM^L 03 BP 7009 Ouagadougou 03</p> <p>www.dgpm.sante.gov.bf</p> <p>Tél. :+ 226 50 39 76 49 Mobile : +226 70 32 92 78 Email: frapether@yahoo.fr</p>
5.	Peter Ekow GYIMAH	GHANA	<p>Head, Central Medical Stores Ministry of Health, Box 8406 Tema, Ghana Tel: +233 244 84 69 19 Fax: +233 22 20 41 62 Email: petergyimah@gmail.com</p>
6.	Gifty ESI MANKARTAH.		<p>Head, Central Medical Stores Ministry of Health, Box 8406 Tema, Ghana telephone number +233 20 2909779 giftycms@yahoo.com</p>
7.	Dr Helder Antonion Lopes	GUINEE BISSAU	<p>Director-adjunto de Compras de Medicamentos (CECOME) H3 de Agosto C.P. no. 578 Bissau, Guinea-Bissau Tel: +245 325 3140 Fax: +245 325 56 76 Email:helanlo@hotmail.com</p>

List of CIB Liaison Officers and Resource Persons

8.	Jorge OLIVEIRA BADE	GUINEE BISSAU	Gestor de Stock H3 de Agosto C.P. no. 578 Bissau, Guinea-Bissau Tel: +245 325 3140 Fax: +245 325 56 76 jorgeoliveirabade@yahoo.com.br
9.	Dr SAMBO Mariama	NIGER	Working with the Department of Pharmacy, Laboratories and Traditional Medicine, Niamey Tel: +227 20 20 337/96 29 66 03 Mobile : +227 96 29 66 03 E-mail : angouye@yahoo.fr Email : onppc@intnet.ne
10	Dr ANKOURAO ZARATOU		Pharmacist DPHL / MT / MSP ugs.pharma.niger@gmail.com / zankourso@yahoo.fr Tél. : +227 96 50 63 72 Fax : +227 20 74 26 34
11.	Dr ATTIA Akissi Regine	COTE D'IVOIRE	Director of Supply and Production – PSP BP V5 Boulevard de Marseille - Côte d'Ivoire Tél. : 225 21 21 73 00 / 225 01 03 74 89 Email : yaoregci@yahoo.fr
12.	Dr SAUGONE Carine Prisca (épouse LATTA)	COTE D'IVOIRE	Pharmacist - PSP – Côte d'Ivoire – BP V5 Boulevard de Marseille Tél.: (225) 02 50 05 55 Email: lcarineprisca@yahoo.fr
13.	Dr Abdoulaye TANGALY DIALLO	REP. De GUINEE	Officer in charge of Quality Assurance and Internal Audit Pharmacie Centrale de Guinée République de Guinée PCG BP 900 Tél. : +244 60 58 84 15 +244 64 40 16 61 +244 60 21 38 93 Email : tangaly12@yahoo.fr
14.	Dr Karifa DOUNO		Head of Division at the National Directorate of Pharmacies and Laboratories Ministry of Health and Public Hygiene Tel : +224 60 54 40 82 Email : kadouno@yahoo.fr

List of CIB Liaison Officers and Resource Persons

15.	Mme Ana Filomena SOARES	CAPE VERDE	Deposito Regional de Medicamentos Cx Postal 472 Sao Vicente Tel.: +238 992 46 04 / (238) 23 28 769 direcregfar@cvtelecom.cv
16.	Mme Marcelina Aurea do Rosario		Direction Geral de Farmacia (DGF) marcelina.rosario@ms.gov.cv
17.	d'ALMEIDA AYI Hervé	TOGO	Regional Pharmacist, Maritime Region Tel : +228 919 50 73 + 228 020 00 03 +228 234 41 21 Email : dalmeidaherve@yahoo.fr
18.	Dr TAKOUDA Sambéna Malabwe Victoire		Head of Procurement Unit, Officer in charge of Quality Assurance + 228 222 17 84 + 228 921 11 37 + 228 336 65 00 Email : vtakouda@cameg_togo.tg
19	ADAMA DEMBELE	MALI	Director of Supply Department Pharmacie Populaire du Mali Avenue Moussa Trawally BP 277 Bamako, MALI Tel : (223) 20 22 50 93 Email : docdembele@yahoo.fr ; spdgc@ppm-mali.com ; docdembele@hotmail.com
20.	Dr Sekou Oumar DEMBELE		Email: dembele_sekou@yahoo.fr Tél. : '223) 65 87 83 75
21.	Yekini A. OLOYEDE	NIGERIA	Assistant Director Federal Ministry of Health Nigeria Nigeria, Abuja Tel: +234 8023029701, +234 80 89 54 32 35 Email: oloyekeen@yahoo.com
22.	Mrs. Fausat .O. ODERINDE		Senior Pharmacist Federal Medical Stores, Oshodi, Lagos Mobile phone +234 80 55 22 65 10 email oderindefo@yahoo.com
23.	David Reeves E.	LIBERIA	National Drug Service (MCO) Tel. : 231 6531277 deer10002000@yahoo.com
24.	Joseph N. B. JIMMY		CIB Focal point : Liberia Assistant Chief Pharmacist Pharmacy Division, Ministry of Health and Social Welfare, Liberia Cell.: +231 6553945 jjosemy2002@yahoo.com

List of CIB Liaison Officers and Resource Persons

25.	Babanding SABALLY	THE GAMBIA	National Pharmaceutical Services Central Medical Stores Kotu, KSMD GAMBIA Tél. : +220 989 42 22 / +220 44 66 302 Email : saballo45@hotmail.com
26.	Fatoumata JAH SOW		National Pharmaceutical Services Central Medical Stores Kotu, KSMD GAMBIA Tel: +220 44 66 302 +220 994 61 88 Email : jahsowe@yahoo.com
27.	Colonel Issa Diop	SENEGAL	Technical Adviser of the Ministry of Health Tel. : +221 77 64 75 14 Email: coloneldiop@hotmail.com ; coloneldiop2@yahoo.fr
28.	Pape Ibrahima NDAO		Head of the Administrative and finance services of PNA Tél. : +221 77 63 52 498 papaibrandao@yahoo.fr
29.	Mr BASSI TURAY	SIERRA LEONE	Director of Drugs and Medical Supplies of Sierra Leone tommytengbeh@yahoo.com
30.	Mohammed KALLON		Assistant Procurement manager Ministry of Health and Sanitation 4th Tél. : +223 76 646144 Email : sweetkallon2002@yahoo.com

6.2 List of Essential Medicines and other Pharmaceuticals for Phase One (November 2006)

Catégorie	
Contraceptifs	Acétate Medroxyprogesterone Levonorgestrel Levonorgestrel+Ethinyl estradiol Copper-T 380A Norgestrel+Ethinyl estradiol Norgestrel Norethisterone Ethinyl estradiol Lynestrenol Chlorure de Benzalkonium Norethisterone+Ethinyl estradiol
Vaccins	BCG DTC VPO VAR VAT Antiamaril Antirabique DTC+Hépatite B Anti-Hépatite AntiMéningocoque Antityphoïde
Sérum	Antivénimeux polyvalent Antitétanique Antirabique Anti D

List of Essential Medicines and other Pharmaceuticals for Phase One (November 2006)

ARV	Zidovudine Lamuvidine Nevirapine Efavirenz Stavudine Lopinavir+Ritonavir Zidovudine+Lamuvidine+Nevirapine Stavudine+Nevirapine+Lamuvidine Zidovudine+Lamuvidine Stavudine+Lamuvidine Tenofovir Indinavir Abacavir Nelfinavir Didanosine Saquinavir Ritonavir Abacavir+Lamuvidine+Zidovudine
Antimalarial	Chloroquine Sulfadoxine+Pyrimethamine Quinine Amodiaquine+Artesunate Amodiaquine Artesunate Artemether Artemether+Lumefantrine

List of Essential Medicines and other Pharmaceuticals for Phase One (November 2006)

Antituberculosis	Ethambutol Isoniazide Rifampicine Isoniazide+Rifampicine Pyrazinamide Isoniazide+Ethambutol Streptomycine Rifampicine+Isoniazide+Ethambutol Rifampicine+Isoniazide+Ethambutol+Pyrazinamide Isoniazide+Rifampicine+Pyrazinamide Kanamycine Ethionamide Cycloserine Ofloxacin Para-aminosalicylique
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5.3 List of New Categories (November 2010)

Added product Categories	Analgesics Antibiotics Anti-diabetic Anti-fungal Antihypertensive Electrolytes Antianemic Anticonvulsants Antidrepanocytose Antihelminthic Anti-filariasis Cancer Diuretics Psychotropics Medical diagnostic reagents
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5.4 List of Added Essential Medicines and other Pharmaceuticals (November 2010)

Category	
Contraceptive	Male Condom Female 1 Condom Ethinylestradiol + Norgestrel 0,03mg/0,15mg benzalkonium chlorine cream, gyneco ovula tablet, Noloxol 9 100mg comp gyneco Ethinylestradiol + Norgestrel + Fer 0,3mg/0,03 mg/75mg Norgestrel 0,075mg
Anti-tuberculosis	Kanamycine 1g inj Ethionamide 250mg Tablet Rifampicine+INH+Pyrazinamide 60+30+150 sp Prothionamide 250mg Tablet Gatifloxacine 400 mg Tablet Clofazimine 150 mg Tablet Rifabutine 150mg caps pyrizinamide 500mg tablet
Vaccines	Pentavalent Vaccine Trivalent meningococcal Vaccine ACW135 A meningococcal conjugated Vaccine Antipneumococcal Vaccine Antipoliomyélitic Vaccine oral et inj Seasonnal Influenza Vaccine AH1N1 Influenza Vaccine DTCOQ Vaccine Anti HPV (Human papillomavirus) Vaccine Anticholeric Vaccine Conjuguated Pneumococcal Vaccines Injectable human Vaccines against rabbis
ARV	Indinavir 200mg tablet Lopinavir+Ritonavir 100/25mg Lamivudine+ Zidovudine+ Abacavir 150/300/300mg comp Lamivudine + Zidovudine + Nevirapine 60/120/100 junior Darunavir 300mg Tablet Ratelgravir 400mg Tablet Etravirine 100mg Tablet Atazanavir 150mg Tablet Atazanavir 150mg caps Atazanavir 200mg caps Atazanavir+ Rito 300/100mg Tablet Enfuvitine 90mg/ml inj Lamivudine 200mg Oral Solution Sulfate Lamivudine 240mg Oral Solution
Anti-malarial	Artesunate+SP 200+500+25 Artesunate + SP 100+250+12,5 Dihydroartemisinine + Piperaquine Tablet Artemeter40mg inj
Serum	Serum Ig antiD 300 microgr Serum IG antiD 150 microgr Ig N Normal 6g inj

List of Added Essential Medicines and other Pharmaceuticals (November 2010)

Analgesics	Pyrizinamide 500Mg Tablet
Antibiotics	Amoxicillin + Clavulanic Acid 457mg suspension Amoxicillin + Clavulanic Acid 500 mg +125mg tablet Amoxicillin Capsule, 250 mg Amoxicillin Capsule, 500 mg Ceftriaxone Sodium Injection, 1 g (PFR) Ceftriaxone Sodium Injection, 500 mg (PFR) Ciprofloxacin Infusion, 2 mg/ mL (100 mL) Ciprofloxacin Tablet, 250 mg Ciprofloxacin Tablet, 500 mg Co-trimoxazole Suspension, (200 mg+40 mg)/ 5 mL Co-trimoxazole Tablet, (400 mg+80 mg) Erythromycin Suspension, 125 mg/ 5 mL Erythromycin Tablet, 250 mg
Antidiabetic	Glibenclamide Tablet, 5 mg Metformin Hydrochloride Tablet, 500 mg
Antifungal	Clotrimazole Pessary, 200 mg Fluconazole Suspension, 50 mg/ 5 mL (PFR) Fluconazole Tablet, 200 mg
Antihypertensive	Methyldopa Tablet, 250 mg Nifedipine Tablet, 10 mg (Slow release) Nifedipine Tablet, 20 mg (Slow release)
Electrolytes	Dextrose (5%) + Sodium Chloride (0.9%) Intravenous Infusion (500 mL) Dextrose Intravenous Infusion, 5% (500 mL) Oral Rehydration Salts Sodium Chloride Intravenous Infusion, 0.9% (500 mL)
Anticonvulsants	Magnesium Sulphate Injection, 20% Magnesium Sulphate Injection, 25% Magnesium Sulphate Injection, 50%
Antihelminthic	Albendazole Tablet, 200 mg Albendazole Tablet, 400 mg
Antifilariasas	Ivermectin 6mg
Diuretics	Hydralazine Hydrochloride Injection, 20 mg (PFR) Hydrochlorthiazide 25mg

5.5 New fields added to the CIB database (November 2010)

Quality Control	Manufacturing date Expiration date Batch Numbers Quality control results	<ul style="list-style-type: none"> • Rate of the non-conformity to the analyses carried out • Number of fake drugs reported with regards to the product and the laboratory. • Market Authorisation in the importing country • Expiration date
Pharmacovigilance	Number of reported side effects	<ul style="list-style-type: none"> • Number of notifications per products • Types of side effects per products and per laboratories , • Withdrawal of the brand • Suspension of the Market Authorisation • Stop the marketing of the product • Serious adverse effects