

Improving Access to Essential Medicines Workshop

Mapoko Mbelenge ILONDO

Senior Advisor
Novo Nordisk A/S, Denmark



1

Introduction

2

What were the challenges in developing and executing the project?

3

How were issues around demand, supply chains, selection and pricing/financing addressed?

4

What partnerships were critical to the success of the project?

5

Are there specific lessons learned that could be applied to MNS medicines?

6

Recommendations

Novo Nordisk - global presence

Founded 1923

Headquarters Denmark

Employees 33,000+

Sales in 190 countries

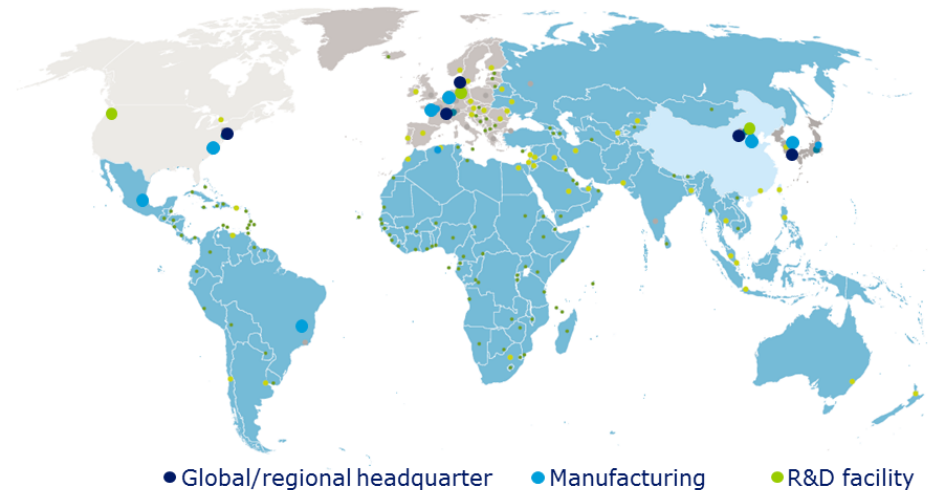
Affiliates 75 Countries

Production 7 countries

R&D facilities 3 countries

Global market share 50 %

2011 sales EUR 8.92 billion



The Triple Bottom Line is how we do business



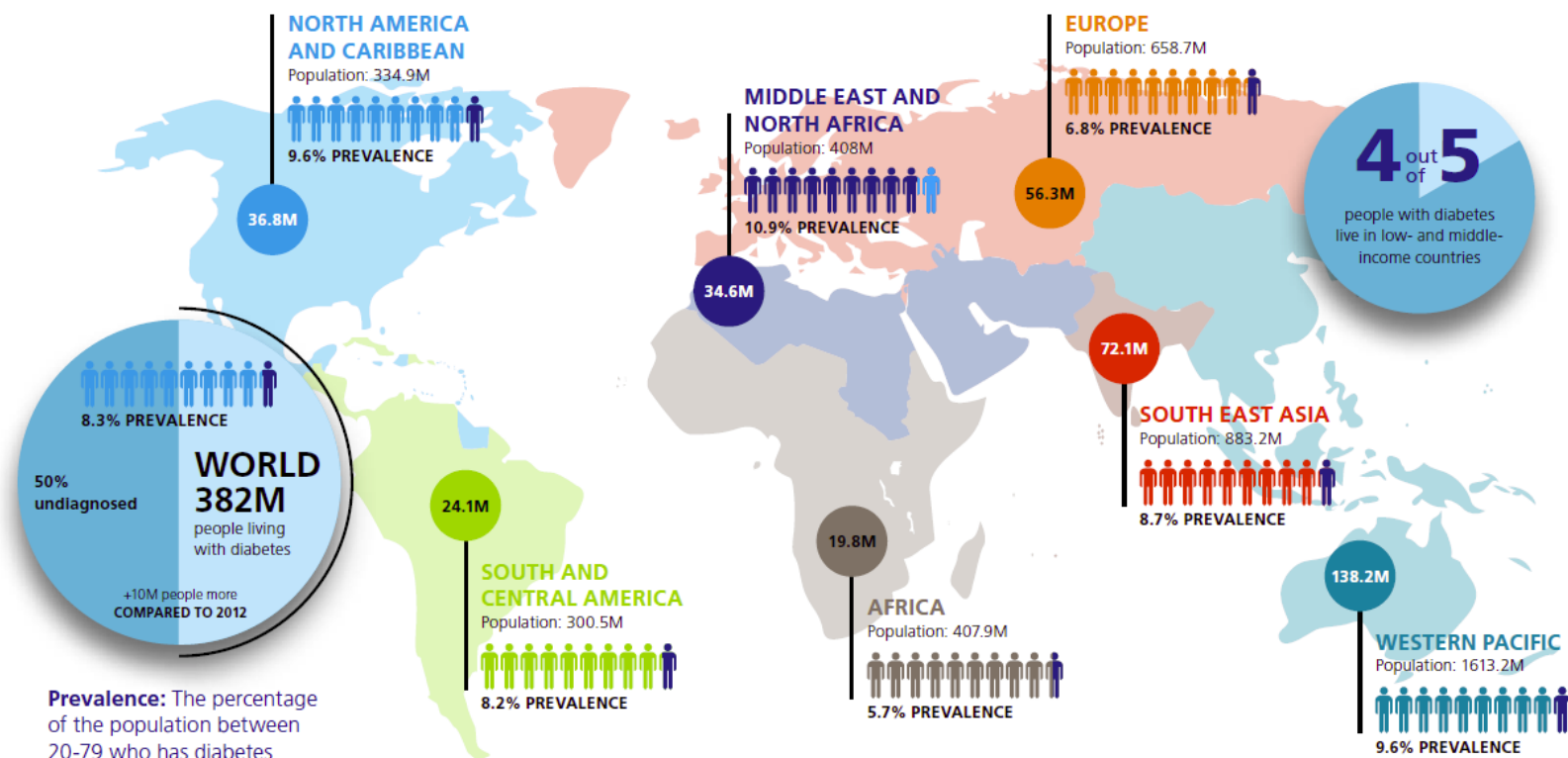
"Our business philosophy is one of balancing financial, social and environmental considerations – we call it the Triple Bottom Line".



The Novo Nordisk Way

IDF DIABETES ATLAS

Sixth edition



Types of Diabetes

- Type 1 diabetes (10%)
 - Pancreas does not produce insulin
 - Treatment: replacement with insulin
- Type 2 diabetes (90%)
 - Pancreas does produce insulin, but the body has become resistant
 - With time, pancreas ability to produce insulin is exhausted
 - Treatment:
 - Oral hypoglycaemic drugs
 - Insulin
- Gestational diabetes

The availability and affordability of selected essential medicines for chronic diseases

Diabetes		
Glibenclamide	5 mg	Antidiabetic
Insulin isophane	100 IU/ml	Antidiabetic
Insulin soluble	40 IU/ml	Antidiabetic
Insulin soluble	100 IU/ml	Antidiabetic
Insulin zinc suspension ^b	40 IU/ml	Antidiabetic
Insulin zinc suspension	100 IU/ml	Antidiabetic
Metformin	500 mg	Antidiabetic

Public Sector

Pharma/Manufacturer

MOH/Procurement

Central medical stores

MoH distributes products

Mission
Hospitals

NGOs

Government
Hospitals

Patients



Private Sector

Pharma/Manufacturer

Importer/Wholesaler

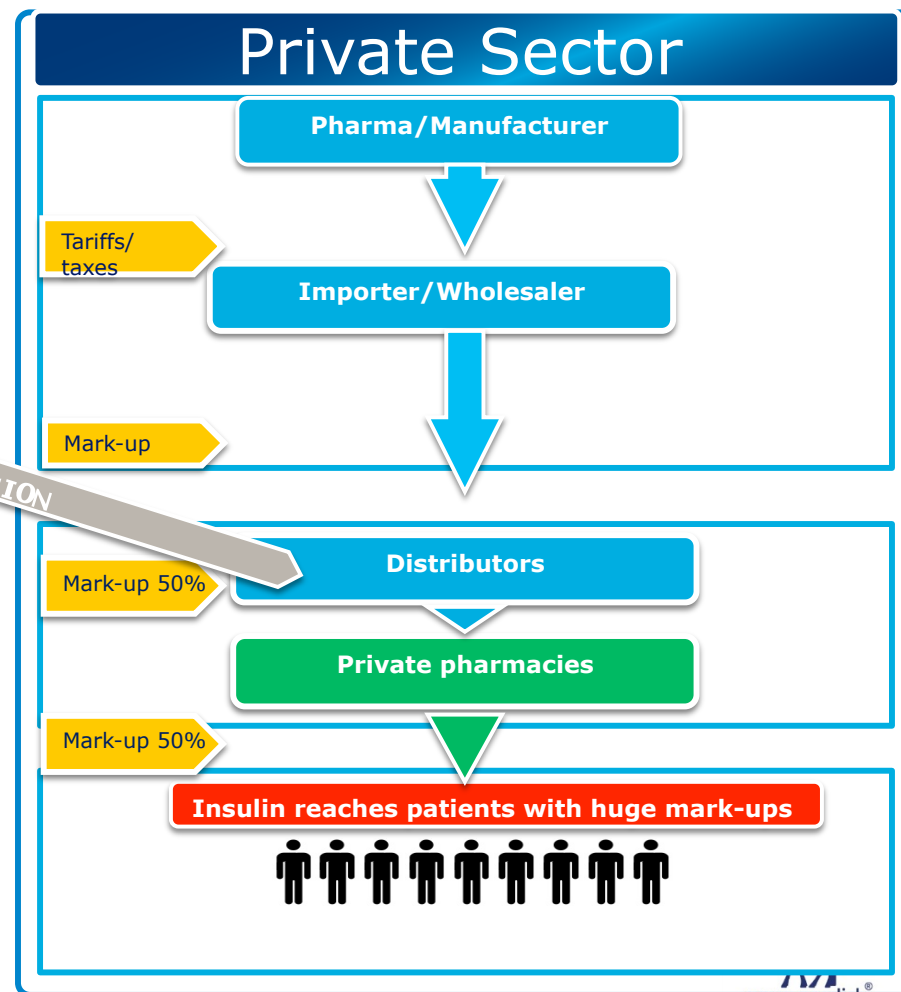
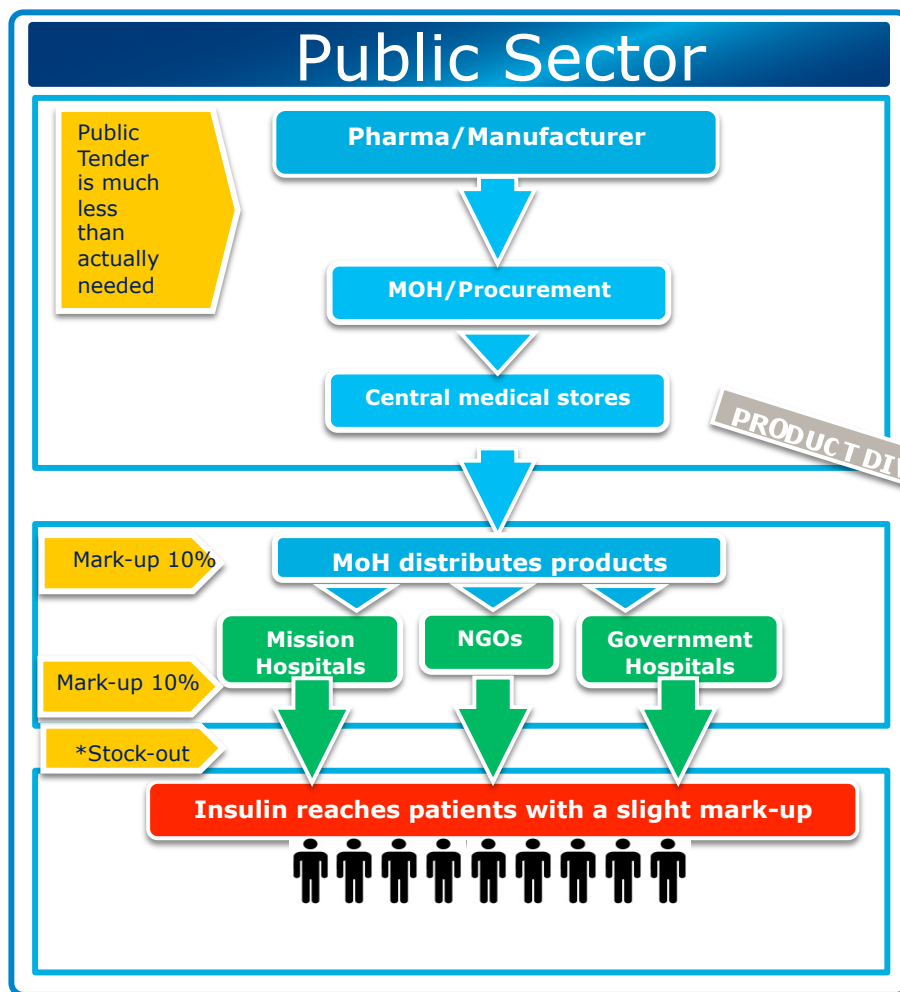
Distributors

Private pharmacies

Patients



**What were the challenges in developing
and executing the project?**



BARRIER

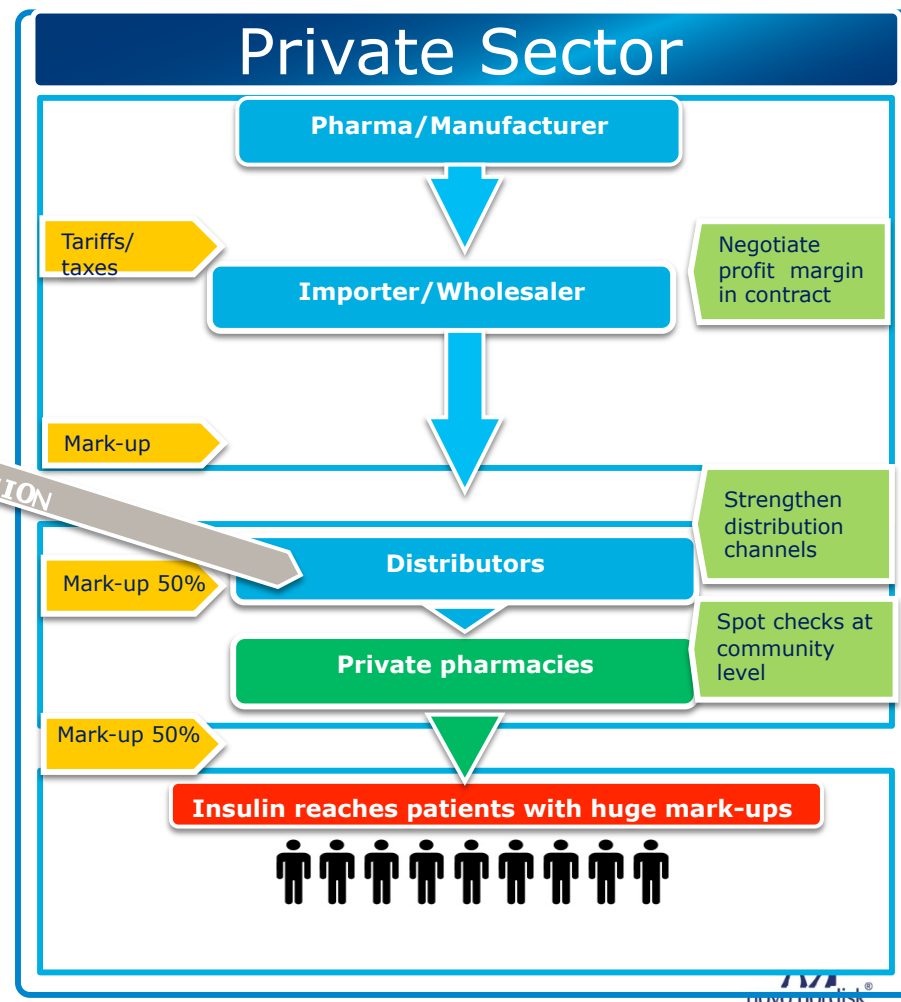
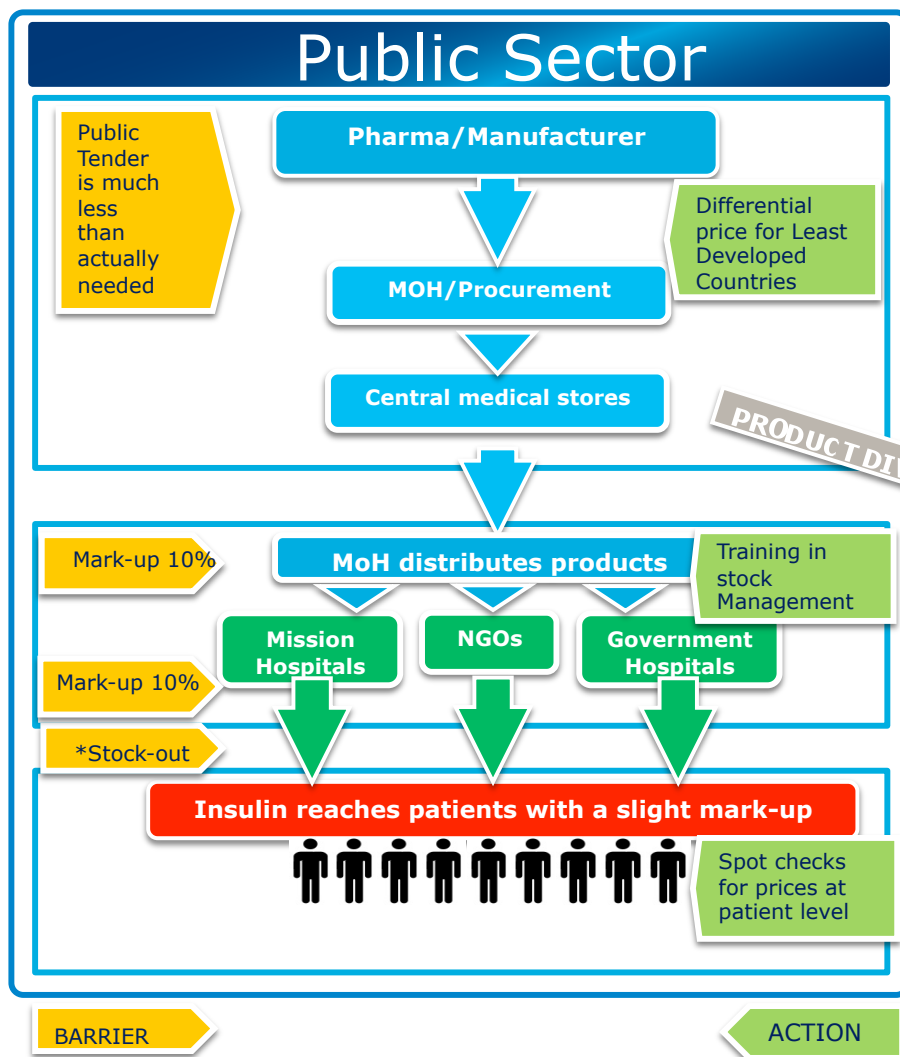
BARRIER

* Stock -out is the result of tender being less than actually needed and product divergence from Public to the lucrative private market

Barriers to insulin access

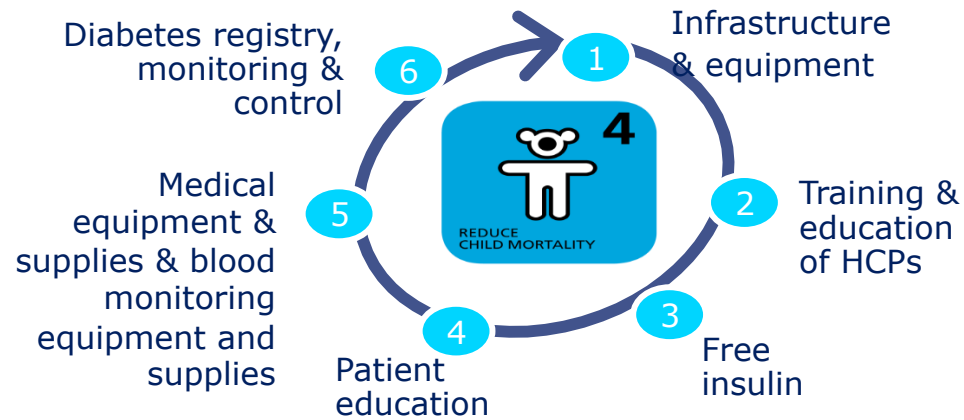
- Demand
 - Lack of data on number of people who need insulin
 - Low awareness of diabetes among healthcare providers
- Selection
 - Lack of qualified healthcare providers
- Distribution channels
 - Logistical issues: insulin distribution limited to urban areas
 - Poor coordination between national and district levels
- Pricing/Financing
 - Mark-ups along the distribution chain
 - Lack of funding mechanism for healthcare

How were issues around demand, supply chains, selection and pricing/financing addressed?



PRODUCT DIVERSION

Changing Diabetes in Children (CDiC)



**What partnerships were critical
to the success of the project?**

Partnerships

- Ministry of Health
 - NCD Division
 - Procurement division
- Regional & district medical officers
- Industry partners
- Importer/Wholesaler
- Community/civil society: IDF Africa, patient associations

Are there specific lessons learned that could be applied to efforts around MNS medicines?

Lessons learned

- Low priority in government policies
- Demand
 - Lack of data on number of patients
 - Low awareness among the public at large
- Selection
 - Poor understanding and knowledge among HCP
 - Low diagnostic rates
 - Inappropriate treatments
- Financing
 - Low governments budgets for purchase of medicines
 - Donor reluctance
 - Lack of funding mechanisms

Potential action

Advocacy

Set-up registries
Awareness activities

Training of HCP

Advocacy

Insurance schemes

Recommendations

- Public sector
 - Government involvement
 - Advocacy
- Patient-centric approach
 - Dedicated clinics
- Private sector
 - Increased demand

Action

Needs estimates, awareness
HCP training

Removal of taxes /import duties
Increased funding for medicines

Insulin available at low price

Increased market size



novo nordisk **changing diabetes**