



Snapshot of Accomplishments Tanzania

October 2022 to March 2023

ACTIVITY OBJECTIVES	<ol style="list-style-type: none"> 1. Support public and private stakeholders to apply MDA to improve uptake of health products, information, and services to ensure an optimal total market. 2. Strengthen stewardship capacities to better leverage private sector resources. 3. Mobilize domestic resources to improve private sector capacity.
GEOGRAPHIC FOCUS AREAS	National
HEALTH AREAS	Family Planning; HIV/AIDS; Maternal and Child Health
TECHNICAL AREAS	Financing; Rules, Regulations, and Norms; Stewardship; Supply and Demand
REPORTING PERIOD	October 2022 to March 2023

Key Results

- Increased access to finance for eight private sector health market actors (one hospital, one polyclinic, one dispensary, one general supplier, one pharmacy, and three Accredited Drug Dispensing Outlets or ADDOs).
- Supported four financial institutions to develop/improve financial products targeting private sector health market actors.

- Provided TZS 877,500,000 (over USD \$372K) in financing to private sector health market actors.
- Supported two public private dialogue (PPD) platforms that regularly share and discuss data from public and private sectors in targeted health markets.
- Backed the establishment of two new partnerships that include multiple market actor types:
 - FHM Engage partnered with the Tanzania Health Summit Organization (THS) to provide financial literacy training to young health professionals in the country and re-introduction of Healthcare Financial Club in partnership with NMB Bank PLC.
 - FHM Engage facilitated signing of a tripartite agreement Memorandum of Understanding (MoU) between Amana Bank LTD, Maisha Meds, and the Pwani Medication Awareness Organization (PWAMAO) – an association of ADDOs in Pwani Region, a coastal region of Tanzania – to enable the bank to provide loans to ADDOs for inventory management system.

Key Accomplishments

Integrated private sector data to achieve a total market approach for condoms in Tanzania

As a market facilitator, FHM Engage is supporting the Condom Sub-Committee, co-led by the National AIDS Control Program (NACP) and the Tanzania Commission for AIDS (TACAIDS), to address condom supply data challenges including data fragmentation, and lack of routine analysis and use of data to inform private sector involvement in the health market. In order to bring greater visibility and a shared understanding of the condom situation to stakeholders, FHM Engage developed a condom dashboard and presented the condom system map validation to Sub-Committee members leading to further refinements of the condom dashboard as a solution to enhance data use and decision-making. The systems map, a tool for monitoring and evaluating the condom market, brings together the private sector and public sector system maps, showing the numerous linkages and data flows in the different sectors with regards to condoms. FHM Engage used these interactions to understand the level of data desired and the types of dashboards/visualizations required to: 1) improve supply planning, particularly with respect to forecasting, procurement, and distribution and 2) align understanding on condom market trends to inform investment decisions. The stakeholders can use the systems map to understand the complexity of the condoms market and find the leverage points with the most potential for impact.



FHM ENGAGE SIGNING A MEMORANDUM OF UNDERSTANDING WITH THE TANZANIA HEALTH SUMMIT (A LOCAL ORGANIZATION IN TANZANIA) TO WORK ON THE KUZA PROJECT THAT INTENDS TO ENHANCE FINANCIAL LITERACY

Supported public and private stakeholders to apply the market development approach to improve uptake of family planning products, information, and services

FHM Engage completed the rapid assessment on the use of emergency contraceptive pills (ECPs) and family planning (FP) services among girls in tertiary levels of education. Key findings from the assessment include: (1) 75 percent of study participants use ECPs, (2) youth consider ECPs to be one of the modern FP methods, (3) youth obtained information on how to use ECPs from friends rather than from FP clinics, and (4) offering youth information would motivate them to use contraceptives. The assessment also highlighted that most of the students prefer to use traditional contraceptive methods, which have higher failure rates and lack protection, contributing to unintended pregnancies and HIV infection. Based on this information, FHM Engage has identified education on the available contraceptive methods as a key intervention measure to prevent both HIV and pregnancy. Findings from this assessment, recent analysis of the Tanzania Demographic Health Survey (DHS), and the FHM Engage market description – all completed this period – are being used by FHM Engage to inform market actors about the needs and preferences of the youth market in Tanzania in relation to emergency contraceptives and FP, and how to better reach and work with youth and advocate for the inclusion of youth associations within key market platforms such as the Technical Working Groups.

Strengthened stewardship capacities to better leverage private sector resources

FHM Engage supported and participated in the Pharmaceutical Society of Tanzania's (PST) Annual General Meeting and Scientific Conference, presenting on "Expanding the Role of Community Pharmacies in Improving Access to Health Products and Services in Tanzania," with the objective of advocating for increased service provision by pharmacies in health areas including FP and HIV. The project is providing feedback towards the PST Strategic Plan and will work with PST to establish the ADDO forum, an initiative to improve the management of ADDOs and their provision of product and service delivery.

Supported private financial institutions to increase lending to private providers

In support of access to finance for private providers in Tanzania, FHM Engage facilitated the signing of an MoU between Amana Bank, Maisha Meds, and PWAMAO. Through this MoU, the members of PWAMAO will be able to access finance from Amana Bank to procure an inventory management system from Maisha Meds to improve their stock and business management practices. Repayment of this initial loan will also allow the member ADDOs to further access working capital loans for their finance needs to stock key health products and advance toward financial sustainability.

Cover banner photo: FHM Engage's Sarah Alphas (left) speaks with a pharmacist during market description work in Tanzania in February 2023. Credit: FHM Engage.

Frontier Health Markets (FHM) Engage is a five-year cooperative agreement (7200AA2ICA00027) funded by the United States Agency for International Development. We work to improve the market environment for greater private sector participation in the delivery of health products and services and to improve equal access to and uptake of high-quality consumer driven health products, services, and information. For more information, email fhm-engage@fhm-engage.org.