2013 West Africa Malaria Workshop: Private Sector Opportunities in IRS and Malaria Control
Workshop Objectives

- **Promote** and increase private sector engagement and investment in the workplace and community IRS and malaria control activities in West Africa
- **Demonstrate** the business case for IRS and malaria control in West Africa
- **Highlight** best-in class private sector driven IRS programs
- **Share** updates on IRS and resistance management trends from international and country level experts
- **Establish** connections between key malaria control stakeholders, including National Malaria Control Program (NMCP) officials, RBM/WHO representatives, technical and academic experts and the corporate sector
Session Highlights
• The key reason for business engagement in IRS remains the socioeconomic impact of malaria (e.g., lost man hours, high medical costs, reduced disposable household incomes due to health costs, etc.)

• Most companies implement IRS within the context of an integrated malaria control program both within and beyond the company compound

• IRS is often included because it is a high impact intervention with quantifiable return on investment
Partnerships That Work: Models for Successful Public and Private Sector Collaboration for IRS

• “Niche" opportunities for private sector participation exist (e.g., support on IEC, help with planning, logistics, etc.)

• Government recognizes the assets business can bring to the malaria fight (lack of resources/human capital, geographical access, technical & logistics capacity, shared vision for a health population, potential to create jobs, etc.)

• When developing new partnerships, keep in mind the future of vector control: changing eco-epidemiology, increasing resistance, slow market entry of new tools
Addressing the Challenge of Resistance Management

- Urgent need both for new active ingredients and for new delivery systems to augment the existing active ingredients; corporate sector can play an important role in innovating for new products and new delivery systems

- Strategies to overcome/mitigate resistance: establish mosquito sensitivity to the insecticides at each location; rotate products, mosaic spraying and combining insecticides; improving the skills of spray operators; ensuring good quality control programs/products

- Larviciding is a “new old” solution that can be effective if good quality product is used in areas where the larval habitats are “few, fixed and findable”

- It was recommended that companies and government in each country coordinate and try to pool their insecticide order; in West Africa, there is a Resistance Management Network of Africa managed by WHO/AFRO
Country-Focused Breakfasts

- IRS remains under implemented due to its perceived high cost
- The region will need to work together to control malaria
- Private sector seeks more commitment from the government/public sector in order to get them more involved
- The challenges faced by most countries in malaria control includes: country size, lack of adequate resources, (funding and human capital), insecticide resistance, engaging/approaching private sector
- It is important for governments to present a business case to companies for private sector engagement
- Companies can engage on IRS and malaria control gradually, but should be in support of national strategies
- Government can create an oversight committee which harmonizes all the malaria/IRS activities in the country among various stakeholders (e.g., Malaria Vector Control Oversight Committee in Ghana)
Financing and Evaluating a Corporate IRS Program

- Budgeting for IRS starts with making key decisions (e.g., type of insecticide to use); costs for IRS will differ from country to country; budget for all technical areas; insecticide cost often the largest share of the budget.
- When conducting M&E it is important to define clear objectives; commit to robust, comprehensive surveillance and standard procedures; start with the business case – there several private sector partnership opportunities.
- Funding for IRS has increased over the years and will continue to be an investment for donors such as PMI.
- Costs for IRS vary depending on the size of the program – keep in mind economies of scale (costs can range from $2-$7 per person in PMI programs).
- Insecticide resistance is driving the costs of IRS programs up.
Research Updates on IRS

- A study in Nigeria showed the success of a community-based intervention depends on the belief, perception, and acceptance of the intervention; need quality assurance of insecticides that come into countries; it was not clear if combining IRS with LLINs was truly cost-effective.
- A study in Ghana demonstrated IRS has an impact on the age of mosquitoes; reduction in age may have led to the reduced malaria transmission; need to investigate outdoor resting behavior of vectors; IRS works.
- A study in Senegal showed a reduction in longevity and density of mosquitoes, malaria infection rates, and prevalence of parasites in-blood; there was an evolution of resistance; sensitivity remained higher in the non-treated districts.
Overall Key Themes

1. Malaria is still a significant problem in West Africa

2. There is a strong business case for why companies should engage on malaria control, including IRS

3. Partnerships are key – no one stakeholder can do it alone

4. We are being slowed down by resistance

5. We cannot afford to NOT to invest in malaria control and IRS
Next Steps

• Share workshop findings, presentations and summary report
• Enhance corporate engagement on IRS programs through increased investment and advocacy; reach out to NMCPs to understand priorities and gaps where private sector can engage; keep NMCPs informed of progress on corporate malaria programs
• Strengthen government programs by engaging private sector support in the development and implementation of NMCP strategies; develop business case for corporate engagement
• Promote and foster deeper involvement of key stakeholders especially those in-country: alignment of programs, building partnerships, maximizing impact, optimizing resources
• Share, network, collaborate!
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