

# ***East African Drug Seller Initiative Uganda***

***Getting Medicines to People—Creating  
Sustainable Private-Sector Drug Seller Programs***

## **Sensitization Meeting**

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# Sensitization Workshop

- **Objectives of the Workshop:**

**Broad:**

- **To inform stakeholders in the Kibale district about the EADSI project and in particular the ADDO Program**

# Specific Objectives

- To provide the stakeholders with general information on EADSI project
- Inform the stakeholders on the current operations of Class C drug shops and operational problems observed
- Explain the ADDO concept to the stakeholders
- Explain future plans of the ADDO program in Kibale
- Get feed back on the reactions and opinions of stakeholders on the program, which may be used in the design of the program

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January 23, 2009**

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## **Introduction to EADSI**

# A New Drug Seller Initiative

- October 2007, Gates Foundation awarded MSH a 3-year grant to continue its efforts to involve private drug sellers in enhancing access to essential medicines in East Africa.
- The East African Drug Seller Initiative (EADSI) builds on MSH's Strategies for Enhancing Access to Medicines (SEAM) Program.
- **EADSI Goal:** create a sustainable model to replicate and scale-up private-sector drug seller initiatives in developing countries that will ultimately operate independent of donor support.

# EADSI Objectives

EADSI's three main objectives are to—

1. Develop a regional strategy to support the implementation of sustainable private-sector drug seller initiatives.
2. Strengthen the ADDO model in use in Tanzania to facilitate scaling up and sustainability.
3. Develop a plan to adapt and replicate the Tanzanian ADDO model to scale in another country and demonstrate the adapted model in one district.

# Goal for Uganda

- **Goal for Uganda**—Increase access to quality essential medicines and pharmaceutical services in underserved areas through accreditation of private drug

# Specific objectives for Uganda

- Strengthen the regulatory monitoring and inspection of drug sellers especially in rural remote areas
- Develop a broader approved list of essential primary care medicines that can legally be dispensed by accredited drug sellers
- Improve the quality of dispensing services in the outlets through training, accreditation and continuing education of drug sellers



# Specific objectives...

- Improve the record keeping practices for essential primary care medicines sold, including purchase records, customer complaints, expired medications, financial and sales records
- Improve drug shop sustainability through business skills training, linkage to micro-financing and health insurance schemes
- Create a marketing and advocacy campaign to raise consumer awareness of the need to buy medicines from accredited drug sellers

# Completed EADSI Work in Uganda

- Conducted a situation and options analysis based on existing data on the Ugandan pharmaceutical sector and access to medicines.
- Mapped drug shops and health facilities and collected information on how drug shops operate in two study districts: Kibale and Mpigi.
- Held a stakeholders workshop in November 2008

# Next Steps for EADSI in Uganda

- Build key stakeholder consensus to introduce an ADDO-like model in Uganda.
- Develop a model and implementation plan specific to the needs of Uganda.
- Implement and evaluate the Ugandan drug seller model in Kibale with Mpigi as a comparison district.
- If successful, develop a rollout strategy, establish infrastructure, and solicit funding for nationwide implementation of the model in Uganda.