



USAID | DELIVER PROJECT

FROM THE AMERICAN PEOPLE

Success Story

Bangladesh Averts a Stock Crisis with Help from the USAID | DELIVER PROJECT



Dr. Perveen Rashid (right) from the Social Marketing Company and Kaiser Rashid (2nd from left), Acting Country Director for the USAID | DELIVER PROJECT, hand over USAID-donated condoms to M.A. Mannan (2nd from right), Director General of Family Planning.

“...so happy to see the emergency supply of condoms flow through from USAID... it came like a much-awaited rain after a period of drought.”

Staff member in Bangladesh warehouse

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In the fall of 2007, the Ministry of Health in Bangladesh faced a severe shortage of condoms in the public sector; countrywide stockouts were very likely. A shipment was underway, but despite negotiated contracts, the supplier made some last minute changes that were unacceptable to the Government of Bangladesh (GoB). While the GoB and the supplier continued to negotiate, the condom supply dwindled.

December 2007 approached, and the condom stocks continued to go down. It soon became clear that negotiations with the supplier were not going to be resolved in time to head off a countrywide stockout of public sector condoms. As always, the Directorate General of Family Planning (DGFP) and the USAID | DELIVER PROJECT jointly monitored the consumption and pipeline for public sector products; the project kept the U.S. Agency for International Development (USAID) and other partners informed of the potential stock issues.

The USAID | DELIVER PROJECT, in discussions with DGFP and local stakeholders, pursued various options for alleviating this short-term problem, including moving up other procurement ship dates and borrowing supplies. These solutions, however, would not be enough to fill the gap in time. At this point, after the project alerted USAID to the potential stockout, they agreed to airlift 6 million condoms to Bangladesh—in time to prevent a stockout.

The project worked closely with the DGFP, with USAID in Washington and in Dhaka, as well as with the Bangladesh Social Marketing Company (SMC) to get the condoms into the country and through the various tiers of the supply chain. SMC, a recipient of USAID-donated condoms, agreed to receive and clear the emergency condom donation—the shipment came into the country quickly, without any disruption.

In just one month, Bangladesh had received the USAID-donated condoms in-country, and the condoms were on their way through the supply chain to the end user. This action successfully averted a full-

blown stockout and gave the government time to sort out issues with the supplier. The contract negotiation was eventually completed and the first shipment arrived in-country in March 2008. At the time of delivery, condoms were still available because fewer condoms than usual were distributed during the shortages.

In a letter, the Director General expressed his thanks to USAID for donating the emergency shipment. In the words of a community-based field worker who received the condoms at the service delivery point, “I was relieved to see the emergency supply of condoms from USAID, as this enabled me to ensure the continuity of crucial services to my clients.” A key staff member in the supply chain, who is in charge of a warehouse, commented, “...so happy to see the emergency supply of condoms flow through from USAID... it came like a much-awaited rain after a period of drought.”

In Bangladesh, the public sector program, including government health facilities and many nongovernmental organization-run health facilities, distributes approximately 6.7 million condoms each month, with additional distribution through the private sector and socially marketed condoms. These condoms (about 6.7 million) supply less than 10 percent of the total contraceptive users in Bangladesh—which, with a population of 140 million (Demographic and Health Survey 2007)¹, have a 56 percent contraceptive prevalence rate for currently married women.

The USAID | DELIVER PROJECT, Task Order 1, is funded by the U.S. Agency for International Development. The project improves essential health commodity supply chains by strengthening logistics management information systems, streamlining distribution systems, identifying financial resources for procurement and supply chain operations, and enhancing forecasting and procurement planning. The project also encourages policymakers and donors to support logistics as a critical factor in the overall success of their health care mandates.

¹ Demographic and Health Survey (DHS). 2009. *Bangladesh: DHS 2007 Final Report*. Calverton, Md.: MEASURE Evaluation.

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