



Vouchers for Insecticide-Treated Nets: a Public-Private Partnership Model

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Full Market Impact

TECHNOLOGY



DEMAND



SUPPLY



DISTRIBUTION



IMPACT



EQUITY



POLICY





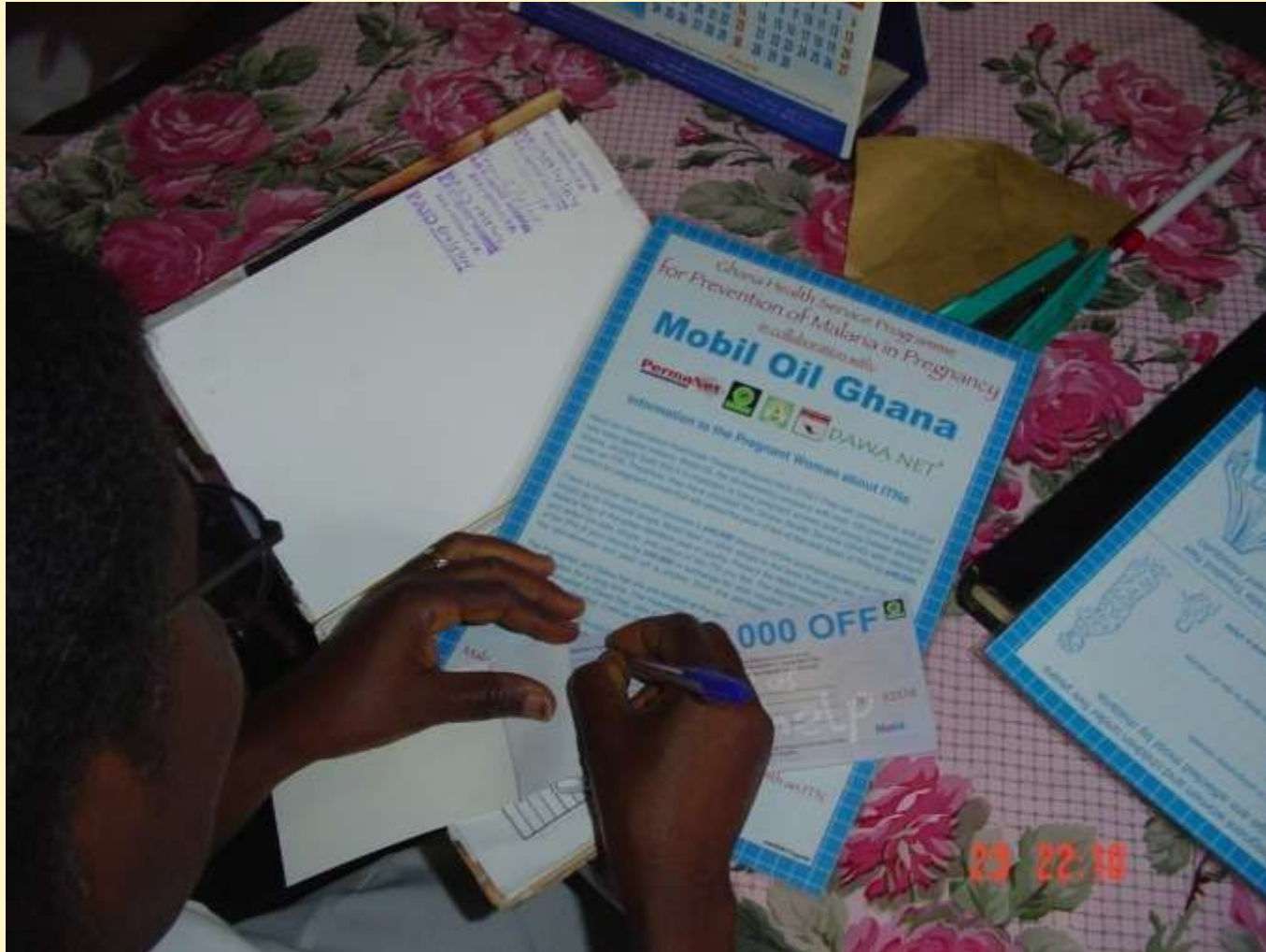
NetMark's Equity Challenge

- ❖ **How to get ITNs to target groups such that:**
 - Subsidy effectively reaches target audience
 - Subsidy does not go to unintended recipients
 - Program is cost-effective
 - *Program primes market and fosters expanded and sustainable commercial sector*

Public Sector Engagement



Public Sector Engagement



Private Sector Engagement



Private Sector Engagement



NetMark Voucher Distribution and Redemption Rates

Country/ Year	Funders	Vouchers Distributed (pregnant women, children under five)	Redemption Rate
Ethiopia 2005-07	USAID/NetMark (with Amhara Regional Health Bureau)	62,327	79%
Ghana 2004-09	USAID/NetMark, Ghana Health Service, DfID, ExxonMobil, GFATM, EXP Momentum	1,189,600	87%
Mali 2004-06	USAID/NetMark, MNCP/MOH, CARE,	11,850	70%
Nigeria 2004-07	USAID/NetMark, ExxonMobil, MOH, USAID/COMPASS, NASSAWARA Program,	194,479	92%
Senegal* 2003-09	USAID/NetMark, NMCP/MOH, UNICEF, PLAN Int.	622,603	93%
Zambia 2002-06	USAID/NetMark, IFRC, GFATM, ExxonMobil, CHAZ, NMCC, UNICEF	197,987	82%
	TOTAL	2,278,846	90%



Successes: Program is Scalable

- ❖ **Government of Senegal distributed 2.7 million ITNs**



Successes: Increased Demand

“People are also starting to get an appetite for ITNs because of this project. ITNs are selling better now than they were before.”

(Senegal retailer who carried ITNs before TS program)

Successes: Increased ITN Availability and Access

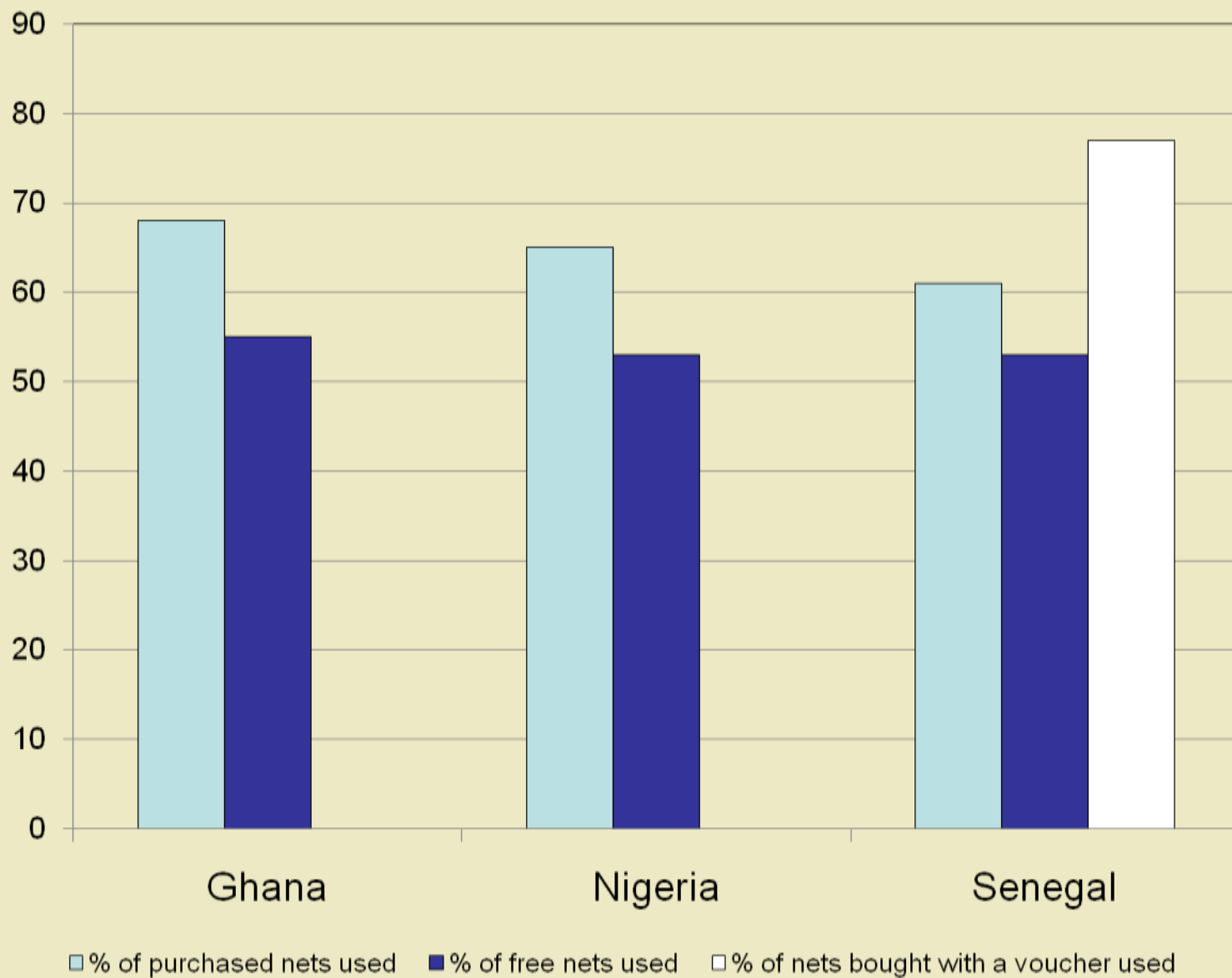




Successes: Net/ITN Use



Percent of nets used, by how obtained



■ % of purchased nets used ■ % of free nets used □ % of nets bought with a voucher used



Obstacles and Lessons

❖ Health workers as gatekeepers

“I kept most of the vouchers in my booklet because, in general, women don’t have money to go to the pharmacy.”

(Senegal Health Worker)



Obstacles and Lessons

❖ Voucher value (for some)



Obstacles and Lessons

❖ Stock outs



Obstacles and Lessons

- ❖ **Coordination and Communication among donors and NGOs**

Thank You!

