

# AIDS is everybody's business: The role of partnerships in scaling up the response to HIV/AIDS

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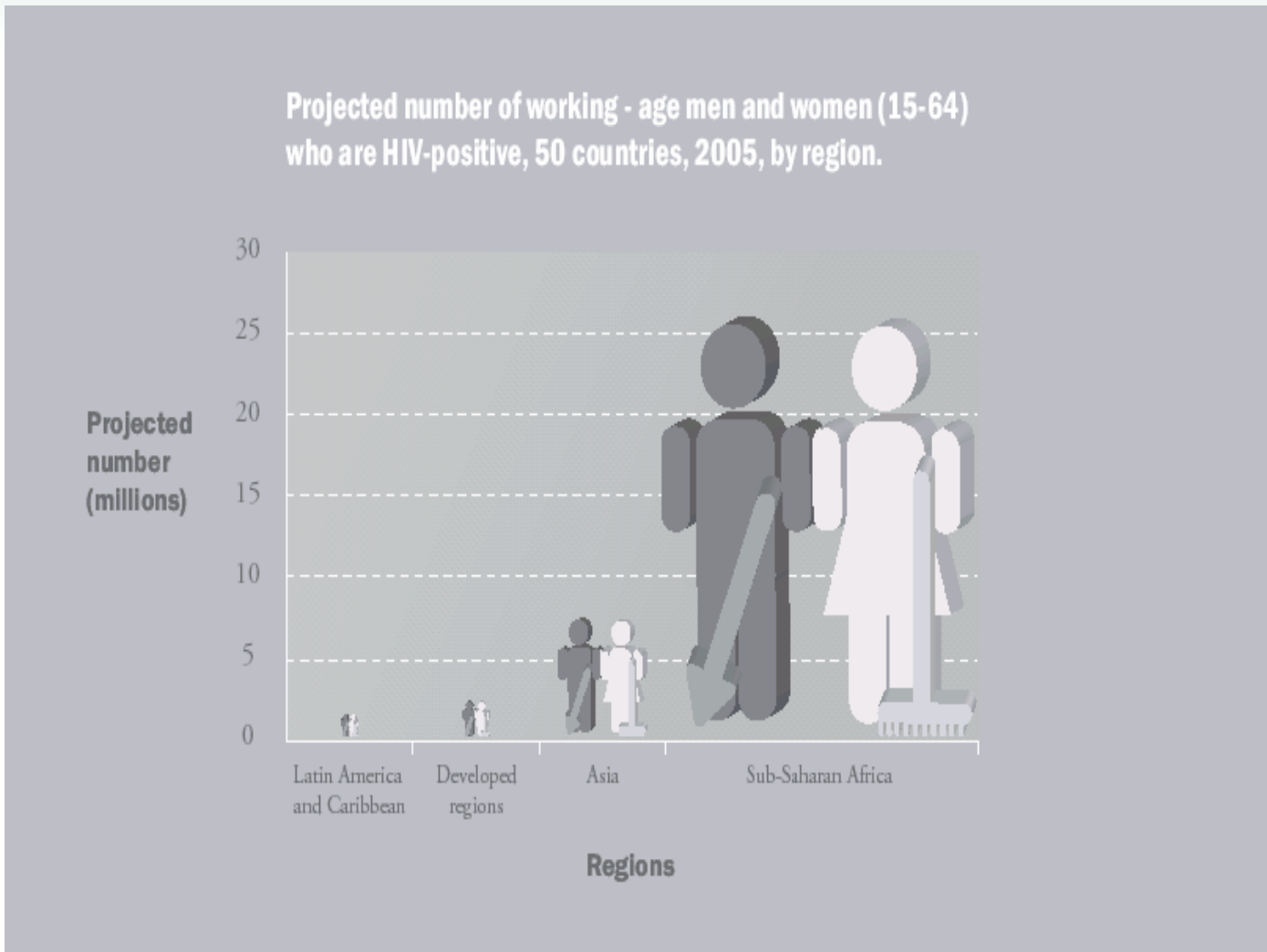
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# Outline

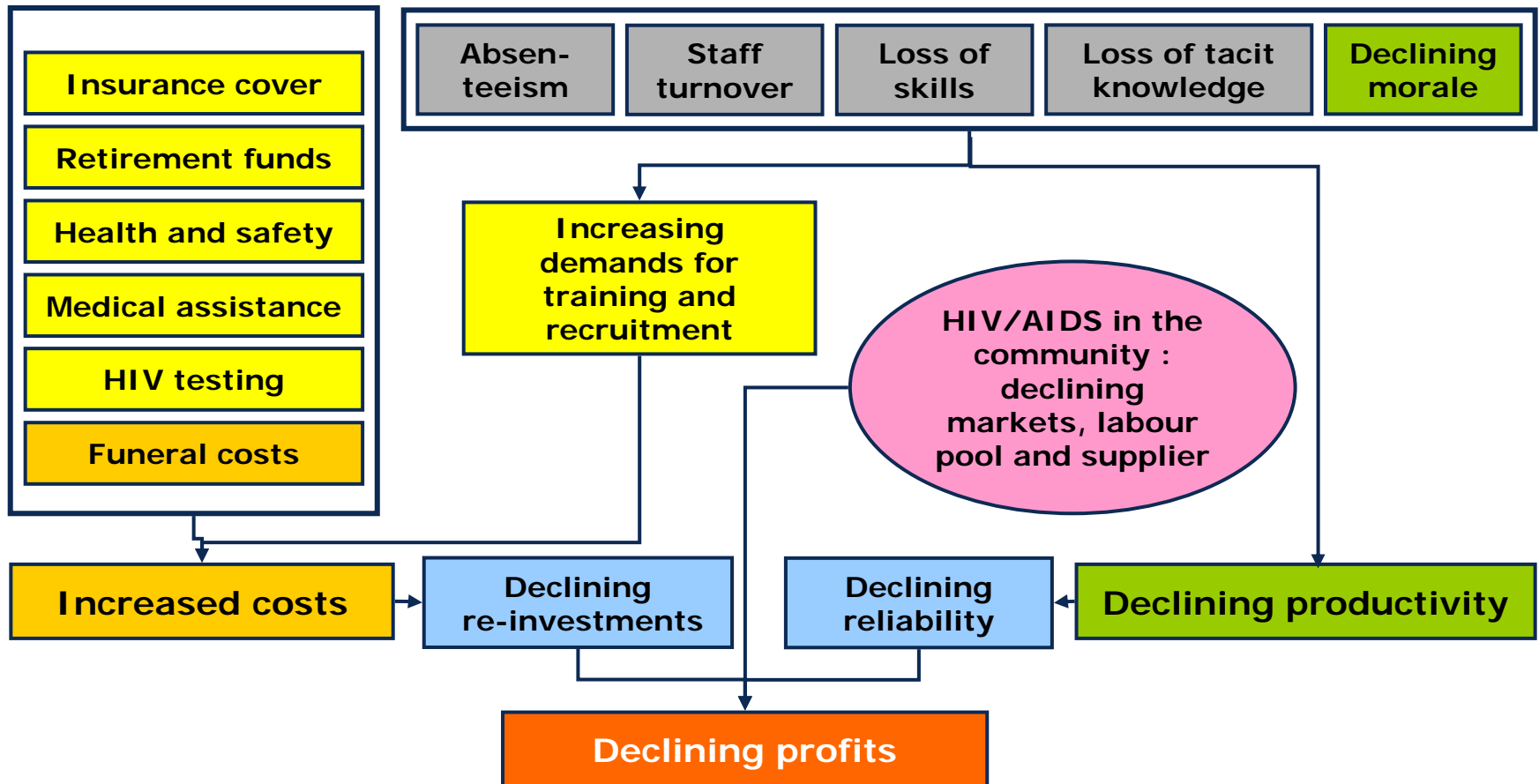
- HIV/AIDS affects people in their most productive years
- HIV/AIDS affects business results
- HIV/AIDS requires an extraordinary response, bringing together people and resources in the public and private sectors in novel ways
- This theme is illustrated through examples from Merck's experience in Botswana, Nigeria and Cote d'Ivoire

# HIV/AIDS affects people in their most productive years



**ILO. HIV/AIDS and work: global estimates, impact and response, 2004**

# HIV/AIDS affects business results



# African Comprehensive HIV/AIDS Partnerships (ACHAP)



- Aims to:
  - Build international capacity for Botswana's response to the HIV/AIDS epidemic
  - Strengthen the health care system
  - Create and expand community initiatives for HIV/AIDS education and prevention, and for the care and support of people living with HIV/AIDS
- Partnership among the Government of Botswana, the Gates Foundation and Merck/TMCF
- Cash contribution of \$50M each and Merck donation of ARVs



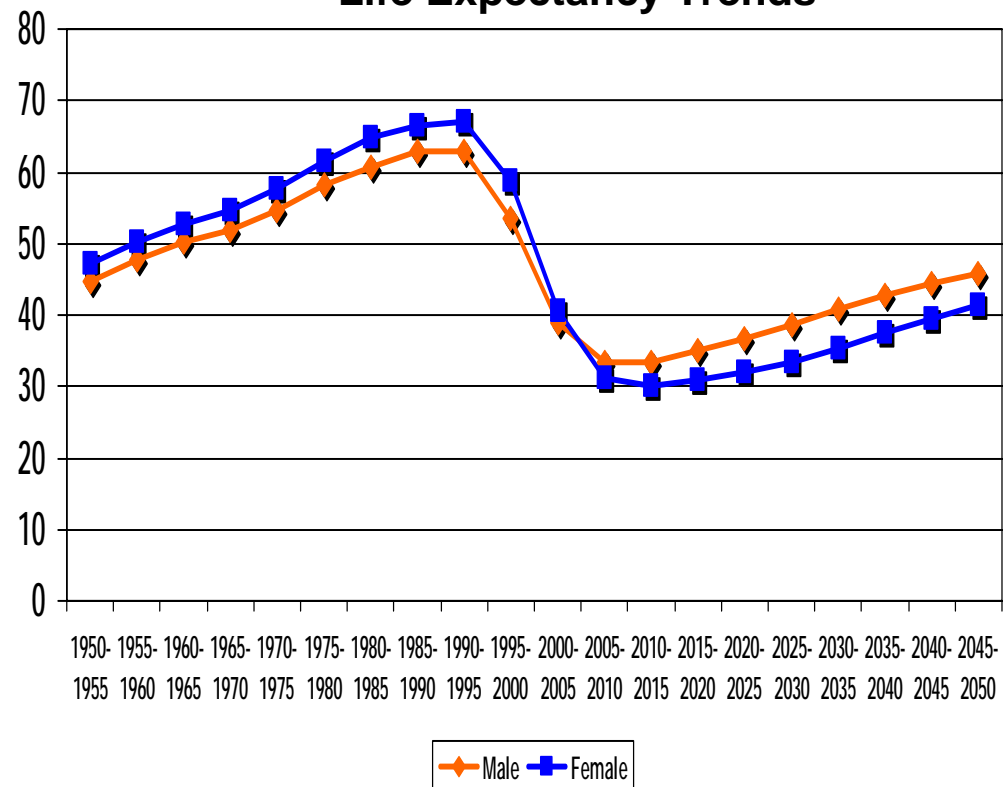
# Status of the HIV epidemic in Botswana

- Prevalence: Estimated 38.5% of the 15-49 age group HIV+

## Age Distribution of Death

Age Group	1991	2001	Change (%)
0-4	2429	3014	24.1
5-9	495	528	6.7
10-14	293	272	-7.3
15-19	409	421	3.0
20-24	493	1189	141.2
25-29	621	2281	267.3
30-34	580	2592	346.9
35-39	587	2224	278.9
40-44	530	1740	228.3
45-49	525	1455	177.2
50-54	524	936	78.6
55-59	532	730	37.2
60-64	637	696	9.3
65+	4254	3793	-10.8
NS	2312	844	-63.5
<b>Total</b>	<b>15221</b>	<b>24717</b>	<b>62.4</b>

## Life Expectancy Trends

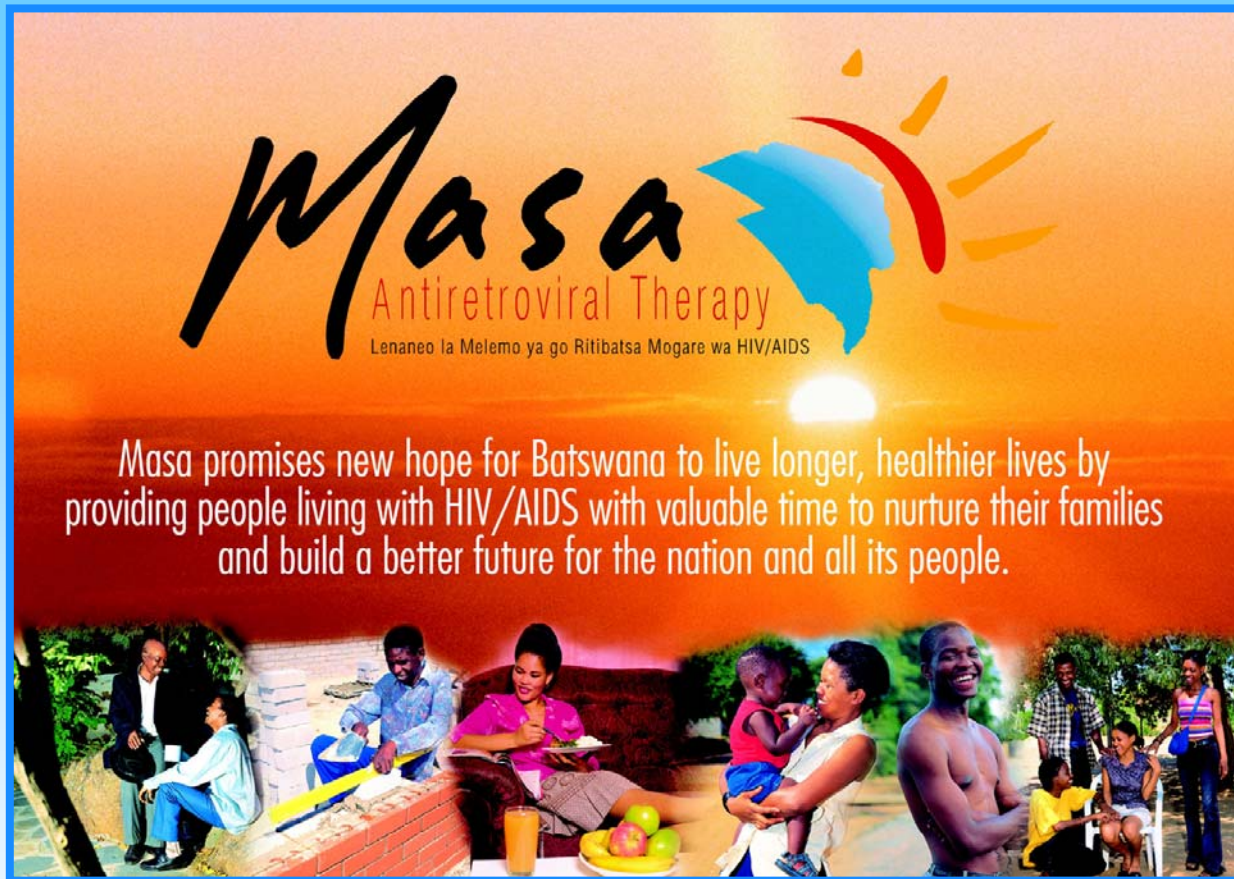


# Botswana/Merck/Gates Partnership

## Accomplishments



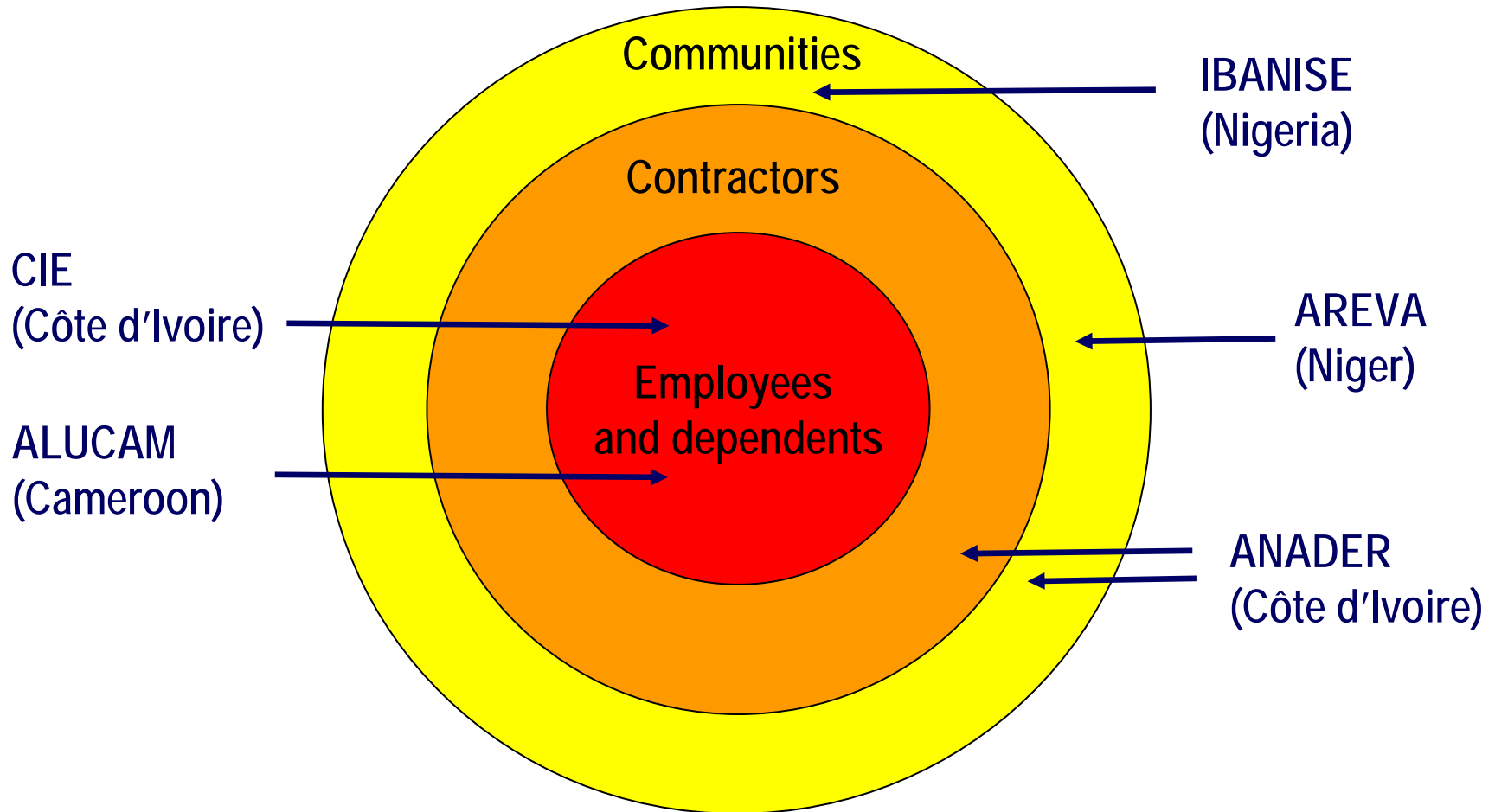
- Established 21 HIV/AIDS clinics as part of national network
- Constructed 6 HIV/AIDS health resource centers
- Supported 17 counseling & coping centers and trained 450 counselors
- Funded 100 community-based projects, including the Dula Sentle orphan-care program and the House of Hope day care center
- Trained more than 3,900 healthcare workers
- Built laboratory capacity to > 20,000 patients/year
- Built teacher-capacity in > 500 schools (78%) and more than 4,800 teachers 7



**Masa now has more than 60,000 people on treatment, making it one of Africa's largest ARV treatment programs.**



# Examples of partnerships with the private sector in Africa



# A comprehensive HIV/AIDS workplace program in Compagnie Ivoirienne d'Electricité

- **Distribute electricity throughout Côte d'Ivoire**
- **About 3500 employees**
- **2/3 are skilled workers**

- **1992 : Company AIDS Committee**
- **1999 : Comprehensive HIV/AIDS workplace program including provision of antiretroviral therapy**

## **Role of MSD in the partnership:**

- **Antiretroviral project design**
- **Training of 7 company physicians**
- **Communication**

# Results: Antiretroviral therapy for employees is life-saving and cost-saving

	1999 (n=3459)	2000 (n=3482)	2001 (n=3728)
Known HIV+ employees (n)	96	94	101
Receiving ARV therapy (n)	0	62	74
Performing full duties (%)	12.5	84	91
HIV/AIDS deaths (n)	16	9	5
Medical costs	180 937	168 322	116 845
Costs related to deaths	117 852	25 771	15 302
Costs related to absenteeism	158 657	20 515	9 932
<b>Total costs (US\$)</b>	<b>457 446</b>	<b>214 608</b>	<b>142 079</b>

Eholie *et al*, "Antiretroviral Treatment can be Cost-saving for Industry and Life-saving for Workers: a Case Study from Côte d'Ivoire's Private Sector", in *Economics of AIDS and Access to HIV/AIDS Care in Developing Countries. Issues and Challenges*, ANRS, Collection Sciences Sociales et Sida, Paris, 2003)



# Extending access to HIV/AIDS prevention, care and treatment to rural populations in Côte d'Ivoire

- **Partnership with the National Agency for support to rural development (ANADER)**
- **Target population: 3 million people living in rural area**

## **Role of MSD in the partnership:**

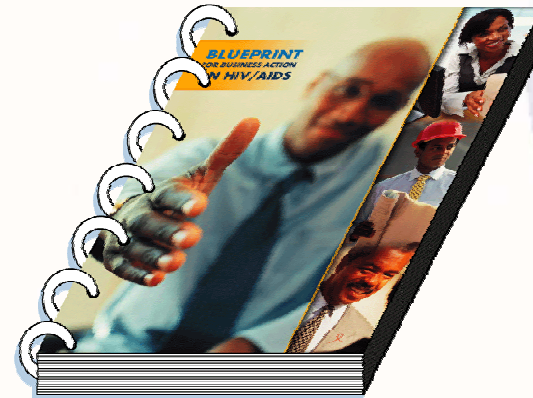
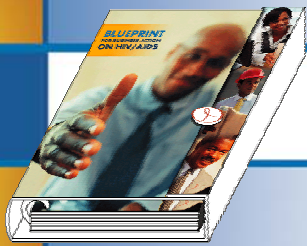
- **Capacity building for ANADER's project leaders and employees**
- **Development of the strategic Plan**

- **4 million US\$ grant from PEPFAR**

# Ibanise partnership with oil companies and the community of Bonny Island

- **US\$ 30 Billion investment in oil terminals and natural liquid gas production**
  - **30,000 indigenous people plus 50 to 150,000 immigrants and mobile populations**
  - **Major development issues (poverty, unemployment, education, water, sanitation, etc.)**
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- **IBANISE is a collaborative approach aiming at improving HIV/AIDS prevention, care and treatment for the population of Bonny Island**

# Blueprint for Business Action on HIV/AIDS



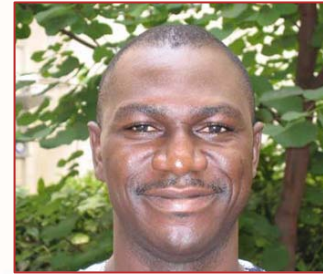
# Blueprint for Business Action on HIV/AIDS



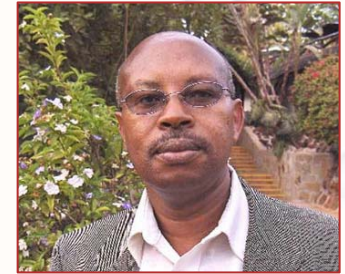
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# Lessons learned

- Complexity of the issues is beyond the ability of any single organization or country to address alone
- Poverty, ill health and other development challenges require robust and creative partnerships, embracing all stakeholders with resources and expertise to contribute to a nation's response against disease
- High-level political commitment and engagement are critical
- Projects must be tailored to meet local needs
  - Based on the principle that people most directly affected should determine their own needs and priorities
  - Critical to learn and understand how to get things done in-country and to be clear on roles/responsibilities of partners
  - Important to integrate efforts into a country's healthcare system and build capacity (human resources as well as infrastructure)

# Lessons learned

- PPPs have a critical role to play
  - Catalyze implementation of strategic interventions
  - Provide a key mechanism to help ensure collective learning in addressing global health challenges effectively
  - Private sector approach helps drive results
- Effective partnerships require:
  - Clear objectives, trust, complementary expertise, and mutual benefits
  - Investment in building the relationships with key stakeholders
  - Commitment, communication and coordination from all stakeholders
  - Persistence

# Conclusion

- The AIDS epidemic presents such daunting challenges -- to health, development and society -- that the best hope for a sustained response is through public/private partnerships that bring complementary resources and expertise together in the global fight

# Back-up slides

# A comprehensive HIV/AIDS workplace program in Alucam - Cameroon

- **Aluminum company (50% Alcan 50% government)**
- **About 570 employees, 2500 dependents**
- **Edea: Rural area, 50 000 people**
- **A company hospital with 45 beds**

- **1997: Prevention program, VCT, OIs treatment**
- **2000: ARV treatment : TRICAM study**

## **Role of MSD in the partnership:**

- **TRICAM study design and sponsorship**
- **Training of 2 company physicians**
- **Communication**

# Results: Employees and dependents of Alucam, other companies and communities around have access to antiretroviral therapy

- **MOH-accredited center for HIV/AIDS treatment**
- **33 employees and dependents of Alucam are on ARV treatment**
- **52 people from other companies and the communities are on ARV treatment**
- **Medical costs due to HIV/AIDS are stable**
- **Absenteeism has decreased**

# Partnership with AREVA and the Ministry of Health of NIGER to increase access to HIV prevention, care and treatment in Arlit

**Communities: 110 000**

**Dependents : 20 000**

**Mining workers : 1 600**

