



Photo Credit: Chemonics

# TANZANIA

## Frontier Health Markets Engage

Addressing national health challenges requires the mobilization of resources from both the public and private health sectors. More than one-third of general health services available in Tanzania are accessed at private health facilities. However, the full potential of the private sector — health facilities, private drug outlets and pharmacies, commodity supply companies, commercial banks, and micro-financing institutions — has not yet been fully exploited.

### OBJECTIVES

- Improve market environment for greater private sector participation in the delivery of health products and services.
- Improve equal access to, and uptake of, high-quality consumer-driven health products, services, and information by customers and patients.

**BUDGET** \$9 million

**DURATION**

September 2021 – September 2026

**ACTIVITY LOCATIONS**

Nationwide

**IMPLEMENTING PARTNER**

Chemonics International, Results for Development

**PARTNERS**

- Ministry of Health
- President's Office for Regional Administration and Local Government
- Tanzania Medicine and Medical Devices Authority
- Tanzania Commission on AIDS
- Pharmacy Council
- Pharmaceutical Society of Tanzania
- Private Nurse Midwives Association of Tanzania
- Medical Association of Tanzania

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**FOR MORE INFORMATION**

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**EXPECTED RESULTS**

- Wider condom use contributes to both ending the HIV epidemic and permitting couples to space childbirth. Attaining broader condom use is constrained by market data fragmentation and inadequate collaboration among government, social marketing organizations, and commercial vendors. A simulation dashboard has been developed to bring greater visibility to gaps in supply and marketing to different customer groups.
- Distribution of HIV self-test kits (HIV STKs), pre-exposure prophylaxis (PrEP), and antiretroviral therapy (ART) is restricted far more in Tanzania than in many other countries. Several studies are being conducted that hopefully will lead to the revision of policy that will permit the increased use of private market channels for distribution of HIV commodities (e.g., private pharmacies and drug outlets).
- A tripartite agreement between Amana Bank Limited, Maisha Meds, and PWAMAO (a drug outlet association) was signed in March 2023. Through this agreement, the bank will finance small private drug outlets, known as Accredited Drug Dispensing Outlets (ADDOs), to meet their relatively small capital requirements and to purchase an inventory management system. Given that there are more than 15,000 ADDOs, most of which are in rural and peri-urban areas where there are no pharmacies, this will enhance ADDO business viability. Using eLearning, Maisha Meds and other partners will upgrade the knowledge of ADDO dispensers in providing products and services for HIV, malaria, family planning and children under-five years with pneumonia, diarrhea, and malnutrition.