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

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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

- Insurance cover
- Retirement funds
- Health and safety
- Medical assistance
- HIV testing
- Funeral costs

- Absenteeism
- Staff turnover
- Loss of skills
- Loss of tacit knowledge
- Declining morale

- Increasing demands for training and recruitment

- HIV/AIDS in the community: declining markets, labour pool and supplier

- Increased costs
- Declining re-investments
- Declining reliability
- Declining productivity

- Declining profits

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

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


### 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
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

IBANISE (Nigeria)

CIE (Côte d’Ivoire)

AREVA (Niger)

ANADER (Côte d’Ivoire)

ALUCAM (Cameroon)

Communities

Contractors

Employees and dependents
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

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

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.)

- IBANISE is a collaborative approach aiming at improving HIV/AIDS prevention, care and treatment for the population of Bonny Island
Dr Henriette MEILO  
HIV specialist, Cameroon

Rose KUMWENDA NG’OMA  
Director Malawi Business Coalition Against AIDS, Malawi

Emmanuel ALHASSAN  
Special Advisor Private Public Partnerships, National Action Committee on AIDS, Nigeria

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Director HIV/AIDS Business Council, Kenya

Dr Prince-Igor ANY-GRAH  
HIV specialist, Côte d’Ivoire

Dr Christophe Longuet  
Medical Manager Africa HIV/AIDS, MSD

Dr Donald de Korte  
Director HIV Access Programs, MSD
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