

**Strengthening Sub-District Level FP Commodities
Distribution Planning and Transportation For
Sindh LHW Program for FP&PHC**

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Background

With adequate commodities stored at CW&S and district stores, absence of sub district level, structured distribution and transportation plans has been identified as the main reason behind low/no stock availability at last mile. Joint action point no. 2 of USAID, MCH Program meeting held with Government of Sindh (GoS) on September 19, 2017, at Karachi, sought Project's technical assistance to Sindh Lady Health Workers Program for Family Planning and Health Care (Sindh LHW Program for FP&PHC) for developing sub district levels distribution plans. The annual distribution plan was to be developed in concert with and under leadership of Population Welfare Department (PWD) and LHW Program by October 19, 2017. Based on the agreed plan the department will implement it within three months providing adequate financing and resources. Additionally, it was agreed that PSM will also support the GoS with a district and sub-district Inventory Management / stock sufficiency dashboard.

Meetings

GHSC-PSM technical team held two meetings with officials of PWD, and LHW Program Sindh, which were chaired by Director ME&P, Ashfaq Ali Shah.



Meeting on October 05, 2017 - Karachi

Kick off meeting with PWD and LHW Program was held on October 5, 2017, at PWD office, Karachi. This was followed by site visit to Karachi Central, Lady Health Supervisor (LHS) stores for determining the storage capacity for holding the quantum of supplies both on quarterly and bi-annual basis. Based on meeting discussions, PSM team worked on draft distribution plans for LHW Program, proposing six options with cost implications, which were then presented to the senior officials of PWD and LHW Program on October 9, 2017, at Marriot Hotel, Karachi. (*Annexure-1: List of Participants*)



Site visit to Karachi Central on October 05, 2017



Meeting on October 09, 2017 - Karachi

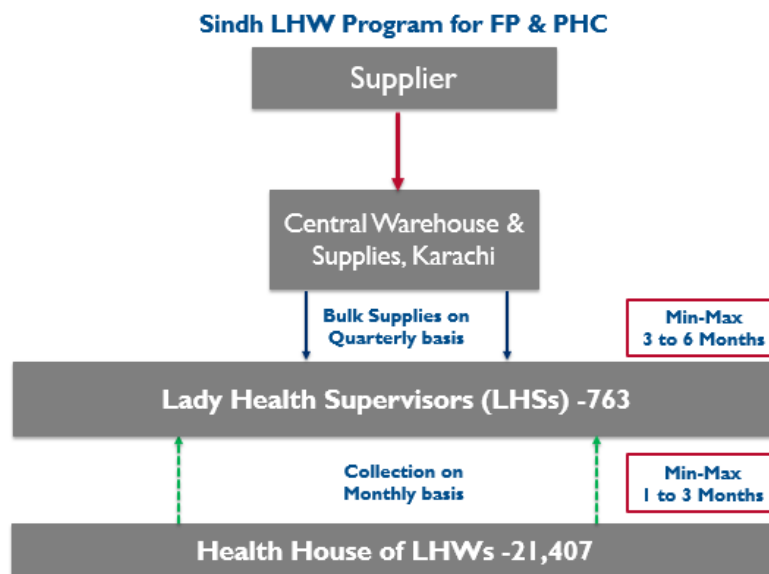
Factors – Feeding into Options

1. Storage capacity at each LHS facility to store stocks of all LHWs under each LHS was determined after physically visiting LHS stores and interviewing LHSs of Karachi Central
2. District wise details of the number of LHS (763) and LHWs (21,407) working under the Sindh LHW Program for FP&PH Sindh was acquired through LHW-MIS Sindh
3. LHW FP requirement was quantified based on the monthly quota of each commodity i.e Condom (100), COC (10) and 3- month injection (3)
4. LHS FP requirement was estimated based on number of LHWs under each LHS
5. Per carton weight of Condoms, COC and 3- month injection was obtained from CW&S, which was further calculated as per piece weight considering number of pieces per carton. A cumulative weight per parcel containing all three commodities was calculated.

6. For FP commodities distribution from CW&S to districts, built rate per carton was taken as PKR 200. Coordination with TCS on rates of delivery of parcels from Karachi to other districts of Sindh was done. TCS, rates for cargo shipments to the farthest district from Karachi were obtained i.e PKR 40 per Kg, applicable to shipments that are more than 10 Kg. Since this rate was not inclusive of packing of supplies, therefore an estimated cost of 55 per Kg for shipments beyond 10 Kg was taken for calculations for bulk supplies from CW&S to LHS on biannually and quarterly basis.
7. For distribution of FP commodities from CW&S to LHS in individual parcels for LHWs, TCS cargo rate for less than 5 Kg was considered. In order to include re-packing of commodities as per each LHW demand at TCS facility, an estimated cost was taken as PKR 600 per packet.
8. Draft costed distribution plans of all six options mentioned above were developed in detail and presented to senior officials of PWD and LHW Program in October 9, 2017 meeting.

Agreed Distribution Model

1. It was mutually agreed that Option 1 i.e. Direct distribution of FP commodities to LHS in bulk supplies on quarterly basis is the most viable option (*Annexure 2 – Costed Distribution Plan*), however, first time supplies will be dispatched for six month
2. The proposed model is based on principle of removing as many intermediaries as possible
3. The recommended model will not have any implications on CW&S dispatch procedures
4. Re-defining min-max at LHS and LHW level as under:
 - LHS: 3 to 6 months
 - LHW: 1 to 3 months
5. Requisition from districts will continue to be on CLR-6 with attached LHS wise distribution plan, showing delivery address and quantities against each LHS.
6. Transportation firm will collect district wise commodities from CW&S and will be responsible for re-packing of commodities LHS wise as per the distribution plan
7. The adopted model will be PUSH system of supplies, as opposed to a PULL supply chain
8. The average weight per parcel for each LHS is around 53 Kgs
9. Recommended model annual cost would be approximately PKR 8 m minus built charges being paid under current arrangement.



Way forward

1. GHSC-PSM technical team will assist the department in contracting out firm.
2. GHSC-PSM IT experts will coordinate with relevant MIS officials from LHW Program for creation of linkages between LHW-MIS and cLMIS and ensuring stock visibility and monitoring at LHS and LHW level. For any additionalities in LHW-MIS for stock level visibility at LHS level, the Project will organize one-day training of approximately 15 MTs from LHW Program who will further conduct roll out trainings under departmental arrangements
3. PWD Sindh will share district-wise list of static health facilities solely managed by the Department of Health with PSM Project after coordinating with the department for development of sub-district level distribution plan.
4. The department will arrange adequate funds for implementation of option 1.

Annexure – I: List of Participants of October 5 and October 9, 2017 meetings

Sr #	Name	Designation	Organization
1	Ashfaq Ali Shah	Director (ME&P)	Population Welfare Department
2	Yasir Sheikh	Demographer	Population Welfare Department
3	Asadullah Khan	Divisional Director PWD Karachi	Population Welfare Department
4	Rozina Memon	Asst Computer programmer	Population Welfare Department
5	Irfan Pirzada	Provincial MIS coordinator	LHW program
6	Altaf Hussain	Logistics Officer	LHW program
7	Zafar Jamil	Director System Strengthening and Field Operations	GHSC-PSM
8	Sardar Iftikhar Khan	Director MIS	GHSC-PSM
9	Tanweer Hussain	Supply Chain team lead - Sindh & Balochistan	GHSC-PSM
10	Saqib Rahim	Supply Chain Specialist	GHSC-PSM
11	Ambreen Khan	Manager, Field Operations	GHSC-PSM
12	Saleha Manzoor	Supply Chain Officer	GHSC-PSM

Annexure – 2: Costed Distribution Plan from CW&S to LHS in Bulk Supplies

SR #	District	LHS	LHWs	Condom		COC		3 Month injection		Total Weight per parcel for each LHS	District wise Costing for LHS parcels	
				Average Quarterly Requirement LHS (Quantity)- Quota based	LHS Weight in KG (Quantity) - Quarterly	Average Quarterly Requirement LHS (Quantity)- Quota based	LHS Weight in KG (Quantity) - Quarterly	Average Quarterly Requirement LHS (Quantity)- Quota based	LHS Weight in KG (Quantity) - Quarterly			
1	Badin	38	1075	8486.84	33.95	848.68	12.73	254.61	2.29	48.97	102,345	
2	Dadu	34	1115	9838.24	39.35	983.82	14.76	295.15	2.66	56.77	106,154	
3	Hyderabad	59	1060	5389.83	21.56	538.98	8.08	161.69	1.46	31.10	100,917	
4	Sujawal	4	205	15375.00	61.50	1537.50	23.06	461.25	4.15	88.71	19,517	
5	Jamshoro	16	479	8981.25	35.93	898.13	13.47	269.44	2.42	51.82	45,603	
6	Tando Allahyar	15	529	10580.00	42.32	1058.00	15.87	317.40	2.86	61.05	50,363	
7	Thatta	10	377	11310.00	45.24	1131.00	16.97	339.30	3.05	65.26	35,892	
8	Matari	18	450	7500.00	30.00	750.00	11.25	225.00	2.03	43.28	42,842	
9	Tando Muhammad Khan	9	405	13500.00	54.00	1350.00	20.25	405.00	3.65	77.90	38,558	
10	Karachi West	32	689	6459.38	25.84	645.94	9.69	193.78	1.74	37.27	65,596	
11	Karachi East	11	249	6790.91	27.16	679.09	10.19	203.73	1.83	39.18	23,706	
12	Korangi	21	470	6714.29	26.86	671.43	10.07	201.43	1.81	38.74	44,746	
13	Karachi Central	19	505	7973.68	31.89	797.37	11.96	239.21	2.15	46.01	48,079	
14	Karachi South	11	226	6163.64	24.65	616.36	9.25	184.91	1.66	35.56	21,516	
15	Malir	29	724	7489.66	29.96	748.97	11.23	224.69	2.02	43.22	68,928	
16	Jacobabad	11	605	16500.00	66.00	1650.00	24.75	495.00	4.46	95.21	57,599	
17	Larkana	32	992	9300.00	37.20	930.00	13.95	279.00	2.51	53.66	94,443	
18	Shikarpur	36	802	6683.33	26.73	668.33	10.03	200.50	1.80	38.56	76,354	
19	Kamber	20	802	12030.00	48.12	1203.00	18.05	360.90	3.25	69.41	76,354	
20	Kashmore	14	506	10842.86	43.37	1084.29	16.26	325.29	2.93	62.56	48,174	
21	Khairpur	46	1588	10356.52	41.43	1035.65	15.53	310.70	2.80	59.76	151,186	
22	Naushero Feroze	51	1334	7847.06	31.39	784.71	11.77	235.41	2.12	45.28	127,003	
23	Shaheed Benazirabad	36	1196	9966.67	39.87	996.67	14.95	299.00	2.69	57.51	113,865	
24	Sukkur	48	1135	7093.75	28.38	709.38	10.64	212.81	1.92	40.93	108,058	
25	Ghotki	22	703	9586.36	38.35	958.64	14.38	287.59	2.59	55.31	66,929	
26	Mirpurkhas	39	901	6930.77	27.72	693.08	10.40	207.92	1.87	39.99	85,780	
27	Sanghar	38	1124	8873.68	35.49	887.37	13.31	266.21	2.40	51.20	107,010	
28	Tharparkar	22	637	8686.36	34.75	868.64	13.03	260.59	2.35	50.12	60,646	
29	Umerkot	22	524	7145.45	28.58	714.55	10.72	214.36	1.93	41.23	49,887	
	Total:	763.00	21407.00	264395.53	1057.58	26439.55	396.59	7931.87	71.39	1525.56	2,038,053	
											Per Quarter Budget (In million)	2.0
											Annual Budget	8,152,214
											In million	8.0

