

Meet The Axios Foundation

Modernizing healthcare infrastructure and increasing access to quality healthcare for people in low and middle income countries

Axios International (established in 1996) and The Axios Foundation (established in 2000) were formed by a group of health experts from the public and private sectors, who shared the vision of an organization that could work effectively with clients and stakeholders from both sectors to improve access to quality healthcare for patients in developing countries. Axios Foundation is a non-profit organization incorporated in the U.S. as a 501(c)(3) public charity. With programs in 17 countries and offices in Nigeria, Tanzania, Sudan, UAE, Malaysia, Thailand, Pakistan, Ireland, France, and the U.S., Axios has extensive experience and expertise in Supply Chain Management and Logistics, HIV/AIDS and Community Based Services, Orphans and Vulnerable Children, Cancer Care and Treatment, and Laboratory System Strengthening. We also work with partners in the Private Sector to manage Drug Donation and Access Programs. Our technical expertise is complemented by our proficiency and experience in capacity building, training, assessments, monitoring and evaluation, project and program development and management, and strategic planning. In addition, Axios incorporates a robust transition planning methodology for all programs to ensure that governments are prepared to take over financial and administrative responsibility upon program completion or graduation.

Our 120 team members represent a wide range of educational, cultural, and geographic backgrounds, and share a common passion for and commitment to innovation and quality. Our clients and partners include the U.S. Agency for International Development (USAID), Centers for Disease Control and Prevention (CDC), the U.S. President's Emergency Plan for AIDS Relief (PEPFAR), the UK Department for International Development (DFID), the United Nations Development Programme (UNDP), bilateral and multilateral organizations, international NGOs and foundations, country governments, and the private sector. We have a global network of over 450 institutions in 104 countries, giving us large intervention capabilities and a significant repository of comprehensive data and local knowledge.

Expertise in Addressing Global Health Challenges



Supply Chain Management and Logistics

Improving access to healthcare relies on effective and reliable supply chain mechanisms that deliver drugs and medical equipment to hospitals, clinics, doctors, and patients. Axios has helped develop sustainable systems by focusing heavily on strengthening of pharmacy systems in hospitals, establishing best practices, and building the capacity of pharmacy staff through regular systematic training programs.

Axios has successfully managed a wide range of logistics activities for three of Nigeria's major PEPFAR funded programs: GHAIN / SIDHAS (FHI360), ACTION (UMB / IHVN), and ProACT (MSH) since their inception. Axios' responsibilities include procurement of ARV drugs, test kits, laboratory reagents, consumables, and other supplies, along with management of all facets of the supply chain, such as importation, customs clearance, warehousing, distribution, inventory management in health facilities, forecasting, and quantification. Under the ProACT project, Axios has supported the successful establishment of a pilot Logistics Technical Working Group in Niger State in Nigeria, which has become a standard for SCM coordination at the state level.

For these programs, Axios has provided procurement and supply chain management services in 352 sites in 36 states and the Federal Capital Territory. Axios has also established reliable and well-functioning forecasting

More than 8 million people have received tests or treatment through Axios managed programs.

procedures that feed data into a central procurement system by implementing computerized inventory management systems and training of personnel in health facilities in 36 states and the Federal Capital Territory. The Axios-managed procurement and supply chain system for these programs has grown to provide uninterrupted supply of drugs to over 200,000 patients on ART since inception in 2004.

HIV/AIDS and Community Based Services

Axios has extensive experience in HIV Counseling and Testing (HCT), Prevention of Mother-to-Child transmission (PMTCT), and Home Based Care (HBC), and has pioneered a number of important innovations that connect our clients and volunteers with government staff and services. In all of our activities, Axios has worked closely with national, regional/state, and district government authorities in order to build on and strengthen, rather than duplicate, existing resources and structures.

Our work in HCT demonstrates our commitment to strengthening local systems and improving community care for people living with HIV/AIDS. In Tanzania and Burkina Faso, Axios pioneered and implemented models for integrating HCT into routine health center services. In Tanzania, Axios introduced integrated HCT to all zonal and half of the country's regional hospitals, and also piloted the integration of HCT into health services at the district hospital and primary health center levels. In Burkina Faso, the Axios integrated approach greatly increased the uptake of testing and led to the establishment of new national policy.

We engage stakeholders, key opinion leaders, government representatives, and health facility management to mobilize the necessary support to implement our community based programs. This ensures a comprehensive and participatory decision making and planning process to identify and address the needs and priorities of the community and our clients. The Axios Mobilization Methodology (AMM), conceived and developed by Axios, is a powerful tool for assessing the needs of health systems and communities and mobilizing them to take leadership in addressing these needs themselves. This assessment methodology evaluates specific needs, identifies interventions, mobilizes local stakeholders, and assigns responsibilities. We have successfully utilized AMM in program design in Tanzania, Ethiopia, Burkina Faso, Nigeria, and Indonesia to engage stakeholders in the process of defining and addressing program issues and opportunities.

Orphans and Vulnerable Children

Axios has designed and managed a range of Orphans and Vulnerable Children (OVC) programs focused on strengthening OVC care and support systems by working with families, local community-based organizations, and local government offices to encourage a family- and community-centered approach to OVC care. The Axios approach emphasizes capacity building, development of partner capabilities, and provisioning of technical assistance at all levels of the OVC care and support infrastructure, and has been successfully implemented in Burkina Faso and Tanzania.

Our programs have included infrastructure support to health clinics and schools, nutritional support to schools as well as facility based and community based child growth monitoring centers, numeracy and literacy training to support income generating activities for OVC caregivers, vocational support for older OVC, school fee and materials support for younger OVC, psychosocial and paralegal support in the cases of exploitation, and succession planning. We focus not only on the children themselves, but on the households and communities caring for OVC as well, building local capabilities and capacity to establish sustainable programs that will function long after the formal program ends.

Cancer Treatment and Care

Developing countries often have limited diagnostic and treatment services and most patients are first seen when the disease is advanced. Axios is pioneering new approaches and partnering with leading pharmaceutical companies to improve access to cancer drugs and treatment in developing countries. The Axios Breast Cancer Project in Ethiopia has been a unique initiative to address that gap. Funded by AstraZeneca, the project was implemented in collaboration with Tikur Anbessa Hospital, the main referral and academic hospital in Addis Ababa, with the aim of making it a center of excellence for breast cancer management and treatment. The project developed clinical guidelines for breast cancer treatment and palliative care, capacity building, patient management and follow-up systems, the installation of mammography and ultrasound equipment, and drug donations. The project provided support and mentoring to the Ethiopian Cancer Association, helping to address

early detection and care seeking behavior, and reduce stigma, as well as to undertake public awareness and fund-raising activities.

Laboratory System Strengthening

Inadequate laboratory systems and services represent major constraints to quality healthcare delivery in many developing countries, and can compromise advances in diagnosis and treatment for a variety of infectious and chronic diseases. Axios, with support from the CDC, is part of an innovative initiative, the National External Quality Assurance Laboratory (NEQAL) scheme, working to establish a WHO/AFRO 5-Star Certified EQA laboratory in Nigeria, which will serve to assure the quality of services provided by all 308 PEPFAR supported laboratories. The Strengthening Laboratory Management Toward Accreditation (SLMTA) program, introduced in Nigeria in 2010 with support from the CDC, the ongoing strengthening of the Medical and Laboratory Science Council of Nigeria (MLSCN), and the establishment of the Axios supported NELQA program are laying a strong foundation for standardizing HIV/AIDS and TB laboratory practices and quality across the country.

Axios is currently addressing laboratory strengthening in Nigeria by working with local government representatives and professional organizations to standardize and implement quality assurance practices and guidelines, provide mentoring and corrective actions to poor performing labs, build capacity among laboratory officers to establish maintenance plans for equipment, ensure proper waste management, incorporate best practices related to forecasting and supply of laboratory commodities, and use quality data for decision making.

Axios' approach to improving supply chains for laboratory commodities is based on its extensive experience in strengthening supply chain management throughout the health system. We focus on systems strengthening, capacity building, manpower development, and provisioning of technical assistance at all levels of the supply chain, but particularly in the health facility or laboratory that is to receive the supplies.

In Tanzania, we applied the principles of our six step laboratory modernization program in one of our flagship projects at the Central Pathology Laboratory (CPL) at Muhimbili National Hospital (MNH) in Dar es Salaam, with support from the Abbott Fund. Axios designed, implemented, and evaluated a laboratory modernization program for the CPL, which transformed the large two-building complex from a severely dilapidated and ill-equipped facility into the most modern laboratory in Tanzania and the East African region. It is now an essential complement to the strengthening of healthcare systems, drug access programs, and other interventions such as prevention, counseling, and testing services.

Private Sector Partnerships

Drug Donation and Access Programs

The Axios Foundation is committed to partnerships with the private sector and is pleased to be partnering with a number of major pharmaceutical companies to enable them to make efficient and effective donations of drugs and other medical products to patients in need in low- and middle-income countries. Effective management and implementation of drug donations ensures patients in need can securely access vital treatments and reduces the financial and epidemiologic burden for local health authorities in these countries. At the same time, innovative design of the donation programs helps ensure their sustainability. Through its supporting subsidiary organization, Axios Healthcare Development (AHD), Axios manages all aspects of donation management, including identification of partner institutions or NGOs in target countries, and logistics of international shipment and distribution, to ensure that donated products reach eligible patients and recipients reliably and cost-effectively.

We work in collaboration with our private sector affiliate, Axios International, which has pioneered a variety of innovative approaches to improving the availability and affordability of medicines, diagnostics, and devices through local capacity driven donation programs and shared-payment access strategies that allow private companies, local institutions, and patients to share the cost burden of medical interventions. These innovative approaches are designed to build capacity and strengthen health systems from the ground up in order to create sustainable access solutions. Such programs have been designed and/or implemented in more than 200 countries on behalf of corporate partners such as Pfizer, Merck, Novartis, Bristol-Myers Squibb, GlaxoSmithKline, Roche, Boehringer Ingelheim, Sanofi-Aventis, Eisai, and AstraZeneca.