

About Axios

Our Work and Expertise



MEET AXIOS

Created in 1997 as a result of the pioneering efforts of its founders in implementing one of the first antiretroviral (ARV) treatment programs in Africa, Axios continues to break new ground in the development and implementation of sustainable solutions to drive access to healthcare across Africa, Asia, Europe, Latin America and the Middle East.

Growing demand combined with ever increasing costs for healthcare require innovative delivery and funding models in which both public and private actors play an integral role. To accommodate this need, Axios works closely with civil society, corporate and public entities alike to develop and implement patient-centered solutions that validate new models and methodologies for advancing access to healthcare. Our mission is to deliver solutions that:

- Increase access to medicines, diagnostics, and healthcare services
- Transform and modernize healthcare infrastructure
- Leverage the contributions of stakeholders, public and private entities and NGOs

OUR EXPERTISE & SERVICES

Axios has broad experience in all aspects of global health, with particular expertise in Supply Chain Management and Logistics, Health Systems Strengthening, Creative Access Strategies, HIV/AIDS, and Maternal, Newborn and Child Health (MNCH).

Improving Supply Chain Systems

Dedicated to increasing access to healthcare through health system improvements and a broad range of access strategies, Axios is a leader in the development and implementation of supply chain solutions in low- and middle-income countries.

Axios has managed and strengthened existing systems for procurement, storage, and distribution of a diverse array of health commodities such as ARV drugs, opportunistic infection drugs, laboratory commodities, family planning commodities, and malaria drugs, provided by donors including USAID, CDC, DFID, and UNFPA, as well as national governments and pharmaceutical companies.

Axios works at all levels of the health system, from major tertiary hospitals down to small primary health care clinics, ultimately reaching the patient. Axios' patient-focused supply chain management approach has been



FEATURED PROJECT

Global Health Supply Chain Technical Assistance (GHSC-TA), USAID

Axios was awarded the USAID GHSC-TA Multi Award IDIQ to strengthen country management of health commodities, improve environments for health commodities, and facilitate country, regional and global coordination to ensure the long-term availability of health commodities in public and private services worldwide.

This IDIQ will serve the health commodity needs of USAID, other USG agencies, partner country governments, NGOs, and other entities across all health elements (e.g. malaria, family planning, HIV/AIDS, TB, and maternal and child health).

Overall IDIQ Ceiling: \$500m

Contract Period: March 2, 2015 – March 1, 2020

Axios Team: Chemonics, Abt Associates, Dimagi, Expertise France, Foundation for Professional Development, IMA World Health, Medical Access Uganda Limited, Panagora Group

used with success in more than 100 countries. Services include:

- Forecasting & Quantification
- Procurement
- Warehousing & Distribution
- Logistics Management Information Systems (LMIS)
- Inventory Management
- Integrated Commodities Management

Health Systems Strengthening

Axios programs are built on a systems-strengthening approach designed to improve and sustain health outcomes by addressing bottlenecks to deliver quality health services. We strengthen health systems by ensuring improved service delivery at the district level, and building capacity and skills among health personnel at the local and community levels. Axios identifies workflow processes, equipment and material needs, and human resource capacities to build infrastructure that is sustainable, practical, and realistic given various contexts. Services include:

- Infrastructure Assessment & Upgrading
- Laboratory Strengthening
- Hospital & Patient Management
- Disease Management Programs

Increasing Access

Axios develops and implements programs that improve the availability and affordability of medicines, diagnostics and devices in low- and middle-income countries. Our programs range in scope and methodology from large-scale, multi-country donation platforms to country-specific Creative Access Strategies (CAS), which allow private companies, local institutions and patients to share

the cost burden of medical interventions. Our strategies are based on a comprehensive understanding of the patient journey, gained from our extensive experience in public health research, program implementation, and close relationships with key stakeholders, which allow us to effectively identify and address access barriers faced by patients. Services include:

- Donation Program Management
- Creative Access Strategies
- Adherence Programs

HIV/AIDS

Axios has over 17 years of experience in developing and implementing programs to increase uptake of and access to HIV prevention, treatment, and diagnostic commodities. We focus on strategic partnerships and capacity building, collecting and analyzing market insights, supply chain management, and access strategy development and implementation. Our HIV/AIDS programs have reached over 400 institutions in over 70 countries worldwide – including 40 countries in sub-Saharan Africa. Services include:

- Community Home Based Care for People Living with HIV (PLHIV)
- Market Assessment
- Community Outreach

Maternal, Newborn and Child Health (MNCH)

Axios' knowledge and experience in scaling up solutions for maternal, newborn and child health (MNCH) span a wide range of disease areas, including HIV/AIDS and reproductive health. Axios works closely with a variety of actors at the community, district, state and government levels – from

traditional birth attendants (TBA) to state Central Medical Stores (CMS) and Ministries of Health (MOH) – to ensure that interventions make a lasting impact on patients, communities, and health systems. Services include:

- Prevention of Mother-to-Child Transmission of HIV (PMTCT)
- Family Planning
- Immunizations

EXAMPLES OF OUR WORK

IMPROVING SUPPLY CHAIN SYSTEMS

Strengthening Integrated Delivery of HIV/AIDS Services (SIDHAS), USAID, Nigeria

SIDHAS is a five-year program designed to build local capacity for the delivery of HIV/AIDS prevention, treatment, and support services. Axios has provided capacity building and supply chain management services including quantification, procurement, warehousing, inventory management, distribution, and data collection and reporting. Axios has worked closely with tertiary, secondary, and primary health centers to strengthen the efficiency of the supply chain. The program has reached over 300,000 patients at over 600 health facilities in 15 states, including hard-to-reach areas and fragile states in Northern Nigeria and the Niger Delta area. Under SIDHAS and its predecessor GHAIN, Axios procured over \$20 million of drugs.

Partnership for Transforming Health Systems Phase 2 (PATHS2), DFID, Nigeria

PATHS2 aims to improve the financing, planning, and delivery of services for common health problems in Nigeria by enhancing accountability and transparency in the health

system at state and Local Government Area (LGA) levels. Axios' role has been to strengthen the medical supply logistics systems at 1,500 primary health centers in the states of Enugu, Jigawa, Kano, Kaduna and Lagos. Axios has provided training and technical assistance to strengthen the capacity of the State Ministries of Health (SMOH) and Central Medical Stores (CMS) in all components of supply chain management. Axios led the formation of the state Sustainable Drug Supply System (SDSS) committees and supported Drug Revolving Funds (DRFs) mechanisms in the 5 states. The DRF model supported by Axios has been replicated by 137 health facilities using their own resources and six non-PATHS2 states (Naswara, Ekiti, Borno, Bauchi, Kebbi and Zamfara) in Nigeria.

Supply Chain Support to the Nigeria's National Agency for the Control of AIDS

Axios ensures uninterrupted supplies of HIV-related commodities using the distribution network set up for PEPFAR programs. For the past five years, Axios has distributed health commodities to more than 260 health facilities in 16 states across Nigeria at a bimonthly frequency. Axios has also supported the structural upgrade of 8 State Central Medical Stores, which substantially improved integrated health commodities storage and inventory control efficiency and effectiveness. Axios also developed a national LMIS tool for collection of patient level consumption data. This tool has now been deployed in all health facilities, forming the foundation of a sustainable, accurate and efficient drug supply management system.

Integrating Health Commodity Supply Chains in Sudan, UNDP, Sudan

Axios worked closely with the Sudanese government to strengthen the Global Fund to Fight AIDS, Tuberculosis and Malaria-supported commodity supply chains. Axios' technical support avoided duplication of efforts by identifying and filling gaps and complementing existing systems and services to guarantee an uninterrupted supply of program commodities. A two-track strategy was designed that responded to immediate logistics management needs while also developing systems and building capacity to yield long-term, sustainable results.



MATERNAL, NEWBORN & CHILD HEALTH

Maternal, Newborn and Child Health Programme (MNCH2), DFID, Nigeria

The Maternal, Newborn, and Child Health 2 Program (MNCH2), is a DFID-funded five-year program currently being implemented to strengthen the delivery of improved MNCH services in six northern states of Nigeria (Jigawa, Kaduna, Kano, Katsina, Yobe and Zamfara). As the lead subcontractor for supply chain management, Axios is responsible for logistics, warehousing, and distribution of integrated MNCH commodities, which include essential medicines, consumables, Family Planning (FP) commodities and equipment, vaccines, and cold chain equipment. Since the program's inception in June

2014, Axios trained 437 health workers (including 36 Master Trainers and Mentors) and 401 Local Government Team Trainers, paving the way for improved access to maternal and child health services at the state level.

Distribution of Family Planning Commodities, Planned Parenthood Federation of Nigeria & UNFPA, Nigeria

Under a contract with the Planned Parenthood Federation of Nigeria (PPFN), funded by and in collaboration with UNFPA, Axios is supporting distribution of family planning (FP) commodities in 30 designated clusters in five states (Anambra, Enugu, Gombe, Taraba, and Yobe). This project is designed to improve the availability of family planning products. Axios supports last mile distribution of FP commodities to end user outlets at the primary healthcare center (PHC) level and has trained health workers in accurate documentation and collection of consumption data to inform forecasting and quantification.

STRENGTHENING LABORATORY SYSTEMS

Establishing an EQA Facility for PEPFAR Supported Laboratories in Nigeria, CDC, Nigeria

When the United States Government moved into Phase II of the President Emergency Plan for AIDS Relief (PEPFAR) with a focus in laboratory strengthening, Nigeria was asked to meet a number of ambitious goals, including WHO/AFRO Accreditation for all PEPFAR labs. To achieve this goal, the USG Team in Nigeria commissioned Axios to establish a National Quality Assurance Centre to function as the country's national external assurance testing and validation

facility. The identified site required extensive laboratory renovations, procurement of state-of-the-art equipment and recruitment of qualified laboratory staff. Axios managed the direction and implementation of the program in collaboration with the Medical Laboratory Science Council of Nigeria.

State-of-the-Art National Health Laboratory Services Feasibility Study in Mauritius, Ministry of Health & Quality of Life

Axios conducted a feasibility study on the set-up of a National Health Laboratory Services Centre in the context of the modernization program of the Medical Laboratory Services in the Republic of Mauritius. Axios gathered and analyzed data from a network of hospital-based laboratories headed by the Central Health Laboratory (CHL) and other laboratories represented by Government Analyst Division (GAD) and Vector Biology and Control Division (VBCD). Axios undertook a full assessment of tests and services, infrastructure and equipment, and manpower distribution, as well as an analysis of demand and supply of laboratory services over the next 10 years.

PUBLIC-PRIVATE PARTNERSHIPS

Our Work in Nigeria

In Nigeria, Axios has managed public-private partnerships (PPPs) by utilizing government-owned warehouses to store commodities for USAID and the CDC. Axios trained government facility staff to handle commodity storage and inventory management. Private sector vendors were used to distribute commodities from these public warehouses to

public health institutions, and to carry out long haul & last mile distribution. In a PPP arrangement in Lagos and Enugu states initiated as part of the PATHS2 project, health services and commodities are made available to public sector health programs by inviting private sector manufacturers to supply these commodities at a low cost. The scheme is managed by a governance structure made up of public and private sector representatives.



CREATIVE ACCESS STRATEGIES

Iressa Patient Assistance Program, AstraZeneca, Thailand

A partial payment program to improve access to treatment for lung cancer in Thailand, where many patients were dropping out prior to completing a full treatment cycle due to affordability challenges. Axios worked closely with local physicians to raise awareness of the program and their role in patient referral. A detailed monitoring and evaluation system was implemented to keep track of patients, supply chain, and logistics as a means of increasing patient adherence to treatment. First launched in 2009, the program reached more than 600 patients, whom would otherwise not be able to afford treatment, through 70 physicians in 20 hospitals in 10 provinces in Thailand.

DONATION & ACCESS PROGRAMS

Abbott Access to HIV Care Program, Abbott, Global (69 countries)

Program made available Norvir® Kaletra® and Determine® HIV-1/2, an easy-to-use, rapid test for HIV antibodies, at subsidized prices to qualified sites, including laboratories and point-of-sale diagnostic centers, in 69 developing countries. Axios was responsible for managing the application process, the supply chain and also worked closely with local institutions including UN agencies, governments, employer groups, hospitals, pharmacies, private clinics and NGOs to prevent drug diversion and ensure proper delivery. Conceived before public donors began to play a significant role in HIV/AIDS prevention and treatment, the program was the first of its kind initiated in Africa. The initiative was successful in reaching more than 6 million patients through more than 250 implementing institutions worldwide.

Viramune Donation Programme (VDP), Boehringer Ingelheim, Global (61 countries)

VDP was a major initiative, launched during the 2000 AIDS Conference in Durban, to help prevent Mother-to-Child-Transmission of HIV-1 in developing countries. Axios was brought on board to overcome major stumbling blocks that had impeded the program by optimizing the application process and managing the program's implementation. VDP provided Nevirapine at no cost to approximately 2.3 million mother-child pairs in 60 low- and middle-income countries through 164 institutions in Africa, Asia, Latin America and Eastern Europe. An impact analysis published in BMC Public Health found that VDP served as a catalyst for future interventions by creating an enabling environment for PMTCT services uptake.

OUR RESEARCH & IMPACT EVALUATIONS

Morocco Antiretroviral Treatment Project Evaluation, UNAIDS, Morocco

The International Therapeutic Solidarity Fund (ITSF) together with the Government of Morocco had launched an antiretroviral (ARV) treatment project and wanted to ascertain lessons learned following its first year of implementation. UNAIDS appointed Axios to evaluate the project's effectiveness in administration of voluntary counseling and testing, psychosocial and material support, prevention, and treatment. To accomplish this, Axios conducted interviews with a variety of stakeholders, and used its expertise in health systems strengthening to assess current project performance in the context of the epidemiological and political situation in the country.

Assessing the Performance of ACT Therapy in AMFm Countries, Novartis, Ghana, Kenya, Nigeria, Tanzania, Zambia, Rwanda, & Uganda

The Global Fund to Fight AIDS, Malaria and Tuberculosis launched the Affordable Medicines Facility-Malaria (AMFm) in 2009 to increase access to and appropriate use of effective and affordable ACTs. Axios was contracted by Novartis to assess anti-malarial stock and purchase patterns at private outlets in regard to several core AMFm goals. Axios designed and executed market, epidemiologic and behavioral studies to describe ACT purchases, treatment-seeking behavior and diagnostic practices in five AMFm countries via interviews with key stakeholders and statistical data analysis. Select results were published in *BMC Malaria Journal*.

OUR CLIENTS & PARTNERS

Abbott
AbbVie
Abt Associates
Algorithme
Astellas
AstraZeneca
Bayer
Biogen Idec
Boehringer Ingelheim
Bristol Meyers Squibb
Celgene
Centers for Disease Control (CDC)
Chemomics International
Department for International Development (DFID)
Eisai
Elizabeth Glaser Pediatric AIDS Foundation
Eli Lilly
Emergent
Family Health International (FHI 360)
Gilead
GlaxoSmithKline
Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria
Imperial Health Sciences
International HIV/AIDS Alliance
Ipsen
Janssen
John Snow Inc.
Johnson & Johnson
Management Sciences for Health (MSH)
Mauritius Ministry of Health & Quality of Life
Merck
Merck Serono
National Agency for the Control of AIDS, Nigeria
New Bridge Pharma
Novartis
ORC Macro
Palladium Group
President's Emergency Plan for AIDS Relief (PEPFAR)
Pfizer
Roche
Sanofi
Takeda
The Global Fund to Fight AIDS, Tuberculosis and Malaria
UCB
UNAIDS
UNDP
University of Maryland, Baltimore
USAID
World Health Organization (WHO)



OUR NETWORK

With offices across the globe and a global network of contacts in government institutions, public and private hospitals and clinics and patient organizations, Axios has designed and/or implemented global health initiatives in more than 100 countries worldwide.

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