

Driving Availability and Affordability for Vision-Related Assistive Devices

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Clinton Health Access Initiative (CHAI)



CHAI is delivering the Product Narratives under the AT2030 programme, funded by UK aid, in support of ATscale

Challenges driving unmet need for assistive technologies are multi-fold

DEMAND



Limited awareness of need, combined with stigma



No government involvement / no (public) market



Fragmented landscape (finance, procurement, provision)



Lack of service delivery capacity, including HR

SUPPLY



Insufficient participation by AT suppliers in LMICs



Limited use of cost-effective supply mechanisms



Absence of user-centric innovation



Preferences for locally manufactured

Weak enabling environment, including limited political will to prioritize AT

To address these challenges, the global community recognized that now is the time to take action

- The broader global community has generated **incredible momentum** by committing to multiple **development goals**¹
- None of these goals, however, can be achieved without a **step change** in the approach to providing access to AT and creating a **clear path forward** to unite a fragmented and under-resourced sector
- Impacting the complex system for AT access and breaking down barriers requires a **multi-faceted effort and systematic approach** spanning market shaping, capacity development, and policy reform
- To reach the global community's goals by 2030, a **broad set of stakeholders across sectors** must be catalyzed to coordinate activities and resources to achieve an impact **greater than the sum of the parts**

1. Universal Health Coverage by 2030, Sustainable Development Goals by 2030, Resolutions passed by the World Health Assembly in 2018 on access to Resolutions passed by the Convention on the Rights of Persons with Disabilities (CRPD).

Two new initiatives to bring together diverse partners were launched at the Global Disability Summit in July 2018



- Goal is to ensure that 500 million more people globally are reached with life-changing AT by 2030
- Mission is build a cross-sector partnership that is a catalyst for change, amplifies existing work, and coordinates and mobilises global stakeholders with a unified strategy to increase availability of and access to affordable and appropriate AT
- Currently guided by a forming committee of 11 partners
- Strategy overview highlighting initial strategic priorities and near-term objectives was released in Feb 2019

- Testing 'what works' to enable access to life-changing assistive technology for all.
- Consortium of 23 partners, led by the Global Disability Innovation Hub
- Represents a £20m investment by UK aid
- Programme aims to reach 9m people directly & 6m more indirectly through AT
- Made up of 4 programme clusters: 1) Data & Evidence; 2) Country Implementation; 3) Innovation; 4) Capacity & Participation

GLOBAL
DISABILITY
SUMMIT



Supported by AT2030, CHAI is developing market-based product narratives to support ATscale's objective to build and shape markets for 5 priority product areas

Market shaping improves a market's outcomes by targeting the root causes of market shortcomings

Market shaping uses 3 levers to reduce market shortcomings



Reduce transaction costs



Increase market information



Balance supplier and buyer risks

The global health community has deployed market shaping approaches across essential health commodities over the past decade to successfully increase access and affordability (e.g. vaccines, ARVs, malaria bed nets)

Market shaping is not just about lower prices, but engagement on the demand- and supply-side to increase access

Demand Side Engagement

Work with **government, DPOs, CSOs, others** to:

- build and consolidate demand around optimal products in terms of *efficacy, specifications, quality and price*
- strengthen procurement processes and programs to utilize optimal products
- reduce barriers to entry
- improve financing & service delivery

Increased
Access to
Products

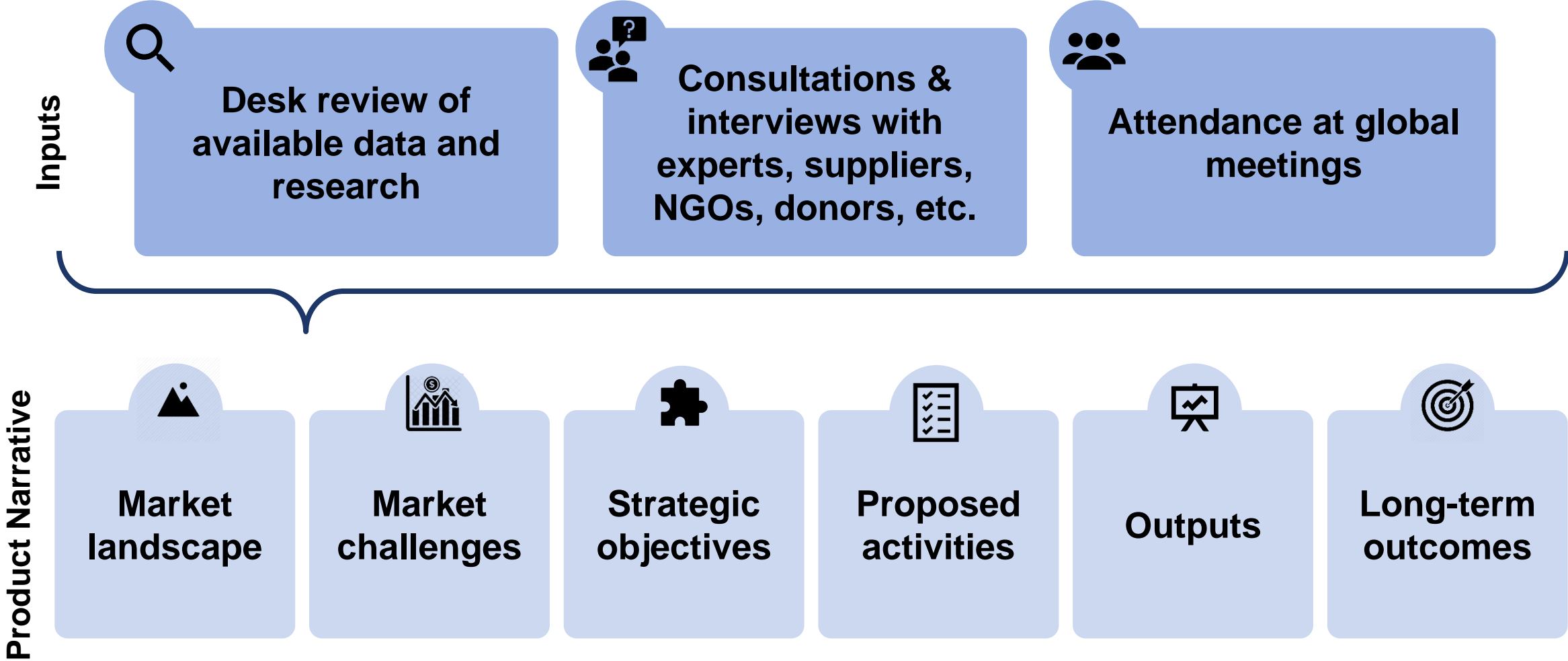
**Coordinated
Approach**

Supply Side Engagement

Work with **manufacturers & suppliers** to:

- reduce the costs of production
- enhance competition
- enhance coordination
- encourage adoption of stringent quality standards
- optimize product design
- accelerate entry and uptake of new and better products

CHAI is developing product narratives to identify market shaping opportunities to break market traps & build the market for AT



To test our initial hypotheses on market challenges and support strategic objective development, CHAI will investigate a number of areas

Area of investigation

Description



Service Delivery

- Map **service delivery requirements, guidelines** and associated costs for different users and contexts
- Identify and analyze **innovative screening and diagnostic technologies**, including acceptability



Supply

- Understand the current global **standards for eyeglasses**
- Map the **different models & acceptability of eyeglasses** currently available, including **innovations**
- Analyze **supply chain** to identify cost reduction opportunities
- Understand current **regulatory barriers and import duties** on eyeglasses



Government Response

- Analyze current **national vision strategies**, including national **health insurance coverage** for vision care and vision care **referral system**
- Identify **key enablers of validated public outreach and screening models** (e.g. School Eye Health, Community Health Workers programs)
- Explore models of **government-managed access points** (e.g. inclusion of vision centers in existing health facilities) and financing schemes, including public- private partnerships



Inclusive Optical Sector

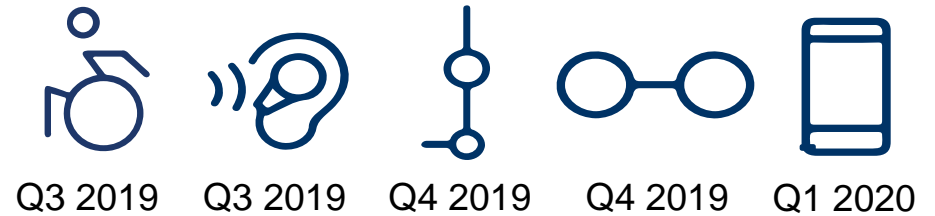
- Map and analyze **existing inclusive business models**, such as sustainable optical shops or vision centers operating within existing health facilities
- Assess the **difference in approaches** for prescription glasses and reading glasses
- Identify **key enablers to scale up** those models

There are a number of next steps to move from analysis into action

We welcome ongoing input on the market needs for spectacles



Product narrative for 5 product areas in development



Proposed access approach in product narrative will inform action and investment plan for ATscale



Analyses and proposed approach may inform activities of partners and programmes, including AT2030



If you would like to participate in the consultation process on spectacles, please email Mathilde Chaudron at mchaudron@clintonhealthaccess.org