

# Raising the Floor on Nets

*Convening on ITN Quality and Performance*

December 14 - 16, 2021



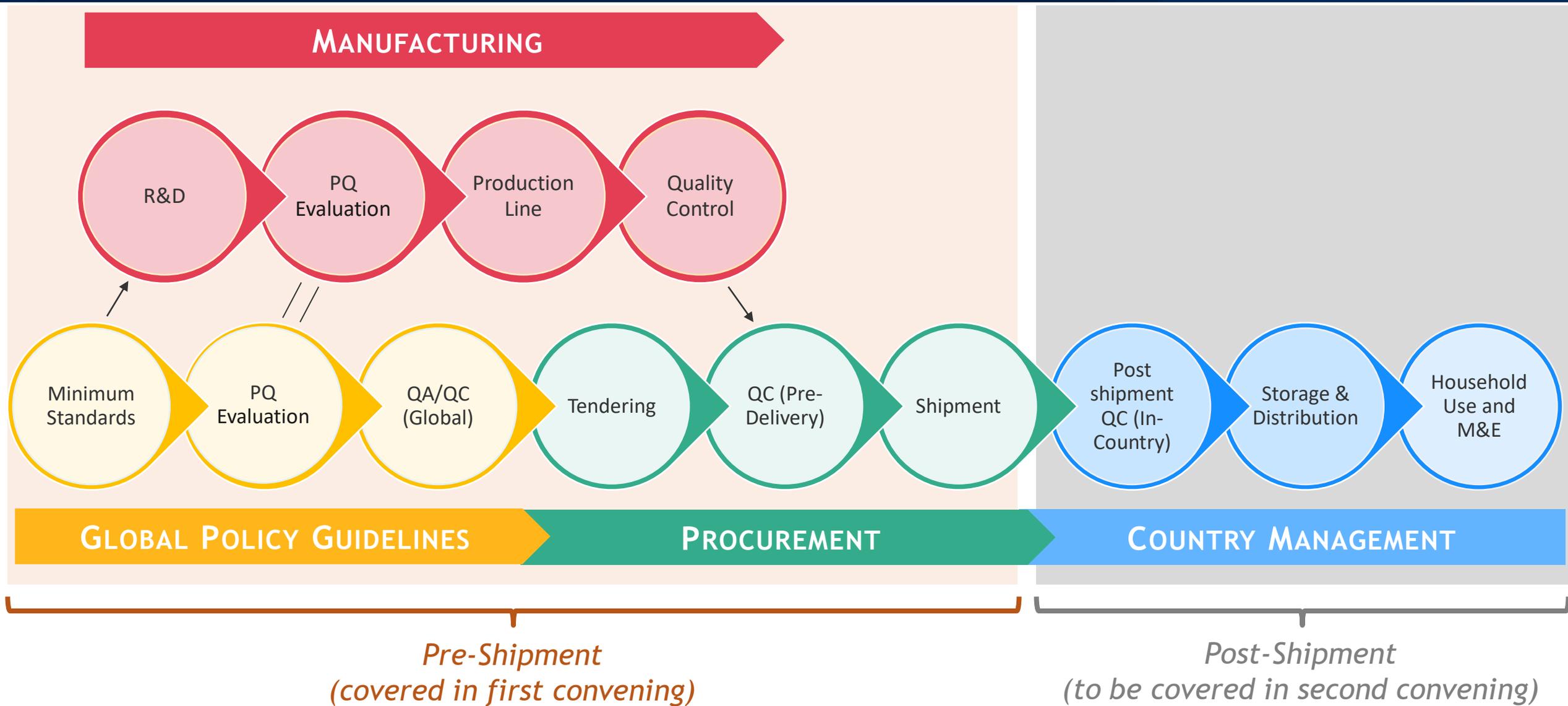
BILL & MELINDA  
GATES *foundation*

# Overview of the Convening

- The convening was a three-day, online workshop hosted by BMGF, I2I, and CHAI.
- It was an introductory meeting, with the primary aim to outline a framework approach to ITN quality, discuss major challenges around net quality and opportunities to resolve these challenges, and to chart a way forward. Additional opportunities to meet and delve deeper into these topics will be scheduled for this year.
- The objectives of the first meeting were:
  1. To present an overview of factors that influence and drive net quality, with a focus on pre-shipment issues.\*
  2. To discuss potential solutions and pathways to fundamentally improve ITN quality.
  3. To build consensus and buy-in for these solutions among key stakeholders.

*\*This meeting will serve as the foundation for a second convening in Q2 2022 which will focus on the entire ITN lifecycle, including post-shipment processes and address country concerns around ITN quality.*

# The convening was structured around the pre-shipment components of the ITN quality lifecycle



# The meeting was structured to build a basic understanding of areas that affect ITN quality and performance, brainstorm major challenges and solutions, and prioritize activities for a roadmap forward

DAY 1	DAY 2	DAY 3
<p><b>Objective:</b> Build a common, basic understanding of issues affecting ITN quality and performance across the net lifecycle</p> <p><b>Structure:</b> Presentations followed by Q&amp;A/discussion. Presentation topics:</p> <ul style="list-style-type: none"><li>• Defining the Problem</li><li>• PQ's Role in ITN Quality</li><li>• Manufacturer QA Perspective</li><li>• Coordinated Procurer Approach to Quality</li><li>• Findings from GF Consultation on ITN Bioefficacy</li></ul>	<p><b>Objective:</b> Prioritize challenges affecting ITN quality and performance, identify potential solutions, and map out ongoing work in this area</p> <p><b>Structure:</b> Small-group breakout sessions in rotating, Charrette-style. Using Mural, participants shared ideas on major challenges and potential solutions pertaining to each pre-shipment stage of the ITN life-cycle. Key themes were read back by facilitators</p>	<p><b>Objective:</b> Co-create a roadmap forward</p> <p><b>Structure:</b> Prioritized challenges and solutions from Day 2 were shared with the broader group. Real-time polls were conducted via Menti to identify a limited set of activities for the group to kick off in 2022</p>

# Participants included representatives from across normative bodies, industry, procurement, supporting non-profits, and country malaria programs

## Global Policy

- WHO PQ

## Industry & PDPs

- BASF
- Sumitomo
- A to Z
- Vestergaard
- Mainpol
- DCT
- VKA Polymers
- Yorkool
  
- IVCC

## NGOs & Country Partners

- RBM / ALMA
- AMP
- PSI
- International Public Health Advisors
- Tropical Health
- IFRC

## Governments & Regional Networks

- Ghana NMCP
- Malawi NMCP
- Uganda NMCP

## Researchers

- NIRI
- LSHTM
- CREC
- LSTM

## Procurers & Donors

- PMI, GHSC-PSM, CDC
- GFATM
- UNICEF
- Unitaid
- LLIN Quality Assurance Group (LQAG)

## Facilitators

- *BMGF*
- *I2I*
- *CHAI*

# Convening - Problem Statement

*Nets are not consistently performing as  
expected for the full three years in the field --  
Why?*

# Extrinsic influences on ITN quality and performance

## GLOBAL POLICY

- Are current specs sufficient to determine whether nets will last 3 years?
- How can policies promote continual improvements on quality?
- Is there confidence in current QA processes?

## MANUFACTURING

- Are ITNs being produced to spec?
- Are quality processes sufficient?
- What would 'better' cost, and who would pay for it?

## DATA

### Data generation

- Do we have the data we need?
- How can data be made more available?

### Data interpretation

- Are we clear what those data are telling us?
- How can this be more clearly communicated, and with whom?

## PROCUREMENT

- How does price affect quality?
- Is quality/performance incentivized?
- Are quality definitions aligned?
- Are we getting value for money?

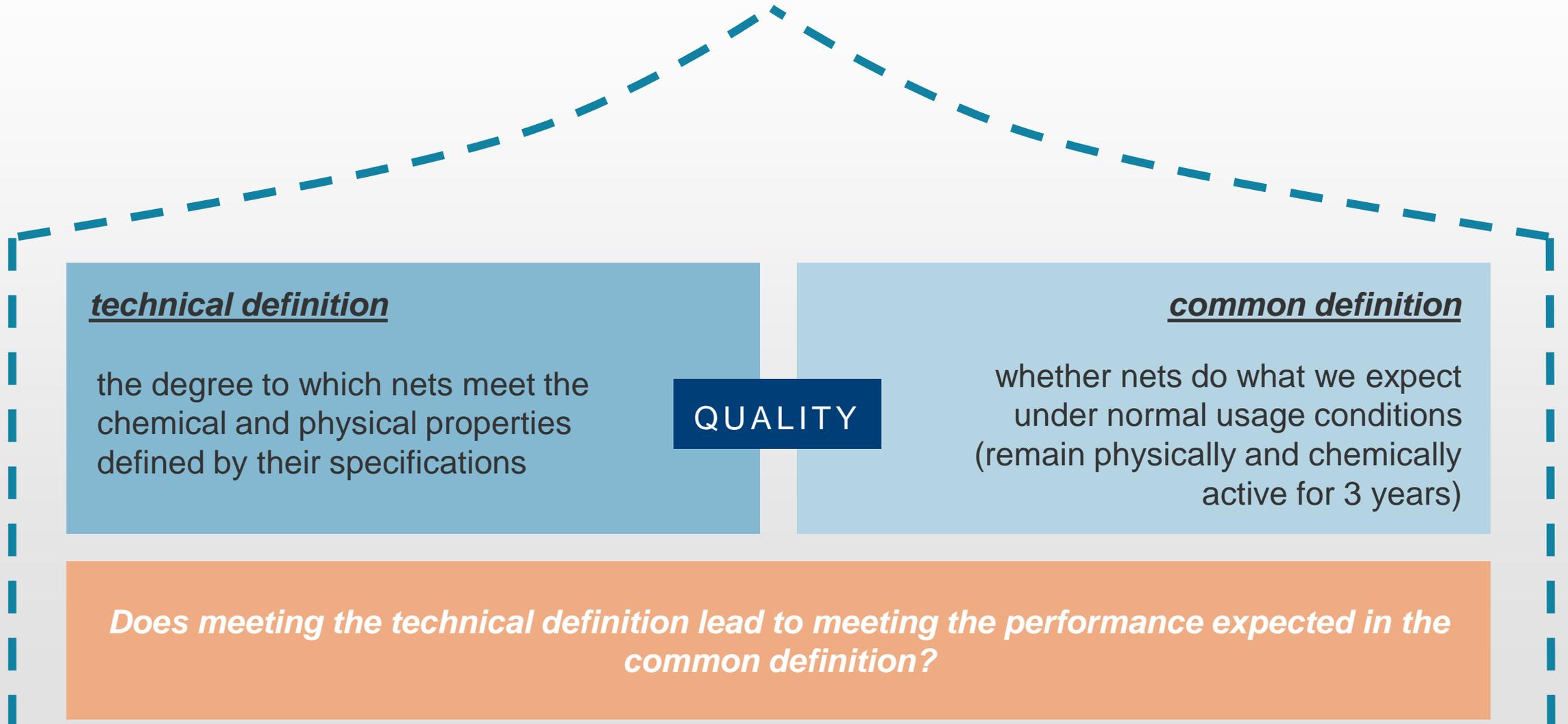
## COUNTRY MANAGEMENT

- Are ITNs managed appropriately?
- Are appropriate post-shipment testing processes in place?
- Can we improve ITN care?
- What do DM data tell us?

# These issues suggest the need to reorient around a new vision that puts equal emphasis on quantity *and* quality

- ▶ Refit the current one-size-fits-all model to one that incentivizes **quality and performance** to create a true value-based market
- ▶ Rethink value for money, moving to *# cases averted / \$* or *# deaths averted / \$* instead of *# people protected / \$*

# Are we talking about the same thing?



# Emerging Themes and Challenges Identified at the Convening

# Prioritized Challenges & Solutions - Cross-cutting

TOP CHALLENGES	PRIORITIZED SOLUTIONS
<ul style="list-style-type: none"><li data-bbox="96 505 1072 648">• Varying <u>definitions</u> of key terms (quality, performance, efficacy, durability, QA, QC, etc.) makes it difficult to discuss these issues</li><li data-bbox="96 762 1123 848">• <u>Trust</u> amongst different stakeholder groups around ITN quality needs reinforcing</li><li data-bbox="96 991 1149 1076">• <u>Clarity</u> of questions associated with ITN quality and performance</li></ul>	<ul style="list-style-type: none"><li data-bbox="1268 505 2328 605">• <b>Develop a clear glossary</b> of terms and communicate to key stakeholder groups</li><li data-bbox="1268 691 2372 776">• <b>Develop communication strategy</b> to help drive clarity and build trust</li><li data-bbox="1268 791 2175 876">• Develop common understanding of <b>roles and responsibilities</b> of respective stakeholders</li><li data-bbox="1268 891 2084 933">• Build transparency through data sharing</li><li data-bbox="1268 976 2142 1062">• Clarify the cause of documented quality or performance issues</li><li data-bbox="1268 1076 2142 1162">• Understand drivers behind country-specific specifications</li></ul>

 Biggest challenge identified by the participants in poll during convening

# Prioritized Challenges & Solutions - Global Policy Guidelines

GLOBAL POLICY GUIDELINES

## TOP CHALLENGES

## PRIORITIZED SOLUTIONS

Minimum Standards

- Need to develop **specifications** that link net quality to performance

- Support PQ to build the “foundation” for ITN attributes
- Path for inclusion of **textile integrity** to specifications

PQ Evaluation

- **Update testing guidance** to reflect new products
- **Clear understanding of PQ role, approach and focus areas needed**

- Update and disseminate testing guidelines
- Review and develop fit-for-purpose methods
- Ensure PQ is resourced to deliver its mission

QA/QC

- **Insufficient QA/QC testing infrastructure** - testing methodologies and different laboratories not perceived to deliver consistent results

- Review capacity of GLP facilities for testing ITNs
- Review QA of pre/post - shipment lab testing infrastructure

 Biggest challenge identified by the participants in poll during convening

# Prioritized Challenges & Solutions - Manufacturing

MANUFACTURING

R&D

## TOP CHALLENGES

- Metrics to differentiate ITN performance needed
- Current market tends towards quantity over performance making it high risk to innovate
- Limited end-user consultation in product development

## PRIORITIZED SOLUTIONS

- Delineation of standards and specifications that allow procurers to justify price premiums and demonstrate how improved quality can be a better value for money
- Market guarantees to reward innovation
- Better analytics to understand quality/price payoff

PQ Evaluation

- Identify how product specifications can be linked to attributes that improve field performance

- Build clear, reproducible characteristics to deliver desired performance
- Evaluate role of durability monitoring
- Separate ITN attributes into primary/essential and secondary, based on linkage to durability and bioefficacy

Production Line

- Lack of order consistency
- Need to build quality into all processes, not just 'control' it after the fact

- Procurers provide more advanced forecasts and forward orders to maintain production lines
- Review ISO 9001 in terms of updated specs

Quality Control

- Inspection burden and lack of harmonized quality processes

- Procurers align on quality processes and agree on key attributes to be tested
- Streamline processes for high performing suppliers (risk matrix?)
- Evaluate the quality of pre-shipment testing labs

 Biggest challenge identified by the participants in poll during convening

# Prioritized Challenges & Solutions - Procurement

PROCUREMENT

## TOP CHALLENGES

## PRIORITIZED SOLUTIONS

Tendering

- Too much focus on price over quality

- Document and measure characteristics that lead to better performance. Set standards to deliver higher quality outcomes and be willing to pay more, or use market incentives for these higher standards

QC  
(Pre-Delivery)

- Clarify criteria for acceptance of ITNs that deviate from specs
- ISO 9001 is the industry standard, but does it give enough information on ITN specific issues?
- Trust issues from under-interpretation of testing results

- LQAG working on harmonized pre-shipment testing guidelines, including guidance for inspectors
- Agreement between manufacturers, procurers and implementers on standards, methods and margins of error
- Global Fund developing pre-shipment sampling guidance
- Map QA process to identify problem areas and potential solutions

Shipment

- Potential for shipping conditions to have impact on net performance, but little data available on this
- Assigning accountability for OOS results is difficult due to lack of clear data along the chain of custody

- Clarity needed around post-shipment testing, its use, interpretation and implications
- Clarify the chain of custody for ITNs and look at ways to provide better data regarding a net's life cycle (QC data, testing, transportation/storage conditions)

Biggest challenge identified by the participants in poll during convening

# Next Steps after the Convening

- Establish the vision for coordination on Raising the Floor of ITNs Q1 2022 (I2I/CHAI)
  - Develop a theory of change that represents the partnership's vision
  - Develop a roadmap to clarify key activities, outputs, and indicators of success
  - Develop a communication and engagement strategy including a glossary of terms
  - Develop a roles and responsibilities document of the QA process
  - Build on Trop Health report of global QA processes and use case studies to identify areas of focus
- Continue to push forward with activities already under way and identified as priorities
  - Harmonize quality testing guidelines for pre-shipment sampling and testing (LQAG)
  - Investigate links between product specifications and eventual performance (PQ/NIRI/I2I)
  - Review product testing and evaluation methods for potential updating (I2I)
  - Develop a case for Return on Investment for improved performance of ITNs and identify potential procurement incentives (I2I)
  - Identify potential additions to ISO 9001 to improve inspection protocols and manufacturing sites (I2I, LQAG)
- Organise a second convening in Q2 2022 (I2I/CHAI)
  - Update on progress of activities above
  - Feedback from countries on ITN procurement, management and quality (CHAI/I2I)
  - Review of in country data collection approaches and their interpretation (CHAI/I2I)
  - Evaluation of the testing capabilities and methods of QA laboratories at regional and country level and dissemination routes for best practice methods (I2I, LQAG)

# Thank You

For more details contact:

Tara Seethaler - [tseethaler@clintonhealthaccess.org](mailto:tseethaler@clintonhealthaccess.org)

Angus Spiers - [angus.spiers@innovation2impact.org](mailto:angus.spiers@innovation2impact.org)