

A close-up photograph of a woman with dark skin and her hair pulled back, wearing a colorful striped sweater. She is holding a baby who is wearing a pink hooded jacket with colorful polka dots. The background is a blurred, open field under a clear sky.

**HAI** HEALTH  
ACTION  
INTERNATIONAL

**PARTNERS IN DRIVING CHANGE**



[www.haiweb.org](http://www.haiweb.org)

## **Hello...**

We're Health Action International (HAI) – a non-profit organisation that creates bespoke strategies for change.

## **We're here to help you!**

We've dedicated the last 40 years to advancing policies that enable access to medicines and rational medicine use for everyone, everywhere.

## **Call in the experts**

So, if you're looking for a global leader with advanced expertise in public health policy, research, measuring price and availability of medicines, and advocacy – you're in the right place.

## **Putting your issues front and centre**

We have official relations status with the World Health Organization (WHO) too, placing us squarely at the centre of global health diplomacy, and in the perfect position to partner with you and put key issues, that are so often neglected, back on the map.

## Our people are your people

Our team is made up of national, regional, and global policy analysts, alongside a network of specialists in over 70 countries, with the reach and resource to help contextualise your research and advocacy needs, and create strategies for change tailored to your requests.

This offers you an unrivalled professional skill set – tried and tested through managing our own projects – which puts our unique experience of building cross-disease and cross-issue interventions at your fingertips.



## Our expertise in action



Took snakebite from a hidden health crisis to being recognised as a Category A Neglected Tropical Disease, and then co-developed the WHO Global Strategy for Prevention and Control of Snakebite Envenoming. All the space of three years.



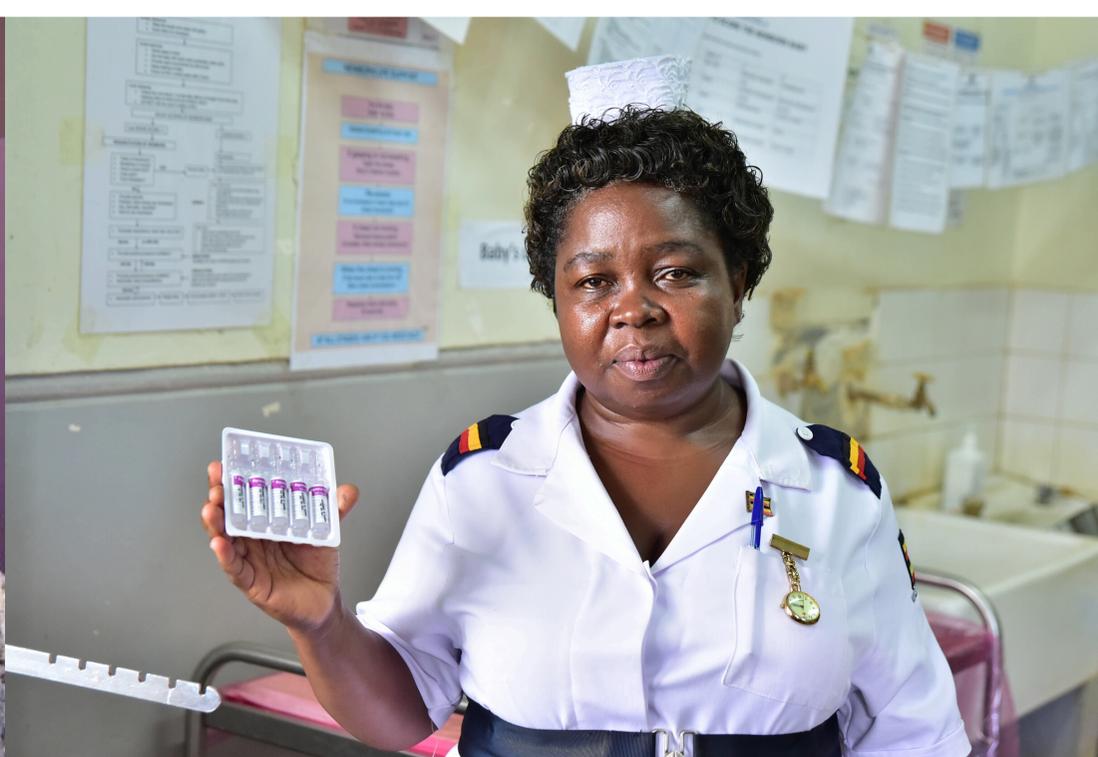
Produced a comprehensive, first-of-its-kind evidence base of global insulin markets, becoming a “go to” for global advocacy tools on the subject. This includes groundbreaking research on cost of production and estimates for the number of people living with diabetes.



Civil Society capacity building that has led, for example, to a network in Kisumu, Kenya that used HAI research and training to land a 20% increase in the district health budget, earmarked to improve healthcare infrastructure.



HAI research in Uganda showed magnesium sulphate, used to treat preeclampsia, was often in short supply. Using this evidence, our in-country partners successfully campaigned for more funding for this life-saving medicine from the Ministry of Health.



### INSULIN PRICES, AVAILABILITY AND AFFORDABILITY IN HARYANA AND MADHYA PRADESH

**METHOD**  
 Access to insulin is a global issue. In 2016, the ACCISS Study assessed the price, availability and affordability of insulin in two states of India - Haryana and Madhya Pradesh.

Data was collected in 3 public hospitals, 15 private pharmacies and 3 private hospitals located in 3 areas (capital, provincial and district) of each state. Prices were collected on all insulins in stock. Government procurement prices were also collected.

Insulin prices were standardised to 10ml 100IU/ml in US dollars. Based on median prices, affordability was assessed as the number of days the lowest-paid unskilled government worker has to work to purchase 10 ml insulin i.e. approximately 30 days supply.

Human Insulin		Analogue Insulin	
Short-acting	Regular	Rapid-acting	Aspart, lispro, glulisine
Intermediate-acting	Isoophane, lente	Long-acting	Detemir, glargine, degludec
Mixed human	Pre-mixed regular/ isophane (eg. 30/70, 50/50)	Mixed analogue	Pre-mixed aspart/protamine, lispro/protamine, aspart/degludec

**CONCLUSIONS**  
 Haryana: In public hospital dispensaries, the availability of human insulin needs to be improved. In the private sector, insulin needs to be more affordable.  
 Madhya Pradesh: the priority is to improve insulin affordability. In both states, analogue insulins were far higher priced, and hence less affordable, than human insulins.  
 The government, at state and central levels, needs to address these issues. ACCISS has a toolkit of interventions to assist governments and others to make insulin more available and affordable - <http://accisstoolkit.haiweb.org>  
 To read more about the ACCISS Study, reports and factsheets - <http://haiweb.org/what-we-do/acciss/>

**WHAT IS THE PRICE OF INSULIN?**

**MEDIAN GOVERNMENT PROCUREMENT PRICES**  
 \$/10ml 100IU/ml in USD

Insulin Type	Haryana	Madhya Pradesh
Short-acting regular human	2.38	2.20
30/70 Pre-mixed human	2.20	2.20

**IS INSULIN AVAILABLE?**

**MEAN AVAILABILITY OF INSULIN IN FACILITIES**

**IS INSULIN AFFORDABLE?**

**MEDIAN DAYS THE LOWEST PAID UNSKILLED GOVERNMENT WORKER MUST WORK TO PAY FOR 10 ML OF INSULIN**

Sector	Human		Analogue	
	MP	HP	MP	HP
Private pharmacy	1.3	1.3	5.6	6.9
Private Hospital	1.2	1.2	6.8	6.8

**USING THE ACCISS TOOLKIT**

MP private pharmacy, analog, MP private hospital regular & mixed

In most sectors human insulin was not meeting WHO's target of 80% availability of affordable essential medicines to treat non-communicable diseases.

no type of insulin was in stock (in the private sector)

Margaret E



## What gets counted gets done

HAI's capacity also covers qualitative research, such as key informant interviews and focus group discussions.

For instance, interviews with community members in areas where snakebites are common give a better understanding about their health-seeking behaviour and the traditional beliefs that are present and influence the choices they make after a snakebite.

This allows us to tailor community education campaigns to specific social and behavioural contexts.

Focus group discussions among youth in Uganda have also helped us create a better understanding of the barriers they face to accessing sexual and reproductive health services, enabling targeted action at the community and health sector level.



Collecting data on snakebite in Kenya

## **The gold-standard** for measuring price, availability and affordability

If governments are to develop sound medicine pricing policies and evaluate the impact of policy implementation, securing reliable information on the price, availability, and affordability of medicines is absolutely vital.

**Working closely with the WHO, HAI produced the gold-standard methodology for carrying out essential pricing surveys.**

Now, we can provide you the tools, training, and technical support for undertaking surveys.

We also have the tools and expertise for policy analysis and intervention, and can support the development of pricing policies that improve access to affordable medicines.



# **Advocacy** for driving change

So, if it's research and policy analysis that provide the evidence and tools for policy intervention, a clear advocacy strategy is the pathway to change.

**HAI can manage advocacy for you at every level: local, national, regional and global.**

With our partner network, we strengthen civil society and run workshops on how to create a successful advocacy roadmap. This can be achieved by gathering domestic civil society to focus messaging, opening doors for you with Ministries, or intervening directly on your behalf at the WHO governing bodies and the World Health Assembly (WHA).

# Communications and communicating for change

A holistic approach to communicating is crucial if you want to deliver effective messages that stimulate debate and create meaningful change.

HAI's communications team are experts in social media, graphic design, event organisation, and media management. This makes us a one-stop-shop for creating campaigns, bespoke materials and analytics that can combine to deliver you high impact communications across a wide range of audiences.

## Mambas, medicine and one girl's race to survive Kenya's biting problem

In a country where snakebite treatment is costly, hard to come by and often inadequate, Rashid Chiti feared the worst when his daughter was bitten by a black mamba. Now the World Health Assembly is about to pass a resolution that might finally boost funding and research for what is a widespread problem.



Hear from people living with diabetes, healthcare professionals, civil society, World Health Organization and others as we discuss the path towards a WHA resolution to improve access to insulin.



How does the #Pharma culture of secrecy impact #access2meds? With a little bit of help from a magician, we took our message of #transparency to the public in The Hague. Watch the full video here:

[haiweb.org/pharmaceutical...](http://haiweb.org/pharmaceutical...) #MedsinEU



The Urban League Foundation and the World Health Organization Present  
A GENEVA PREMIERE OF THE INTERNATIONALLY ACCLAIMED  
SNAKEBITE DOCUMENTARY  
**MINUTES TO DIE**  
Open screening and panel discussion  
(in English) followed by a reception  
Tuesday 21 May, 18:00-20:30  
9 Chemin des Mines, Room H8,  
Campus Biotech, University of Geneva



## Partnerships and networks

### Experts in their field

HAI has an outstanding global network of expertise on hand to help conduct your research, policy analysis, and advocacy strategy whenever you need it, anywhere in the world.

So whether it's short contracts for research projects to be used as single use advocacy, or propelling policy change at national and international levels using our unique experience of building multi-actor policy platforms in low- and middle-income countries (LMICs) through the MeTA model – we're at your service.

### The MeTA Model

The Medicines Transparency Alliance (MeTA) is, in a nutshell, multi-actor engagement in a safe space, where the private and public sectors, and civil society can meet to engage in policy dialogue to improve access to medicines.

**Get in touch to find out more...**

## Global health diplomacy

### Navigating the politics

HAI has been in Official Relations with the WHO since 2007. Not only do we have the right of intervention at the World Health Assembly, we have 'access all areas' to WHO departments, both in Geneva and at regional and national offices. Our expertise in negotiating the complex diplomatic perils of multilateral arenas has allowed us to chalk up a number of successes, not least the recognition of snakebite envenoming as a Category A Neglected Tropical Disease.



## Incubation

### Delivering on new ideas

HAI prides itself on a strong reputation for incubation and project growth, demonstrated by our work brokering global or national health challenges from grassroots to full global agenda recognition.

Preeclampsia in Uganda, the global snakebite burden, and our ground-breaking work on access to insulin are all examples of how HAI can tailor our approach to identifying, managing, and incubating public health initiatives to meet your needs.



The late Kofi Annan at the meeting that started the road to the snakebite resolution

# **Project management**

## Full service, maximum impact

Our reputation for project management is built on everything you've read so far, whether working on our own or with valued partners like you.

Whenever and wherever a project needs taking on, you can leverage our expertise in leadership, reporting, human resources, financial records & accountability, and planning monitoring & evaluation (PME).

Institutional policy development, including conflicts of interest, and gender and inclusiveness, forms a unique part of our service offering and makes HAI your partner of choice for all your project needs.

# Get in touch!

Let's start the conversation



**Dr Tim Reed**

Executive Director

✉ [tim@haiweb.org](mailto:tim@haiweb.org)

🐦 [@HAITim](https://twitter.com/HAITim)



**Renee Vasbinder**

Deputy Director

✉ [renee@haiweb.org](mailto:renee@haiweb.org)

🐦 [@ReneeVasbinder](https://twitter.com/ReneeVasbinder)



**Gaby Ooms**

Research Manager

✉ [gaby@haiweb.org](mailto:gaby@haiweb.org)



**Alex Lawrence**

Communications Manager

✉ [alex@haiweb.org](mailto:alex@haiweb.org)

🐦 [@AlexWLawrence](https://twitter.com/AlexWLawrence)

**Or visit the website: [www.haiweb.org](http://www.haiweb.org)**



**Follow us on social media:**

 @HAImedicines

 HAImedicines

 healthactioninternational

ADVANCING ACCESS  
TO MEDICINES.  
FOR EVERYONE.  
EVERYWHERE.



Overtoom 60-2  
1054HK Amsterdam  
The Netherlands

+31 (0) 20 412 4523