PARTNER CLINICS
80 AND COUNTING

DKT’S PARTNERSHIP WITH PRIVATE SECTOR MATERNAL, GYNECOLOGY/ OBSTETRICS, AND MEDIUM CLINICS DELIVERS HIGH- QUALITY FAMILY PLANNING

2016 EDHS - KEY FINDINGS GERD-P AGREEMENT RENEWAL YOUNG MARKETERS PASSES 200 M. CONDOM MARK
**Partner Clinics Membership Passes 80 Clinics as DKT Implements New FP/RH Model**

DKT’s dedicated phone hotline for family planning and reproductive health (FP/RH) questions is receiving a large volume of calls from an unexpected source: clinics seeking to join DKT’s Partner Clinic network.

“We received more than 20 calls over the past three months from clinics asking how to join,” says Dagnachew Alemayehu, DKT Ethiopia’s National Key Account Manager who is also in charge of the Partner Clinic Initiative.

“This shows we are onto something.”

Started in 2015 as a pilot to see how DKT could catalyse growth for long-acting contraceptives through the private sector, the network is increasingly recognized as a source of quality family planning, particularly for long-term methods like intrauterine devices (IUDs) and implants.

The network currently includes 80 clinics with plans to have 100 total clinics by the first quarter of 2018.

While DKT initially focused on Ethiopia’s capital city, Addis Ababa, the organization is expanding to regional capitals and other big towns. Currently, over half of all clinics - 50 in total - are outside of Addis Ababa.

“Right now, we are focused on reaching big towns at the regional level,” says Dagnachew.

“Down the road, we may be able to partner with primary

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Greetings DKT Supporter,

Another Demographic and Health Survey (DHS), more excellent results for Ethiopia, which surely has one of the most storied family planning (FP) programs in the world.

DKT is doing its part. In addition to being the leading supplier of FP and reproductive health (RH) products to the private sector as well as accounting for more than one-third of all contraceptives distributed in the country, we are pioneering innovative initiatives like Partner Clinics, which match our skills as a distributor and marketer with the outstanding clinical capacity available in Ethiopia.

From Medium Clinics to Maternal and Child Health Centers, we are finding our niche extending IUDs, implant contraceptives and other RH services through a network of 80 (and growing!) clinics.

While the Government will continue to be the dominant supplier of FP/RH products and services, we believe the private sector will play an important role in the total FP/RH market in Ethiopia.

- Rory
2016 Ethiopian Demographic and Health Survey
GROWTH IN CPR, BUT POCKETS OF UNMET NEED PERSIST

The 2016 Ethiopian Demographic and Health Survey (EDHS), released in August, once again showed Ethiopia making progress towards its family planning and reproductive health goals. Contraceptive prevalence increased from 29% in 2011 to 35% in 2016. In real terms, this means roughly 2 million more women were using contraceptives in 2016. Also in 2016, only 21% of married women expressed an unmet need for contraception, down from 25% in 2011.

The growth in long-acting contraceptives was noteworthy. The use of IUDs increased from 0.3% of married women in 2011 to 2.0% in 2016. Similarly, the use of implant contraceptives increased from 3.4% in 2011 to 7.9% in 2016. Implants are now easily the second leading contraceptive method behind injectables. Given that an IUD costs $0.58 compared to $7.00 - $8.00 for hormonal methods, a growing IUD user base is welcome.

Oromiya had the highest percentage of unmet need at 29% followed by Gambella at 23%. Unmet need continues to skew towards older, rural, and less educated women. There was a notable (10 percentage points) decrease in unmet need among women 15 - 19 years of age from 2011 to 2016, possibly because women at these ages are now staying in school and/or delaying marriage.

The EDHS is a collaboration of the Central Statistical Agency and ICF, a US-based consulting agency. The survey is conducted every five years and includes interviews with tens of thousands of households and individuals across Ethiopia.
DKT RENEWS AGREEMENT WITH ETHIOPIAN ELECTRIC POWER (EEP), FHAPCO AT GERD-P

DKT, Ethiopian Electric Power (EEP), and the Federal HIV/AIDS Prevention and Control Office (FHAPCO) renewed their collaborative agreement to implement HIV-prevention activities at Ethiopia’s largest public works site, the Grand Ethiopian Renaissance Dam Project (GERD-P) site in Western Ethiopia.

The agreement lasts from July 2017 - June 2020 and follows the previous three-year agreement.

“We are grateful to work with EEP, FHAPCO and workers at such a historic project site,” says Sister Yenenesh Tarekegn, DKT’s Project Coordinator for GERD-P activities.

“DKT is one of the most experienced HIV-prevention actors in the country and we are delighted to contribute.”

DKT first began in Ethiopia in 1990, distributing the Hiwot Trust condom brand. The organization has grown to become a comprehensive sexual and reproductive health product supplier, accounting for one-third to half of all condoms distributed in the country and more than one-third of all contraception.

PPIUD PILOT

Testing of the post-partum intrauterine device (PPIUD) continues at Paulos Hospital in Addis Ababa. The method holds great promise to increase contraceptive use.

YOUNG MARKETERS PASSES 200 MILLION CONDOM MARK

DKT’s retail condom distribution partnership with youth and anti-AIDS clubs, Young Marketers, recently passed the 200 million condom mark in total sales. YM Clubs/Salespeople have also generated Birr 150 million in revenue.