PLAYING A ROLE AT THE GERD-P

Keeping workers and community safe at Ethiopia’s historic dam site

NEW GRANTS
IMPLANTON NXT
2016 RESULTS
FLEET MANAGEMENT
GERD-P
KEEPING WORKERS AND COMMUNITY SAFE AT ETHIOPIA’S HISTORIC DAM SITE

When Police snatched a 1-0 friendly from METEC in December at the soccer pitch at the GERD-P compound, more was at stake than bragging rights at Ethiopia’s historic dam site.

“We use football as a way to increase vigilance and protective behaviour around HIV and STIs,” says Yenenesh Tarekegn, DKT Ethiopia’s Focal Representative for GERD-P.

“This is doubly important at a site like GERD-P, where workers are away from family and community.”

“The historical significance of GERD-P adds an additional level of excitement, energy, and pressure, which necessitates further intervention.”

DKT’s collaboration with Ethiopian Electric Power (EEP) at GERD-P dates back to 2012 and includes interventions like condom distribution, peer education, and mass events.

It also includes interventions with community at nearby Bamza Town.

“We look forward to assisting EEP until the completion of GERD-P,” says Dagmawit Girmay, DKT Ethiopia’s Deputy Director.

“After that, we will be ready for the next generation of projects Ethiopia is using to develop the country.”

[Contact yenenesh.t@dktheithiopia.org]
DKT has also been generously supported by the Embassy of the Kingdom of the Netherlands, UNFPA, and an anonymous donor for a number of years.

**IMPLANON NXT**

**Implanon NXT**, the second generation *Implanon* contraceptive implant from Merck, is now available from DKT thanks to a grant from UNFPA. Under the grant, DKT will provide 30,000 *Implanon NXT* through Partner Clinics and mainstream channels.

*Implanon NXT* is a single-rod implant pre-loaded in a lightweight applicator, increasing ease of administration and patient comfort.

"With Ethiopian women and couples increasingly accepting implants, we believe the simplicity of *Implanon NXT* has great potential to create new demand," says Dagnachew Alemayehu, DKT’s National Key Account Manager.

"Implanon NXT will be a crucial tool to meet unmet need and a game changer for women switching from short-acting reversible contraceptives to long-term methods."

**PPIUD UPDATE**

Registration of a post-partum IUD ("PPIUD"), an easy-to-insert IUD that is placed in the uterus immediately after birth, is ongoing with the FMHACA. Contact Hawi Tadesse (hawi.t@dktethiopia.org) to learn more.
2016 IN REVIEW
STRONG SALES, POSITIONED FOR GROWTH IN 2017

The year 2016 was a year of sustained distribution and organizational consolidation for Ethiopia’s leading RH supplier to the private sector. DKT is now well positioned as it heads into 2017.

DKT distributed 5.86 million couple years protection (CYP) in 2016, a 42% increase over the previous year, though much of this increase was driven by large IUD provision to the Federal Ministry of Health and network partners.

DKT undertook several efficiency measures in the year just completed, including streamlining sales territories, automating sales record-keeping and further refining projects, all of which should serve the organization in the coming years.

“We have been working aggressively to become a sales-first project,” says Negussie GebreTsadik, DKT Ethiopia’s National Operations Director.

“These efforts are paying off.”

“In the end, Ethiopian women and families will be the beneficiaries.”

2016 BY THE NUMBERS

<table>
<thead>
<tr>
<th>Product</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>Condoms (m)</td>
<td>49,103,229</td>
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<tr>
<td>Condoms (f)</td>
<td>51,538</td>
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<tr>
<td>OCP</td>
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<td>Injectables</td>
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<td>IUDs</td>
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<td>Implants</td>
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<tr>
<td>ORS (sachets)</td>
<td>3,186,432</td>
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<tr>
<td>Lubricant gel</td>
<td>105,606</td>
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</tbody>
</table>

NEW PRODUCTS FOR 2017

> Sensation Strawberry
> Sensation Delay
> Sensation Ultra-thin
> PPIUD
> Lubricant

FLEET MANAGEMENT

Keeping track of 61 vehicles in a country of a million square kilometers is no small task.

In a measure designed to maximize donor and revenue investments, DKT has begun using a GPS-based fleet management system.

“Fleet management is actually standard in the West, but newer here,” says Rory Harrington, DKT Ethiopia’s Country Director.

“By bringing GPS...”

[Continued at www.dktethiopia.org/news]