



CHILD AND FAMILY WELLNESS SHOPS

FRANCHISE CLINICS AND DRUG STORES PROVIDE ESSENTIAL CARE

THE CHALLENGE

Approximately 30,000 children die each day, many from preventable infectious diseases that are treatable with inexpensive generic drugs. Hundreds of millions of people most vulnerable to respiratory infections, malaria, parasites, and diarrheal disease lack access to high-quality essential drugs, diagnostic and treatment services, and preventative healthcare products. Health professionals who supply counterfeit drugs that are adulterated, ineffectual, or poisonous only heighten the situation. Moreover, the limited distribution of legitimate drugs is often coupled with unfair or inaccessible prices.

THE APPROACH

USAID supports HealthStore Foundation's Child and Family Wellness Shops (CFWshops), a Global Development Alliance that delivers franchise pharmacy chains to developing countries. Nurses and healthcare workers in Kenya own and operate their own CFWshops outlets—either drug shops or medical clinics. A thorough training program guarantees that each operator knows how to diagnose the target conditions and prescribe the appropriate medicines. A centralized procurement operation drives down drug costs and ensures drug quality by qualifying all the medicines, buying only from reputable suppliers, and maintaining quality standards throughout the supply chain. Franchise controls and regulations ensure that CFWshops owners and operators follow strict standards regarding products, procedures, prices, and recordkeeping. In regions where franchise networks cannot be sustained solely by selling products and services to poor customers, CFWshops owners are reimbursed for the full cost of drugs and services rendered by a combination of patient co-pay and 3rd-party reimbursement.

PARTNERS

The HealthStore Foundation, Acumen Fund, ExxonMobil Foundation, International Finance Corporation, The Mulago Hospital, Oswald Family Foundation, Rotary International



RESULTS

- 64 CFWshops currently provide high-quality essential drug treatment.
- Since inception in Kenya in 1997, CFWshops have provided over 1.2 million treatments.
- The alliance will expand beyond Kenya's borders and provide healthcare to a population of 200,000 through 225 CFWshops by 2010.
- Centralized drug procurement system for 225 CFWshops will reduce treatment costs to under \$1 per patient per year.

The HealthSTORE Foundation®

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