

# AVMI Value Proposition

Knowledge Café Group 2

Annual General Meeting of the African Vaccine  
Manufacturing Initiative, Freetown, Sierra Leone,  
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# Tasks

- To refine and sharpen AVMI's Value Proposition
- To suggest changes to AVMI's organization and structure

# Proposals for Value addition of AVMI

- AVMI should act as a clearing house for information on local vaccine manufacturing.
  - It must stand out as a reliable and credible source of information on all aspects of vaccine manufacturing from which investors and stakeholders could tap.
  - It should be able to provide a one stop shop information portal for vaccine related information in Africa (and possibly global).
  - The nature of information to be provided by AVMI should be such that once the AVMI tag is on the information provided, there would be no question as to its authenticity.
  - AVMI must build its brand to maximize visibility.

# Proposals for Value addition of AVMI

- AVMI should be active in generating and collating evidence on vaccine manufacturing generally, and in particular, local vaccine manufacturing.
  - Such evidence could facilitate the work of individuals and organizations interested in vaccine research, development and production.
  - AVMI could develop vaccine pipeline database which could inform the interests of various potential local manufacturers.
- AVMI should as much as possible, avoid conflict of interests. All value propositions should be tailored to specific audiences – not a one size fits all.

# Proposals for Value Addition of AVMI

- AVMI must get the support and recognition of the African Union, RECs, and African governments as the voice of local vaccine manufacturing advocacy in Africa in order to be taken seriously by stakeholders and funders.
  - AVMI should be able to influence the agenda of the African Union to enhance its rating among stakeholders.
  - All AVMI advocacy efforts should be evidence-driven advocacy.
- AVMI should develop in-house capacity to provide technical assistance (mainly advisory and possibly capacity strengthening) to interested parties.
- AVMI needs to develop a niche around supporting GAVI graduating countries to ensure continued supply of vaccines at a reasonable cost while the process of local vaccine manufacturing is evolving.

# Proposals for Value Addition of AVMI

- AVMI should be in a position to facilitate networking among different stakeholders.
  - By forming a strong linkage with the different stakeholders – Academia, industry, civil society, governments, international organizations, funders and donors, regulatory agencies, etc. AVMI should be able to broker effective and mutually rewarding linkages, networking, partnerships and collaborations among stakeholders.
  - This role should not be restricted to Africa – AVMI should also be able to provide linkages to organizations outside Africa.
- AVMI must have clear and well-defined strategic goals and objectives, with clear performance indicators, to be able to present its message clearly to stakeholders.
  - AVMI's strategic plan should be mission driven and not necessarily market driven.

# Proposals for Value addition of AVMI

- AVMI should have a clear blueprint on how to go from point A to point B in the setting up of local vaccine manufacturing.
  - By developing appropriate tools and other job aids, the organization should be able to provide a step by step guidance on how to pursue local vaccine manufacturing initiatives by individuals and organizations, including feasibility assessments and resource mobilization.
- AVMI needs to define how it can facilitate the 'how to do' of vaccine manufacturing for countries.

# Suggested Organization and Structure for AVMI

- AVMI should have a dedicated secretariat with long term funding
- AVMI should have a continental profile.
- AVMI should have Regional officers and partners.
- AVMI should have a communication officer with clear terms of reference and ability of reach various countries and audiences.
- AVMI should have regional offices.
- AVMI should have specialized working groups organized by areas of expertise.



# Other points raised

- AVMI should have long-term funding
- AVMI should conduct mapping of stakeholders and skills sets which could be used to support its capacity building efforts
- To build the AVMI brand would require
  - Increased visibility
  - Participating in conferences
  - Increase publications
  - Acceptance by AU and countries
- To fund raise, AVMI should
  - Have paying memberships
  - Provide consultancy services