



Nigerian Breweries Plc.

Public Private Partnerships to Fight HIV/AIDS Problems and Prospects

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PPP session, ICASA 2005

05/12/05

Nigerian Breweries (NB)



- Nigeria's foremost producer of lagers
- Annual turnover: N73.9 Billion (\$527 Million)
- Operating in 5 locations in 3 Regions
 - ◆ Lagos and Ibadan –West
 - ◆ Aba and Enugu -East
 - ◆ Kaduna- North
- 2060 employees (November 2005)
- Target population:
2702 (employees and spouses)



N.B Workplace HIV/AIDS Program



Workplace program: prevention +free access to ARV treatment
(extension of an existing medical policy: employee, a spouse + 5 biological children <25 years of age - launched in 2002)

- ◆ **Policy formulation and approval** - KAP survey - Training by PharmAccess doctors/nurses - electronic database.
- ◆ **Clinical attachment** for all doctors at Tygerberg hospital, SA
- ◆ **VCT training** by an NGO (Centre for Right to Health).
- ◆ **Focus on prevention** (*Massive IEC. Group discussions - Posters. Condom distribution - PMTCT.- Pep - Blood safety*).
- ◆ **HR policies on Transfers - Itinerant employees.**
- ◆ **Non-discrimination.**
- ◆ **No compulsory testing** (including pre-employment).
- ◆ **Strict confidentiality.**
- ◆ **ARV for life**, irrespective of employment status

N.B Issues and Challenges for PPP



- HIV policy is developed by Heineken (not home grown).
- Due to relatively 'low' national prevalence (5.2%):
HIV threat not fully appreciated by top management.
- Reluctance to associate brands with disease.
 - → Reluctance to publicize an excellent workplace program.
 - → Reluctance to support community programs.
 - → Reluctance to make distribution network available for prevention
 - → Reluctance to carry out public IEC (billboards, labels).

PPP Challenges



- Intense competition in the segment so fear of competitor using privileged information.
- Underperformance of business as a result of downturn of economy → reordering of priorities.
- Focal person (me) not at important decision making level → frustration.
- Previous corruption, inefficiency, bureaucracy and lack of accountability in the public sector → mistrust.



Prospects and Opportunities for PPP

- NIBUCCA: N.B member/Exchange OPS- PIA-GBC
- NHIS: successful health/business PPP
- Coca-cola: using distribution network IEC campaign
- A new vision in the public sector
- Greater collaboration within sectors and sub sectors to remove unfair advantage.
- Increased use of decision makers as focal persons.
- Funds by international agencies being credibly utilized- PEPFAR

Next Steps



- Summarize activities so far- highlighting successes and challenges to Managers
- Present the 'Road map' to Managers and show obvious gap in community involvement.
- Get management buy- in **on need for community involvement by collaborating with the public and other members of the private sector.**

Acknowledgment



- Heineken International
- Heineken Health Affairs
- Management Team NB Plc
- Medical Team NB Plc
- GBC
- All, for your attention