



## **2007 Member Survey Summary**

### **About PQMD**

The membership of the Partnership for Quality Medical Donations (PQMD) is comprised of non-governmental organizations and pharmaceutical and medical supply manufacturers that share a common commitment to advancing effective drug and medical supply donation practices. Involved in various aspects of the donation, delivery and/or distribution of medical products, PQMD member organizations independently support diverse efforts that include: assisting victims of natural disasters; building sustainable healthcare services for underserved populations; combat specific diseases, and secure critical supplies for under-resourced clinics and hospitals around the world. Initiatives may target specific populations such as refugees and displaced people, while others focus on children, mothers or whole communities within a region.

### **Background**

The PQMD Annual Member Survey was developed to gather high level information from members about their medical product donation activity from the previous year. Corporate and non-governmental organization (NGO) members completed separate surveys that included questions specific to their sectors. The questions asked included the wholesale value of the donations, category of products donated, where donations were sent, and program needs. The activity reported included donations from both member and non-member companies. Steps were taken to ensure that donations from corporate donors to NGO members were not counted twice. Domestic prescription assistance program donations were not included.

In 2008 PQMD began the development of a Donation Mapping Tool project designed to expand understanding of where PQMD members are working and using donations. While there are strong bilateral partnerships among PQMD members, the mapping project is the first time that data has been combined to provide a comprehensive geographical view of member activities.

To accomplish this PQMD developed an expanded survey that included baseline information from the previous member survey and captured new detailed information about the shipments, in-country partners and the facilities using the donations. Information from both the baseline and expanded survey questions were used to develop this report.

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## FINDINGS SUMMARY

The wholesale value of medical product donations reported by members for 2007 totaled \$4,244,213,919. Corporate members reported \$2,555,116,846 in product donations, of which \$747,455,818 was donated to PQMD members. PQMD non-governmental organization members reported \$2,436,552,891 in donations from member and non-member donors. The aggregate total was determined by adding the total corporate donations minus donations made to PQMD members to the total donations reported by NGO members.

Table 1

corporate donations:	\$2,555,116,846
corporate donations to PQMD member NGOs:	(\$ 747,455,818)
NGO member donations:	\$2,436,552,891
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NET 2007 Donations:	\$4,244,213,919

The 2007 total was a 27% increase of over 2006 (See Table 2). Reasons for this increase include: significant increases in donations to disease specific programs (programs to eliminate or eradicate tropical diseases), new donations from non-PQMD donors, increases from ongoing donors, and an increase of products that are transitioning to generic brands. These factors accounted for approximately 70% of the total increase. Just less than 10% of the increase was due to donations from PQMD's newest members: Baxter and sanofi-aventis.

Table 2

2007 Total	\$4,244,213,919.00
2006 Total	\$3,341,088,000.00
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Variance	\$ 903,125,919.00
Percent Change	27%

Member's provided shipment data for 1977 shipments valued at \$2,213,502,677.00, or 48%, of the Annual Survey total. Table 3 provides a comprehensive view of where medical donations were sent by region, the category of products donated, and the dollar value of products purchased. Countries in Africa and Asia received the majority of donations, with East and West Africa receiving approximately twice as much as any other region.

Table 3

REGION	Pharmaceuticals	Equipment	Consumables	Other	Purchased	TOTAL
Asiatic Russia	\$1,521,067	\$0	\$1,386	\$15,741	\$421	\$1,538,616
Australia New Zealand	\$2,885	\$0	\$2,425	\$13,245	\$153	\$18,709
Caribbean	\$149,545,912	\$200,486	\$1,292,636	\$2,775,027	\$147,978	\$160,353,210
Central America	\$326,046,795	\$512,653	\$47,778,561	\$5,657,905	\$114,529	\$350,479,121
Central Asia	\$48,765,468	\$60,234	\$3,562,264	\$371,599	\$981	\$64,001,217
Eastern Africa	\$810,742,551	\$821,427	\$2,539,914	\$394,379	\$115,515	\$825,984,247
Eastern Asia	\$31,527,343	\$129,790	\$15,922,633	\$1,254,464	\$399,296	\$79,897,469
Eastern Europe	\$131,245,883	\$37,347	\$1,171,688	\$2,794,113	\$27,230	\$136,679,158
Melanesia	\$1,961,310	\$6,642	\$174,123	\$19,087	\$1,861	\$2,163,022
Micronesia	\$333	\$0	\$189	\$4,858	\$41	\$5,421
Middle Africa	\$10,401,280	\$194,879	\$757,259	\$64,611	\$3,104,005	\$19,796,083
Northern Africa	\$10,534,790	\$17,057	\$182,123	\$9,285	\$218,370	\$29,844,322
Northern America	\$98,948,060	\$854,291	\$3,461,718	\$14,724,949	\$137,418	\$194,266,359
Northern Europe	\$783	\$2,400	\$96	\$3,098	\$318	\$6,694
Polynesia	\$2,374,347	\$45,385	\$237,016	\$0	\$11,709	\$2,668,457
South America	\$94,569,294	\$356,320	\$4,002,357	\$6,636,904	\$56,133	\$126,405,725
Southeastern Asia	\$42,308,311	\$601,876	\$1,719,258	\$5,688,832	\$93,410	\$46,382,460
Southern Africa	\$32,319,546	\$10,382	\$1,918	\$14,173	\$511	\$32,346,730
Southern Asia	\$43,888,345	\$277,838	\$1,763,321	\$586,038	\$110,802	\$47,282,302
Southern Europe	\$6,440,267	\$0	\$3,334	\$19,837	\$739	\$7,651,808
Western Africa	\$730,119,947	\$493,176	\$2,882,269	\$4,285,479	\$501,186	\$743,876,316
Western Asia	\$76,845,490	\$114,455	\$1,584,140	\$1,305,929	\$53,856	\$90,711,813
Western Europe	\$163,985,899	\$0	\$453	\$12,560	\$410	\$163,999,322
<b>TOTAL</b>	<b>2,814,095,906</b>	<b>4,736,638</b>	<b>89,041,081</b>	<b>46,652,113</b>	<b>5,096,872</b>	<b>3,126,358,581</b>

## YEAR-TO-YEAR COMPARISONS

Medical product donations are driven by need. Members receive requests for a wide range of medical products to support their health programs, fulfill requests from in-country partners and respond to humanitarian emergencies. When sufficient product donations are not available members must purchase products to fill the gap. Cash donations from PQMD members and non-members were used by 60% of the NGO members to purchase additional products in 2007.

The products most requested remains consistent from year to year.

Table 4

2007	2006	2005
1. Antibiotics	1. Antibiotics	1. Antibiotics
2. Vitamins	2. Vitamins	2. Analgesics
3. Analgesics	3. Analgesics	3. Vitamins
4. Respiratory	4. Respiratory	4. Respiratory
5. Vaccines	5. Vaccines & Cardiovascular	5. Anti-inflammatory

**Humanitarian Emergencies** - The percentage of donations committed to emergencies has gone down each year as donations to the Tsunami and other emergencies are now classified as ongoing programs. In the case of humanitarian emergencies, specialized products are needed to prevent disease and dehydration or to restock pharmacies and clinics.

Table 5

	2007	2006	2005
Emergencies	4.94%	10.50%	12.80%
Programs/Development	95.06%	89.50%	85.20%

**Distribution** - The geographic pattern of member donations has remained relatively unchanged over the past three years. The key exception is 2005 when a many members shipped to South East Asia in response to the Tsunami.

Table 6

Number of PQMD NGO's shipping to various regions	2007	2006	2005
Africa	10	10	11
The America's, excluding the USA	9	9	9
South East Asia	9	8	11
Eastern Mediterranean	8	7	7
Western Pacific	9	7	8
Europe	8	5	3

For additional information please contact visit [www.PQMD.org](http://www.PQMD.org) or contact Sara Christopherson, Director, Programs & Communications, [schristopherson@pqmd.org](mailto:schristopherson@pqmd.org), (571) 312-0933