



HIV Factsheet 2022

Catalyzing the HIVST KIT market in Kenya

Awareness of one's HIV status is critical to facilitate timely entry into lifelong care and ART if the individual tests HIV positive, if the individual tests negative preventive messaging can be reinforced to minimize possibility of HIV acquisition. In order to eliminate barriers associated with access to conventional HIV testing services, WHO introduced the use of HIVST kits, an innovation that Kenya has been implementing since July 2016.

In Kenya, 27.5% of men aged 15 to 64 living with HIV do not know their status compared to 17.3% among their female counterparts (KENPHIA, 2018).. In an endeavor to reach UNAIDS 95-95-95 targets, PS Kenya's HIV Self-testing Challenge Fund Project funded by Children's Investment Fund Foundation (CIFF) and Elton John AIDS Foundation, was supporting the Ministry of Health to distribute HIVST kits in Kenya.

The project's specific objectives included:

- To optimize distribution and linkage models in the public and private sector that increase uptake of HIVST among at-risk men 20-34.
- To create a sustainable supply of HIVST kits that are conveniently available and accessible for those in need.
- To create an enabling environment for HIVST scale up and sustainability.

The project targeted young men aged 20 to 34 years through community-based hotspots, male dominated workplaces and

pharmacies. The implementation counties were Nairobi, Kiambu and Kisumu for community hotspot and workplace distribution, while distribution through community pharmacies took place in Nairobi, Mombasa, Kisumu, Kiambu and Nakuru Counties.

Since the project was geared to catalyze the HIVST market, four brands of test kits were distributed as follows: 3 that were blood-based kits (Insti, Sure Check and Mylan) and 1 oral fluid-based kits (OraQuick).

At the peak of the COVID-19 pandemic, some innovations were deployed to ensure continued distribution in workplaces. These included use of vending machines to staff working in supermarkets and manufacturing industries as well as online purchasing through virtual platforms to minimize human-human interaction.

After the launch of vending machines in February 2021, the project collaborated with Public Health Officers to map male dominated companies.

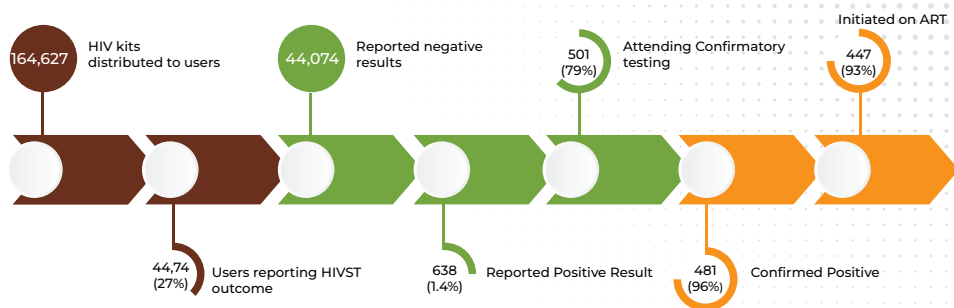
Project Performance

- A total of 305,263 kits distributed that is 125% of overall project distribution targets. 77% of the kits were distributed to men against a target of 70%.
- Pharmacy and community hotspot distribution models surpassed targets while workplace model achieved 90% of its target. This could be attributed to reduced price, pharmacy in-store activations, revamped chukua-selfie marketing and onboarding of three online platforms

- In collaboration with Ministry of Health, manufacturers and distributors, the project successfully introduced four HIVST kit brands in the market.
- Majority of kits distributed 181,477 (60%) were OraQuick, 62,203 (20%) were INSTI, 59,266 (19%) were Sure Check and 2,317 (1%) was Mylan.

The project employed human centered design, tested and scaled-up client support systems, encouraging onsite testing (and reporting). In addition, the project offered options for off-site follow-up using WhatsApp for Business (Aviro Pocket Clinic), SMS and phone calls in order to enhance counselling use supporting and reporting of results. Through the systems 88,677 clients reported HIV Self Testing Results which is 60% of those who opted in for post-test support, out of which 1,424 (1.6%) reported positive results and 845 (59%) reported linking to ART denominator being all clients with HIV positive results whether confirmed or not. However, following national guidelines linkage of clients confirmed to have HIV positive results was 89%.

HIVST Uptake and Linkage Data



Leveraging Partnerships for the Scale up of HIVST Kits Distribution

PS Kenya's HIV self-testing Challenge Fund project's goal is to complement MOH efforts to reach the country 95-95-95 targets by developing and catalyzing the market for HIV self-testing (HIVST) kits with a focus on at-risk men, and increasing their HIV status awareness. The project collaborated with various stakeholders to reach men 20-34 years with HIV self-testing services through pharmacies, workplaces as well as in the community hotspots in order to remove barriers to access for conventional HIV testing services.

The project staff worked in partnership with the CHMTs in the three counties where it was being implemented i.e. Kisumu, Nairobi and Kiambu. At inception, the project conducted county entry meetings and sub county entry meetings with an objective of familiarizing the respective focal MO H program with the scope of the project, develop partnerships and get buy-in for smooth running of the project.

During project implementation the County Health Management Teams and Subcounty Health Management Teams were involved in joint supportive supervision during HIVST kits distribution outreaches conducted by CBOs. The County laboratory team helped in carrying out of quality assurance exercise on the HIVST Kits to ensure delivery of accurate results as stipulated in the HTS guidelines. The project team held quarterly data review meetings with the CHMTs to review progress, identify gaps and develop targeted action plans with tracking results thereafter. This led to distribution of 305,263 HIVST kits an achievement of 125% of project 244,210 targets

As a result of the partnership with the CHMTs, on 13th February 2021 we witnessed public private partnership that saw Nairobi Metropolitan Services (NMS), Naivas Supermarkets and PS Kenya jointly launch the use of vending machines in workplaces to dispense HIVST kits.

Before the launch of the vending machine, peer educators were selected and trained by the NMS HIV sub county unit so as to ensure all the myths and misconceptions of HIV and HIVST were addressed. Additionally, engagement with the NMS team facilitated entry into workplaces and supported the mapping of workplaces for HIVST outreaches yielding 153% achievement against the targets in year two compared to 11% in Year 1 when the mapping was done directly by the project.



Vending Machine launch at Naivas Supermarkets