

## HOW VACCINES ARE FINANCED

Barriers you may encounter from decision makers	Possible responses from you and your partners	Develop your own responses and key messages
<p>“Our finances are tight - there is no more funding available in this budget for vaccines or immunisation.”</p> <p>“We have more pressing health issues such as malaria and AIDS.”</p> <p>“Vaccines and immunisation are not a priority in our budget or on our national agenda.</p> <p>“New vaccines are too expensive. We just can’t afford them.”</p>	<p>Be clear about what funding you are asking for: How much do you need, for what purpose? What are the issues or problems that need to be addressed through funding?</p> <p>Present them with up-to-date information on of the disease burden of vaccine-preventable diseases, immunisation and/or new vaccines to be introduced. Know your facts and make sure you know how to convey them in a simple way.</p> <p>Present the financial details of your country’s current financial support for vaccines and immunisation, and, if it helps, compare it to neighbouring countries’ budget levels</p> <p>Remind them of national and international goals that your country has committed itself to and of strategies in which immunisation plays a part. (See links to MDGs, GVAP and Gavi in Resources)</p> <p>Use your data to show cost-effectiveness – illustrate costs of action compared to costs of inaction the socioeconomic returns which immunisation represents. (see Cost-effectiveness calculators in Resources.)</p> <p>Present immunisation as an investment rather than just a cost. Talk to them about the value of immunisation – the need to ensure the health of the next generation. (See the “Value of Vaccines” messages and links in Resources)</p> <p>Try to reach all relevant decision-makers and influencers.</p>	

**NOTES:**

# advocacy for immunisation

## WORKSHEET 4/THINK MODULE

PAGE 2 OUT OF 2

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<p>"We already pay/co-pay with Gavi for vaccines. What more do you want?"</p>	<p>Explain the value of each element of the immunisation system: strong supply chains, adequate healthcare workers and clinics, demand-generation and reliable data.</p> <p>Stress the fact that just one weak link can jeopardize the success of the entire immunisation system, and put coverage rates at risk.</p>	
<p>"We have national coverage rates above 80%. We don't need to spend more on immunisation."</p>	<p>Make them aware of regions or areas of under-/un-immunised groups in the country, and the importance of reaching every child.</p> <p>Present and illustrate examples (from your own or other countries) where coverage dropped and diseases broke out.</p> <p>Explain the threat of rates dropping in the future if funding is not sustained.</p>	
<p>"We have funding from Gavi (or other donors). We don't need to worry about financing vaccines and immunisation."</p>	<p>Explain Gavi's co-financing policy, and where your country sits. Emphasise the importance of planning for post-Gavi funding now. (See link to Gavi co-financing in Resources)</p> <p>Discuss ideas for alternative sourcing of funding for immunisation and vaccines (other donors, private sector, etc.) (See link to the World Bank Financing Toolkit in Resources)</p>	
<p>"I have heard that vaccines are dangerous, can cause illness or death, and are not effective. Why would we spend money on that?"</p>	<p>Raise their trust in and their support for immunisation.</p> <p>Provide the correct answers to difficult questions – in layman terms.</p> <p>Direct them to trustworthy sources of information, e.g. the Vaccine Safety Net.</p>	

### NOTES: