HIV VIRAL LOAD TESTING
OPERATIONAL GUIDE

60 LESSONS
LEARNED FROM
THE OPP-ERA PROJECT
From its inception, the OPP-ERA project was part of the global strategy to respond to HIV/AIDS, especially to help achieve the 3rd goal of the “90-90-90”, i.e. 90% of all people receiving antiretroviral treatment have viral suppression. An undetectable viral load is a guarantee of effective treatment and non-transmission of the virus and is therefore crucial.

Unitaid played a pioneering role from 2012 in introducing viral load measurement in Africa by funding several innovative projects, including OPP-ERA which has been implemented in four countries of Francophone Africa, namely the Republics of Burundi, Cameroon, Côte d’Ivoire and Guinea. The project was led by a French consortium, in collaboration with the health authorities and partner associations of the four countries.

Increasing access to viral load measurement and raising laboratories’ standards to the minimum standards of quality of Molecular Biology, both in terms of health staff training and the organization of sites, was a lengthy process. These 4 countries are now ready to roll out viral load testing on a large scale. For people living with HIV, it means increased access to viral load testing and treatment follow-up.

In this context, it seemed necessary to make this Guide available for viral load testing implementation, as well as a comprehensive toolkit available in French on viral load testing implementation.

Unitaid is very proud to have supported the development of these materials, the result of six years of project and field experience in Francophone Africa. These materials are essential for all players trying to improve access to viral load measurement in their country.

Lelio Marmora,
Executive Director, Unitaid - which supported the project from 2013 to 2019

"In order to implement HIV viral load testing, the only choice of a technical solution is not sufficient. The conditions needed for its realization in resource-limited countries also need to be created. This is what we wished to highlight in this Guide. We are proud to bring you our 60 lessons learned, for all the viral load testing stakeholders."

Louis Pizarro,
CEO, Solthis — which implemented the project in Guinea and led the project from 2010 to 2019

"The OPP-ERA project is a model of success of a translational research project: initiated by virologists and economists based on the results of their research, it helped build an innovative routine HIV viral load testing strategy and demonstrated its feasibility in resource-limited settings."

François Dabis,
Director, ANRS — in charge of the project’s scientific coordination

"The deployment of the OPP platforms in our countries of operation not only contributed to the decentralization of HIV viral load testing but also helped to get closer to reaching scaling-up objectives. The coexistence of open and integrated platforms in these countries, even in some sites, proved that they were complementary."

Antoine Peigney,
Director, Health Department, Expertise France — which implemented the project in Cameroon and in Côte d’Ivoire and led the project from 2013 to 2016

"This project has shown how relevant the commitment of civil society and community players, alongside the national authorities, was in the fight against HIV. The transition of the OPP-ERA project in the countries ensures a continuum of the viral load measurement activities, now included in national strategies."

Florence Thune,
Executive Director, Sidaction — which implemented the project in Burundi

"This project has shown how relevant the commitment of civil society and community players, alongside the national authorities, was in the fight against HIV. The transition of the OPP-ERA project in the countries ensures a continuum of the viral load measurement activities, now included in national strategies."

Antoine Peigney,
Director, Health Department, Expertise France — which implemented the project in Cameroon and in Côte d’Ivoire and led the project from 2013 to 2016
The situation has changed since HIV viral load testing was recommended in 2013 by WHO as the tool of choice for evaluating the efficacy of antiretroviral treatment, then selected by UNAIDS as the 3rd key indicator of the “90-90-90” strategy to end the HIV/AIDS epidemic. The test is now on the agenda of HIV/AIDS programs, but its effective access to West and Central Africa is still a challenge.

The purpose of this Guide is to share the richness of the experience gained over six years of implementation of the OPP-ERA project in four Francophone countries. This document is the result of collective reflection between the project’s coordination teams and the teams mobilized in the field, cross-examination between several disciplines and extensive synthesis work. Based on both successful and sometimes mixed experiences, and assuming that some achievements remain fragile, this Guide is intended both as a bridging tool after the transition in the project’s four partner countries, and as a constructive testimony for all the other players involved in HIV viral load testing operationalization.

The OPP-ERA project supported partners from the Republics of Burundi, Cameroon, Côte d’Ivoire and Guinea in the deployment of HIV viral load testing offer. This Guide starts with the presentation of the results of the OPP-ERA project in each of these countries. Eleven laboratories were opened in these countries, all equipped with OPP (open and polyvalent viral load platform, combining equipment and reagents that can be provided by several manufacturers, to perform viral load tests and diagnoses of various infectious agents).

Beyond the technical solution, viral load operationalization is based on a systemic approach including complementary links, presented in the five thematic chapters of this Guide.

- **The national strategy** addresses issues of governance, stakeholder coordination, the creation and consolidation of viral load testing offer and demand, and the production of data informing the programmatic and clinical levels.

- **In the laboratory**, the quality requirement is high as the results can influence patient care. To achieve this, the focus must be on training and coaching staff, organizing the activities in the laboratories and achieving quality standards through the implementation of Good Laboratory Practices.

- **The procurement and supply** includes needs estimation as well as procurement and inventory management for each laboratory product to ensure continued availability. It presents logistical challenges, including cold chain and maintenance management, all issues that are aggravated in weakened health systems. The skills required are also very specific.

- **In terms of patient care**, after focusing on the prescription of HIV viral load testing, which is an essential first step, it is now urgent to strengthen the use of the results. In the case of virological success, it ensures regular monitoring of treatment effectiveness. In the case of virological failure, the use of the results makes it possible to adjust management of each patient and to slow the development of resistance.

- **Finally, the economy** sheds additional light. The observation of the widening and diversification of technical solutions gives hope for access to viral load testing for a larger number of patients. The full cost analyses that we conducted for viral load testing and waste management help inform programmatic decisions.

Today, the challenges of operationalization and perpetuation of viral load testing lies in the setting to music of this complex and multidisciplinary score. Everyone has a role to play. Strong leadership from the Ministries of Health, in line with national and international technical partners, and with adequate funding, will ensure that quality care becomes a reality for all people living with HIV.
The OPP-ERA project has been part of the global HIV/AIDS strategy from its inception, including the UNAIDS’ 90-90-90 target, and especially the “3rd 90” - reaching by 2020 the target of 90% of all people receiving antiretroviral treatment and having viral suppression.

Launched in 2013, the OPP-ERA project has thus helped to expand access to this key test in four countries in West and Central Africa.

This project was supported and funded by Unitaid, implemented by a consortium led by Solthis, in charge of operational coordination and implementation in the Republic of Guinea; the ANRS, as co-funder and in charge of the scientific direction; Expertise France, in charge of the implementation of the project in the Republics of Cameroon and Côte d’Ivoire; and Sidaction in the Republic of Burundi.

In each country, the project was carried out in close collaboration with the Ministries of Health and the National HIV/AIDS Programs, the HIV care units, the laboratories and the partners from the civil society.

The OPP-ERA project has helped to establish HIV viral load testing in the Republics of Guinea, Cameroon, Côte d’Ivoire, and Burundi.
**REPUBLIC OF BURUNDI**

3 LABORATORIES OPENED AND 1 SET UP:

1. ANSS - National Association for the Support of HIV-positive and AIDS patients, Bujumbura / opened in 2014.
3. CHUK - Kamenge University Hospital Bujumbura / opened in September 2018.

**THE TRANSITION OF THE OPP-ERA PROJECT IN THE REPUBLIC OF BURUNDI**

After more than five years of operation, Sidaction concluded the OPP-ERA project in July 2019, giving way to a national strategy for scaling up viral load testing, which is currently being developed.

The transition from the OPP-ERA project to the PNLS/IST (National AIDS and IST control program), in collaboration with the Global Fund, ensures a continuum of activities on the OPP platforms and contributes to the achievement of the “3rd 90” target set by UNAIDS.

Number of people living with HIV on antiretroviral treatment: **68,012**
Source: National AIDS and IST control program (PNLS/IST), June 2019

Number of HIV-1 viral load tests performed as part of the OPP-ERA project (cumulative data from 2014 to 2019)

Ratio of viral load tests performed on OPP on all viral loads at national level between 2016 and 2019

Average virological success rate between 2016 and 2019: **89%**

"ANSS, the leading community association in the care of PLHIV, has become the first associative laboratory to perform viral load testing in Burundi and, thanks to its professionalism, has opened the way to the establishment of 3 other laboratories in hospitals. Thanks to the OPP-ERA project, the staff and patients, the quality of the increasing offer of viral load testing is high."

Angéline Inamahoro,
OPP-ERA project supervisor in the Republic of Burundi

**REPUBLIC OF CAMEROON**

4 LABORATORIES OPENED:

4. Regional Hospital of Bertoua / opened in February 2019.

**THE TRANSITION OF THE OPP-ERA PROJECT IN THE REPUBLIC OF CAMEROON**

The transition of the OPP-ERA project will be led by the CNLS, with the support of Expertise France. It is the subject of a specific plan, written in close collaboration with the Ministry of Health and its various directorates as part of participatory workshops. Procurement, demand consolidation and generation, as well as laboratory activities are all included in this plan. The procurement of OPP products will be done through the CNLS via the Global Fund HIV grant.

Number of people living with HIV on antiretroviral treatment: **302,822**
Source: National Committee to Fight AIDS (CNLS), June 2019

Number of HIV-1 viral load tests performed as part of the OPP-ERA project (cumulative data from 2014 to 2019)

Ratio of viral load tests performed on OPP on all viral loads at national level between 2016 and 2019

Average virological success rate between 2016 and 2019: **81%**

"The OPP-ERA project was introduced in Cameroon at the right time: it laid the foundations and contributed to decision-making about setting up the viral load testing as a test of choice for routine monitoring of treatment effectiveness. It also helped create demand by training physicians, investing in the sample circuit, and reducing the turn-around time to the patients."

Dr Marinette C. Ngo Nemb Epse Tchato,
Public Health Doctor,
Head of the Support Section for the Health Sector, CNLS, Republic of Cameroon
REPUBLIC OF GUINEA

2 LABORATORIES OPENED AND 1 SET UP:

2. Donka Hospital, Conakry / opened in 2014.
3. Regional Hospital Center of Daloa / preparation for opening at the end of 2019.

Number of people living with HIV on antiretroviral treatment: 268,894
Source: National AIDS Control Program (PNLS), June 2019

THE TRANSITION OF THE OPP-ERA PROJECT IN THE REPUBLIC OF GUINEA

Most of the activities of the OPP-ERA project have already been taken over by the main partner, PNLSH, especially the supply of the necessary products via the Global Fund. The implementation of the transition plan at the end of 2017, with Solthis’ support, led to the creation of a Working Group on the 3rd 90, gathering all the viral load stakeholders, and the production of a 4-year operational plan of action for scaling-up HIV viral load testing.

“We have been careful to list activities that will ensure the sustainability of the OPP-ERA project as part of the Global Fund grant. This will allow us to establish all the mechanisms required to ensure continued viral load measurement activity in the country, but also to pursue decentralization and scale up as much as possible.”

Dr Youssouf Keita,
National Coordinator, PNLSH, Republic of Guinea

Average virological success rate between 2016 and 2019: 78%

REPUBLIC OF CÔTE D’IVOIRE

2 LABORATORIES OPENED AND 1 SET UP:

1. CeDRs - Diagnosis and Research Centre on AIDS and other opportunistic diseases / opened in 2010, OPP-ERA support since 2014.
2. CePReF - Treatment Research and Training Centre, Abidjan / opened in 2014.
3. Regional Hospital Center of Daloa / preparation for opening at the end of 2019.

Number of people living with HIV on antiretroviral treatment: 50,664
Source: National AIDS and hepatitis Control Program (PNLSH), June 2019

The OPP-ERA project is being carried out under the leadership of the National AIDS Control Program (PNLS), supported by the various structures of the Ministry of Health and Public Hygiene. In practice, the priorities of this transition, discussed with Expertise France, are to pursue staff reinforcement (laboratory, clinical, community staff) and supply of products required to operate on OPP platforms, by the national stakeholder via the Global Fund.

“Today, the routine free viral load testing is a reality in Côte d’ivoire, and the country is fully committed to eliminating AIDS by 2030. The OPP-ERA Project is firmly set in this approach and its implementation by Expertise France, especially through human resource training, construction and equipment of laboratories, undoubtedly contributed to achieving our common goal.”

Pr Bakary Soro Kountele Gona,
Director of Cabinet of the Minister of Health and Public Hygiene, Republic of Côte d’Ivoire

Average virological success rate between 2016 and 2019: 79%
The issue of access to HIV viral load testing and the actions to be implemented far outweigh the choice of laboratory equipment. Access to viral load testing must be considered through an ambitious and rewarding approach of capacity building and quality requirements. Coordinated by the various stakeholders, such as governance bodies, laboratories, HIV care units, procurement and supply departments, as well as by patients and the civil society, this approach contributes to the success of operationalization of HIV viral load testing program.
DEVELOP A NATIONAL HIV VIRAL LOAD TESTING STRATEGY

**Lesson learnt No**

The development of a national strategy for accessing and scaling up viral load testing, with a sequential operational plan, helps to define a common vision and targeted objectives with all stakeholders. Close activity monitoring and setting up of indicators for programmatic monitoring then stem from this national strategy. (Fig. No 1)

**Programmatic consideration**

- Anticipate that the introduction of the HIV viral load testing necessarily implies the adoption of national recommendations, the training of laboratory and staff from the HIV care units (especially in the management of virological failures), the reorganization of health care channels (especially to reinforce the provision of adherence support) and the provision of laboratory products and new therapeutic lines.

**Phase 1 : planning**
- Policies and Leadership
- Harmonization
- Algorithm
- Mapping and Forecasting
- Access Capacity
- Costing
- Specimen
- Equipment selection
- Equipment Procurement

**Phase 2 : scale up**
- Phase In
- Human Resources
- Training and Supervision
- Quality Management System

**Phase 3 : sustainability**
- Partner Harmonization
- M&E
- Data Collection
- Training and supervision
- Operational Research

**Programmatic consideration**

- Proceed in stages in terms of operationalization of the national strategy and resist the temptation to respond to the access issue by simply deploying viral load measurement equipment, useless if the other conditions are not met. Access to viral load is a necessary tool to improve patient care and is not a goal in itself.

The national strategy integrates both a mapping of the existing supply at national level and a reflection on demand creation or consolidation, including within the framework of the decentralization. The focus is often more on supply through ambitious quantitative targets (number of HIV viral load tests), while a more global approach allows for better consideration of all dimensions to improve access to viral load testing. (Fig. No 2)

**Figure No 1 : Technical and operational considerations for the implementation of HIV viral load testing**

(From WHO - Technical and Operational Considerations for Implementing HIV Viral Load Testing - Interim Technical Update July 2014)

**Figure No 2 : Global approach used in the OPP-ERA project to establish favorable conditions for HIV viral load testing in health systems**
ESTABLISH A ROBUST NATIONAL LEADERSHIP AND COORDINATE PARTNERS

Lesson learnt No 03

Strong national leadership is essential to optimize available resources, steer the multiple actions needed to consolidate and expand access to HIV viral load testing country-wide and find solutions to challenges encountered. The steering of a national viral load testing program requires the involvement of the various stakeholders (governance bodies, laboratories, HIV care units, procurement and supply departments, patients and civil society), but also the country’s technical and financial partners. Regular interactions facilitate the resolution of certain issues in a field which is finally very “technical” and allows to foster the commitment of all parties.

Programmatic consideration

→ Coordinate projects funded by various donors and implemented by various operators to ensure complementarity in support of national strategy implementation.

Lesson learnt No 04

During annual programming (or as part of the Global Fund grant applications), realistic and achievable targets should be defined. Scaling up of HIV viral load testing programs is still a real challenge and can only be considered step by step.

→ Involve the National Directorates of Laboratories of the Ministry of Health in coordinating the scaling up of HIV viral load testing.
→ Establish a technical group that regularly brings together all players involved in activities related to viral load testing under the auspices of the Ministry of Health, intended to play a central role in the governance of the “HIV viral load testing” or “3rd 90” program.

Targets for access to HIV viral load should take into account the capacity of the laboratories (equipment and trained staff).
Lesson learnt No 16

The organization of HIV viral load testing campaigns is often considered as a simple solution to perform a large number of viral load tests. However, it leads to significant workload variation in laboratories that disrupts their operations and generally significantly slows down the turn-around time. (Fig. No 4)

Programmatic consideration

- Schedule viral load testing monitoring within 3 to 6 months for patients facing virological failure, when organizing viral load testing campaigns in areas where access is non-existent.
- Foster an approach focused on the quality indicators of viral load testing (especially turn-around time) on the one hand, and on the clinical use of the viral load tests, on the other.

Databases installed in viral load testing laboratories could be used to provide the desired programmatic data (number of patients who benefited from viral load testing during the year, ratio of patients with suppressed viral load) as well as to inform the HIV care units, as it facilitates access to each patient’s full medical history.

Completeness of laboratory databases is an issue: too little data is generally usable.

Tip

- The information to be collected through the HIV viral load testing application forms should be limited in number.
- Laboratory databases are not intended to replace clinical databases.

Provide programmatic and clinical data with the establishment of an health information system

Lesson learnt No 27

Databases installed in viral load testing laboratories could be used to provide the desired programmatic data (number of patients who benefited from viral load testing during the year, ratio of patients with suppressed viral load) as well as to inform the HIV care units, as it facilitates access to each patient’s full medical history.

Completeness of laboratory databases is an issue: too little data is generally usable.

Programmatic consideration

- Coordinate the various players involved in defining the data to be collected, providing the necessary tools for this collection, as well as for the exploitation of this data.
- Recruit staff with advanced computer skills to ensure database maintenance.
- Ensure that there is enough time for data entry, if possible with dedicated data clerks, and that the laboratory is supported by a data manager.
- Educate the staff in charge of filling in the collection tools about the importance of quality data (for patients and prescribers, and to improve programmatic decisions).
- Ensure that the data entry is carried out simultaneously with testing, so as not create delay the turn-around time.
- Integrate viral load testing data collection into pre-existing laboratory information management systems (LIMS).

Online toolkit in French

- Base de données laboratoire du projet OPP-ERA
- Manuel d’utilisation de la Base de données laboratoire du projet OPP-ERA
HIV VIRAL LOAD TESTING OPERATIONAL GUIDE

Lesson learnt No 1

An effective viral load test offer means that operational laboratories should be available (adequate infrastructure, operational equipment, continuous availability of laboratory products, trained laboratory staff, etc. (Cf. Laboratory section) and that appropriate and effective patient sample (blood samples) collection channels are defined and set up.

Lesson learnt No 2

It may be useful to have several types of equipment without complicating too much the equipment management. Indeed, this makes it possible to meet different types of needs (in particular from a quantitative point of view), but also to have an alternative in case of immobilization of equipment, an unfortunately common situation.

Lesson learnt No 3

The essential link that is sample transportation from HIV care units to the laboratory is still underestimated, sometimes relegated to the patients themselves, or entrusted to associations or NGOs, even though this activity is key to scale up and its cost remains low. (Fig No 5)

Programmatic consideration

Tip

- Whenever possible, pool the sample collection circuits for better cost-effectiveness between national programs (especially between HIV/AIDS and Tuberculosis programs, for example) and/or the various HIV viral load testing projects.
- Coordinate the various circuits to ensure complementarity and avoid the recovery of some of them by counterparts willing to quickly achieve high quantitative objectives.
- Integrate the costs associated with the collection/transportation sample circuits, essential for the activities, as eligible for funding.
- Where possible, structure the sample collection and transportation circuits in parallel with the circuits for results delivery (in order to use the same circuits in the opposite direction).
- Ensure that the people responsible for the different steps are identified and trained (collection, storage, transportation, reception) so that the patient sample collection circuits operate.

Online toolkit in French

- Options pour le choix des prestataires de services pour les circuits de collecte des échantillons
- Modèles de circuits de collecte des échantillons et de rendu de résultats

<table>
<thead>
<tr>
<th>Case No1</th>
<th>Case No2</th>
<th>Case No3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sampling location</strong></td>
<td>Clinic or laboratory</td>
<td>Clinic or laboratory of the HIV care unit</td>
</tr>
<tr>
<td><strong>Pretreatment of samples</strong></td>
<td>No</td>
<td>Yes (plasma separation)</td>
</tr>
<tr>
<td><strong>Samples Intermediate storage location</strong></td>
<td>—</td>
<td>Clinic or laboratory of the HIV care unit</td>
</tr>
<tr>
<td><strong>Intermediate shelf life before transfer to the laboratory</strong></td>
<td>Blood sample: 24h at room temperature</td>
<td>Plasma: 5 days at 4°C</td>
</tr>
<tr>
<td><strong>Frequency of sample transfer to the laboratory</strong></td>
<td>Daily</td>
<td>Once a week</td>
</tr>
<tr>
<td><strong>Indication</strong></td>
<td>Laboratory and clinic on the same site</td>
<td>Remote laboratory and clinic</td>
</tr>
</tbody>
</table>

Figure No 5: Examples of delivery of samples to the laboratory based on the sampling location, experimented in the OPP-ERA project (HIV viral load test on plasma)

- Case No1: Clinic or laboratory
- Case No2: Clinic or laboratory of the HIV care unit
- Case No3: Relay clinic or laboratory
**CONSOLIDATE HIV VIRAL LOAD DEMAND**

**Lesson learnt No 1**
Prescribers, patients and patient associations/community based organizations are the drivers of demand.

Information and education of patients on the benefits of viral load test follow up, through health education measures and mobilization of PLHIV associations, seem key.

Such education facilitates a better understanding by patients of their care and better adherence to antiretroviral treatment.

On the one hand, clinicians must be trained to prescribe the HIV viral load exam and to use the viral load results (cf. Patient care section) and, on the other hand, be informed of exam availability and of laboratory sample collection and delivery procedures.

**Programmatic consideration**

→ From the moment when the test is available to patients, adapt the usual awareness messages and tools to incorporate the use of viral load testing and train the caregivers/partners to promote viral load testing.

→ Within the national HIV/AIDS program, identify the contact person in charge of the HIV care units monitoring, who is capable of supporting the prescription of viral load testing and facilitating issue resolution by regular site visits.

→ Support clinicians to use HIV viral load testing (training and tutoring) to improve patient care quality.

→ Use databases to identify sites and prescribers to prioritize in terms of support needed.

**Lesson learnt No 2**

The delivery of results from the laboratory to the HIV care units and their different clinical services can be organized in various ways: information can be sent directly to the clinician; patients may be asked to get their results from the laboratory; an SMS delivery system could also be considered. In any case, it is essential that the results reach both the clinician and the patient.

When the test results arrive at the HIV care units, they must each be integrated into the corresponding patient records. The laboratory can then be sent a reminder in case of missing results, which then allows for the use and notification of the results to the patient at their next consultation, and finally clinical decision-making. (Fig. No 6)

While the OPP-ERA project has not always managed to make turn-around time optimal, it seems at least essential that high viral loads (> 1000 copies/mL) can be easily identified, and that patient care adapted to this situation can be arranged as early as possible.

**Tip**

→ When defining indicators, bear in mind that the turn-around time at the laboratory differs from the turn-around time of the prescriber and then to the patient.

→ Set up computerized databases in laboratories, useful because it allows one to publish the list of patients with virological failure and to regularly transmit it to the clinical site.

→ Delivering the results within an acceptable timeframe should be one of the quality targets of the laboratory: the prescriber can then have the results at the consultation following viral load testing prescription, especially when a follow-up viral load testing is expected (Fig. No 7).

→ Set up warning systems to quickly identify patients whose HIV viral load results have been received and those requiring adequate care (use of a registry to identify patients with virological failure).

**Programmatic consideration**

→ Delivering the results within an acceptable timeframe should be one of the quality targets of the laboratory: the prescriber can then have the results at the consultation following viral load testing prescription, especially when a follow-up viral load testing is expected (Fig. No 7).

→ Set up warning systems to quickly identify patients whose HIV viral load results have been received and those requiring adequate care (use of a registry to identify patients with virological failure).

→ Outil de mobilisation pour les patients pour la charge virale en Guinée

→ Formulaire de demande de test de charge virale

→ Modèle de rendu de résultat indétectable

→ Modèle de rendu de résultat détectable inférieur à 1000 copies/mL

→ Modèle de rendu de résultat détectable supérieur ou égal à 1000 copies/mL

→ Modèle de rendu de résultat invalide
A number of prerequisites is necessary for HIV viral load testing laboratories to be operational, regardless of the technique used. The establishment of a dedicated laboratory, built according to the standards of Molecular Biology, continuous training and empowerment of laboratory technicians, organization of activities and implementation of Good Laboratory Practices (GLP) guarantee the quality of the results delivered to the patient.

In the scaling up, the success of the HIV viral load testing activity at national level depends on the integration of the laboratories and their staff at all decision-making levels.
The establishment of a Laboratory of Molecular Biology (LMB) is based on a complete preliminary assessment of its environment:

- At the level of the existing structure or laboratory:
  - Equipment maintenance and repair
  - Products and cold chain management
  - Sampling management
  - Data and information management
  - Quality assurance, hygiene and biosafety
- At the level of the new LMB to set up:
  - Permanent availability of water and electricity
  - Premises layout and overall condition
  - Inventory of existing laboratory equipment
  - Expected volume of activity
  - Human resources assigned to the laboratory and their availability for this new activity.

Laboratory design and close monitoring of installations require various competencies:

- a laboratory expert, specialized in LMB, to propose suitable layout of the premises (e.g. separation of the pre- and post-amplification areas, respect of the “forward flow” principle),
- an engineer specialized in health/laboratory structure to ensure the conformity of the installations (e.g. hermetically insulated rooms, covering of the walls, specificities of the benches),
- an electrician to ensure that the electrical installation will meet the needs of the laboratory (cf. Procurement section).

(Fig. No 8)

Tip

- Provide a total surface area of at least 60 m² to set up a laboratory performing HIV viral load testing on OPP.

Programmatic consideration

- Use the competencies already existing in the country (at the level of the reference centers for example).
- Provide major investment for infrastructure upgrades ahead of the opening of the laboratory, then for their maintenance, in order to ensure activities' sustainability. Integrate this key budget into the financing plans.

Online toolkit in French

- grille d'évaluation et plan d'action : mise en place de laboratoires de biologie moléculaire réalisant des tests de charge virale VIH
- exemples - plans de laboratoire de biologie moléculaire
**TRAIN AND SUPPORT LABORATORY STAFF**

**Lesson learnt No 15**

The identification of the laboratory team dedicated to the HIV viral load testing activity (biologists, technicians, data clerks) and of its actual availability makes it possible to set realistic activity objectives and ensures the quality of the tests within acceptable turn-around times.

**Tip**

- Ensure that the structure’s management develops an organizational chart that clearly defines the functional organizational and hierarchical links within the HIV viral load testing laboratory.
- Consider the time dedicated to external activities (e.g., teaching, participation in training and/or workshops) in the calculation of actual staff availability.
- Provide a data clerk as soon as the volume of laboratory activity exceeds 300 viral load tests per week.
- Define the weekly activity volume of the laboratory according to the accredited staff, and not trainees who are not a sustainable resource.

**Programmatic consideration**

- Recruit biologists for each laboratory, especially as part of the scaling up of HIV viral load testing activity.

**Lesson learnt No 14**

The presence of a biologist is highly recommended to guide and carry out HIV viral load testing activities: not only for results validation and interpretation (taking into account their clinical impact) but also for the organization and the management of the laboratory. This position is even more essential in a laboratory with a volume of activity greater than 200 viral load tests per week. (Fig. No 9 and 10)

**Tip**

- When it isn’t possible to recruit a biologist, set up a double technical validation system as well as laboratory supervision by a network of national, regional or international experts.

**Programmatic consideration**

- Establish a strategy for the retention of staff trained and certified to perform HIV viral load testing on the platform used in the laboratory, with regard to skills that are often highly specific compared to those of other laboratory services.

---

**Figure No 9: Ideal composition of the laboratory team according to the target volume of activity for optimal equipment use, based on the experience of the OPP-ERA project**

Capacities are expressed in number of HIV viral load tests per week (1 plate = 82 VL tests) * requires two different daily shifts for technicians.

<table>
<thead>
<tr>
<th>Staff and full-time equivalent dedicated to the VL activity</th>
<th>Maximum activity volume based on HR</th>
<th>Number of extractors</th>
<th>Theoretical maximum activity volume (according to the supplier) based on the number of extractors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biologists: 60% (Technicians: 0% Data clerks: 0%)</td>
<td>0%</td>
<td>82</td>
<td>164</td>
</tr>
<tr>
<td>Biologists: 10% (Technicians: 90% Data clerks: 0%)</td>
<td>100%</td>
<td>246</td>
<td>328</td>
</tr>
<tr>
<td>Biologists: 10% (Technicians: 90% Data clerks: 0%)</td>
<td>100%</td>
<td>410</td>
<td>615</td>
</tr>
</tbody>
</table>

* requires two different daily shifts for technicians

**Figure No 10: Examples of laboratory team compositions with adjustment recommendations to increase volumes of activities, based on the experience of the OPP-ERA project**

Capacities are expressed in number of HIV viral load tests per week (1 plate = 82 VL tests) * requires two different daily shifts for technicians.

<table>
<thead>
<tr>
<th>Laboratory 1</th>
<th>Laboratory 2</th>
<th>Laboratory 3</th>
<th>Laboratory 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff and full-time equivalent dedicated to the VL activity</td>
<td>Biologists: 60% (Technicians: 0% Data clerks: 0%)</td>
<td>Biologists: 10% (Technicians: 90% Data clerks: 0%)</td>
<td>Biologists: 0% (Technicians: 100% Data clerks: 100% trainee)</td>
</tr>
<tr>
<td>Number of extractors</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Maximum activity volume based on existing HR</td>
<td>82</td>
<td>246</td>
<td>328</td>
</tr>
<tr>
<td>HR adjustment recommendations</td>
<td>Recruit at least one full-time technician for routine activity, the biologist can then dedicate herself/himself to the validation and management of the laboratory</td>
<td>Increase to 50% the time of the biologist dedicated to the laboratory, have one of the technicians supporting the data clerk</td>
<td>Recruit a biologist (at least part-time) to maintain quality</td>
</tr>
<tr>
<td>Maximum activity volume if recommendations are followed</td>
<td>164</td>
<td>328</td>
<td>410</td>
</tr>
</tbody>
</table>

* requires two different daily shifts for technicians
A sequential, comprehensive and tailored staff training plan (defined after assessment of staff knowledge/skills) is to be planned prior to the opening of an LMB. The process is long-term (continuous training guaranteeing the sustainability of a quality routine activity).

Putting this plan into action led to the certification of 25 staff from the 11 laboratories supported by the project. The third-party organization that conducted the skills assessment assigned "referred" (12 individuals) or "competent and independent" (13 individuals) levels in performing HIV viral load testing on OPPs. At least two people were certified as "competent and independent" in each supported laboratory.

Lesson learnt No 18

As soon as a LMB is opened, regular assessment of the biologists and technicians' skills ensures their ability to carry out the activity or identify additional training needs. This assessment takes into account all the steps involved in viral load testing, from reception, recording and preparation of samples, sample analysis, to the recording and submission of results. Certification of biologists and technicians for HIV viral load testing happens at the end of the assessment process. (Fig. No 11)

Programmatic consideration

- Identify a national reference center for HIV viral load testing on OPP: this center is a laboratory where this technique is performed routinely, which may be different from the national reference laboratory, and which has a group of experts capable of conducting or supervising the training activities of other laboratories.
- Promote sub-regional collaboration between laboratories to create a community of practice.
- Provide a budget for all Figure 11 trainings, including national, regional or international travel as needed.

Online toolkit in French

- Mise en place de laboratoire de biologie moléculaire dans les pays à ressource limitée
- Extrait OMS - Considérations techniques et opérationnelles pour la mise en œuvre de la mesure de la charge virale du VIH
- Habilitation du personnel : 13 documents
- Outil de calcul des besoins en intrants pour la mesure de la charge virale du VIH sur plateformes ouvertes

Tip

- Anticipate that nearly 80% of the training time is dedicated to activities that "surround" the technical aspects of viral load testing and allow the routine operation of the laboratory, regardless of the HIV viral load testing equipment used: pre and post-testing phases, laboratory organization and management, quality assurance and sample traceability, GLP, hygiene and biosafety.
- Avoid being limited to the training offered by the suppliers, who solely focus on equipment use.

Lesson learnt No 19

Programmatic consideration

- Encourage the reference center to periodically support the skills assessment and staff certification process.

Figure No 11: Training of laboratory staff in carrying out HIV viral load testing on OPP: the OPP-ERA model
**ORGANIZE AND COORDINATE HIV VIRAL LOAD TESTING ACTIVITIES**

Lesson learnt No 32

The success of routine HIV viral load testing is based on optimal management and organization of activities at the laboratory, at the hosting facility and at country level. The organization of viral load testing at the laboratory level results in:

- Human resources management, including the distribution of tasks and the assignment of transversal roles (with identified focal points for inventory management, quality assurance, biosafety, database and communication with HIV care units),
- Weekly planning of activities for laboratory staff, taking into account activity volumes and organizational requirements related to the management of priority samples, compliance with the timeframe for HIV viral load testing in the laboratory, and the implementation of a quality approach,
- Close monitoring of inventory and equipment functionality, management of the premises (maintenance of air conditioners) and monitoring of the cold chain,
- Seamless communication with the HIV care units, including, inter alia, the biologist’s participation in clinical meetings to anticipate variations in the number of samples to be received, and, if necessary, to discuss the quality of samples and support clinicians in the interpretation of results. (Fig. No 12, 13 and 14)

**Programmatic consideration**

- Regarding reference centers, plan their involvement in the training and supervision of other viral load testing laboratories at the time of planning activities.

**Tip**

- Define and set up a priority sample management system (e.g. pregnant and/or breastfeeding women).

**Figure No 12: Viral load testing process - from reception of samples to results submission, based on the experience of the OPP-ERA project**

**PRE-TESTING PHASE**

1. Reception of samples at the laboratory
   - Rejection/acceptance of samples
   - Filling in of the non-compliance form in case of rejection
   - Identification of priority samples

2. Sample record
   - Allocation of the sample code
   - Recording in the paper register
   - Recording in the database

3. Pre-testing sample processing and freezing
   - Plasma aliquoting from whole blood
   - Filling in of the freezing form

**TESTING PHASE**

4. Extraction
   - Preparation of worksheets using the HIV Generic VL roadmap
   - Extraction from plasma

5. Amplification
   - Preparation of the amplification mix
   - Amplification of HIV RNA by RT - qPCR

6. Analysis and technical validation
   - Analysis and validation of each sample
   - Identification of the samples to be retested
   - Filling in of follow-up form and validation of HIV VL tests

7. Analysis and biological validation
   - Verification of the follow-up form and validation of HIV VL tests (double validation)
   - Consideration of the clinical impact at 1,000 copies / mL

8. Results recording and printing
   - Recording in the database and printing
   - Recording on the paper register

9. Final biological validation of the results and signature
   - Interpretation of the result at 1,000 copies / mL
   - Possible analysis of the results history already obtained in the laboratory for each patient
   - Verification of compliance of the result report sheet and signature

**POST-TESTING PHASE**

10. Results submission (at the HIV care unit)

11. Sample collection (plasma and/or whole blood)
### Figure No 13: Example of a typical weekly schedule for a laboratory that routinely handles 3 plates (246 viral load patient tests) per week with two full-time technicians and a part-time biologist, based on the experience of the OPP-ERA project

<table>
<thead>
<tr>
<th>Day</th>
<th>Technician A</th>
<th>Technician B</th>
<th>Biologist (50%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Monday</strong></td>
<td>AM</td>
<td>VL testing on 82 patient samples: preparation, extraction, amplification (plate 1)</td>
<td>Other activities * + preparation for Tuesday</td>
</tr>
<tr>
<td></td>
<td>PM</td>
<td>Receipt, pre-testing sample processing and entry into the database</td>
<td></td>
</tr>
<tr>
<td><strong>Tuesday</strong></td>
<td>AM</td>
<td>Interpretation and technical validation of plate 1, then entry, printing and verification of the results if double validation accepted + preparation for Wednesday</td>
<td>VL testing on 82 patient samples: preparation, extraction, amplification (plate 2)</td>
</tr>
<tr>
<td></td>
<td>PM</td>
<td>Double-validation, check and signature</td>
<td></td>
</tr>
<tr>
<td><strong>Wednesday</strong></td>
<td>AM</td>
<td>Interpretation and technical validation of plate 2, then entry, printing and verification of the results if double validation accepted</td>
<td>Double-validation, check and signature</td>
</tr>
<tr>
<td></td>
<td>PM</td>
<td>Receipt, pre-testing sample processing and entry into the database</td>
<td></td>
</tr>
<tr>
<td><strong>Thursday</strong></td>
<td>AM</td>
<td>Interpretation and technical validation of plate 3, then entry, printing and verification of the results if double validation accepted</td>
<td>Other activities *</td>
</tr>
<tr>
<td></td>
<td>PM</td>
<td>Other activities *</td>
<td>Double-validation, check and signature</td>
</tr>
<tr>
<td><strong>Friday</strong></td>
<td>AM</td>
<td>Weekly activity monitoring meeting between the biologist and the technicians</td>
<td></td>
</tr>
<tr>
<td></td>
<td>PM</td>
<td>Receipt, pre-testing sample processing and entry into the database</td>
<td>Laboratory organization and management</td>
</tr>
<tr>
<td><strong>Weekend</strong></td>
<td></td>
<td>+ laboratory clean up</td>
<td></td>
</tr>
</tbody>
</table>

* corresponds to the activities for which the focal points are responsible (e.g. inventory management, calls to HIVcare units, revision of protocols or internal laboratory audit)

### Lesson Learnt No 20

The organization of HIV viral load testing at the level of the structure hosting the laboratory results in:

- The involvement of its management team in the pre-opening stages of the laboratory, followed by monitoring and support of routine HIV viral load testing activities (e.g. HR management, electricity supply to ensure cold chain continuity).
- The participation of laboratory staff in the structure’s meetings,
- The integration of the HIV viral load testing laboratory in all the laboratory services of the structure to pool or centralize the systems for receiving samples, managing laboratory information and reporting results to the HIV care units. Large. (Fig No 14)

### Tip

- Have the laboratory expressing its requirements clearly and early, and ensure that the management of the structure does take it into consideration.
- Foster communication between the laboratory and the clinicians, to provide for a common understanding of expectations and raise awareness of laboratory staff on the impact of their work on patient care in order to guarantee a quality service to patients.

"The viral load laboratory has been very well received at the Bertoua Regional hospital where we have to manage a large number of people living with HIV. Before its opening, my role as head of the structure was to take ownership of the project and to activate everything necessary to solve the problems met daily."

Dr Hugette Claire Nguélé Meké, Director, Regional Hospital of Bertoua, Republic of Cameroon

"In Guinea, viral load testing emerged in the public sector thanks to the OPP-ERA project. At this point, almost all physicians could start prescribing viral load testing. At the beginning, they had difficulties understanding the tests' results. My participation in the various meetings helped them to understand for example the difference between the results presentation modes (log and copies) or the requirements for filling in the test application forms. Today, my cross-cutting involvement in all viral load activities makes me a resource person, capable to use this expertise in the meetings of the Technical Medical Committee and laboratory technical meetings of the National HIV/AIDS Program."

Penda Maladho Diallo, Head of the Molecular Biology Unit, National Institute of Public Health, Republic of Guinea
Lesson learnt No 21

The organization of viral load testing at the national laboratory level results in:

- The integration of the Laboratory of Molecular Biology (LMB) in the national network of laboratories
- The involvement of the laboratory staff in the technical committees’ decisions related to the HIV viral load activities, including:
  - Supply and inventory management, especially when defining activity targets for laboratories, selecting and quantifying products and monitoring equipment functionality.
  - Operational coordination of the HIV viral load activity, especially in the definition of sampling circuits and the organization of sampling campaigns. (Fig. No 14)

Programmatic consideration

- Involve the National Directorate of Laboratories as well as the reference center in the organization and monitoring of HIV viral load activity at national level.
- Ensure that HIV viral load laboratories are linked to the National HIV/AIDS Program, while being integrated into the national laboratory strategy (in order to limit the verticalization of activity) and into national technical groups such as PSM (Procurement and Supply chain Management) and HIV viral load testing groups.

Figure No 14: Integration of the laboratory and its staff to organize the activity at all decision-making levels, based on the OPP-ERA project experience
STRENGTHEN GOOD LABORATORY PRACTICES AND ENSURE TESTING QUALITY

Lesson learnt No 22

The strengthening of the Good Laboratory Practices (GLP) and the implementation of a quality assurance process make it possible to guarantee the quality of the tests in the Laboratory of Molecular Biology (LMB). Several tools and initiatives were thus set up under the OPP-ERA project, including:

- Traceability of the patient samples, at all stages, from receipt to results submission,
- Establishment of standard operating procedures and incident notification forms (essential for setting up a warning system),
- Weekly monitoring of laboratory activity indicators (e.g. number of samples received, number of valid tests performed),
- Weekly monitoring of the quality indicators (e.g. sample rejection rate, invalid results rate, no stock shortage or equipment failure, respect of turn-around times, results of internal quality control in tests),
- Competency assessment for the certification of biologists and technicians to perform HIV viral load testing,
- Quarterly formative supervision and regular mentoring by a laboratory expert,
- Participation in external quality audit (EQAs) through programs managed by the Center for Disease Control and Prevention (CDC), free in Africa (with a success rate of 100% for the OPP-ERA laboratories in 2019), Quality Control for Molecular Diagnostics (QCMD) and / or OneWorld Accuracy (1WA) (with a success rate of 73% in 2019).

- Implementation of the routine use of a Quality Control independent from the supplier. A proof of concept was conducted as part of the OPP-ERA project with NRL (a non-profit organization) to anticipate the future requirement of monitoring the quality of tests in biomedical laboratories.
- Conducting internal audits using the HIV viral load laboratory evaluation scorecard developed jointly by the World Health Organization (WHO), the African Society for Laboratory Medicine (ASLM) and the CDC. (Fig. No 15 and 16)

**Tip**

- Roll out a rigorous sample traceability system within the laboratory to limit the risk of false results.
- Establish optimal coordination of activities at the level of the laboratory, of the structure and of the laboratory networks carrying HIV viral load testing through monitoring of activity and quality indicators.
- Consider rejecting invalid samples or plates as a guarantee of reliability, all the more important in a context of increasing quality requirements within laboratories.

**Programmatic consideration**

- Provide a budget for participation in an external quality audit (EQA) program for all laboratories performing HIV viral load testing.
- Ensure that all laboratories performing viral load testing are enrolled in a continuous quality improvement program such as SLIP-TA (Stepwise Laboratory Improvement Processes Towards Accreditation).
- Identify a quality assurance manager in each structure (full-time activity, requiring specific skills and training) and a quality focal point in each laboratory department.
- Ensure that quality indicators related to business interruptions and equipment failures are properly monitored through the implementation of warning systems.
Infectious and chemical waste management involves a specific organization, with a focus on continuous/renewed efforts, especially from the opening of the laboratory. In the context of the OPP-ERA project, this topic was not taken into account from the time of establishment of the HIV viral load testing laboratories. In addition, the structure hosting the laboratory must organize and take charge of the cleaning, sterilization, waste management, and the training of the staff involved. In the implementation of standards and protocols, and the training of the staff involved.

Infectious and chemical waste management involves a specific organization, with the implementation of documentation / regulations. (Fig. No 17)

**Lesson learnt No** 5

HIV viral load testing requires handling potentially infectious samples. The training of all staff in biosafety is therefore essential from the opening of the laboratory. The implementation of biosafety management rules and of secured equipment remains a major issue and needs to be the focus of continuous/renewed efforts, especially in terms of staff training, risk management, and emergencies, and the implementation of documentation / regulations. (Fig. No 17)

**Lesson learnt No** 6

Biomedical waste management is a challenge in resource-limited countries. Uncollected and/or poorly treated waste can have serious consequences for the health of laboratory staff and the general population, as well as for the environment. In the context of the OPP-ERA project, this topic was not taken into account from the time of establishment of the HIV viral load testing laboratories. Infectious and chemical waste management involves a specific organization, with the implementation of standards and protocols, and the training of the staff involved. In addition, the structure hosting the laboratory must organize and take charge of the waste disposal, especially through the installation and maintenance of incinerator-type equipment.

---

**Figure No 15: Participation of OPP-ERA Laboratories in the EQA programs in 2018 and 2019**

<table>
<thead>
<tr>
<th>Year</th>
<th>CDC EQA (twice a year)</th>
<th>QCMD EQA (once a year)</th>
<th>CDC EQA (twice a year)</th>
<th>SIWA EQA (3 times a year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
<td>ongoing **</td>
</tr>
<tr>
<td>2019</td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
<td>ongoing **</td>
</tr>
</tbody>
</table>

**Lesson learnt No** 7

Biomedical waste management is a challenge in resource-limited countries. Uncollected and/or poorly treated waste can have serious consequences for the health of laboratory staff and the general population, as well as for the environment. In the context of the OPP-ERA project, this topic was not taken into account from the time of establishment of the HIV viral load testing laboratories. Infectious and chemical waste management involves a specific organization, with the implementation of standards and protocols, and the training of the staff involved. In addition, the structure hosting the laboratory must organize and take charge of the waste disposal, especially through the installation and maintenance of incinerator-type equipment.

---

**Figure No 17: Examples of Biosafety assessment results (before Biosafety training) of 4 OPP-ERA laboratories in very different contexts**

<table>
<thead>
<tr>
<th>Context</th>
<th>Reference laboratory, in a context of very limited resources, opened since 2014</th>
<th>Laboratory in a community center, opened since 2014</th>
<th>Laboratory of a university hospital in a capital city, opened in 2018</th>
<th>Decentralized laboratory with involved management team, opened 2019</th>
<th>Average of all OPP-ERA laboratories</th>
</tr>
</thead>
<tbody>
<tr>
<td>HIV viral load testing</td>
<td>39%</td>
<td>34%</td>
<td>58%</td>
<td>47%</td>
<td>37%</td>
</tr>
<tr>
<td>Biosecurity</td>
<td>98%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Other risks</td>
<td>8%</td>
<td>79%</td>
<td>100%</td>
<td>68%</td>
<td>68%</td>
</tr>
<tr>
<td>Risk management</td>
<td>61%</td>
<td>100%</td>
<td>64%</td>
<td>64%</td>
<td>64%</td>
</tr>
<tr>
<td>Emergencies</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>General score</td>
<td>61%</td>
<td>61%</td>
<td>61%</td>
<td>61%</td>
<td>61%</td>
</tr>
</tbody>
</table>

**Programmatic consideration**

- Carry out an inventory of waste management conditions in the structure before establishing a new Laboratory of Molecular Biology (LMB).
- Provide a budget for the management of laboratory waste, taking into account:
  - Before opening: the initial investment needed in infrastructure and equipment,
  - In the long term: the costs related to infrastructure and equipment, and the organization of the waste collection and disposal activity.

**Online toolkit in French**

- Habilitation du personnel: 13 documents
- Outil de validation des tests de charge virale HIV-1 et de suivi des indicateurs d’activité et de qualité
- Audit interne des laboratoires: 5 documents
- Biosécurité: 3 documents
- Outil d’évaluation des coûts de la gestion des déchets des tests de charge virale
STRENGTHS AND LIMITATIONS OF THE OPP PLATFORM: OPP-ERA’S EXPERIENCE WITH BIOCENTRIC REAGENTS

**Strengths**

- **Application**: the technique is adapted to WHO recommendations in the Central and West African contexts; detection limit (390 copies / mL) and very good quantification of HIV viruses - B, non-B and complex recombinants circulating in this region (Rouet F et al. 2007; Rouet F et al. 2011; Kerschberger B et al. 2018; Avettand-Fenoël V et al. 2019).

- **Flexibility**: an OPP can perform from 1 to more than 650 viral load tests per week, and is therefore suitable for different volumes of HIV-1 viral load testing activities and low to medium HIV prevalence settings.

- **Facility**: 250μL plasma is sufficient to quantify the HIV-1 viral load.

- **Activity continuity**: the installation of several compact extractors makes it possible to maintain basic activity in the event of the failure of one of them.

- **Robustness**: Semi-automatic extractors are more robust than highly mechanized fully automated systems that require more training, infrastructure, equipment and maintenance.

- **Capacity building**: the training of technicians in a Molecular Biology technique allows them to develop their skills and, in the long term, the establishment of a Molecular Biology expertise group in environments where it is rarely or never taught.

- **Manual validation of plates**: this allows laboratories to understand and analyze the results produced.

**Polyvalence**: can be considered:
- hepatitis B virus (HBV) viral load (Kania D, 2014; Castéra - Guy J et al. 2017),
- HIV-2 viral load (Avettand - Fenoël V et al. 2014; Ekouévi DK et al. 2015; Bertine M et al. 2017),
- HIV-1 viral load on DBS (Kerschberger B et al. 2019),
- tuberculosis detection (Obasanya J et al. 2017) and any other tests based on real-time PCR.

The effective implementation of routine polyvalence depends on the capacity of generic reagent suppliers to meet international quality requirements (e. g. CE marking, WHO prequalification).

**Limitations**

- **Intensive training**: the technique requires more training and skills from technicians and biologists due to manual plates validation.

- **Manual pipetting**: the test consists of several manual steps, requiring good pipetting skills and the use of calibrated equipment to limit the risk of error.

- **Negative temperature storage**: the storage of amplification reagents between -18°C and -30°C is a constraint.

- **Laboratory layout**: pre- and post-amplification zones must be separated, and the mix preparation zone isolated.

- **Variant detection**: HIV-1 viruses of the rarer groups N, O and P are not correctly detected and amplified.

- **Multiplicity of suppliers**: procurement from various reagent and equipment suppliers makes purchasing and maintenance more complex.

What I particularly appreciate about the OPP platform is that it gives fewer error messages than our integrated platform, generating fewer technical failures and fewer repetitions, and leaves the technician in charge and therefore able to rectify a mistake as far as possible.

In a resource-limited setting, this is an advantage because saving a handling saves reagents and their cost.

In addition, it allows the technician in charge to better understand the different steps of viral load testing and the associated Molecular Biology principles.

Finally, we can test a large number of samples at a time and, by not depending on a single supplier, we can benefit from competition, for example in the choice of thermocyclers or consumables.

However, it is important to take into account that this platform requires significant training and follow-up.

Dr. KONE Fatoumata, Pharmacist Biologist
CeDRéS (Molecular Biology Unit); OPP-ERA Technical Advisor,
Republic of Côte d’Ivoire

For the references of the publications mentioned on this page, please refer to the section ‘Aller plus loin’ in the online Toolkit: https://toolkit-chargeviale.opena.solidiss.org/
3 PROCUREMENT AND SUPPLY

STRENGTHEN THE SKILLS OF PSM SPECIALISTS IN LABORATORY PRODUCTS MANAGEMENT

MANAGE PROCUREMENT AND SUPPLY CHAIN OF LABORATORY PRODUCTS

ENSURE COLD CHAIN MAINTENANCE

MONITOR AND MAINTAIN EQUIPMENT

Procurement and supply chain management (PSM) of laboratory products (health products and equipment) requires collaboration between PSM and laboratory specialists. Indeed, the technical specifications of the products needed to carry out HIV viral load testing (extraction reagents, amplification reagents, laboratory equipment such as centrifuges, equipment and consumables) must be taken into account throughout the PSM cycle.

Other challenges must also be addressed with regard to equipment management, in order to guarantee continuous functionality, especially the securing of power supply for cold chain maintenance for temperature dependent reagents.
Laboratory products management is specific, particularly for Molecular Biology. Here are some examples:

- The reagents are stored at a negative temperature (-20°C).
- The micropipettes are adapted to the desired volumes and the tips are adapted to the micropipettes used.
- Freezers meet laboratory standards and not food standards.
- Personal protective equipment makes it possible to handle samples presenting a risk of infection.

Laboratory products procurement and equipment management is facilitated by the identification of PSM focal points for laboratory activities within national authorities (National HIV/AIDS Programs, National Directorates of Laboratories, Equipment Directorate, central purchasing office, etc.) and within each of the HIV viral load testing laboratories.

**Lesson learnt No 26**

PSM specialists from national authorities are expected to strengthen their knowledge and skills on laboratory activities and, in particular, to develop specific know-how in cold chain management (including the following stakeholders: international freight forwarder, customs, national carrier, supply chain manager at laboratory level).

**Programmatic consideration**

→ Strengthen the skills of all parties involved in the PSM of laboratory products.

**Lesson learnt No 27**

A smooth and regular flow of information between PSM specialists and those in the laboratory facilitates the continuity of HIV viral load testing activities.

**Programmatic consideration**

→ Create coordination mechanisms between PSM specialists and those in the laboratory (sharing of actual consumption, collective assessment of needs and order planning, alert system in the event of equipment failures or inventory shortages).

The selection and quantification of laboratory products require a joint effort by PSM and laboratory specialists. Several categories of items are required to perform HIV viral load testing (consumables, reagents and laboratory equipment). Items missing or unsuitable for each technique and laboratory can compromise HIV viral load testing activities. Reagent suppliers can facilitate the ordering process by offering to supply the associated consumables.

**Programmatic consideration**

→ Systematically involve laboratory specialists in laboratory products selection and quantification exercises.
→ Take into account the capacity of laboratories during quantification exercises.

**Lesson learnt No 29**

Similarly, quantification work requires the combination of PSM and laboratory skills. National quantification of patient viral load testing must take into account both the patient’s needs to be covered and the laboratory capacity (average number of tests performed per week, depending on the equipment and the number and availability of trained human resources). National quantification of the requirements of tests to be supplied must take into account the controls/standards necessary for the validation of patient viral load testing (14 controls/standards for each plate).

National quantification of the requirements of tests to be supplied must also take into account a retesting ratio for the laboratory activity (an average retesting rate of 15% was considered during the OPP-ERA project) (Fig. No 18 and 19).
With a kit of 440 tests, it is possible to test 328 patient samples with half plates and 369 patient samples with full plates.

<table>
<thead>
<tr>
<th>Kit of 220 tests</th>
<th>Number of patient VL tests</th>
<th>Number of controls / standards</th>
</tr>
</thead>
<tbody>
<tr>
<td>half-plate 1</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 2</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 3</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 4</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>Total</td>
<td>164</td>
<td>56</td>
</tr>
</tbody>
</table>

With a kit of 440 tests, it is possible to test 328 patient samples with half plates and 369 patient samples with full plates.

<table>
<thead>
<tr>
<th>Kit of 440 tests</th>
<th>Number of patient VL tests</th>
<th>Number of controls / standards</th>
</tr>
</thead>
<tbody>
<tr>
<td>half-plate 1</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 2</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 3</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 4</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 5</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 6</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 7</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>half-plate 8</td>
<td>41</td>
<td>14</td>
</tr>
<tr>
<td>Total</td>
<td>328</td>
<td>112</td>
</tr>
</tbody>
</table>

The short shelf life of the reagents and the difficulties in predicting the rate of HIV viral load testing activity (fluctuations in demand and consumption of viral load tests) suggests that the frequency of quantification exercises and orders should be adjusted.

Any inventory shortage has a profound impact on the entire viral load testing activity (inconsistency in activity within laboratories, fluctuation in demand from prescribers and unavailability of service for the patient). (Fig. No 20 and 21)

Programmatic consideration

- Ensure that the expiration dates proposed in the quotations when placing orders correspond to the period to be covered (take into account the estimated date of receipt).

- Plan biannual quantification exercises to adjust orders according to actual needs.

- Plan a safety stock, depending on the period covered.

- Plan quarterly or semi-annual deliveries to limit the risk of expiration.

Tip

Ensure that the expiration dates proposed in the quotations when placing orders correspond to the period to be covered (take into account the estimated date of receipt).
Lesson learnt No 32
The time between needs estimation and actual on-site delivery is variable and can be long. On OPP-ERA, despite a direct purchasing process with the supplier, this time was 5 months on average.

Programmatic consideration

→ Plan a period of 9 to 12 months between needs quantification and actual on-site delivery in the case of group purchasing on Global Fund grants, as the purchasing and procurement processes involve several stakeholders and must go through various validation steps.
→ Establish an annual procurement plan integrating the different sources of financing, order frequency and delivery frequencies; plan a biannual update in parallel with quantification exercises.
→ Set up regular monitoring of orders to quickly remove the obstacles that cause additional delays.

Lesson learnt No 33
The delays associated with importation and exemption procedures, before customs view (importation and exemption costs).

Programmatic consideration

→ Anticipate the arrival of laboratory products from an administrative and logistical point of view (filing in off files with the national authorities concerned, especially for equipment and temperature dependent products, etc.) and from a financial point of view (importation and exemption costs).

Lesson learnt No 34
"The tools developed by OPP-ERA to handle the procurement are very user-friendly and easy to use"

Dr Yvesoua Feoupaouagnigni,
Laboratory Expert, National Committee to Fight AIDS (CNLS), Republic of Côte d’Ivoire.

"The tools developed by OPP-ERA to handle the procurement are very user-friendly and easy to use".
### MONITOR AND MAINTAIN EQUIPMENT

**Lesson learnt No. 35**

The evaluation of the site and especially of electrical requirements is a prerequisite for any equipment installation. Indeed, even minor power outages jeopardize the laboratory’s activity. All critical equipment (extractors, thermocyclers and freezers) must be connected to a suitable uninterrupted power supply (UPS). (Fig. No 22)

### Programmatic consideration

- **Tip**
  - Explore the possibility of group purchasing with suppliers (equipment and adapted UPS) to secure the equipment.

<table>
<thead>
<tr>
<th>Type of Equipment</th>
<th>Power consumption</th>
<th>Autonomy to be guaranteed</th>
<th>Required security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extractor</td>
<td>180 VA</td>
<td>3h</td>
<td>UPS 3000 VA (or 5000 VA)</td>
</tr>
<tr>
<td>Thermocycler</td>
<td>950 VA</td>
<td>4h</td>
<td>UPS 3000 VA</td>
</tr>
<tr>
<td>Freezers - 20°C or - 40°C</td>
<td>60 à 100 VA</td>
<td>24h / 24h</td>
<td>UPS 1500 VA or 3000 VA depending on the required autonomy</td>
</tr>
<tr>
<td>Fixed computer for Thermocycler</td>
<td>150 VA</td>
<td>4h</td>
<td>UPS 1500 VA</td>
</tr>
<tr>
<td>Fixed desktop computer</td>
<td>150 VA</td>
<td>4h</td>
<td>UPS 1500 VA</td>
</tr>
</tbody>
</table>

**Programmatic consideration**

- Take into account the budget necessary for the essential electrical back up: purchase and installation of a generator (including regular maintenance and battery replacement).

### Online toolkit in French

- Dossier de vie des équipements de laboratoire:
  - Fiche de vie, fiche de rapport de panne, fiche d’inventaire des équipements, fiche d’identification, étiquettes “hors service” et “en panne”
  - Liste des contacts fournisseurs et prestataires de maintenance des équipements fournis par le projet OPP - ERA
  - Fiche de notification d’incident
  - Algorithme de gestion d’une panne ou d’un dysfonctionnement d’un équipement dans un laboratoire de biologie moléculaire

**Lesson learnt No. 36**

During installation, and then during any relocation or replacement of any of the equipment (extractors or thermocyclers), the OPP platform requires a qualification that ensures that it is properly installed and produces the expected results.

Annual preventive maintenance is required for extractors and thermocyclers, including their calibration. These preventive maintenance operations are planned to ensure the availability of technicians and of the specific reagents (necessary for the calibration of thermocyclers).

Calibration of the micropipettes is also annual.

All other laboratory equipment also requires regular maintenance (hood, air conditioners, freezers, etc.).

**Programmatic consideration**

- **Tip**
  - Ensure the availability of reagents and consumables necessary for calibration as well as curative and preventive maintenance.
  - Take into account that DPPs require working with several suppliers and therefore having to use various maintenance modalities.

- **Programmatic consideration**
  - Ensure that each equipment outside the warranty period is under a maintenance contract, with appropriate budget allocations and defined intervention times. Since it is difficult to quantify curative maintenance, which depends on the nature of the incident, it is rarely included in maintenance contracts with suppliers and must therefore be the subject of additional budgets that can be activated as often as necessary.

  - Define and regularly update a plan for monitoring equipment maintenance, ensuring a rapid response to curative maintenance needs.

  - Use and make available the tools for monitoring the life of equipment in laboratories.

  - Define a warning system, in case of equipment breakdown.

  - Identify a maintenance service provider, preferably locally. For equipment outside the warranty, consider using companies specializing in maintenance services, which may be separate from the supplier.

  - Consider integrating the price of preventive and corrective maintenance of equipment into the price of reagents.
Collective efforts in recent years have resulted in a significant increase in the availability of HIV viral load testing in resource-limited countries. However, the prescription of viral load test and the use of the results remain insufficient, as evidenced by the results of the OPP-ERA project. It seems essential to continue building the capacity of the various stakeholders involved in the follow-up of people living with HIV and to improve the organization of patient care systems, so that viral load testing can really be used to improve patient care.
The prescription of HIV viral load test, which has been made possible in different countries through the OPP-ERA project, has improved little during this project. By the end of the project, less than half of the patients on antiretroviral therapy had had a viral load test within the year. (Fig. No 23)

Lesson learnt No 12

The prescription of HIV viral load test varies according to the HIV care units. There are disparities between care units; determinants can be multiple: number, training and availability of health staff; size of the HIV cohort; presence of psychosocial support workers; organization of the sample collection circuit; transportation cost for the patient to go for consultation; cost of the HIV viral load test (specific situation of the Republic of Cameroon until end of 2019), etc. (Fig. No 24)

Programmatic consideration

- Inform prescribers of exam availability and of the practical arrangements (sample collection circuit and results reporting system).
- Carry out practical training with prescribers on the benefits of viral load testing and repeat it frequently to take into account health staff turnover.
- Anticipate the switch to Dolutegravir (DTG) for patients on ARV therapy; the viral load test prescription must be strengthened so that DTG is only used in patients with virological success in order to avoid the risk of developing resistance to Integrase inhibitors used as functional monotherapy.

Online toolkit in French

- Manuel de formation pour l’utilisation de la charge virale par les cliniciens
- Module de formation théorique sur l’utilisation des résultats de charge virale HIV
- Module de formation pratique sur l’utilisation des résultats de charge virale HIV (Cas cliniques)
Lesson learnt No 31

There are disparities between care units, reflecting differences in the quality of care, the determinants of which can be multiple: number, training and availability of health staff; size of the HIV cohort; presence of psychosocial support workers; organization of the search for the lost to follow-up; type of HIV care unit (community, private or public); procurement difficulties; type of patients cared for (children and adolescents, or adults). (Fig. No 27)

Programmatic consideration

→ Produce result analyses of virological success both at the national level to inform the 3rd 90th, and at the level of each site to identify the care units where the virological success rate is lower and to focus efforts on analyzing the determinants of their results and implementing appropriate corrective measures.

Lesson learnt No 32

In the event of virological success, compliance with national recommendations is low: annual follow-up of HIV viral load in successful patients is not sufficiently respected.

The median number of viral load test per patient performed during the last 3 years of the project is only 1.3 (between 1.1 and 1.5 depending on the country).

Thus, the impact of the introduction of HIV viral load testing on improving patient care and care organization remains limited: the spacing of appointments for patients with viral load < 1000cp/mL (as recommended by WHO, to improve their quality of life and reduce caregiver workload) is slow to be implemented outside pilot care units. (Fig. No 28)
Lesson learnt No 48

The management of virological failure is problematic. The implementation of national algorithms (based on the WHO algorithm) for managing virological failure is insufficient: less than 15% of patients in virological failure received HIV viral load test within the recommended 3-6 months, although there are differences between care units. (Fig. No 29 to 32)

Moreover, the change to 2nd line treatment is anecdotal. As a result of this low use, the epidemiological impact of the introduction of HIV viral load testing is also very limited: the rate of virological success has not improved during the OPP-ERA project due to the low number of viral load tests per patient and the low use of test results in case of virological failure. Given the low use of HIV viral load results and a very low transition to 2nd line treatment, a minority of patients with virological failure benefit from appropriate care.

Lesson learnt No 49

Moreover, the change to 2nd line treatment is anecdotal. As a result of this low use, the epidemiological impact of the introduction of HIV viral load testing is also very limited: the rate of virological success has not improved during the OPP-ERA project due to the low number of viral load tests per patient and the low use of test results in case of virological failure. Given the low use of HIV viral load results and a very low transition to 2nd line treatment, a minority of patients with virological failure benefit from appropriate care.
Understand and Improve the Difficult Management of Virological Failure

Lesson learnt No 25

From the point of view of those responsible for National HIV/AIDS Program, in the context of implementing “treatment for all” recommendations and of reduced international funding, the cost of 2nd line treatments, which is higher than that of 1st line treatment, poses difficulties in prioritizing financially. It also leads those in charge of National HIV/AIDS Programs to limit the use of 2nd line therapy.

Lesson learnt No 26

From the point of view of prescribers, the main difficulties identified are structural (low availability and risk of stock shortage of 2nd line treatments, higher workload represented by the decision to switch treatment) and organizational (delay in receiving the result of the HIV viral load exam, unavailability of viral load results in medical records). The individual factors related to prescribers were not mentioned much in the survey addressed to them. (Fig. No 33)

Survey on 56 prescribers (medical diploma 89%, median length of experience in HIV care: 6 years) from the Republic of Burundi, the Republic of Cameroon, the Republic of Côte d’Ivoire and the Republic of Guinea in 2019 as part of the OPP-ERA project.

Figure No 33: Factors associated with low utilization of HIV viral load results by prescribers

Individual factors
- Low involvement of prescribers in adherence to treatment support
- Too much responsibility for prescribers
- Difficulty explaining VL results to patients
- Low knowledge of the interpretation of VL results
- Low knowledge of the VL algorithm

Structural factors
- Fear of a supply shortage of 2nd line therapy
- Low availability of 3rd line therapy
- Increased workload

Organizational factors
- Low availability of staff dedicated to adherence to treatment support
- Too long a delay in delivering VL results
- VL results not available in medical records
**Programmatic consideration**

- Strengthen the use of clinical records and adapt patient follow-up tools by integrating HIV viral load monitoring.
- Create registers identifying patients with a VL >1000 cp/mL.
- Set up computerized medical records, to create warnings when the test is to be prescribed or to automate the prescription.
- Reduce the time required to deliver results.
  
  Example of tools: SMS results reporting system and patient involvement (Venables E et al. PLOS One 2019), use of Point-Of-Care (Meloni ST et al. BMC Infect Dis. 2019).

**Lesson learnt No 27**

The HIV viral load testing algorithm appears to be well known to most clinicians, but its interpretation is poorly understood. The 3 to 6 month period before controlling the viral load is sometimes applied too strictly; a test performed after this period (which is frequent) is wrongly considered uninterpretable.

The limit of 1000 copies / mL is only respected in a quarter of prescribers. Even a slight decrease in this value is misinterpreted as a marker of success of adherence to treatment support, and as an encouragement to continue efforts to hopefully fall below the 1000 copies / mL limit. The change to 2nd line is associated with high viral load. (Fig. No 34)

**Programmatic consideration**

- Carry out practical training with the sharing of clinical cases (management of virological failure, choice of 2nd line treatment), in the presence of prescribers and all caregivers involved in the care of PLHIV (especially in the event of delegation of tasks to psychosocial support workers, mediators, community partners, etc.).
- Set up specific training courses to report virological failure and support patients.
- Ensure that national patient management algorithms are understood, especially for those with viral loads ≥1000 copies/mL and those with virological failure under 2nd line treatment; or adapt them.
- Organize multidisciplinary clinical consultation meetings involving prescribers, community stakeholders, program managers and laboratory technicians/biologists.
- Identify staff specialized in the care of patients with virological failure (example of practices: establishment of HIV viral load champions, Sunpath et al. Public Health Action 2018).
- Ensure the continuous availability of 2nd line treatments in the care units and inform prescribers of their availability.

**Online toolkit in French**

- Guide de l'annonce de l'échec virologique et de l’accompagnement des patients

**Lesson learnt No 28**

Caregivers are not trained to inform the patients about their virological failure, their words are often guilt-ridden and dramatic, and present switch to 2nd line treatment as a sanction.

Nor are caregivers trained to support patients on 2nd line treatments, exposing the patients to the risk of a new virological failure, all the more dramatic as 3rd line treatments are only rarely available.
Beyond the effective implementation of OPP viral load testing in the 4 countries of the OPP-ERA project, one of the objectives was to participate in the revitalization of the viral load testing market. The analysis of market trends showed the expansion and diversification of the viral load test offer.

The search for efficiency is a key issue for health systems whose resources are unfortunately limited. Viral load tests must be offered at a reasonable cost and optimized, in order to extend the offering to as many patients as possible.

A study of the full costs associated with viral load testing and waste management illustrates the human and material resources required within any health system wishing to build a robust and sustainable viral load test offer.
EXPAND AND DIVERSIFY THE HIV VIRAL LOAD TEST OFFER

Lesson learnt No 50

Prior to the open polyvalent platforms (OPPs), the HIV viral load testing market was not very competitive. It was an oligopolistic market (with many buyers but few sellers, since only four large companies shared the viral load testing market). The available equipment was also integrated, without the possibility of using several suppliers.

Programmatic consideration

→ Acting on the offering by proposing new viral load testing tools opens the market to new manufacturers and thus increases competition between suppliers, with a view to triggering a price reduction per HIV viral load test, for the benefit of patients and of the health system as a whole.

Lesson learnt No 51

The attractiveness of the Molecular Biology market and the dynamism of its players are illustrated by the numerous fusions and acquisitions of companies. Thus, the positions of the various market operators cannot be considered as stable.

The example of the acquisition of Biocentric by Hain and then Brucker illustrates the interests of large groups specializing in diagnostic equipment for innovative solutions and their openness to opportunities.

Lesson learnt No 52

The HIV viral load testing market has been undergoing rapid changes for several years with a diversification of the offering in which open platforms have participated. Thus, OPPs have been a source of innovation, because these systems are:

- open: i.e. offering the possibility of using various reagents and equipment that is compatible with each other, thus allowing the buyer to choose between several references;
- flexible: adaptable to contexts where the demand for viral load testing and therefore the volume of activity are variable, and allowing the diagnosis and biological monitoring of different pathologies - Hepatitis B and C, TB.

Lesson learnt No 53

However, a significant offering has been developed with many suppliers producing equipment and reagents that could be combined to form OPP platforms (confirmed within the framework of the OPP-ERA project by a market study and a questionnaire). However, not all combinations are possible. At the time of the project, the instructions for use for Generic HIV Charge Virale Biocentric amplification reagents, only mentioned 5 thermocycler references. (Fig No 35)

Figure No 35: Number of references and potential suppliers identified during the February 2017 market study, OPP-ERA

<table>
<thead>
<tr>
<th>Extractors</th>
<th>Extractor reagents</th>
<th>Thermocyclers</th>
<th>Amplification reagents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of identified references potentially usable in open systems</td>
<td>44</td>
<td>76</td>
<td>45</td>
</tr>
<tr>
<td>Number of suppliers involved</td>
<td>38</td>
<td>63</td>
<td>26</td>
</tr>
</tbody>
</table>

Lesson learnt No 54

The obvious need for scientific technical validation to demonstrate compatibility between different pieces of equipment and with reagents is a major challenge for open systems during certification processes. Each amplification reagent is labelled for a specific combination of machines.

The technical validation of the reagents / equipment pairing requires time and significant technical skills.

Programmatic consideration

→ Select suppliers whose equipment is compatible with the reagents chosen and mentioned in the instructions for use of these reagents.

Lesson learnt No 55

To ensure the quality and safety of reagents for diagnosis and biological monitoring, they are subject to specific international regulatory requirements (WHO prequalification, use authorized by the regulatory authorities of the Global Harmonization Task Force - GHTF -, purchase authorized by the WHO Review Committee). To access the market funded by international donors, suppliers must demonstrate that they meet these quality and safety requirements, regardless of the country of use.

In addition, at the time of publication of this Guide, it appears that the concept of openness is being questioned in the context of obtaining WHO prequalification. The fact that the constituent elements of OPPs must correspond to each other may allow technological alliances between certified manufacturers. (Fig No 36)

Programmatic consideration

→ Select suppliers whose reagents and corresponding equipment are already certified (or at least engaged in certification processes).

Figure No 36: Proportion of suppliers claiming to have certified products

Survey carried out in 2017 by OPP-ERA among 63 of the 122 suppliers identified within the framework of the OPP-ERA project: the certification of extraction reagents are not presented because these reagents are captive of the extractors.
Lesson learnt No 6

Although the need for HIV viral load testing coverage remains high, particularly in West and Central Africa, the limited interest of potential new suppliers is certainly multifactorial: constraints related to the validation of the creation and the deployment of a maintenance service in the sub-region, underestimation of demand, anticipation of an access barrier (especially if the costs cannot be covered by the health system and if they do not know the international aid financial instruments), etc.

Lesson learnt No 7

The costs of performing HIV viral load testing provided by the suppliers of the different available platforms are not directly comparable and are underestimated since they do not include all the costs necessary to perform HIV viral load testing. Hidden costs generally include: the cost of continuous training, laboratory staff time, sample collection, infrastructure and operating costs, or even waste management. These hidden costs can have a significant impact on prices.

Most costs vary from one laboratory to another (salaries, daily working time, transportation costs, infrastructure requirements and equipment purchases, etc.) as well as the actual consumption of consumables and reagents.

A full-cost comparison is therefore necessary.
(Fig. No 37 and 38)

**ANALYZE THE COSTS OF PERFORMING HIV VIRAL LOAD TESTING**

**Tip**

Take into account the following cost categories when calculating the full cost:

- Human resources costs: salaries paid related to the average time spent directly or indirectly by the staff to perform HIV viral load tests
- Training costs: all expenses incurred to train laboratory staff in HIV viral load testing
- Costs of small equipment and supplies: consumables and small disposable equipment used for sample preparation, extraction and amplification
- Reagent costs: extraction and amplification reagents required for an HIV viral load test (including retesting)
- Small non-medical equipment: additional supplies required
- Equipment costs: inventory of the laboratory’s technical platform, associated maintenance and depreciation
- Infrastructure costs: construction, plumbing and electrical system costs
- Operating costs: expenses necessary for operation (energy, etc.)
- Transportation costs: sample collection and transportation

**Programmatic consideration**

- Estimate the full cost before choosing an HIV viral load technique.

---

**Figure No 37: Evaluation of the unit cost of an HIV viral load test by cost components, in euros**

2013-2016 period, OPP-ERA project
Converted into dollars at the rate of $ 1.20 / €

- Burundi ANSS: €30.31 ($36.37)
- Côte d’Ivoire CeDReS: €29.56 ($35.47)
- Guinea Donka: €26.82 ($32.18)

**Figure No 38: Average distribution by cost components of an HIV viral load test**

2013-2016 period, OPP-ERA project
Converted into dollars at the rate of $ 1.20 / €

- Extraction and amplification reagents: 67.76%
- Consumables: 12.64%
- Human Resources: 8.48%
- Maintenance: 3.62%
- Other: Training / Operation / Investment in laboratory equipment / Investment in associated equipment / Equipment and supplies / Infrastructure: 7.51%

**Online toolkit in French**

- Outil d’évaluation des coûts de la charge virale
- Guide utilisateur pour l’outil d’évaluation des coûts de la charge virale
Lesson learnt No 58

Price negotiations are possible with suppliers, especially when large volumes of purchases are anticipated. The OPP-ERA project has thus contributed to lowering the price of viral load test reagents. (Fig No 39)

<table>
<thead>
<tr>
<th>Reagent prices in 2014</th>
<th>Reagent prices in 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extraction kit</td>
<td>$6.5</td>
</tr>
<tr>
<td>Amplification kit</td>
<td>$12.41</td>
</tr>
<tr>
<td></td>
<td>$4.94*</td>
</tr>
<tr>
<td></td>
<td>$9.08**</td>
</tr>
</tbody>
</table>

Lesson learnt No 58

Depending on the context (including allocated resources and procurement circuits), the costs of HIV viral load tests on OPP correspond to the costs observed in the market, all platforms combined.

Lesson learnt No 58

Some of the costs associated with performing HIV viral load tests are sometimes underestimated or underfunded, resulting in payment difficulties that undermine all viral load testing activity. These issues mainly concern the costs related to sample transportation, infrastructure and waste management, or the salaries of all persons directly or indirectly involved in carrying out the tests.

If these costs cannot be absorbed at the level of care units, laboratories or National HIV/AIDS Programs, they tend to destabilize the service offering. Conversely, full cost recovery improves the robustness of the service offering.

Programmatic consideration

→ Periodically repeat full cost comparisons in real life situation.

Programmatic consideration

→ Anticipate the recovery of all these costs before the start of the viral load testing activity, to provide for smooth operation and a continuous activity, without forcing the laboratories to carry out the viral load testing activity when they do not have the necessary resources.

→ Consider offering free HIV viral load testing for patients whenever possible.

Lesson learnt No 58

The waste generated by the viral load testing activity, whatever the technique used, is potentially hazardous (including toxic waste of chemical or biological origin, carrying infectious and epidemic risks). Due to their environmental and health impact, the issue of waste management and treatment should be integrated from the initial assessment of the laboratory site, as well as into national standards and cost calculations. (Fig No 40)

Tip

→ Take into account the following cost categories in calculating the cost of waste management and waste treatment: human resources, consumables (safety box, gloves, masks, etc.), equipment directly related to viral load testing waste management (incinerator, etc.), equipment indirectly related to viral load testing waste management (generator, etc.), maintenance, overhead costs (water, electricity, etc.) and infrastructure.

Programmatic consideration

→ Define standards and protocols for waste management.

→ Systematically take into account the means necessary to reduce the ecological and health impact in the management of care and in the granting of international funding for the activities to be implemented.

→ Estimate the full costs of waste management and waste treatment before choosing the HIV viral load testing technique, and then carry out follow-up studies.

Online toolkit in French

→ Outil d’évaluation des coûts de la gestion des déchets des tests de charge virale
ACKNOWLEDGEMENTS

Our acknowledgements go to all those who have actively participated in the implementation of the OPP-ERA project and who helped in producing this Guide:

For their collaboration and support during the 6 years of the project.
The Ministries of Health, the National HIV/AIDS Programs and CNILS of the 4 implementing countries.

For their continued involvement in our partnership.
The civil society as well as the teams and management of the community structures, HIV care units and laboratories, and especially, in the Republic of Burundi: the National Association for the Support of HIV-positive and AIDS patients; Muyinga Hospital, Kamenge University Hospital and Gébéga Hospital; in the Republic of Cameroon: Laquintinie hospital of Douala, Central Hospital of Yaoundé, Regional Hospital of Bertoua and Centre Pasteur de Cameroon, including the Annex of Garoua; in the Republic of Côte d’Ivoire: the Diagnosis and Research Centre on AIDS and other opportunistic diseases, and the Treatment Research and Training Centre; in the Republic of Guinea: the National Institute of Public Health and Donka Hospital; as well as the virology laboratory of the Necker-Enfants Malades Hospital in Paris.

For their commitment to us
and the implementation of this project full of surprises.
All the Expertise France, Sidaction and Solthis teams.

For writing this Guide.
Guillaume Breton, Natasha Dubois Cauwelaert, Emilande Guichet, Olivia Marc, ainsi que Anthony Billaud, Benjamin Coriat, Franck Lamontagne, Christine Rousiloux, Nadia Yakhelef.

For their contribution to reflection and proofreading.

For enhancing the content of this Guide and for their creativity.
Rachel Domenach, Jasmine Ikakoze, Anne Klepper.

For the technical coordination and the management of this Guide
and of the last year of the project, and their participation in the writing.
Sophie Ouvrard and Jeanne Roussel.

For ensuring the scientific coordination of the project
and for their financial contribution.
ANRS.

Unitaid, for funding the project and for the support provided
by its teams over the past 6 years,
and especially Smiljka de Lussigny and Lélio Marmora; as well as Loveena Dookhony, Philippe Duranton, Lorenzo Llewellyn Velhenspoon, Sarah Mascheroni, Robert Matinu, Gélise McClullough, Ombeni Mwerinde, Ademola Osigbesan, Sara Padidar, Julien Pouille, Anna Laura Ross and Matthieu Vittot.

And finally, for their support in preparing for the transition.
The Global Fund Secretariat teams for the Republics of Burundi, Cameroon, Côte d’Ivoire and Guinea.