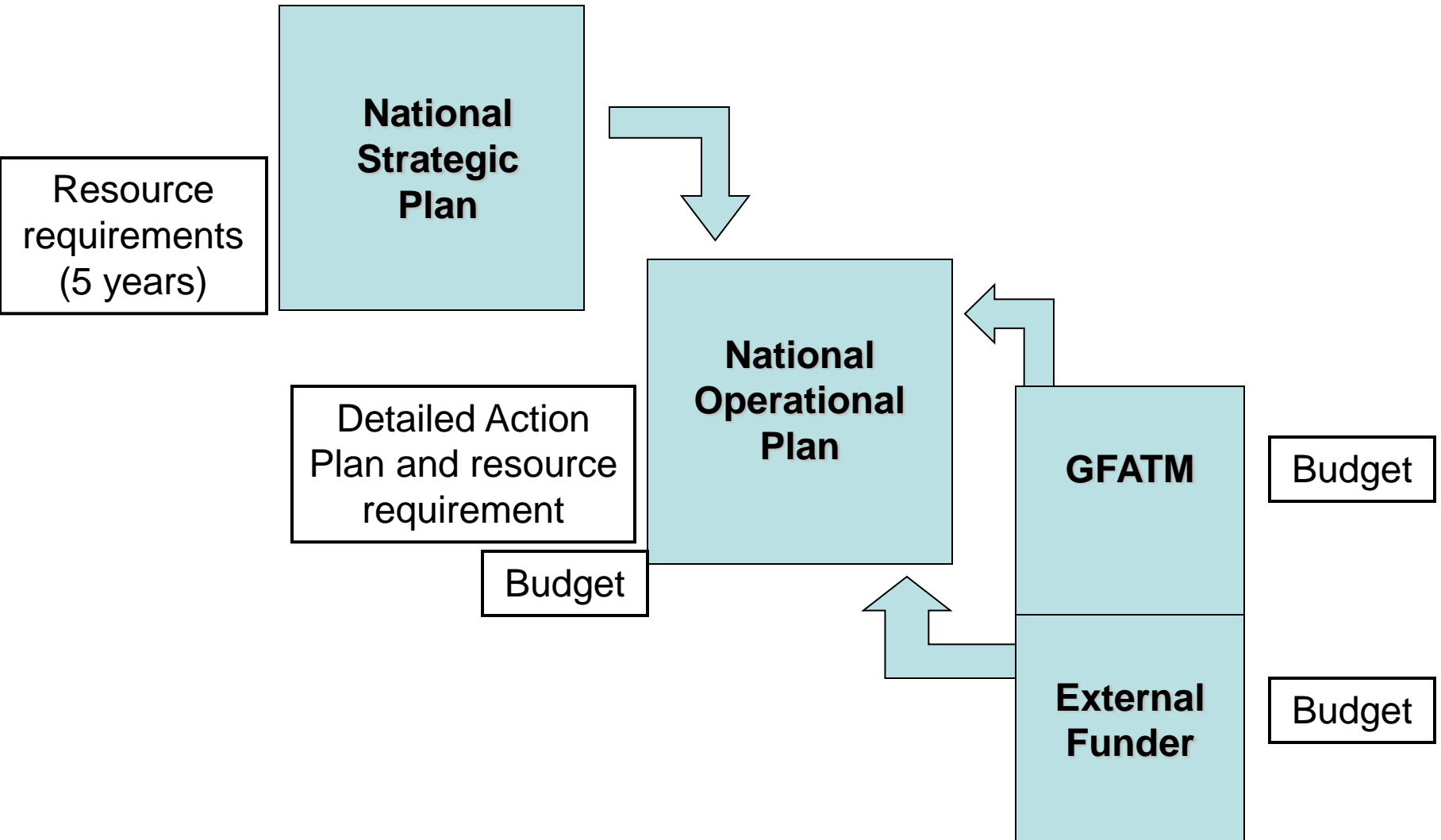


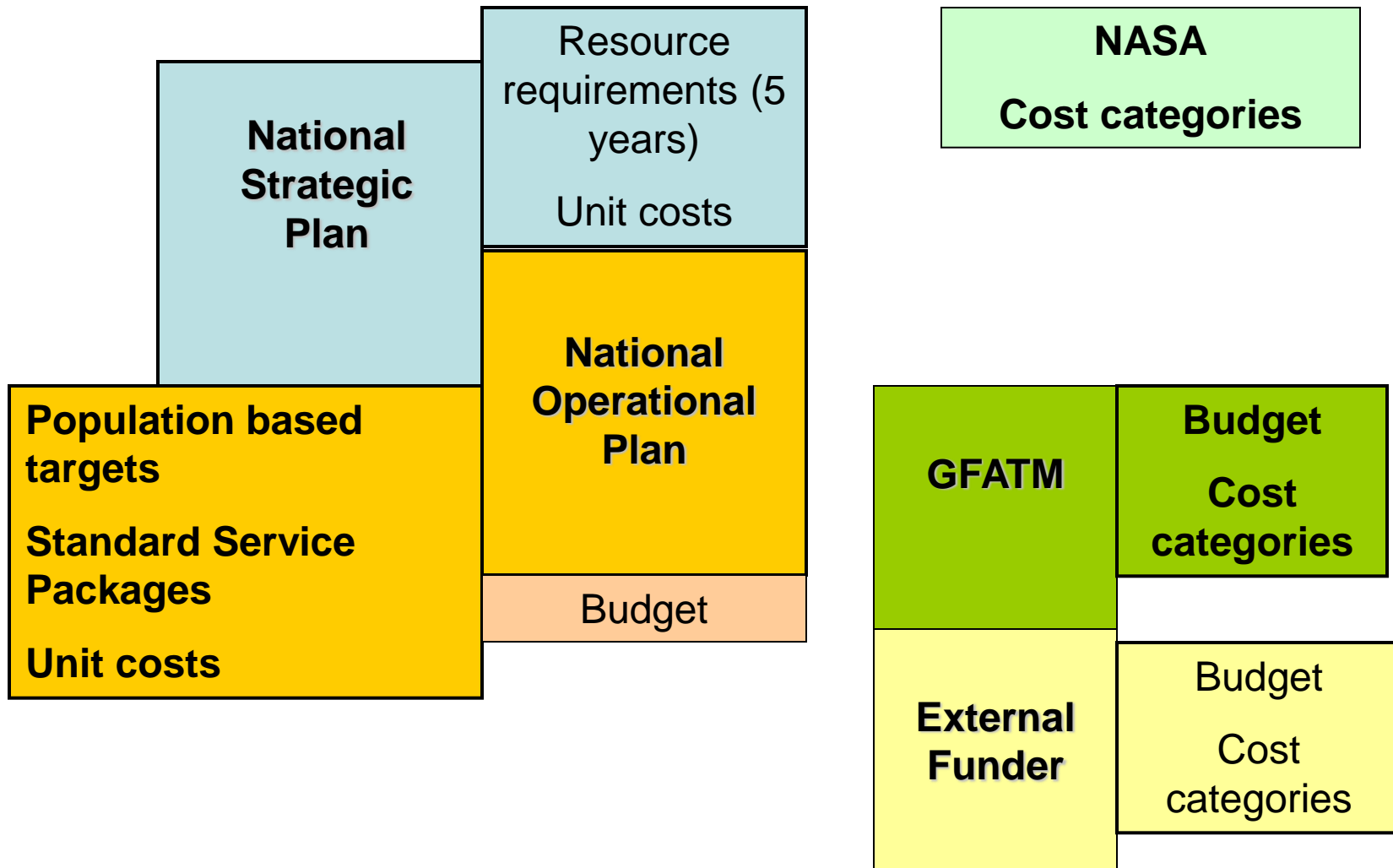
**Country Costing Needs**  
*or*  
***Whose Reality Counts?***

Michael Hahn  
UCC Thailand

# The “Ideal World”



# The “Country Reality”



# Questions Asked by Decision Makers in Countries

- What does it cost to halve the number of new HIV infections in 2 years?
- How do we compare with other countries? Do we pay more or less?
- What is our benefit to invest in prevention? Why would we invest in harm reduction?
- How much does it cost to avert 1 HIV infection?
- What is the total economic loss caused by HIV over the next 10 years? And, what is the net benefit of expanded prevention?
- Why is the GFATM proposal on MSM much higher than the resource needs in the operational plan?

# The Big “2 1/2”

## Strategy

- Defining key strategies (decisions) guiding resource allocation (prioritization)
- Leads to population based targets and definition of service standards (QA/QC)
- Estimate resource needs with a minimum of operational details for medium term
- Unit costs as planning figures

## Operational Plan

- Translate strategic guidance into concrete targets and activities.
- Includes population based targets with standard services
- Costed for shorter time period
- Use of unit costs costing the minimum package
- Still resource need rather than concrete budget

## GFATM

- Proposal budgets are activity based and follow specific cost categories
- Need for countries to “disaggregate” activities in cost categories and to “unpack” standard unit costs

# How Can We...

- Find out what a specific strategy costs?
- Prioritize interventions based on evidence and costs?
- Cost an operational plan according to our targets and standard service packaging and use these costs for other purposes (proposals)?
- Compare costs?
- Make our lives easier...

# Issues

- Different experts, different plans, different tools, different formats, different costs
- Lack of costing standards
- Project costing (activity based) versus Programme costing (results based)
- National Strategic Plan Applications (GF)
- Using cost-effectiveness and resource need data for prioritization in the NSP

**Thank You!**