

Strengthening Health Outcomes through the Private Sector (SHOP)

Call for Pharmaceutical Distributors for Diarrhea Management Products”.

Market opportunities exist for entrepreneurs and pharmaceutical distribution companies willing to become distributors for international and local manufacturers of dispersible Zinc (Zn) tablets and Oral Rehydration Solutions (ORS), the recommended therapy for uncomplicated diarrhea in children.

Minimum requirements:

Pharmaceutical distribution companies and entrepreneurs’ willing to invest in the distribution and marketing of dispersible Zinc tablets and ORS.

Market Opportunity:

- The potential annual demand for dispersible Zinc tablets and ORS in Nigeria is estimated at 133million packs and this is valued at \$58.2million (9.3billion naira)
- Promotional support, favorable trade terms and guaranteed product supply from the Manufacturers
- Technical support from manufacturers in marketing the product
- Potential market in the private (retail, clinics, hospitals, etc.) and public sectors
- Variety of product and business options available from large pool of participating manufacturers looking to increase their market share
- Generic consumer and provider demand creation campaign provided by United States Agency for International Development’s Strengthen Health Outcome through the Private Sector (SHOPS) project.

Interested distributors will have an opportunity to meet with the manufacturers and their representatives in Nigeria in a business meeting tagged “**Expanding Commercial Distribution Of Zinc/ORS Through Improved Linkage With Manufacturers**” The business meeting is facilitated by SHOPS project, Nigeria, being funded by United States Agency for International Development. The meeting will create a forum for manufacturers to present the business opportunities in Zinc/ORS distribution and promotion and to network with potential distributors.

Interested distributors should send their company profile by courier on or before Monday the 28th July, 2014 to the address below:

SHOPS Office, Novel House, Plot 3, Block J, Otunba Jobi Fele Way, Alausa, Ikeja, Lagos.

Attn: Mr, Adesina Adelowo, indicating on the envelope “Interest in Zinc and ORS distributorship”.

Or electronic copies can be sent

to adesina_adelowo@shopsproject.com copyingogheneovo_ugbebor@shopsproject.com

Should you require further information, please feel free to contact Mr. Adelowo Adesina 2348053201630 or Miss Ogheneovo Ugbebor 2348029885284. Details of our activities can be found on our website www.shopsproject.org.