

PharmaVax Ghana programme

Support Services for

Ghana's Pharmaceutical

Manufacturers











What we offer

Our Objectives

Through the PharmaVax Ghana programme co-financed by the European Union and German Cooperation, GIZ aims to strengthen the ecosystem of Ghana's pharmaceutical and vaccine manufacturing industry.

A major **focus is supporting the local manufacturing companies** in complying with international standards, improving business development capabilities, engaging in international partnerships, and accessing affordable financing.

The aim is to bolster your competitive edge and drive sustainable growth in Ghana's pharmaceutical industry.

How We Work

We offer technical support, expertise, and funding to implement activities jointly.

- Your contributions whether through staff, cost-sharing, or investments in your facilities are essential to achieving both your business objectives and the desired development impact of our programme.
- We work across business associations (PMAG, SSPMAG and AGI) to ensure open, fair and transparent selection processes for the companies benefitting from the programme's support.
- We want to tailor our support to your needs. Help us to understand your specific challenges, so that we can find the best solution together. All shared information is treated confidentially.



See our key support areas for local manufacturers on the next pages >>>>



International good practices & regulatory compliance

- Gap analyses and development of bespoke GxP roadmaps to achieve international certifications (e.g. WHO PQ, ISO).
- · Trainings and on-site consulting to close GxP gaps.
- Support for mock assessments, CAPAs and certification processes.



Access to finance

- Advice on preparing bankable projects, engaging local and international financiers, guiding you through the funding process and transactional support.
- Trainings and tailored advice on business plan development and corporate qovernance.
- Please note that we do not have the mandate to invest directly into private companies.



Business development

- Customised training programs and business development services on topics like market intelligence and entry, marketing, product development, HR and diversity, digitalisation and environmental management and green technologies.
- Trade facilitation and export promotion with focus on the (West) African market.
 For example, through support in customs matters and trade fairs or trainings on free trade regimes, regulatory requirements, packaging and labelling, or contract drafting.



International Partnerships

- Facilitate matchmaking with international B2B partners and investors through travel support for international conferences and delegation trips, B2B events in Ghana and bilateral B2B introductions
- Technical and legal consulting as well as financial contributions for the development and implementation of B2B projects.
- IP-related analysis and information, specialised training sessions and consulting advice on international partnership agreements, for example technology transfers, licensing, or contract manufacturing.



Small-scale manufacturing

 Technical and equipment support for projects of small-scale manufacturers to foster quality upgrades, product diversification and commercialisation through a call for proposals under the umbrella of SSPMAG)



Research & Development

- Grant support for joint R&D projects of Ghanaian research institutions and manufacturers through a competitive call for proposal.
- Co-funding for pilots of locally run bioequivalence studies for locally produced medicines.
- Participation of manufacturers in international research collaborations.
- Expansion of research institutions' laboratory services for pharmaceutical manufacturers.



Skills Development

- TVET-level certified training programme in pharmaceutical manufacturing process technology (including for current production floor staff).
- Local and international short-term specialist training programmes for industry staff, e.g. in biomanufacturing, cleaning validation, analytical method validation, dossier development, pharmaceutical development and quality risk management.
- Curricula reforms of higher education programmes to align them with industry needs.



Support to associations & value chain integration

- Value chain integration of local support industries through analysis and pilot projects (e.g. packaging, excipients, active ingredients, equipment servicing).
- Support to business associations (PMAG, SSPMAG, AGI) to strengthen their advocacy role and support services for member companies.



Regulatory & policy environment

- Strengthening of regulatory bodies to provide the needed regulatory oversight
 to ensure quality of licensed locally manufactured products and their
 competitiveness in the international market (e.g. ability for lot release of locally
 produced sera and vaccines).
- Support to government in the implementation of favourable policies and public-private dialogue to address policy bottlenecks, e.g. customs processes, tax waivers

Let's get in touch!

We are excited to explore ways to collaborate and hear any innovative ideas you may have. Together, we can identify the best ways to work together and support your business.

Contact our Technical Advisors

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