Vestergaard Frandsen

creating innovative life-saving products & concepts
Vestergaard Frandsen is a European company specialising in complex emergency response and disease control products.

The company operates under a unique Humanitarian Entrepreneurship business model. This “profit for a purpose” approach has turned humanitarian responsibility into its core business.

Vestergaard Frandsen was founded in 1957 and has since evolved into a multinational leader focused on helping to achieve the United Nations Millennium Development Goals.
• **Mission Statement** – “With growing responsibility in global society, Vestergaard Frandsen wants to fulfil the demand for disease control textiles.”

• Vestergaard Frandsen believes strongly in humanitarian responsibility. Our **commitment to United Nations Millennium Development Goals drives our business objectives** and provides the impetus for our continued focus on innovation. We strive towards developing life-saving tools which, when implemented together with other dedicated partners, contribute to the realisation of all Millennium Development Goals.

• **Core Values** – Innovation, Speed of Response, Passionate People, Precision and Responsibility.
Headquartered in Switzerland, the company employs 170 passionate people in 12 countries across the globe.
Product Portfolio

- **PermaNet®**
  - **PermaNet® 2.0** Long-lasting Insecticidal Net (LN)
  - **PermaNet® 3.0** Combination Net (*that kills insecticide-resistant mosquitoes*)
  - **PermaNet® Net Curtains**

- **LifeStraw®**
  - **LifeStraw® Portable Water Filter**
  - **LifeStraw® Family** Instant Microbiological Purifier

- **ZeroFly®**
  - **ZeroFly®** Long-lasting Insecticide-incorporated Plastic Sheeting

- **ZeroVector®**
  - **ZeroVector® Durable Lining** (*long-lasting substitute for indoor residual spraying with reduced programme complexity and higher user acceptability*)

- **CarePack®**
  - An evidence-based, basic care and prevention package designed to improve the health of HIV-infected individuals and their families
PermaNet® 3.0
• PermaNet® 3.0 is a new generation long-lasting insecticidal net with increased bioefficacy against pyrethroid-resistant malaria vectors.

• Rapid regeneration of insecticide after multiple washes ensures higher efficacy throughout the lifetime of the net.

• Unique wall construction, based on actual user behaviour, ensures longer lifetime of the net. The side panels of PermaNet® 3.0 are equipped with a specially-designed lower 70cm border to enhance the lifetime of the net in the field.

• PermaNet® 3.0 provides effective protection for more than 20 washes.
Majority of the mosquitoes land on the **roof** of the net, before making their way down the sides of the net.

Technologically-advanced roof of PermaNet® 3.0 combining a synergist with deltamethrin ensures increased efficacy of the deltamethrin against pyrethroid-resistant malaria vectors.

Greater resistance to wear and tear at the **bottom** of the net.

Unique pattern of the lower 70 cm border of PermaNet® 3.0 ensures enhanced lifetime in the field and long-lasting protection.
LifeStraw®
Portable Water Filter

• Offers easy access to safer water away from home
• Filters up to 700 litres of water
• Removes 99.9999% of waterborne bacteria
• Removes more than 98% of waterborne viruses
• Removes particles down to 15 microns
• Requires no electrical power or spare parts for the lifetime of the straw
• Is easy to mass-distribute in areas where drinking water is contaminated
• Is a winner of several prestigious awards, including Saatchi & Saatchi Award for World Changing Ideas and INDEX: 2005 international design award
• Has been rated `Best Invention of 2005´ by TIME Magazine
LifeStraw® Family
Instant Microbiological Purifier

- Is a fully-integrated, gravity-fed, point-of-use microbial water treatment system intended for routine use in low income settings
- Filters a range of microbial indicators of faecal contamination for up to 20,000 litres
- Ensures high flow rate with instant access to clean water
- Meets the requirements for a microbial water purifier prescribed by the EPA Protocol
  - Removes minimum 99.9999% of all bacteria (>6 logs)
  - Removes minimum 99.99% of all viruses (4 logs)
  - Removes minimum 99.9% of all protozoan cysts (3 logs)
- Works on highly turbid water
- Requires no electric power, batteries or spare parts for the lifetime of the product
- Requires no running water or piped-in water supply
- Has an easy-to-clean pre-filter and purification cartridge
ZeroVector®
Durable Lining (DL)

- Is a long-lasting substitute for Indoor Residual Spraying
- Does not require repeat intervention for minimum three years
- Has effectiveness demonstrated for three years, with an insecticide reservoir designed to last for five years
- Is factory treated, hence uniform dosage is ensured regardless of surface texture or wall shape
- Can be applied in rural settings with minimal supervision
- Provides improved ability for programmes to identify, monitor and evaluate treated dwellings
- Gives option for covering windows and eaves as well
- Adds aesthetic value to rural home interiors
- Controls other nuisance pests such as ants, cockroaches, termites and bedbugs
Working Principle

- ZeroVector® Durable Lining is constructed of a woven flat yarn into which the insecticide is incorporated.

- The flat yarns also contain additives designed to protect the insecticide and extend its active life.

- The insecticide migrates to the surface in a controlled fashion, giving the product vector control capability over an extended period of time.

- Mosquitoes and other insects that come in contact with this treated surface acquire a lethal dose while resting or walking on the liner surface.
CarePack®
for people living with HIV/ AIDS

• Is comprised of evidence-based interventions designed to improve the health of HIV-infected individuals and their families

• Includes the following components:
  – PermaNet® long-lasting insecticidal net that can prevent malaria and other vector-borne diseases
  – LifeStraw® Family instant microbiological water purifier that can avert diarrhoeal diseases
  – Printed education material providing tips on prevention of malaria, diarrhoea and sexually-transmitted diseases
  – Condoms for practicing safe sex and a broad-spectrum antibiotic may also be added in the CarePack® depending on country regulations/ programme requirements

• Has the potential to delay the progression of HIV to AIDS if components are used properly and continuously

• Can benefit all people living with HIV, whether or not they are on antiretroviral therapy (ART), as well as their family members
The Integrated Prevention Campaign held in Kenya in September 2008 combined voluntary HIV counselling and testing with distribution of an evidence-based CarePack® containing multiple interventions for the prevention of malaria, diarrhoea and HIV.

People attending the campaign were offered HIV counselling and testing services, health education and a free CarePack® containing PermaNet® long-lasting insecticidal net, LifeStraw® point-of-use water purifiers, condoms and educational material focusing on the prevention of malaria, diarrhoea and HIV.

The Kenyan Ministry of Health was an official partner and MOH-trained counsellors conducted the testing and counselling.

Approximately 47,000 people participated in the week-long campaign.

More than 80% of the target population (sexually-active adults of 15-49 years) was reached.

More than 17,000 adult men participated, an otherwise hard to reach group in HIV testing and counselling.

Amongst those tested, 1964 were found to be HIV positive.

CD4 cell determination was carried out at two sites.

Persons diagnosed as HIV positive were referred for further care and given a three-month starter kit of co-trimoxazole.

Various publications assessing the different aspects of the campaign are underway. These studies evaluate factors amongst others cost-effectiveness, cost of scaled-up replication, qualitative program evaluation and uptake of services offered during the campaign.
We are dedicated to improving the health of the most vulnerable people on earth by continuously improving our products. In 2008 alone, we invested approximately 14 million USD in research and development, an increase of twenty fold since 2005.

In making this commitment, we have managed to turn humanitarian responsibility into our core business.
Logistical Abilities

- Vestergaard Frandsen works with a multitude of local partners to provide the exceptional service of delivering products to in-country destinations rather than simply shipping them to the container port, as is the case with most other suppliers.

- We have developed a distribution network across the African continent, establishing delivery channels for deeper penetration inland and ensuring a seamless delivery to the end destination.

- Vestergaard Frandsen also has warehouse facilities in the remotest parts of the world, allowing the company to help programme implementers distribute PermaNet® long-lasting insecticidal nets affordably and efficiently.

- This unique profile makes Vestergaard Frandsen the optimal partner for disease-control needs.