

## E-workshop on Identifying and maximizing opportunities in middle-income countries 9 February 2022

### Objectives:

1. To increase the capabilities of DCVMs to compete effectively in non-Gavi middle-income countries (MICs):
  - Provide an overview of the MICs intelligence database and datasets offered
  - Discuss how the database can help countries prioritize opportunities and develop engagement strategies



### Target audience:

Business development managers, market analysts, strategists, advisors and senior managers are most likely to benefit from this training workshop.

The workshop will be in English and there will be no translation service as our E-workshop is an activity to foster international integration and cooperation.

<b>Wednesday 9 February 2022</b> <b>Identifying and maximizing opportunities in middle-income countries</b>		
Time	Topic	Speaker
12:00-12:15 (CET)	Registration & Introduction	DCVMN
12:15-12:45 (CET)	CHAI MICs Opportunity Database	K. Mtombeni & J. Zhu, CHAI
12:45-13:00 (CET)	Q&A	All participants
13:00-13:30 (CET)	Case Studies	K. Mtombeni & J. Zhu, CHAI
13:30-13:45 (CET)	Q&A	All participants
1:30- (CET)	Adjourn	All participants

**Speakers Booklet**

	<p>Mr. Mtombeni is a Technical Advisor in CHAI’s Global Vaccines Markets Team (VMT) focusing on providing technical support to middle-income countries, local vaccine manufacturing, and vaccines market-shaping work. He joined CHAI VMT from South Africa’s Sexual and Reproductive Health team where he led the supply chain and market-shaping work for contraceptives. Khanyisa holds a Master of Business Administration (MBA) and a Master of Information Technology degree.</p>
<p><b>Khanyisa Mtombeni</b></p>	<p>Mr. Zhu is a Senior Associate at CHAI and leads work on improving access to HPV vaccines, support to Chinese vaccine manufacturers, and driving global partner strategy on middle-income countries. Previously he worked as a consultant at ZS Associates developing commercial sales strategies for pharmaceutical clients. Jason holds a BA in Economics from the University of California, Berkeley.</p>
	
<p><b>Jason Zhu</b></p>	