Supporting Countries to Procure Treatments Better Suited for Children

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Our Market Shaping Strategy is a key component of The Global Fund’s mission.

Mission of MSS:
Leverage our position to facilitate healthier global markets for health products – today and in the future.

Pooled Procurement Mechanism (PPM):
Key tool to deliver on our MSS, managing an annual health product spend of approximately USD 1 billion across 60 countries.
Working in partnership, we achieve impact across product lifecycles

**Key partners**
- Unitaid
- PMI
- PATH
- DNDi
- Global Fund

**Global Fund Activities**
- Early and proactive engagement together with partners
  - "Being at table" and alignment of expectations
  - Support with regulatory pathways

- Successful support of innovation and launch of products without having to commit to volumes
  - Acceleration of introduction

- Provision of negotiation support
  - Extension of framework agreements
  - Identification of potentially interested countries to induce demand
  - Establishment of contact with countries

- Technical inputs
  - Recommendations and commercial information
  - Leveraging of relationships, incl. Principal Recipients

- Increase in access to formerly too expensive products
  - Price reductions

- Support in development of exit strategies

- Sustenance and stabilization of supply structures

**Impact**
- Early and proactive engagement together with partners
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**Time**
- Pipeline and emerging
- Growth
- Maturity
- Decline

**Sales**
- High impact across product lifecycles

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**Note:** The diagram illustrates the stages of product lifecycles (Pipeline, Growth, Maturity, Decline) and the activities and partners involved at each stage. The key partners listed are critical for achieving impact across these stages. The diagram also highlights specific activities such as technical inputs, recommendations, commercial information, leveraging of relationships, and support in development of exit strategies.
Improving access to preferred dispersible formulations for children through a sophisticated procurement strategy

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- WHO PQ
- Gates Foundation
- CHAI
- DFID
- MMV
- UNITAID
- USAID/PMI

Consultation dates:
- June 16: WHO PQ, Gates Foundation, CHAI, DFID, MMV, UNITAID, USAID/PMI
- Sept 16: Artemisinin manufacturers conference, Chengdu, China
- Oct 16: Anti-malarial Medicines Supplier Consultation, Geneva
- Aug 16: WHO, PATH, RFI: Artemisinin Manufacturers

Consultation phases:
- Feb 16 onwards: Finished dosage form manufacturers
- Oct 16 onwards: Various tender phases
- Jan 18: Implementation

...which provided insight to shape the antimalarial medicines sourcing strategy.
Improved availability and affordability of preferred formulation for children

**Product availability:**
Number of eligible suppliers of dispersible formulations for children

**Product affordability:**
Elimination of price differential for better formulation for children

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**Number of eligible suppliers:**
- 2015 H1: 2
- 2015 H2: 2
- 2016 H1: 2
- 2016 H2: 2
- 2017 H1: 5
- 2017 H2: 5
- 2018 H1: 5
- 2018 H2: 5

**PPM reference price per treatment dose [AL 20mg/120mg 6x2] (in USD)*:**
- 2015: 0.8
- 2016: 0.8
- 2017: 0.8
- 2018: 0.7

* Similar results we obtained for AL 20 mg/120 mg 6x1 (for children weighing 5-15 kg).

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**Consultation, Engagement**

**FPP Tender**

**Post-tender implementation**
Now that price has been eliminated as a barrier, next steps are key

**PPM Principal Recipients** are encouraged to request **dispersible AL** for pediatric patients to accelerate uptake as reference prices have been equalized.

**Forecasting demand and timely order placement** by Principal Recipients will secure the best value.

The Global Fund Sourcing Team will drive value for money and ensure a reliable supply through supplier relationship management.