

The role of UNITAID in support of the fight against HIV/AIDS, TB and Malaria

UNICEF Supplier Meeting

Copenhagen, 20 October 2008

Lorenzo Witherspoon, Procurement Officer,
UNITAID



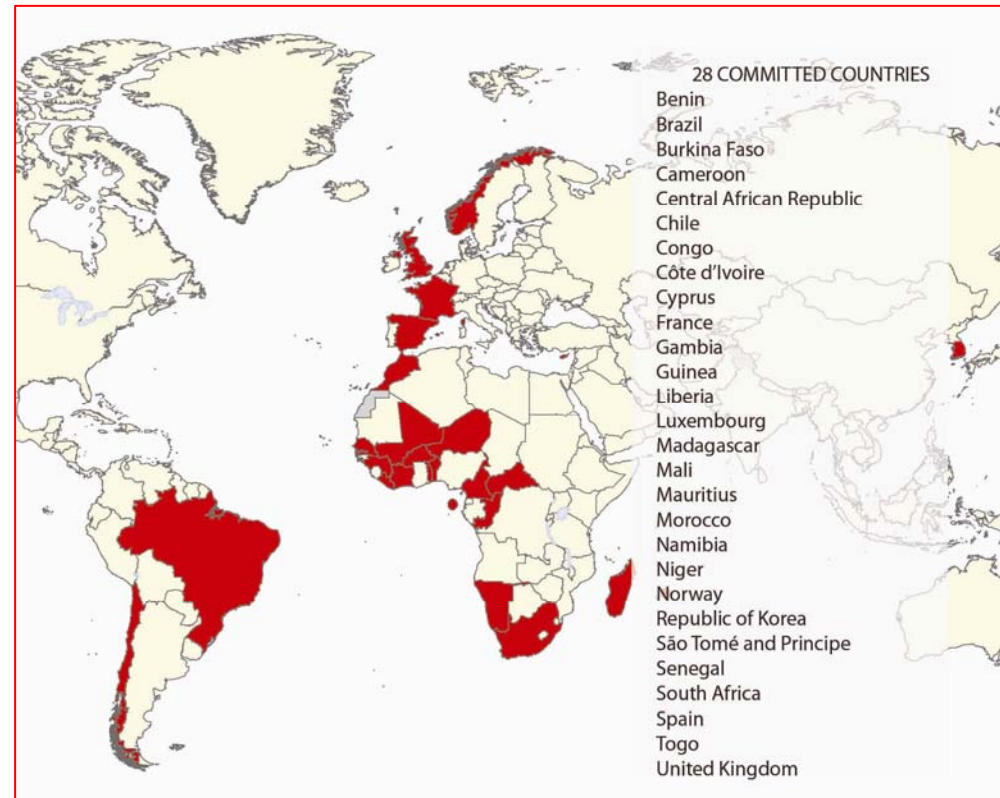
Membership



Established in 2006 by founding countries:
Brazil, Chile, France,
Norway, UK



Now: supported by 28 countries and the Gates Foundation



Innovative funding



- Stable, predictable and sustainable
- Disburses funds rapidly for greater and faster impact
- Results-oriented
- Based on air ticket levy

Added value

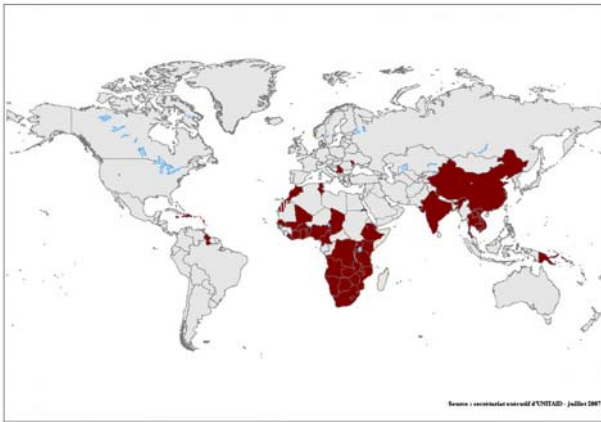


- Impact markets and **reduce prices**: more drugs for same budget
- Ensure medicines **better adapted** to patient needs
- Contribute to addressing **quality issues**
(incentive for manufacturers to invest)
- **Rapid delivery medicines and diagnostics** to the countries in need
(basic model - products instead of funds)

Targeted niches

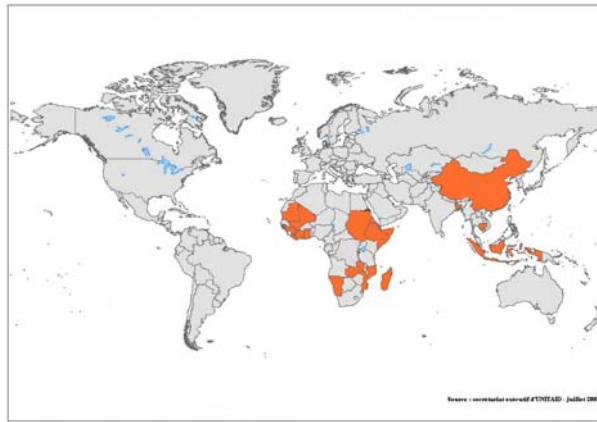


More than 92 countries already received UNITAID support...



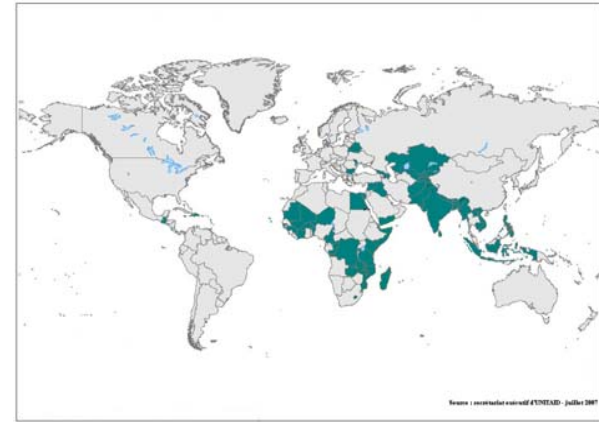
HIV / AIDS
53 recipient countries

- Paediatric ARV
- Second line ARV
- PMTCT



Malaria
22 recipient countries

- ACT
- LLINs



Tuberculosis
58 recipient countries

- First line TB
- Pediatric TB
- MDR-TB
- Diagnostics



UNITAID Board Meeting, December 2007

Directed the UNITAID Secretariat to further explore the possible role of UNITAID and the potential added value of its involvement in the proposed AMFm, taking into consideration the alignment between the objectives of UNITAID and AMFm

Roll Back Malaria (RBM) 7 March 2008 Executive Director requested UNITAID's continued support in addressing outstanding design and implementation challenges and to take a lead in the following areas in the preparatory phase:

- Negotiations of ACT manufacturer sales prices and setting co-payment levels
- ACT demand forecasting
- Increasing ACT supply through its continuing support for WHO prequalification



Alignment with UNITAID Principles

- Additionality (private sector)
- Eligibility criteria
- impact on market dynamics
 - availability
 - quality
 - price reduction (end users)
 - delivery time

- **Potential Roles of UNITAID in relation to AMFm**
- Contribute with other donors
- Negotiate with manufacturers
- Contribute to forecasting
- Quality Assurance



**Executive Board
7th Meeting
2-3 April 2008 - Brasilia, Brazil**

**Resolution n°9
AMFm**

The UNITAID Board welcomes the work done to date on the AMFm and expresses its support in principle, subject to resolution of outstanding issues for the further development of AMFm.

The Board requests the Secretariat to:

- Proceed to further define, in relation to the Global Fund and RBM, the options for UNITAID's areas of involvement in the AMFm and prepare a proposal to the Board setting out the framework for collaboration, including governance, policy and financial implications, taking into account the points raised by the Board;
- Strengthen the capacity of the Secretariat by engaging appropriate expertise, including in forecasting and market analysis.

A handwritten signature in black ink, appearing to read "P. Douste-Blazy". The signature is stylized and cursive.

Philippe Douste-Blazy

UNITAID partnered with CHAI to implement the pediatrics ARV Niche

Situation in 2006

Pediatrics

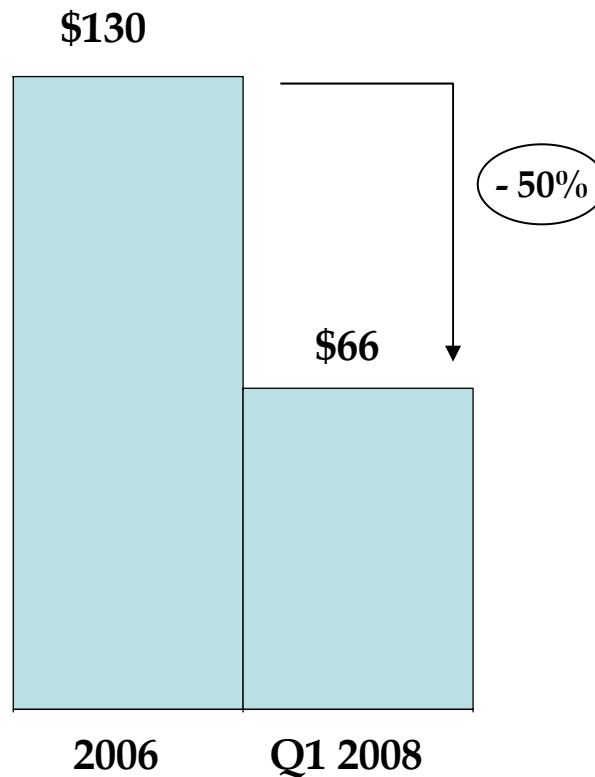
- High drug costs
- Inconvenient formulations
- Low treatment access

UNITAID-CHAI approach

- Catalyze ***long-term price reductions*** through aggregated procurement
- Extend pricing to all CHAI consortium countries
- Accelerate roll-out of key new products (e.g. FDCs)
- Provide targeted programmatic support through CHAI to facilitate treatment scale-up

UNITAID Pediatric Project has already driven major price reductions

**Price reduction on Pediatric ARV
(AZT FDC vs. individual syrups)**
US\$/patient per year



Overall, the UNITAID/CHAI partnership has had a significant impact on numerous aspects of market dynamics in the Pediatric HIV/AIDS Niche

Lower prices

- 60% cumulative price reductions

Improved products

- Introduction of peds FDCs

Quicker access

- Pediatric FDCs ordered in 26 countries in 2007

Additional suppliers

- Increased RUTF suppliers from 1 to 3

More patients reached

- ~68K new children on treatment in '07, with 78K to 95K additional targeted in '08

UNITAID and CHAI expect to achieve intended impact on pediatric commodities by 2010

Commodity impact

Pricing

- 60% cumulative price reduction on key ARV formulations
- Price reductions on DNA PCR, CD4 and HIV rapid tests

New product uptake

- 26 of 33 countries have introduced d4T-based FDCs
- AZT FDC roll-out well underway
- DNA PCR bundles available



'New Rapid Test for drug-resistant TB for developing Countries'

UNITAID funding of US\$ 60 million:

- To produce a new molecular method to diagnose MDR-TB known as the line probe assay to 16 low and middle income countries
- To boost the supply of drugs to treat MDR-TB in 54 countries
- To achieve a price reduction of 20% for second-line anti-TB drugs by 2011

30 June 2008
WHO, Stop TB, FIND, GLI

Goals and objectives



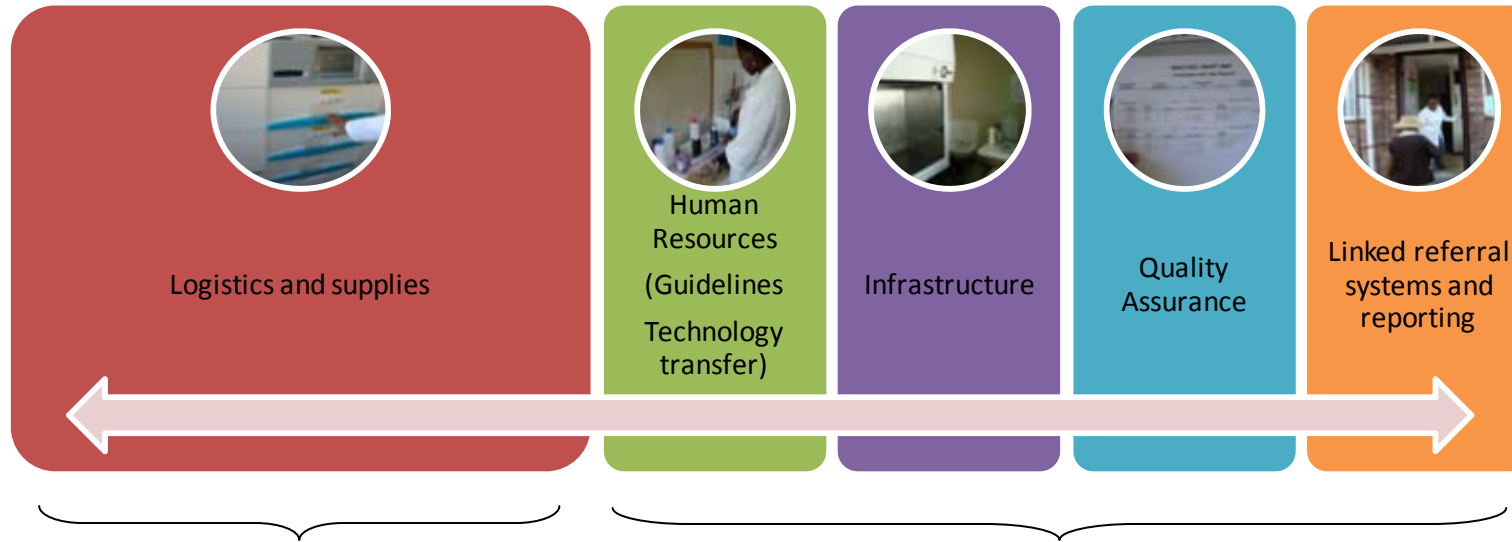
Goals

- Improve control of MDR-TB through access to new diagnostic technologies
- Proper integration of tools within TB control programmes

Objectives

- Secure access at the lowest possible price to diagnostic instruments, reagents and supplies
- Leverage UNITAID support with additional resources to:
 - Revitalize and modernize national reference laboratories
 - Ensure training in good laboratory practices, bio-safety and new diagnostic methods
 - Provide sustained technical assistance to ensure proper use of diagnostic tools

Complementarities



Funding for essential instruments, reagents, supplies



- Policies, norms international standards
- Participate in lab assessments
- Provide long-term, on-site monitoring
- Develop indicators and tools for M&E



- Negotiate with partners to ensure lowest prices
- Ensure customer support in place
- Share know-how from product development process
- Provide long-term, on-site mentoring for technology transfer



- Coordinate and manage procurement and delivery
- With FIND, engage industry to ensure affordability and sustained price decreases
- Collaborate with WHO Pre-qualification to include diagnostics



Alignment with UNITAID criteria



- Improving quality of medicines and diagnostics
- Reducing and stabilizing price
- Impacting on market dynamics
- Immediate scaling up of MDR-TB treatments
- Addressing the gap in laboratory preparedness

What UNITAID offers?



- Rapid response
 - Project approved in just two months
- Sustainable funding
- Procurement:
 - equipment
 - reagents
 - consumables
- Provide investments needed in laboratory infrastructure and knowledge sharing
- Ability to link diagnostics and treatment

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Making Globalization equitable

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What is UNITAID

UNITAID is an international drug purchase facility, established to provide long-term, sustainable and predictable funding to increase access and reduce prices of quality drugs and diagnostics for the treatment of HIV/AIDS, malaria and tuberculosis in developing countries.

Appointment of Philippe Douste-Blazy as Special Adviser on Innovative Financing for Development

U.N. Secretary-General Ban Ki-Moon appoints Chairman of UNITAID's Executive Board Philippe Douste-Blazy as Special Adviser on Innovative Financing for Development, with the rank of Undersecretary-General of the U.N.
19 February 2008

[More information](#)

News

Visit of Mr Philippe Douste-Blazy and Dr Jorge Bermudez to Burkina Faso

14-16 February 2008
Mr Philippe Douste-Blazy, Chairman of UNITAID's Executive Board, and Dr Jorge Bermudez, Executive Secretary, met with top country officials, who reaffirmed Burkina Faso's commitment following its joining UNITAID in February 2007. This visit allowed Mr Douste-Blazy and Dr Bermudez to meet the representatives of the non-governmental organizations and the country patient associations, and to participate in a working group meeting with the General Directors of ACAME.

[Read more...](#)

Film "Malaria, the Serial Killer" hosted by UNITAID and Roll Back Malaria Partnership

5 February 2008
"We welcome the showing of this film to a wide audience to raise global awareness on the challenges of preventing and treating malaria," said Dr Awa Marie Coll-Seck.
"We are very glad to co-chair with RBM this important presentation within WHO, as we partner to scale-up access to diagnostics and treatment for malaria.", added Dr Jorge Bermudez

[Read more...](#)

"UNITAID, the power of commitment" emphasizes WHO Director General

21 January 2008
Opening the 122nd WHO Executive Board Session in Geneva, with a Plenary full with the representatives from the EB Member States, more than 50 Member States not represented in the Board, UN and related Organizations, specialized agencies, intergovernmental organizations and NGOs, WHO Director General Dr. Margaret CHAN praised UNITAID as an example, addressing the audience with optimism about the latest public health responses against HIV/AIDS, TB and Malaria.

[Read more...](#)

Map Center

Member States, programs...
[click here to access the Map Center](#)

Invitation to submit concept notes

Public invitation to submit Concept Notes for Innovative Projects and Proposals

Deadline for submission of Concept Notes: 29 February 2008, 17:00 local time Geneva, Switzerland (GMT+1)

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Employment opportunities

Current vacancies
- Market dynamics expert
- Procurement Officer

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