

DO WE NEED A GAVI FOR DIAGNOSTICS?

Advanced TB Diagnostics, Montreal, June 19, 2018

Oh, before I forget...

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ONE OF THE GREATEST CHALLENGES TO
GLOBAL HEALTH...

■ SILOS (VERTICAL COMPETENCIES)...

- ❑ Innovators (large companies)
- ❑ Funding agencies
- ❑ Specialized sectors (environmental)
- ❑ Regulatory bodies
- ❑ Multiple NGOs
- ❑ Private sector
- ❑ Disease-focused programs
- ❑ Civil society



Table 1.  the Global Medical Diagnostic Community.

#	Agency	#	Agency
1	Ministries of Finance & Health from Global Alliance for Vaccines Initiative (GAVI)-eligible countries	25	International Diabetes Federation (IDF)
2	Accordia Global Health Foundation	26	International Diagnostics Centre (IDC)/London School of Hygiene and Tropical Medicine (LSHTM)
3	African Society for Laboratory Medicine (ASLM)	27	International Training and Education Center for Health (I-TECH)/University of Washington
4	Asia Pacific Laboratory Accreditation Cooperation	28	In Vitro Diagnostic (IVD) manufacturers & distributors
5	American Association for the Advancement of Science (AAAS)	29	Joint United Nations Programme on HIV/AIDS (UNAIDS)
6	American Society for Clinical Pathology (ASCP)	30	Kaiser Family Foundation (KFF) USA Global Health Policy
7	American Society for Microbiology (ASM)	31	Malaria no More
8	American Society of Tropical Medicine and Hygiene (ASTMH)	32	Medicins Sans Frontieres (MSF)
9	American Thoracic Society (ATS)	33	Partnership for Supply Chain Management (SCMS)
10	Asia Pacific Laboratory Accreditation Cooperative	34	PATH
11	Bill and Melinda Gates Foundation (BMGF)	35	Research!America Global Health R&D Advocacy
12	Center for Strategic and International Studies (CSIS) Global Health Policy Center	36	Stop TB Partnership
13	Clinton Health Access Initiative (CHAI)	37	The Earth Institute
14	Consortium of Universities for Global Health (CUGH)	38	The Global Fund to Fight AIDS, Tuberculosis, and Malaria (The Global Fund)
15	CRDF Global	39	The Global Health Network
16	Foundation for Innovative New Diagnostics (FIND)	40	UN Foundation (UNF)
17	Foundation for NIH (FNIH)	41	UNITAID
18	GBCHealth	42	United States Agency for International Development (USAID)
19	Global Alliance for Chronic Diseases (GACD)	43	United States Center for Disease Control (CDC)
20	Global Health Council	44	United States National Institutes of Health (NIH) e.g., National Institute of Biomedical Imaging and Bioengineering Point-of-Care Technology Research Network
21	Global Health Innovative Technology Fund (GHIT)	45	United States President's Emergency Plan for AIDS Relief (PEPFAR)
22	Global Health Security Agenda (GHSA)	46	Wellcome Trust
23	Global Health Technologies Coalition (GHTC)	47	World Bank
24	Infectious Diseases Society of America (IDSA)	48	World Health Organization (WHO)

SILOS – CAN WE BECOME INTEROPERABLE?



Interoperability



Interoperability is a property of a product or system, whose interfaces are completely understood, to work with other products or systems, present or future, without any restricted access or implementation.

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LEARNING FROM GAVI AN INTEROPERATIONAL PLATFORM...

WHAT IS GAVI?

- ❑ Set-up in 2000 to save children's lives and protect people's health by increasing access to immunization in developing countries
- ❑ Supply and demand stakeholders, as well as facilitating partners organized **into one decision-making body**
- ❑ Focused on four interrelated domains
 - Vaccinations
 - Health system
 - Sustainable financing
 - Healthy markets

GAVI – THE VACCINE ALLIANCE

THE VACCINE ALLIANCE

Our partnership combines the technical expertise of

Under-five mortality rate

In Gavi-eligible countries (per 1,000 live births)



Number of future deaths averted

(millions)



Number of children immunised

(millions)



CIVIL SOCIETY ORGANISATIONS

RESEARCH AGENCIES

VACCINE MANUFACTURERS

PRIVATE SECTOR PARTNERS

1 HEALTHY CHILDREN

2 HEALTHY SYSTEMS

SUPPORT FOR 12 LIFE-SAVING VACCINES

MANAGEMENT COORDINATION COMMUNITIES PARTNERS



The financing goal: Increase the predictability of global financing and improve the sustainability of national financing for immunisation.



The market shaping goal: Ensure appropriate and affordable vaccines for developing countries

SHOW ME THE MONEY: THE INNOVATIVE FINANCE FACILITY FOR IMMUNIZATION FINANCING



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- FINANCIALS
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Latest news
26 October 2016
IFFIm issues US\$ 500 million in

So far IFFIm bonds have raised more than US\$ 5.7 billion in immediately available cash resources for Gavi immunisation programmes

IFFIm raises finance by issuing 'vaccine bonds' in capital markets, converting long-term government pledges into immediate cash



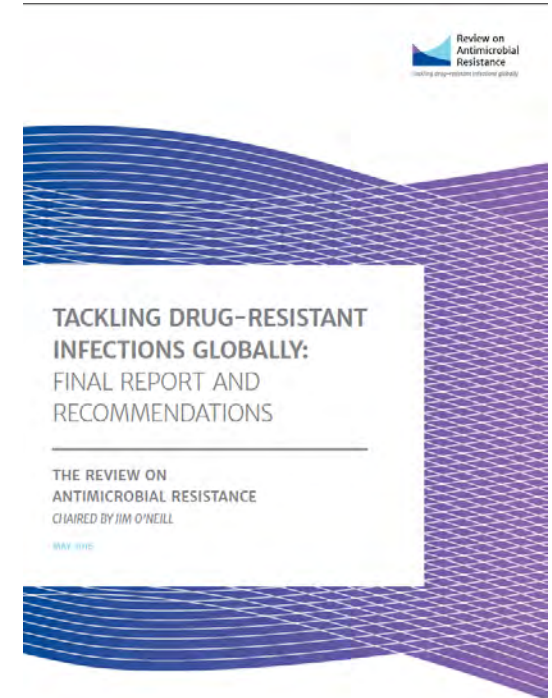
Global Finance magazine recognises IFFIm sukuk

IFFIm's role in saving lives

17 September 2015
IFFIm issues second Sukuk, raising US\$ 200 million

O'NEILL REPORT ON AMR – DIAGNOSTIC MARKET STIMULUS

*I call on the governments of the richest countries to mandate now that by 2020, all antibiotic prescriptions will need to be informed by up-to-date surveillance information and a rapid diagnostic test wherever one exists. This will open the door to investment and innovation, by showing clever developers that if they build rapid tests they will find a market for them. **Once the technology has improved, markets in developing countries can be supported with a system we have called a diagnostic market stimulus, not dissimilar to the great work that Gavi, the Vaccine Alliance, has done to improve global child vaccination.***

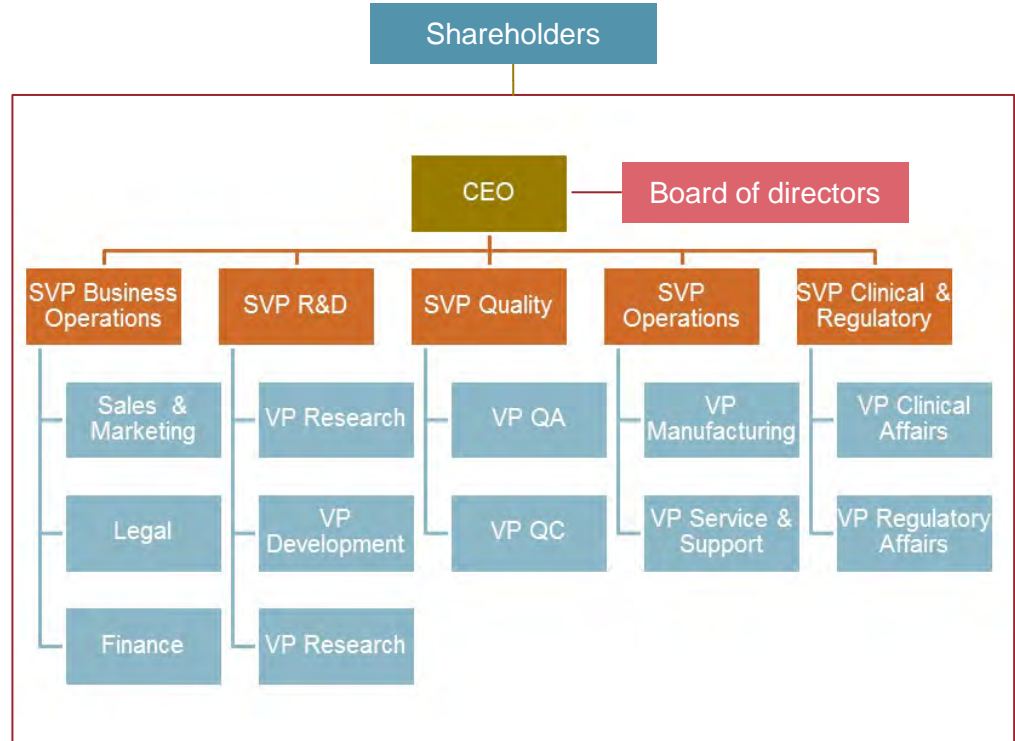


SUCCESSFUL BUSINESSES HAVE ALSO
FIGURED THIS OUT....

BUT NOT IN GLOBAL HEALTH MARKETS

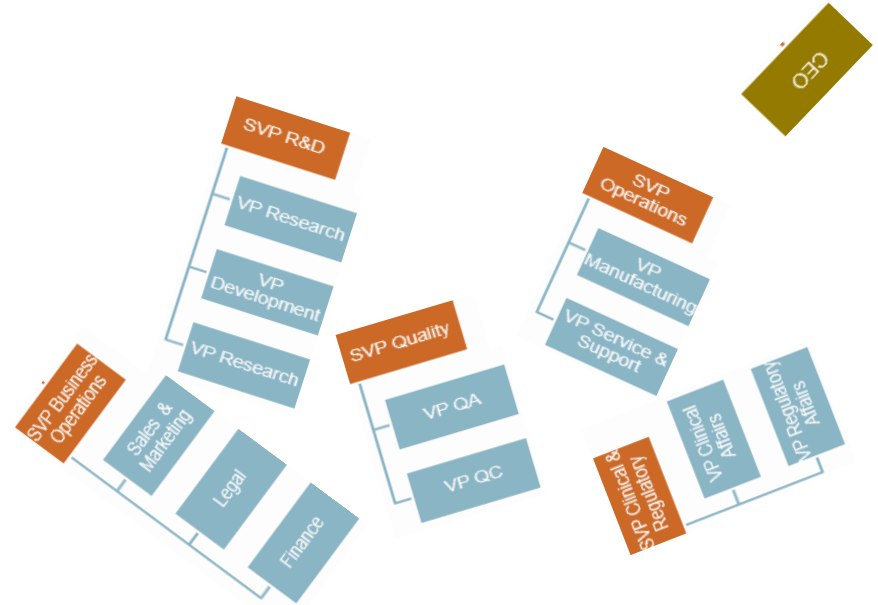
COMPANIES WITH CENTRALIZED GOVERNANCE

- ❑ Success metrics well defined (ROI, increased shareholder returns)
- ❑ Centralized governance
- ❑ Interdependent departmental functions
- ❑ Department goals alignment with company objectives
- ❑ Behavioral drivers
 - ❑ Carrot (bonus) incentives
 - ❑ Stick (termination) disincentives
- ❑ Sustained revenue pays for everything



WITHOUT CENTRAL GOVERNANCE...

- ❑ Centralized governance
- ❑ Success metrics well defined (ROI, increased shareholder returns)
- ❑ Interdependent departmental functions
- ❑ Department goals alignment with company objectives
- ❑ Behavioral drivers
 - ❑ Carrot (bonus) incentives
 - ❑ Stick (termination) disincentives
- ❑ Sustained revenue pays for everything



BUSINESS MODELS – CONVENTIONAL DX COMPANY

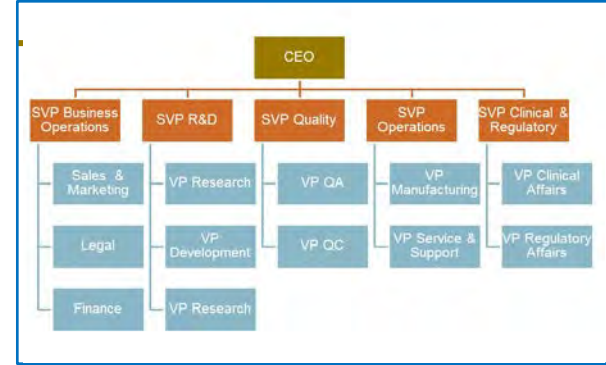
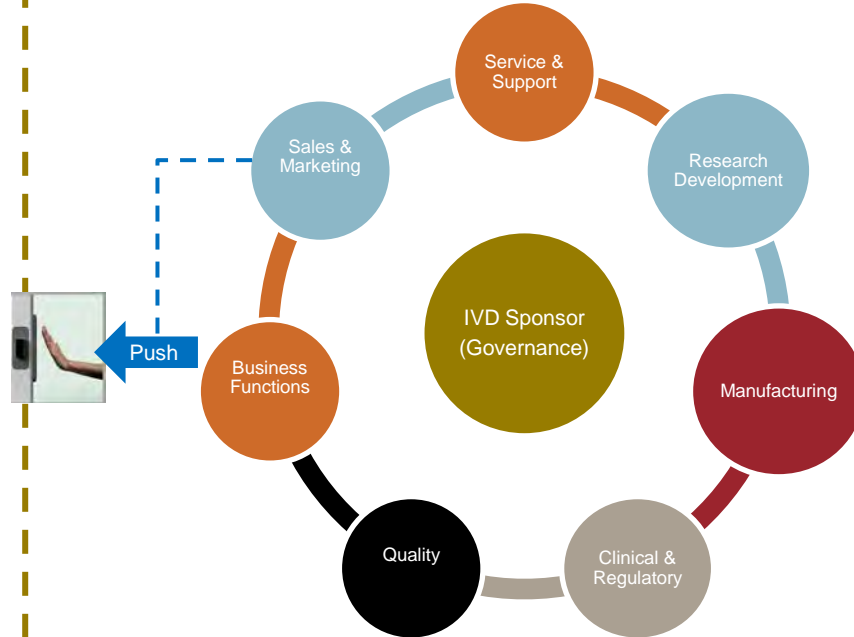
Demand

Supply

Customers – Public & Private



Other Demand Influencers (WHO, MoHs, Funders...)



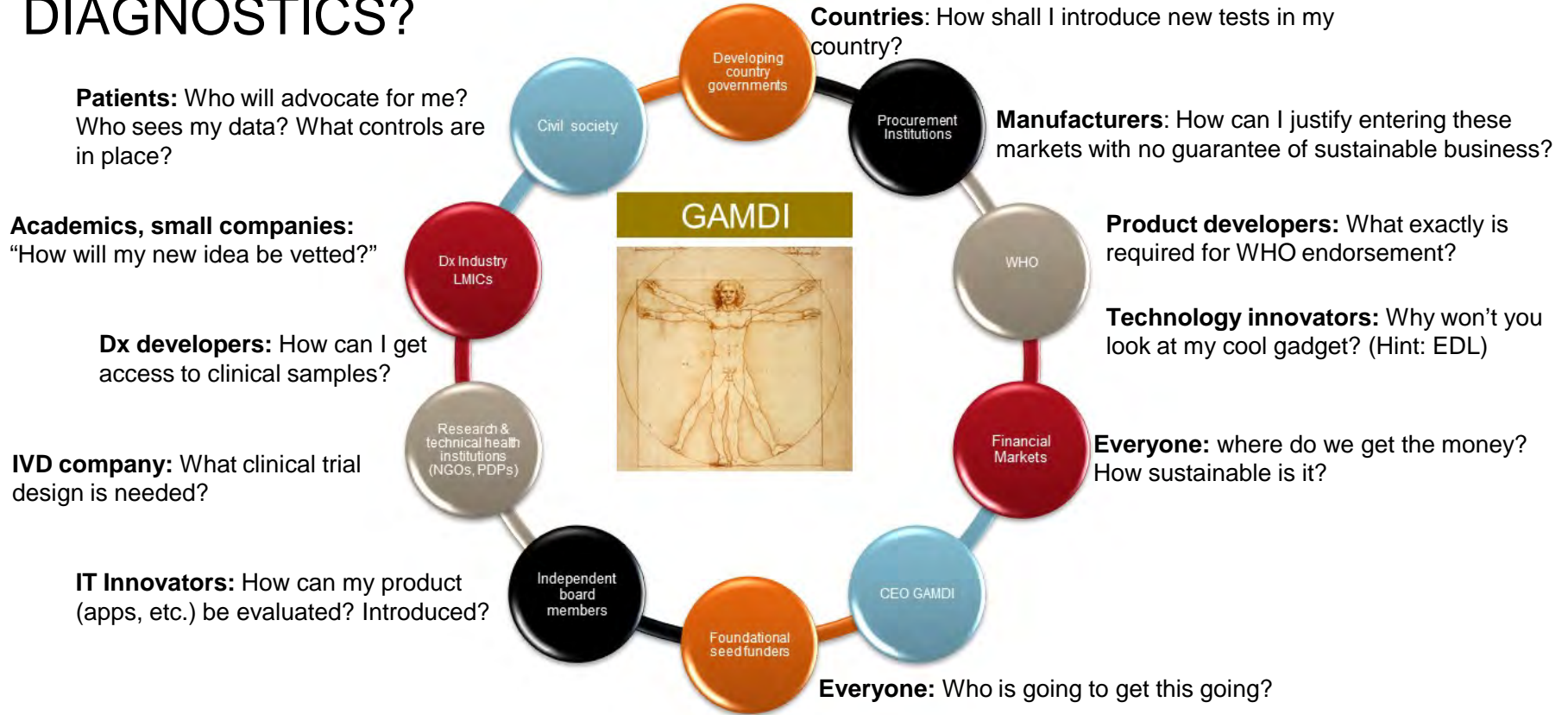
Supply

- Vertical efficiency
- Controls product standards & quality
- One stop shop; owns all functions
- IVD sponsor - supply & pricing

Demand

- A weak “push” strategy in global health
- **Uncertainty in forecasting**
- **“Order takers, not order makers”**

BUSINESS MODEL - A GLOBAL ALLIANCE FOR MEDICAL DIAGNOSTICS?



CHANGING THE DX LANDSCAPE?



[Diagnostics \(Basel\)](#). 2017 Mar; 7(1): 8.

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Exploring the Case for a Global Alliance for Medical Diagnostics Initiative

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THANK YOU

