

# PAHO Strategic Fund

## Supporting the Caribbean in Improving Access and Availability to Essential Supplies for Public Health

*Objectives, Advances and Operational Procedures*

Strategic Fund Team

HSS/FE & PRO

PAHO/WHO



# PAHO



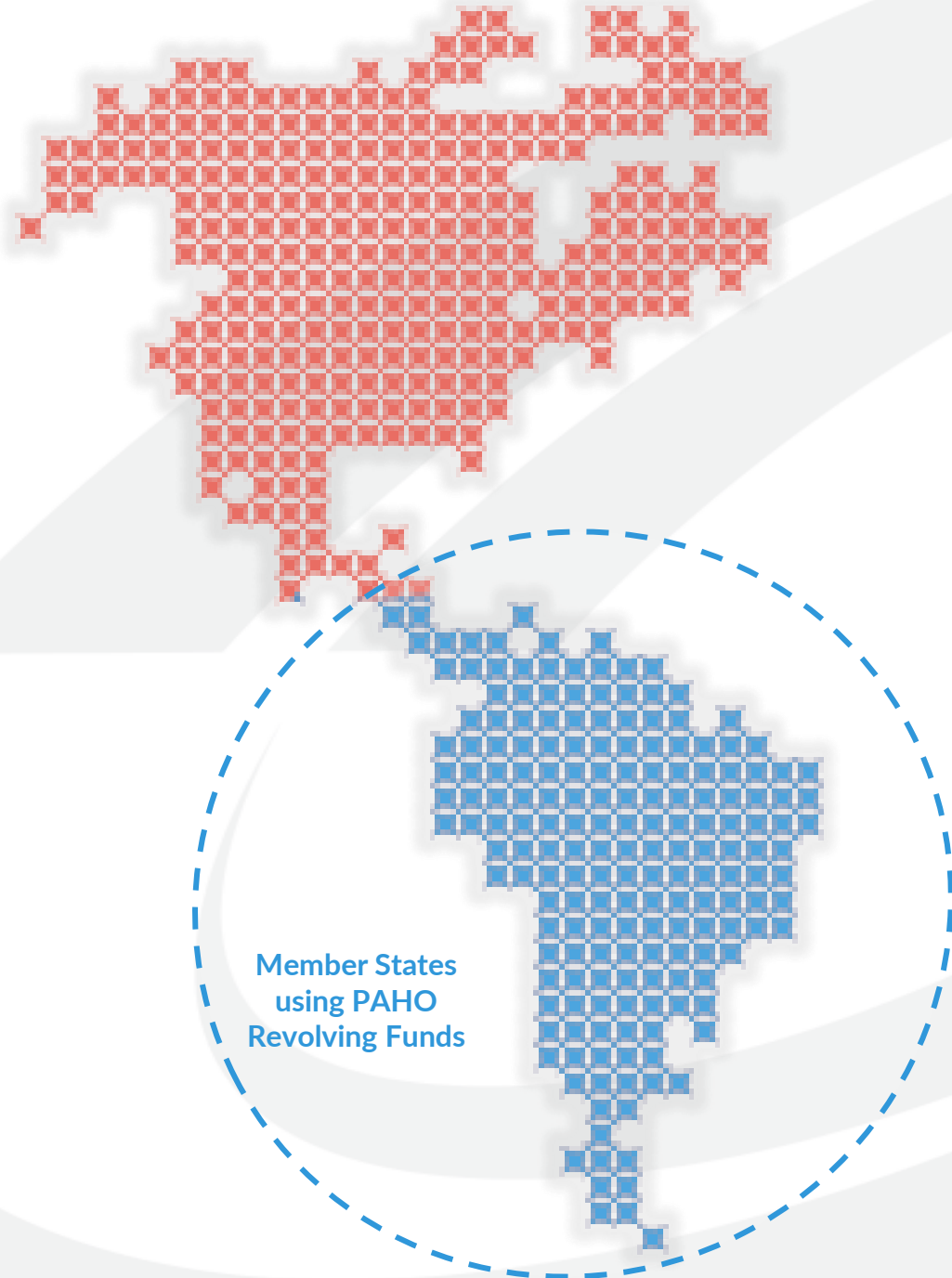
# The Strategic Fund

PAHO Technical Cooperation Mechanism to improve Access and Management of Public Health Strategic Supplies that operates under established terms by the Member States (Board of Directors Resolution CD45.R7, 2004)

# Objectives

1. Increase access to quality health products that improve health outcomes in PAHO Member States.
2. Improve the expense efficiency and the availability of quality strategic inputs for national priority health programs.
3. Work together with the participating countries to improve national capacities in demand planning and comprehensive supply management.
4. Consolidate demand and the use of innovative purchasing and negotiation strategies that stimulate transparency and international competition.

# The Strategic Fund has signed accession agreements with the Member States



Member States  
using PAHO  
Revolving Funds

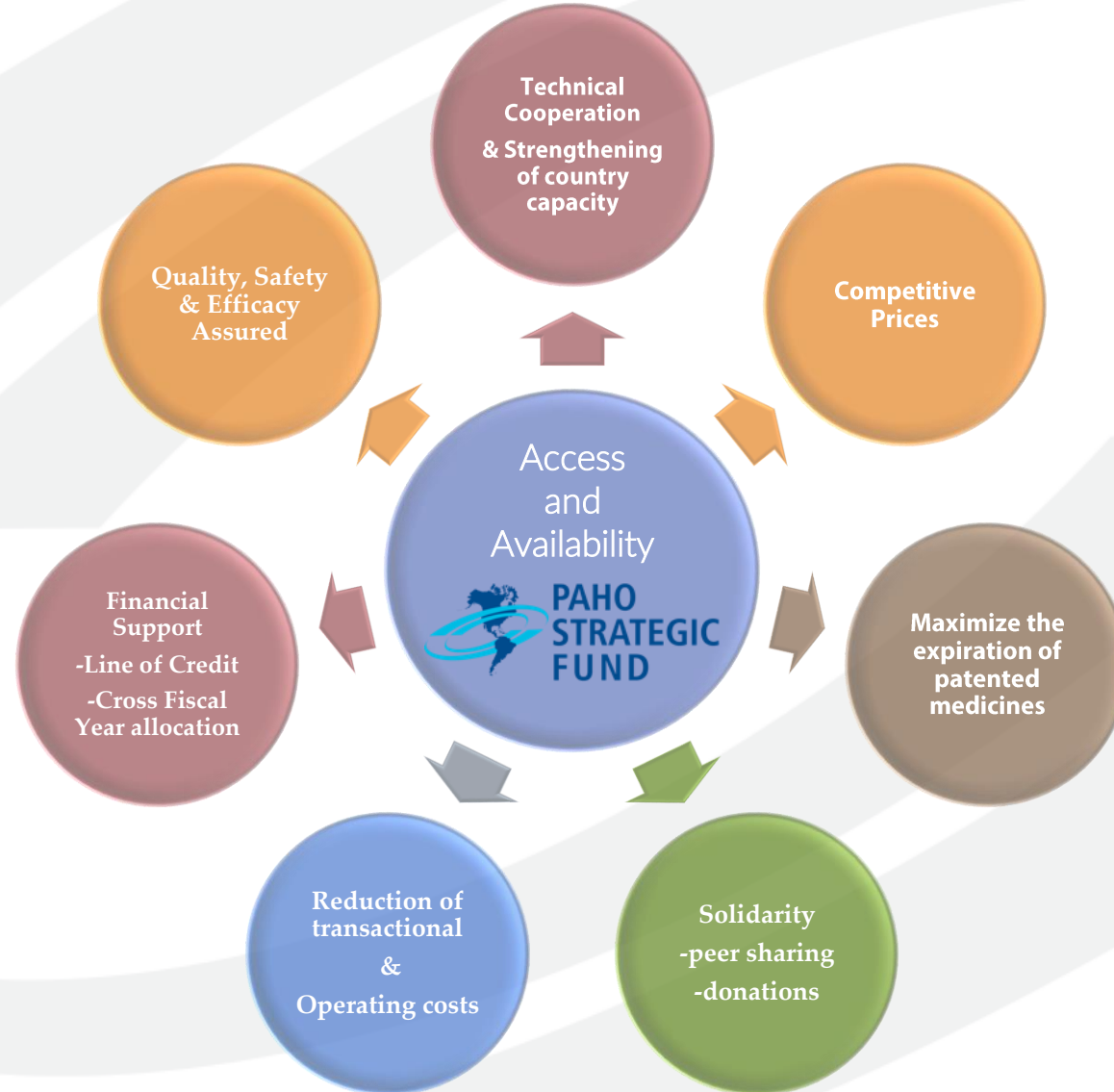


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**34** Countries and  
Territories

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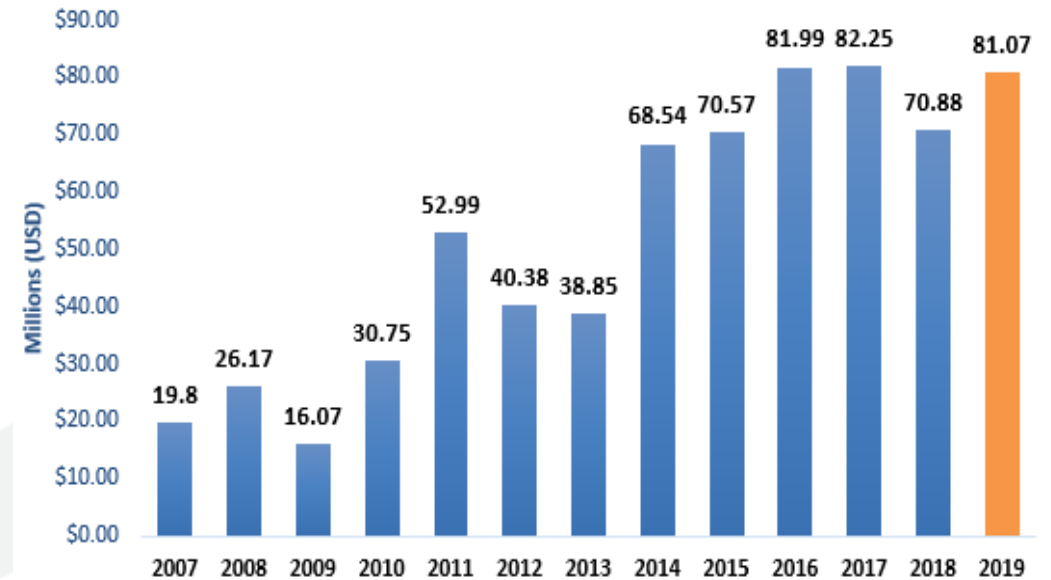
# PAHO Strategic Fund's Value Proposition



# Access to Medicines and Public Health Supplies

2000 → 2019 (Dec)

- More than 300 Products/ Presentations** (Icon: hand holding a syringe)
- 34 Countries and territories** (Icon: globe showing South America)
- More than >74 LTA >500 shipments** (Icon: globe with shipping boxes)
- Value of purchases (2019) US\$ 81.07 M**  
**Capitalization Account US\$20.30** (Icon: US dollar bills and coins)



← TECHNICAL COOPERATION →

# PAHO Strategic Fund – Product Portfolio

**Medicines**

**Diagnostic Kits and  
Medical Equipment**

**Vector Control Supplies**

**Communicable Diseases**

**Non-Communicable Diseases**

**Neglected Diseases**

**Rapid Test for  
HIV, malaria,  
Chagas,  
leishmaniasis,  
others**

**Equipment  
and supplies  
Genotype**

**Diagnostic test rubella,  
measles,  
Leptospirosis  
parvovirus,  
others**

**Insecticides**

**Mosquito nets**

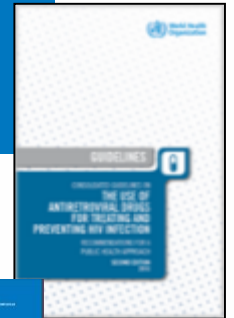
# Updated List of the Strategic Fund 2019

Evidence-based

Cost-effectiveness

Public Health impact

- WHO Essential Medicines 21<sup>ST</sup> List 2019
- New Guidelines and Protocols for WHO Prevention, Diagnosis and Treatment
- List of essential vitro Diagnostics in WHO
- List of PQ vector control supplies by WHO



Exclusions ATV 100 mg, AZT tab 100 mg, ABC/3TC 60/30, RTV 400mg /5ml, NVP 200mg, Km, Cm, RH 60/60, 150/150, R/H/Z 150/50/500 tb disp 60/30/15

# Eligibility Criteria of the Strategic Fund

## 1. WHO Prequalified Drugs

- Antimalarial, antitubercular and antiretroviral, antiviral and other (IO) – <http://apps.who.int/prequal/>

## Products NOT prequalified by WHO

National Regulatory Authorities of Regional Reference: ANMAT (Argentina), ANVISA (Brazil), BGTD (Canada), COFEPRIS (Mexico), CECMED (Cuba), INVIMA (Colombia), ISP (Chile), US FDA (USA) , and

- Stringent Regulatory Authorities (SRAs) recognized by WHO as part of the prequalification of finished pharmaceutical products.
- **Evaluation by the HSS/MT Quality Unit**

## Diagnostic Test

WHO Prequalification  
[http://www.who.int/diagnostics\\_laboratory/evaluation\\_s/PQ\\_list/en/](http://www.who.int/diagnostics_laboratory/evaluation_s/PQ_list/en/)

WHO List of Essential In vitro Diagnostic Reagents

[http://www.who.int/medical\\_devices/Selection\\_invitro\\_diagnostics/en/](http://www.who.int/medical_devices/Selection_invitro_diagnostics/en/)

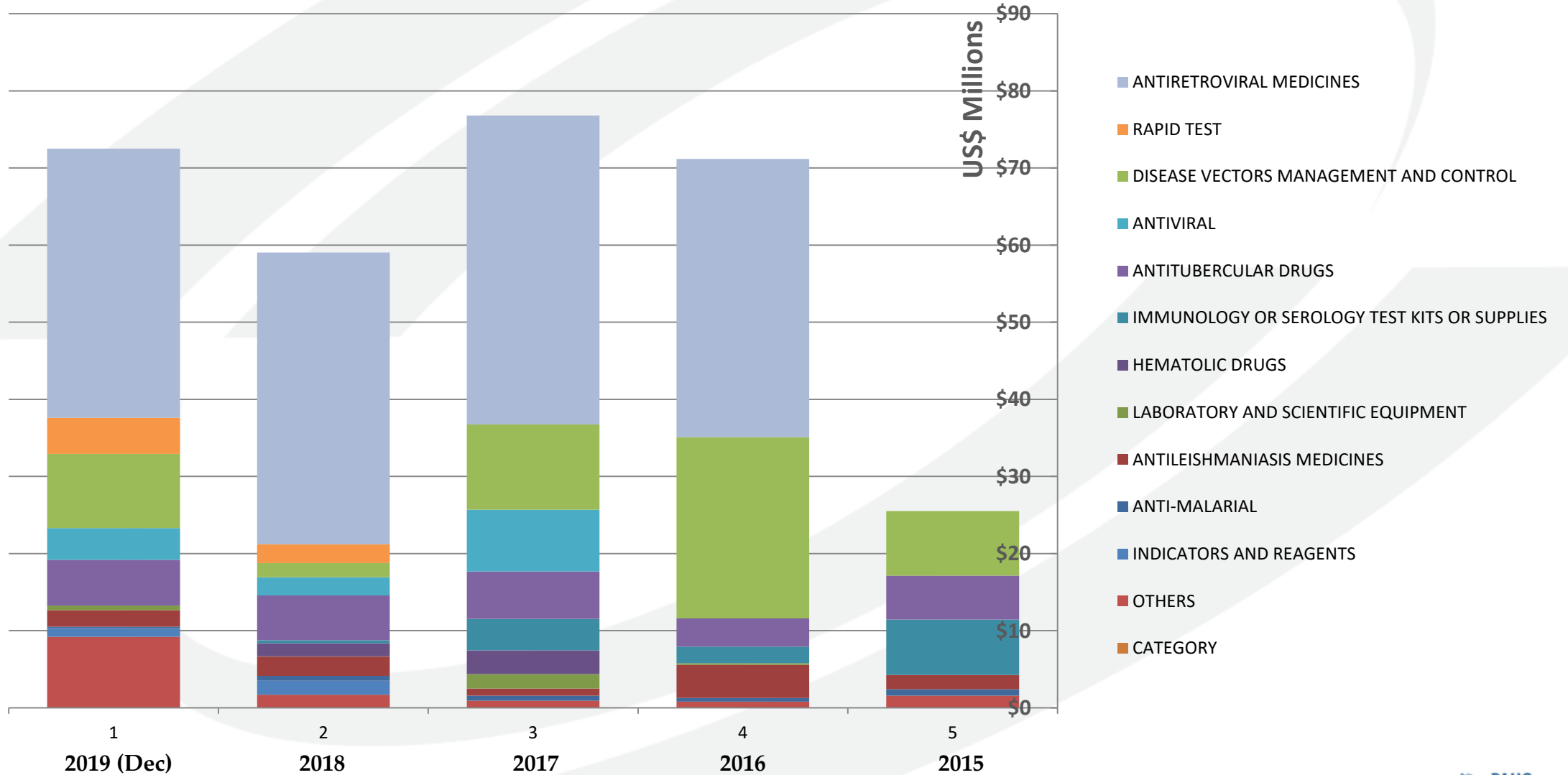
## 2. Equipment & supplies (GenExpert)

## 3. WHO vector control supplies prequalified by WHO

<http://www.who.int/pq-vector-control/prequalified-lists/en/>



# 2015 - 2019 ACQUISITIONS BY CATEGORY PROCUREMENT ACTIVITY



Note: The data expressed **only include the cost of the products**. Freight, insurance, service fees and other costs are not included.

Source: Procurement and Supply Management Department - PAHO, 2019

# PAHO



More than **675,000** people living with HIV received treatment with the first line scheme

**USD 70 per patient - year**

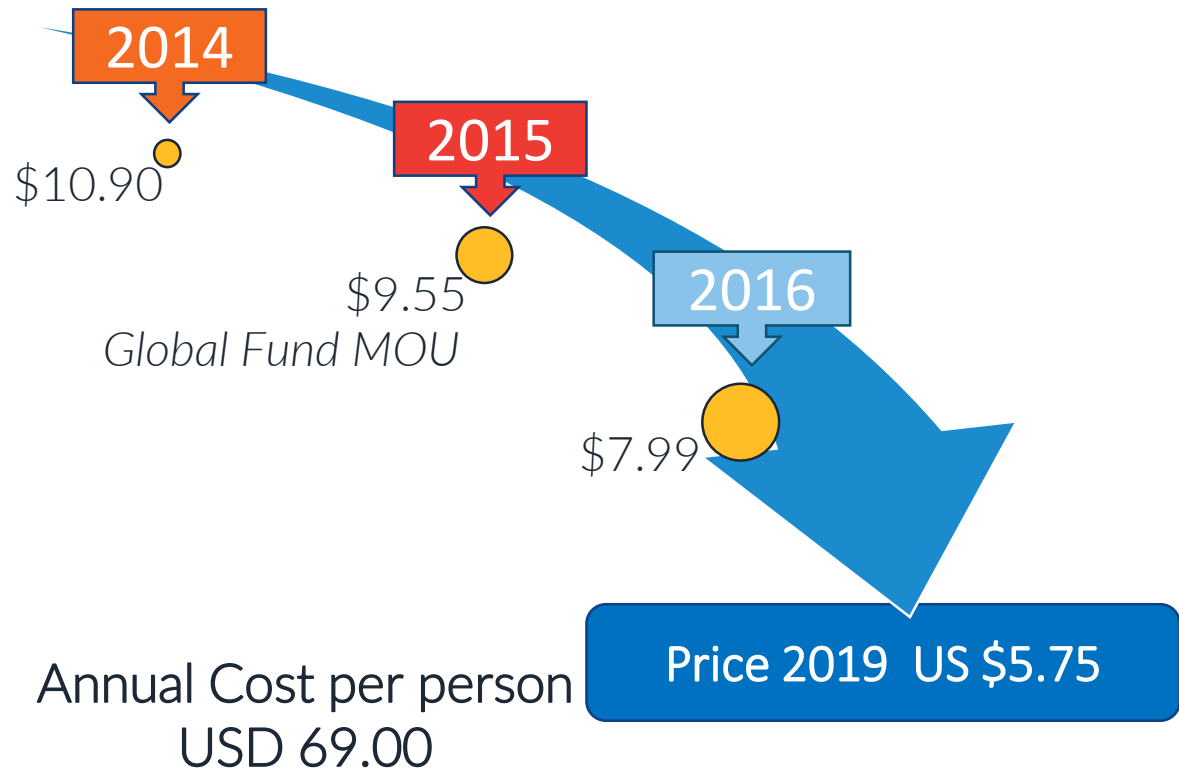


## 74 LTAs

HVI/AIDS, TB, Malaria, Oncologists, Antivirals (including HCV), Immunosuppressors, blood derivatives, Pulmonary surfactant and diagnostic tests

# Price Reduction in ARV in Collaboration with GTFM and other Partners

Efavirenz + Lamivudine + Tenofovir 600mg + 300mg + 300mg  
Tableta, fco 30tb



## Availability of new ARV

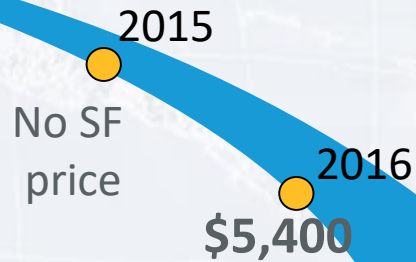
Dolutegravir FCO 30 TB USD 3.75

Tenofovir/Lamivudine /Dolutegravir FCO  
30 tab USD 5.75

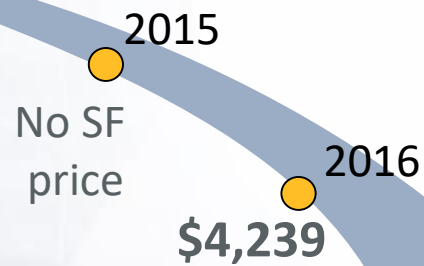
Annual Cost per person USD 72.00

# Price Evolution of Hepatitis C Medications through SF

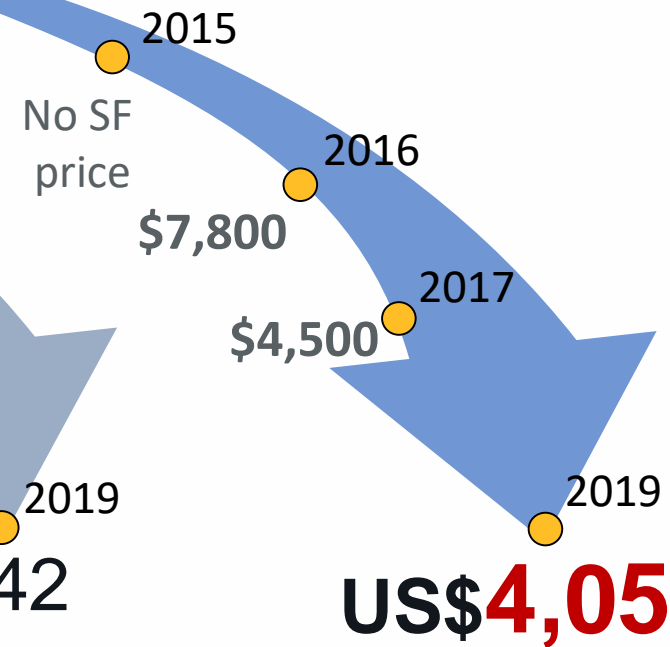
## Sofosbuvir (12 weeks)



## Daclatasvir (12 weeks)



## SOF/Ledipasvir or SOF/Velpatasvir (12 weeks)



US\$87

US\$42

US\$4,050

US\$129

\* Price of goods only. Do not include freight and insurance nor SF charge



- **Trastuzumab: South America and SF**
- **Solidarity and one price for all**
- **First biotherapeutical biosimilar**
- **From 50% to 80% of savings depending on the country**
- **Quality assurance and consolidated demand**

**OPS**

PRO/SF					
ANTINEOPLASTIC MEDICINES					
MEDICAMENTOS ANTINEOPLASICOS					
LONG TERM AGREEMENT VALID UNTIL DECEMBER 31st. 2020					
ACUERDO A LARGO PLAZO VALIDO HASTA EL 31 DE DICIEMBRE 2020					
Item No.	International Nonproprietary Name (INN) / Denominación Común Internacional (DCI)	Strength / Concentración	Pharmaceutical form / Forma Farmacéutica	Packing / Empaque	Price / Precio (USD\$)
1	BLEOMICINE SULPHATE	15 UI	INJECTABLE SOLUTION	VIAL	\$27.50
2	CAPECITABINE	500MG	TABLETS	BLISTER 10 X 12	\$36.00
3	CYCLOPHOSPHAMIDE	500MG	PWD	VIAL	\$7.50
4	ETOPOSIDE	100MG/5ML	INJECTABLE SOLUTION	VIAL	\$1.35
5	MESNA	400MG/4ML	AMPOULES	BOX / 15	\$69.30
6	METHOTREXATE	2.5MG	TABLETS	BLISTER 10 X 10	\$3.10
7	METHOTREXATE	50MG	PWD	BOX / 10 VIALS	\$20.00
8	METHOTREXATE	1G/10ML	INJECTABLE SOLUTION	BOX / 10 VIALS	\$119.00
9	TAMOXIFEN	20MG	TABLETS	BLISTER 6 X 10	\$2.90

**NOTES:**

- The prices published reflect the price of the product
- For budgeting purposes PAHO suggests Member States add an additional 15-25% to reflect the costs of shipping, insurance, 3% contribution to the SF capital account and the 1.25% PAHO fee.
- Medicines not included in this list, can be purchase individually upon request by Member States. Prices and lead-time will depend on the product availability at the time of the request.
- Questions should be directed to [strategicfund@paho.org](mailto:strategicfund@paho.org).

For further information on the PAHO Strategic Fund please visits [www.paho.org/strategicfund](http://www.paho.org/strategicfund).

**NOTAS:**

- Los precios publicados reflejan solamente el precio del producto
- Para fines presupuestarios la OPS sugiere a los Estados Miembros agregar un 15-25% sobre el precio del producto para reflejar los costos de flete, seguro, contribución del 3% a la cuenta de capitalización del FE y los gastos de administrativos de la OPS de 1,25%.
- Los productos no incluidos en esta lista, podrán ser adquiridos a solicitud individual por el Estados Miembro. Los precios y tiempos de entrega dependerán de la disponibilidad del producto al momento de la solicitud.
- Cualquier pregunta adicional puede ser dirigida al [fondoestrategico@paho.org](mailto:fondoestrategico@paho.org).

Para más información sobre el Fondo Estratégico de la OPS sírvase visitar a [www.paho.org/fondoestrategico](http://www.paho.org/fondoestrategico).

# Quality Assurance of Medicines and Supplies



## **Quality, safety, and efficacy**

Compliance with international standards on production and control.



## **Eligibility**

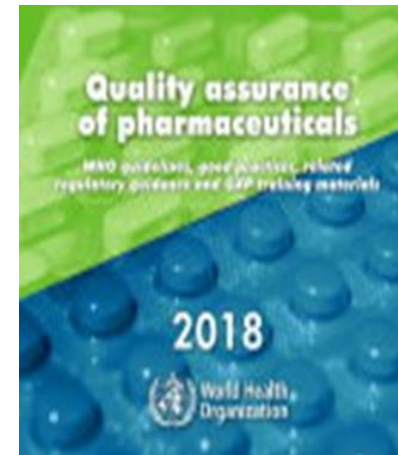
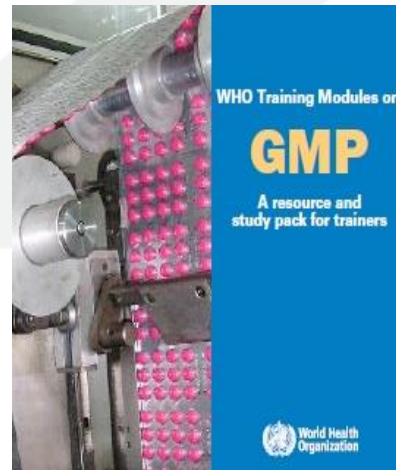
WHO prequalification processes.  
Registration and commercialization in National Regulatory Authorities of Regional Reference.



## **Performance**

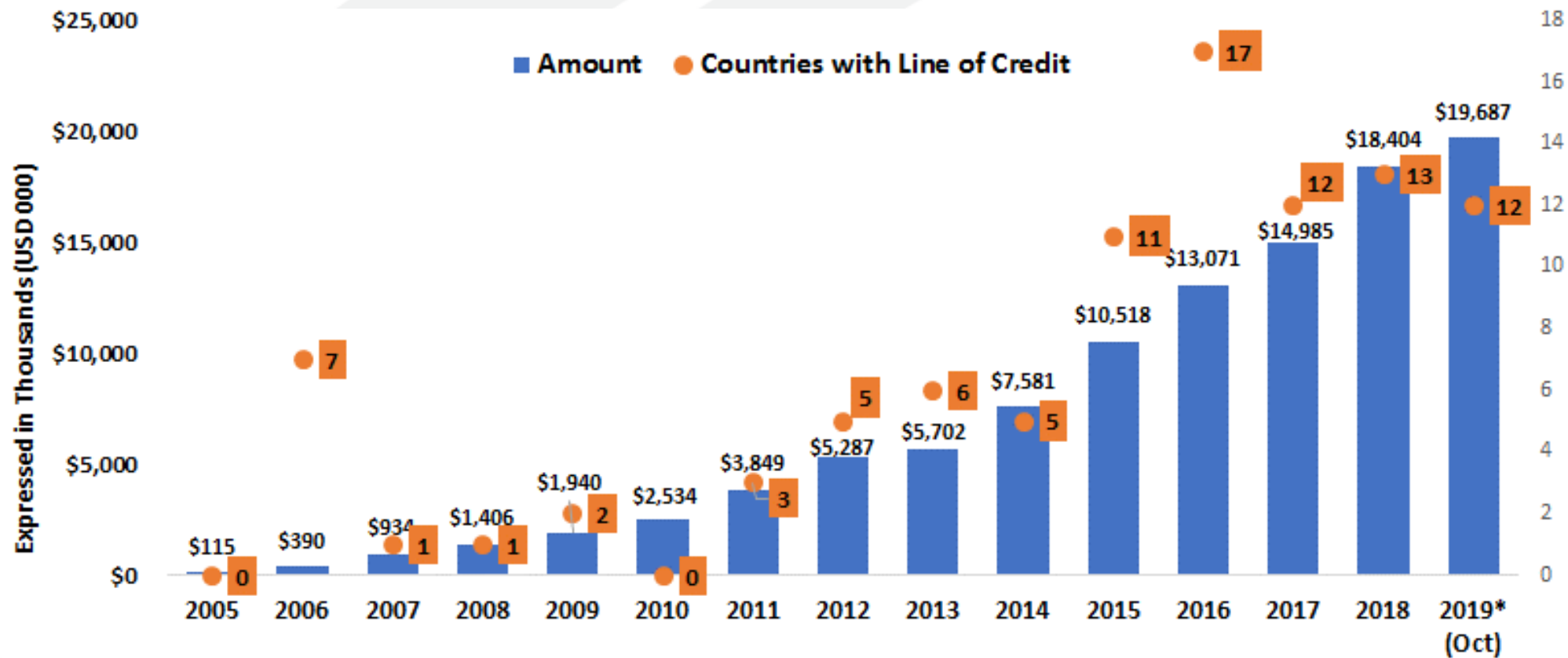
Supplier performance evaluation.

# Eligibility and Evaluation





# Increase in value and use of the Capitalization Account (2005 – 2019)

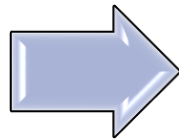


**Benefits  
of the  
Capitalization  
Account**

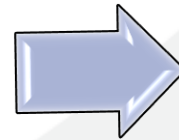
# LINE OF CREDIT

- 1 Country request to the SF-HSS Coordinator
- 2 Requirements and required budget
- 3 Account Statement Verification

Up to USD 1M



Between USD 1-  
2M



Greater to USD  
2M

- Approved by the SF Coordinator and the FMR Team Leader

- Approved by the SF Coordinator and the FMR Director

- Approved by the PAHO/WHO Director

# SF Strategies and the Caribbean - opportunities

1 -

- Maximize the use long-term agreements (LTAs)

2 -

- Regional demand planning, consolidation and joint purchasing (where/when possible)

3 -

- Exploring new opportunities

4 -

- Line of credit

# Technical Cooperation in Supply Management

## Under an Interprogrammatic Approach



# Challenges / Efficiency

- Individual requests and purchases, by country
- Barriers to consolidate demand:
  - Patents
  - Single source products
  - Differentiated prices by countries
  - Products with limited access
  - Marketing Licenses
  - Small volumes
- Mutual commitments, maintenance decisions

- Management
  - Purchase planning / demand consolidation
  - Medications outside the FE list
  - Emergency Purchases
- National legislation for the purchase of medicines
  - Health registration of medicines in the country
  - Heterogeneous technical requirements

# Establishment of the SF Special Program (2018)

- Improvement of the participation processes of all the actors
- Demand and procurement planning
- Limited sources of key products, limited quantities
- Focus on priority products for NCDs
- Performance of key suppliers
- Cooperation in the management of strategic supplies
- Cooperation in the management of the PI



THANK  
YOU!

<https://www.youtube.com/watch?v=xVSExrH0xgQ>

[www.paho.org/strategicfund](http://www.paho.org/strategicfund)  
[strategicfund@paho.org](mailto:strategicfund@paho.org)

PAHOWHO   

OPSPAHO 

#UniversalHealth

#HealthForAll



Pan American  
Health  
Organization



World Health  
Organization

REGIONAL OFFICE FOR THE Americas

PAHO