

Title: Improving Market Transparency and Strategic Procurement to Improve Access to POC EID

Track and Category: E95

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Background: Globally, only half of infants born to HIV-infected mothers undergo early infant diagnosis (EID) and of these, only half ever receive test results. EID is the first step to getting onto treatment and without ART, 80% of children die by 5 years of age. Point-of-care (POC) EID can improve both coverage of EID and receipt of results, increasing the number of children linked to care and enrolled on ART. As access to and uptake of new POC EID is still limited, innovative strategies are required to improve overall access to this essential technology. EGPAF, MSF and CHAI support are working in 13 countries to document POC EID's impact on pediatric diagnosis and treatment, model cost effectiveness, and use strategies to improve price and terms and conditions to improve access to POC EID.

Description: In order to strengthen negotiations and improve access to POC EID, several organizations with large proportions of the nascent POC EID market are collaborating to pool volumes, jointly negotiate contracts, analyze cost of goods, and provide transparency for price and terms and conditions for procured products.

Lessons learned: Pooling volumes and joint negotiations can result in manufacturer contract terms that will improve access for POC EID, including service and maintenance agreements that are responsive to key priorities identified by in-country staff, such as more rapid module replacement and provision of loaner platforms when off-site repairs are required. Cost of goods for cartridges ranged from \$8.67-10.91 USD, while market prices average about \$20 USD, suggesting there is some room for price reductions in this market, particularly if volumes were to increase or be bundled with similar diagnostics, such as POC HIV viral load.

Next Steps: Although the POC EID market is relatively small, use of procurement strategies, especially: pooled procurement; contract transparency; and knowledge of cost of goods can help to support healthier markets that support affordable and sustainable access to this critical diagnostic. In the future, bundling procurement of this test with POC diagnostics for other diseases (e.g. tuberculosis) can help further reduce prices of cartridges and transactional costs.