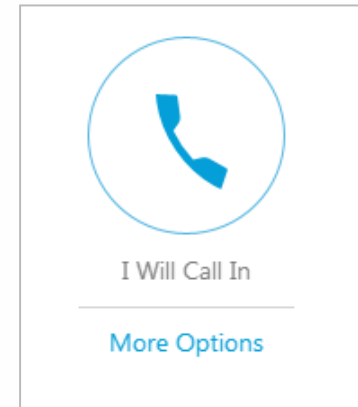


How to Call-in to this Webinar

1. Select your audio source.

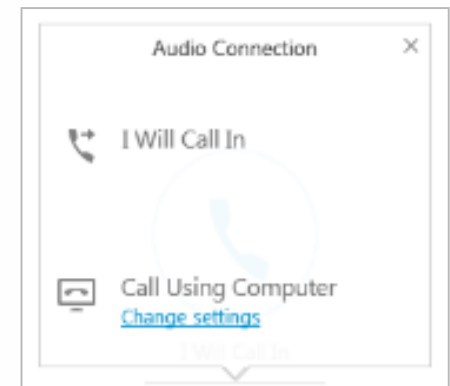
2. For Computer Audio (Recommended):

- a) Click “Call Using Computer”
- b) If you can’t hear, you may have to click “Change settings”. Select your speaker source.



3. Telephone Audio:

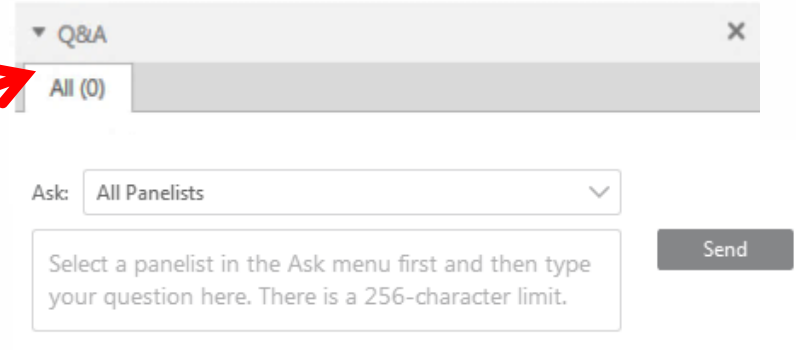
- a) Click “I will call in”
- b) Dial the number provided.
- c) When prompted, enter the Access Code followed by the # sign.
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How to Ask Questions or Give Feedback

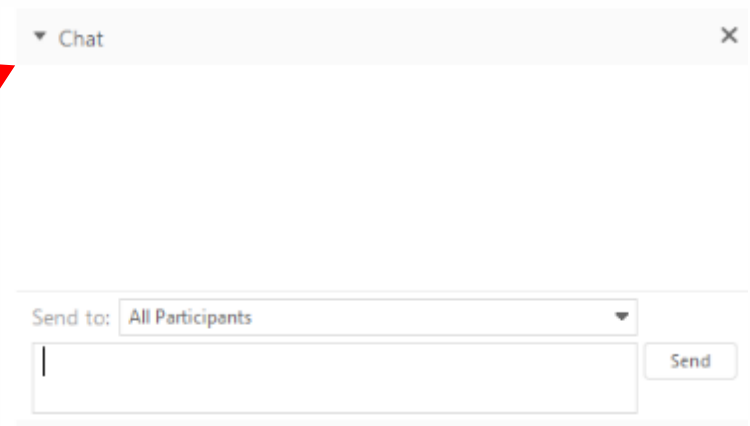
Q&A: Use the “Q&A” panel to:

- Introduce yourself with your name and country
- Submit your questions for the speaker and facilitator



Chat: Use the “Chat” panel to:

- Communicate problems with the host
- Please DO NOT type your questions into the “Chat” panel. Use the “Q&A” panel



For technical issues send chat to “Host”

The Learning Network for Countries in Transition (LNCT)

- A platform dedicated to supporting countries as they transition away from Gavi support to full domestic financing of their national immunization programs.
- LNCT, pronounced “*linked*”
- 15 member countries from various regions, in various stages of the Gavi transition process
- Audience is country practitioners and policymakers involved in financing and managing immunization programs in Gavi transitioning countries



LNCT

Learning Network for
Countries in Transition

Vaccine Prices for Countries after Gavi Transition

LNCT Procurement Webinar Series (3 of 3)

17 July 2018

Juliette Puret, Senior Programme Manager,
Immunization Financing and Sustainability, Gavi

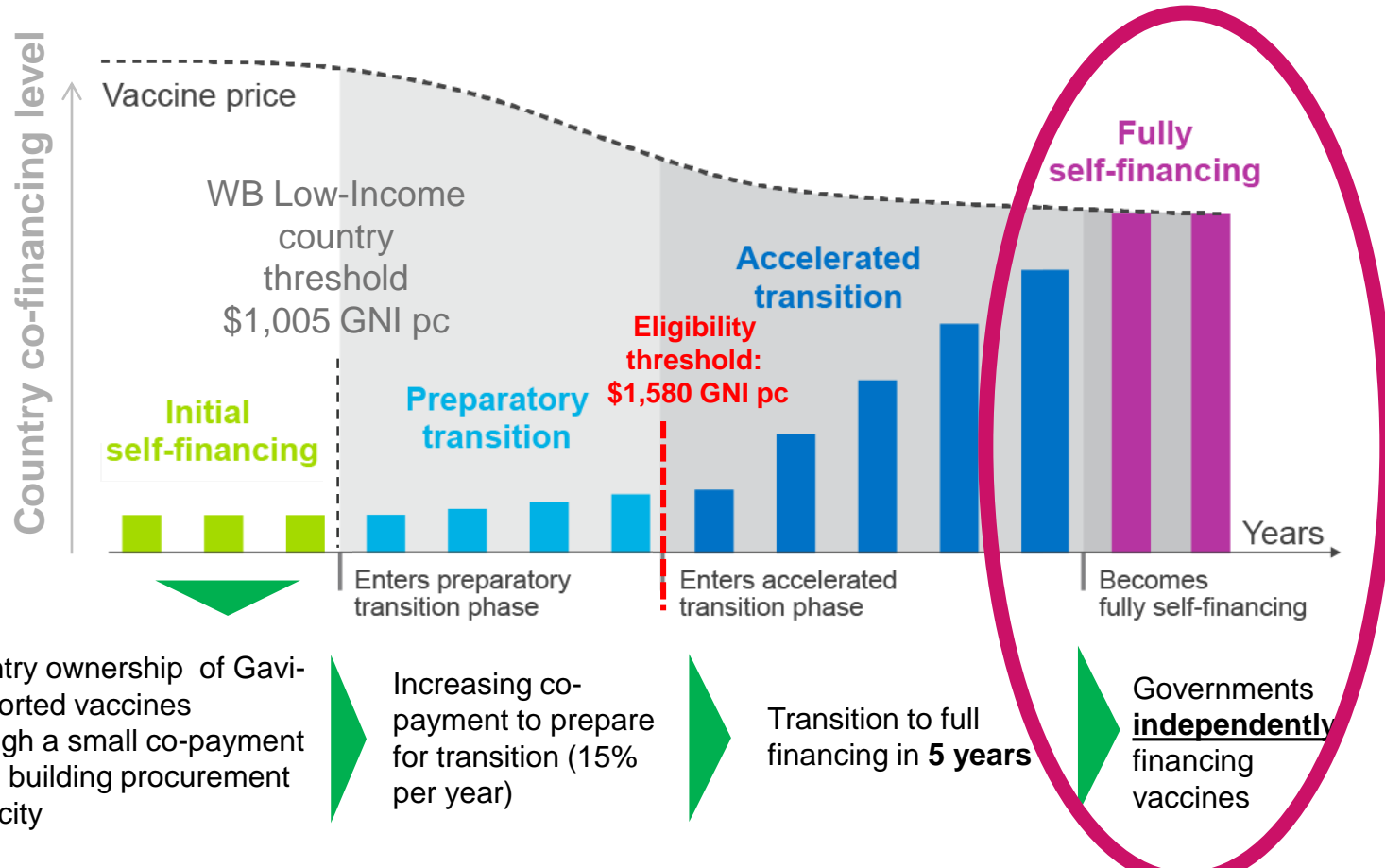
Miloud Kaddar, Senior Health Economist,
Independent Consultant, LNCT Technical Facilitator



Market shaping and Immunisation
Financing & Sustainability Gavi teams

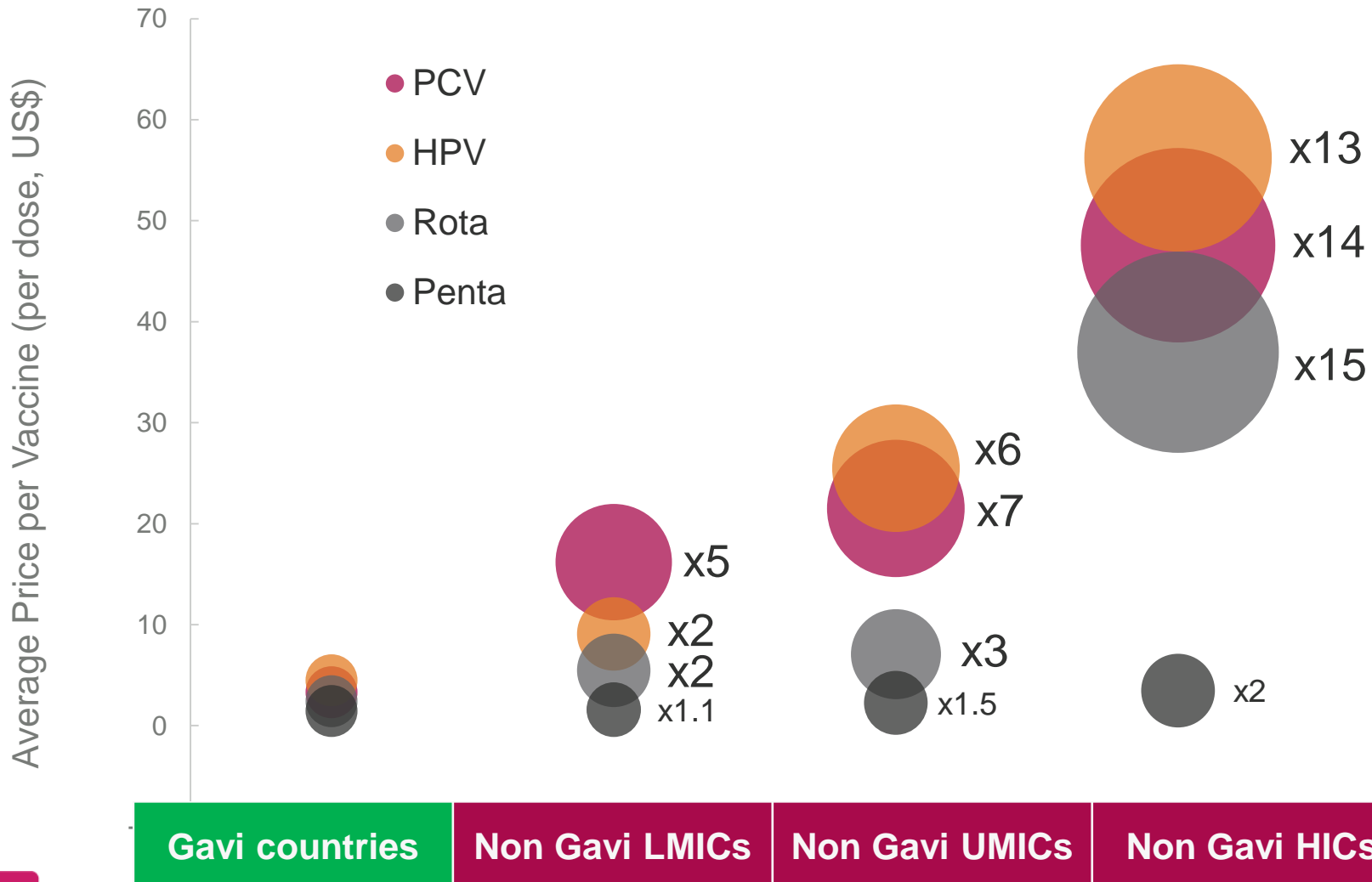
Introduction

The eligibility, transition and co-financing policies are at the heart of Gavi's catalytic funding model



In 2018: 16 countries in fully self-financing phase.
Which price are they going to pay for initially Gavi-supported vaccines?

Gavi's "Access To Affordable Prices" (ATAP) serves as a bridge towards healthier markets



Today webinar's aim: to clarify the access to prices similar to those paid by Gavi after transition

Objectives:

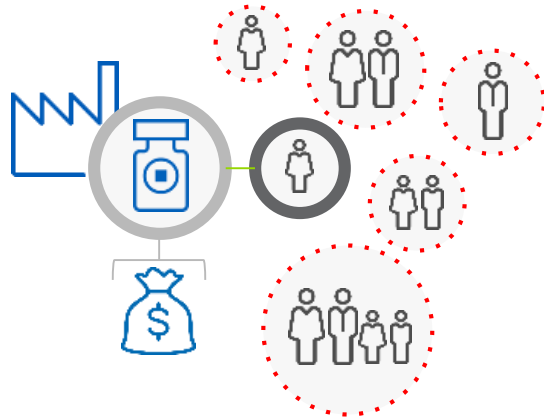
Share information with Gavi countries in transition about vaccines prices once they are fully self-financing:

- What is Gavi market shaping role?
- What are the Manufacturers' price commitments and their eligibility criteria?
- How can countries get more information about it?
- What does exist to build capacity in vaccine procurement and price?

What is Gavi's market shaping strategic goal?

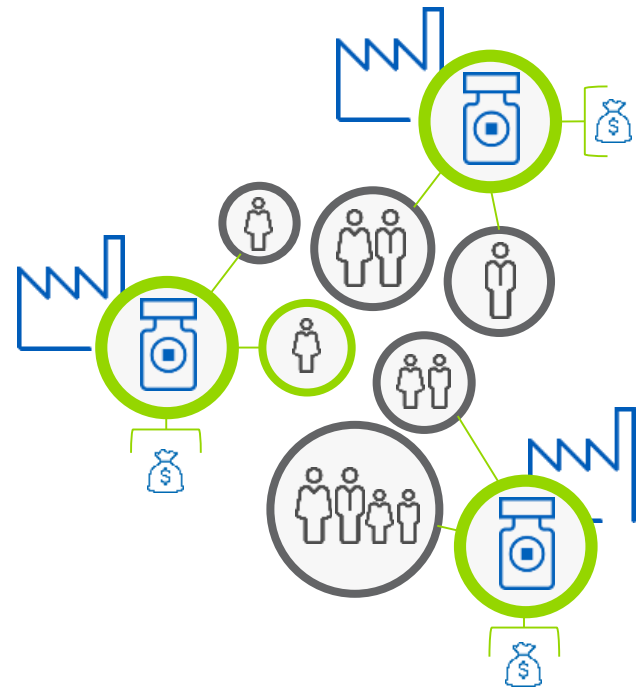
Gavi Alliance's long-term vision is to reach healthy vaccine markets for all antigens

Unhealthy vaccine market



- ◆ Limited supply
- ◆ Unpredictable demand
- ◆ High prices, inappropriate products
- ◆ **Inadequate access to life-saving vaccines**


Healthy vaccine market



- ◆ Sufficient supply
 - ◆ Healthy competition
 - ◆ Low and sustainable prices
 - ◆ Appropriate products
- So that the right vaccine reaching communities**

**What are the manufacturers'
price commitments?**

The value of the price commitments

- Consider, what will your rent be in 10 years?
 - Is it possible to know?
 - NO!
- 
- Unique situation for Gavi transitioned countries :
 - There is **no** price commitments that ‘guarantee’ prices over time in **any industry** (with maybe exception of long-term legally binding contracts as seen in the army or aviation industry’s 20 year contracts).
 - There is **no price commitments for any other health commodities.**
 - Valuable for Gavi transitioned countries:
 - The “manufacturer price commitments” are **valuable as they at least provide clarity** to help transitioning countries planning and estimating future vaccine budgets.

A counterfactual would be that we have nothing!

Pricing commitments are direct commitments between manufacturers and countries

- Manufacturer pricing commitments are ‘public announcements’ made during the last Gavi replenishment. **They are not legally binding.**
- Although the Gavi Alliance facilitated the creation and operationalisation of these commitments, **Gavi was not involved in defining their conditions.**
- These commitments are from manufacturers to countries and cannot be guaranteed by Gavi; **ultimately the decision lies with individual manufacturers.**
- These commitments are pledges from manufacturers - they do not create any obligation or engagement for countries.
- This information is meant for the convenience and benefit of countries **and should not give a false sense of assurance that Gavi is “guaranteeing” prices, and that prices are determined for every single product and country.**

Overview of manufacturer price commitments for fully self-financing Gavi countries

Vaccine	Manufacturer	Commitment Duration	Commitment characteristics	Max Price info ⁴
Rota-virus	GSK	10 years ¹	<i>Country introduced with Gavi support³ Country already using GSK product Procurement through UNICEF/PAHO</i>	Price freeze
	Merck	Till end of 2025	<i>Country GNI per capita ≤ US\$ 3,200 in 2013 Procurement through UNICEF/PAHO</i>	Fixed price (US\$ 3.5 per dose)
Human Papillo-mavirus	GSK	10 years ¹	<i>Country introduced with Gavi support Country already using GSK product Procurement through UNICEF/PAHO</i>	Price freeze
	Merck	Till end of 2025	<i>Country GNI per capita ≤ US\$ 3,200 in 2013 Procurement through UNICEF/PAHO</i>	Fixed price (US\$ 4.5 per dose)
Pneumo-coccal	GSK	10 years ¹	<i>Country introduced with Gavi support Country already using GSK product Procurement through UNICEF/PAHO</i>	Price freeze
	Pfizer	Till end of 2025	<i>Procurement through UNICEF</i>	Fixed price US\$: 3.30 (1-dose pres ^o) 3.05 (4-dose pres ^o)
Pentava-lent	Biological E	Till end of 2019 ²	<i>Country introduced with Gavi support Procurement through UNICEF</i>	Price freeze
	Panacea	5 years ¹	<i>Country introduced with Gavi support Procurement through UNICEF/PAHO</i>	Price freeze

1. From date of transition to fully self-financing, when the country receives no Gavi support anymore

2. Commitment valid for 5 years from 1 January 2015, till end of year 5 or 2019, whichever is earlier

3. Gavi support = when vaccines are co-financed by the country and by Gavi for most of manufacturers

4. Price freeze or fixed price are per specific presentation of the manufacturer vaccine: *for instance, a price freeze can be that the price paid the last year of transition is maintained after transition.*

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Current UNICEF pentavalent tender award prices apply to all countries, regardless their Gavi eligibility status

- Manufacturers have made commitments for Gavi-transitioning countries for pentavalent vaccines.
- However, as of 2017, all UNICEF suppliers of pentavalent vaccine are offering the same price to all countries buying through UNICEF, irrespective of their Gavi support eligibility status.
- Information on pentavalent prices is available from UNICEF at: <https://www.unicef.org/supply/files/DTP-HepB-Hib.pdf>

Key aspects to note on manufacturer price commitments for Gavi fully self-financing countries

- Procurement through UNICEF/PAHO is mandatory, unless otherwise specified.
- New presentations of the same vaccines or new vaccines will be evaluated for inclusion in the commitment as they become available.
- Commitments were not negotiated by Gavi, they were offered by manufacturers. There is no process for renewal or extension of current commitment terms. If manufacturers approach Gavi regarding renewal or extension, the information will be communicated appropriately.
- More details can be found in the manufacturer price commitment FAQs in summary PDF on Gavi's website:
<http://www.gavi.org/library/gavidocuments/supply-procurement/vaccine-price-commitments-from-manufacturers/>

How can countries get more information on their eligibility to these commitments?

Proposed way of communication: who to contact from which partner

For additional information regarding the pricing commitments, countries have three possible lines of direct contact



1

Gavi Senior Country Manager

2

UNICEF Supply Division*

3

Countries can also contact manufacturers directly**

* Prior to contacting UNICEF SD, countries should first consult available resources at UNICEF Country Offices. If countries decide to contact UNICEF SD for pricing related questions, **UNICEF CO should be copied in the correspondences.**

** Manufacturer contact information can be found within the Price Commitment FAQs:

<https://www.gavi.org/library/gavi-documents/supply-procurement/>

Available on line

Brief overview of all manufacturers' commitments

Each commitment is detailed under a "FAQ" document

19 August 2016

 Vaccine price commitments for countries transitioning out of Gavi's financial support

Vaccine price commitments from manufacturers.

31 July 2016

 FAQ: GlaxoSmithKline pricing commitments for countries transitioning out of Gavi's financial support

Vaccine price commitments from GlaxoSmithKline.

example

**How can countries get more information
on vaccine prices?**

Several ongoing initiatives to strengthen capacity on vaccine pricing and procurement

- Knowledge and understanding of vaccine pricing requires time and capacity building at global, regional and national levels.
- Transition and post-transition engagement includes support on vaccine procurement capacity building.
- The Gavi Alliance partners have initiated the following (partly funded by Gavi sustainability SFA funding):

LNCT – Learning Network for Countries in Transition
(focus on vaccine procurement in 2018 – webinar on prices and procurement)

VPPN - Vaccine Procurement Practitioner Network (UNICEF)

Targeted technical assistance (Partners)

Development of a vaccine **procurement assessment tool** (UNICEF)

Development of **16 Gavi transitioning country fact-sheets** on vaccine prices (WHO)

Development of an **e-module on vaccine procurement** (UNICEF)



Summary and conclusion

Vaccine prices after Gavi transition: key takeaways

- Unique situation for vaccines: there are manufacturers' commitments regarding prices after Gavi transition.
- These commitments are from manufacturers to countries and cannot be guaranteed by Gavi.
- Every country should look into details whether commitments can apply or not (see slide 15).
- Gavi Alliance can help, including UNICEF and WHO, to get more information. Countries can also directly contact manufacturers.
- There are several ongoing initiatives to reinforce vaccine procurement knowledge and capacities.

CONTACT INFO @ Gavi :

Juliette Puret, Senior Programme Manager - Immunisation Financing and Sustainability team

Jpuret-external-consultant@gavi.org

Edward Baker, Senior Specialist - Strategy, Development and Tenders, Policy & Market Shaping

ebaker@gavi.org

QUESTIONS

Q&A Discussion Summary (1 of 2)

- **How many countries are in the post-transition phase and how many are benefitting from Gavi prices?**
At the moment, there are 16 countries in post-transition and all of them have mentioned access to a similar price. We cannot say Gavi prices anymore, because by definition it is not Gavi anymore. It can be a little different because all the different commitments and each country has different access. The prices mentioned during this presentation are in general the maximum prices, but it can actually be lower.
- **Is it possible to switch to another presentation and benefit from Gavi price for a vaccine introduced with Gavi support?**
It's a tricky question...it depends on every manufacturer. [The] first thing you should look at is which presentation you have and then see whether it would be worth it to switch to another, not only taking into account the price but also the storage capacity, training, etc. Most manufacturers allow the country to switch [with the exception of] GSK.
- **Have any Gavi countries adopted the new Rotavirus vaccine?**
In terms of Gavi countries in post-transition, I don't think so. For all the Gavi countries, this is in discussion especially regarding the supply issues that can [occur with] the different vaccines in general. This would be facilitated by Gavi.
- **What is the procedure to access AMC price for PCV if the country has not introduced PCV during its eligibility period?**
What we have to keep in mind is that AMC is very specific to the PCV market only, which is basically more financing tools that can lower large subsidies of the vaccines. Countries are paying 3.5 dollars less now and Gavi is paying 3.5 dollars, so the manufacturers are getting \$7 per dose. Because of the AMC, many countries have been able to introduce the vaccine. The AMC exists only until 2020 for the moment and the process to benefit from it is directly [through] Gavi and UNICEF – a country can just contact UNICEF or Gavi to express interest in the product. Every Gavi country is automatically part of the AMC, but for countries in post-transition, it is something to double-check with the manufacturer.

Q&A Discussion Summary (2 of 2)

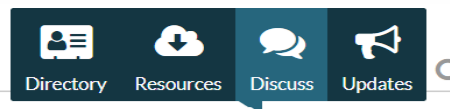
- **You mentioned that one of the conditions is that countries use UNICEF or PAHO. For countries in the post-transition phase, they may have their own regulations on procurement and have to use their self-procurement mechanism. Is it possible for countries to self-procure and benefit from Gavi prices?**
In general, manufacturers have specified that the procurement has to be through UNICEF or PAHO. That's because it's much easier for them to foresee demand and adapt supply. Gavi has not negotiated anything on these commitments and it's not something we [Gavi] can change, but if a country is self-procuring, they should be able to. It can be discussed with the manufacturer.
- **What's the best way for country teams to be informed on the latest developments or changes in the policy and practices related to vaccine prices for countries after transition?**
The best way is to first check on the Gavi website, which is updated quite often. We do not foresee any changes in these commitments, as there was no process of re-negotiating these commitments in the future. I would encourage these countries to look for the information on the prices that they already pay and the prices they could pay after transition. Also, directly asking their [Gavi] senior country manager.
- **Are Gavi prices available to countries with similar GNI per capita than Graduated countries? Are there any conditions?**
There might be some manufacturers that calculate based on the GNI per capita, but it's more based on the GNI per capita of the past. It's already a condition because that's what explains that a country is in post-transition because the Gavi transition policy is that it is based on the GNI per capita. One manufacturer has a condition [where] the GNI per capita in 2013 has to be below 3,200. The idea behind this is if a country has a very small capacity to pay, there's more chance to be eligible to these commitments.
- **Is there any monitoring of vaccine prices post-transition? By whom and how?**
We are still developing, as it's new to countries in post-transition. For the moment, the monitoring process will be through UNICEF, as they've been engaged in the transparency policy of prices that they offer to the countries. If countries enter the data in the V3P tool about the price they are paying, that's another way to monitor what will be the price after transition. At Gavi, we can probably have access to this information in collaboration with UNICEF.

Continue the conversation on the LNCT discussion forum

Explore at: <https://lnct.global/forums/forum/discuss/>



Who We Are What We Do



DISCUSS

LNCT members can share updates, exchange information, and solicit advice from other country teams or technical facilitators on Gavi transition processes or other immunization topics.

Viewing 10 topics - 1 through 10 (of 10 total)

Discussion Around Recent Webinar: Where to find information on vaccine products

0

June 1, 2018 | Christina Shaw

Dear LNCT members, We hope that you found the vaccine procurement and markets information presented in the webinar held on 31 May 2018 useful. We encourage you to continue the discussion by submitting questions related to vaccine procurement and prices on this discussion topic.

TRANSLATE

REPLY

Procurement

Managing Transition in Nigeria – Our early experience and the challenges ahead

1



April 28, 2018 | Garba Bello Bakunawa

Lessons learnt from LNCT meeting were strategic to the success of Nigeria's strategy for Immunisation and PHC System Strengthening. Even though the development of the transition

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Country

