



UNITAID

Donor perspectives with
Xpert MTB/RIF

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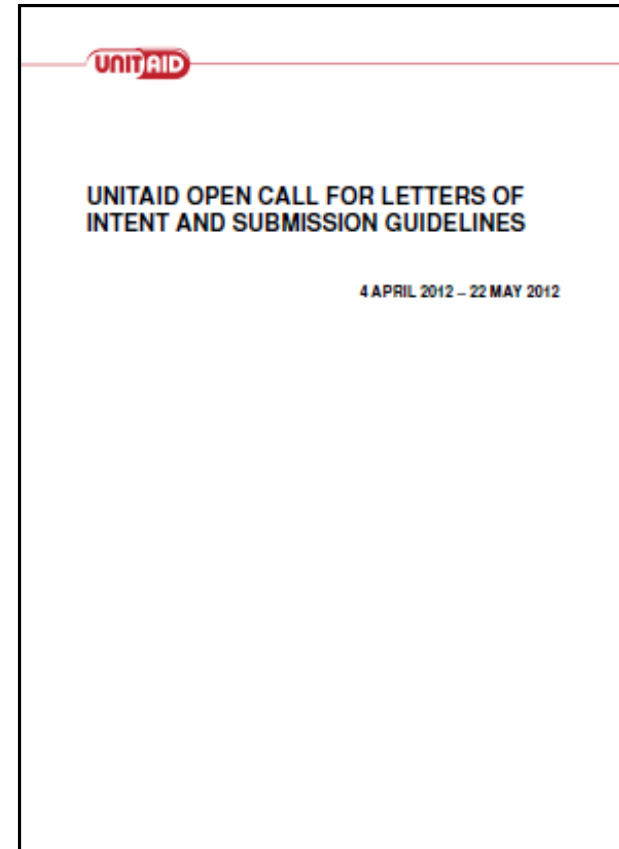
Diagnostics are a key element of the UNITAID market-based approach

- UNITAID works through market interventions to improve access to medicines, **diagnostics**, and preventive items used in HIV/AIDS, tuberculosis, and malaria

UNITAID remains committed to funding diagnostics across the three disease areas

- Recent open call for letters of intent
- Open 4 April – 22 May 2012
- Guidelines, application form, and background information available on our website

www.unitaid.eu/rfps/open-call-loi



UNITAID's role in market interventions

Market catalyst

- Identify and facilitate adoption and uptake of new and superior health commodities

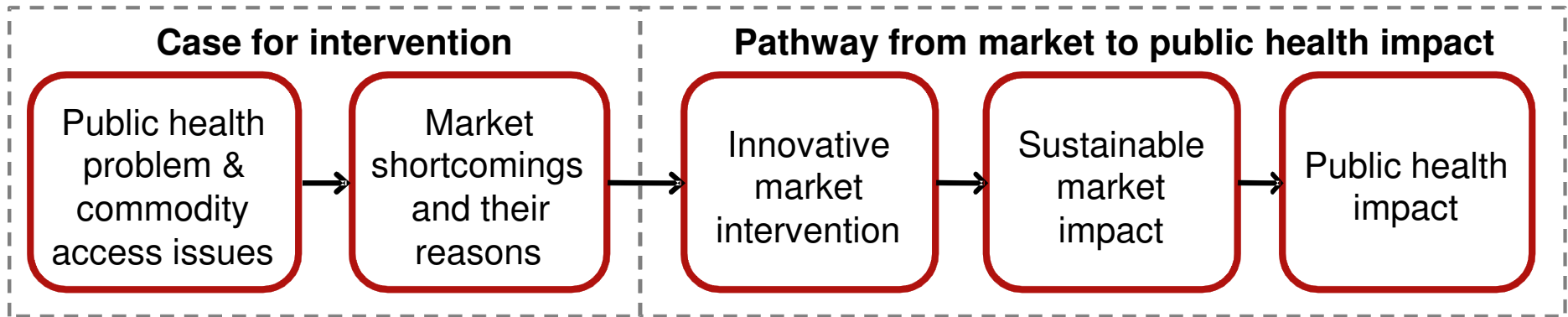
Market creator

- Provide incentives for manufacturers to produce products with otherwise low market demand but substantial public health benefits

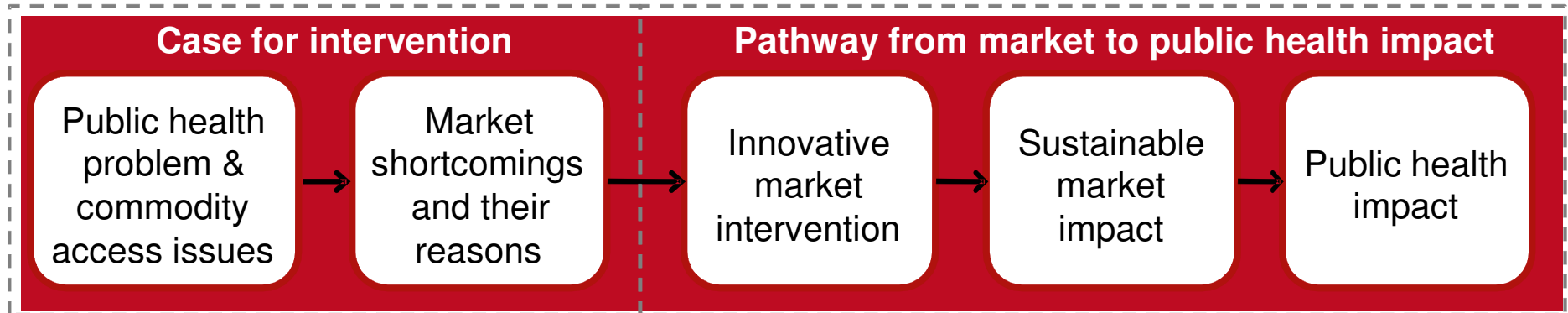
Market 'fixer'

- Address market inefficiencies contributing to low access of quality assured medicines, diagnostics, and preventive items

UNITAID framework for market interventions



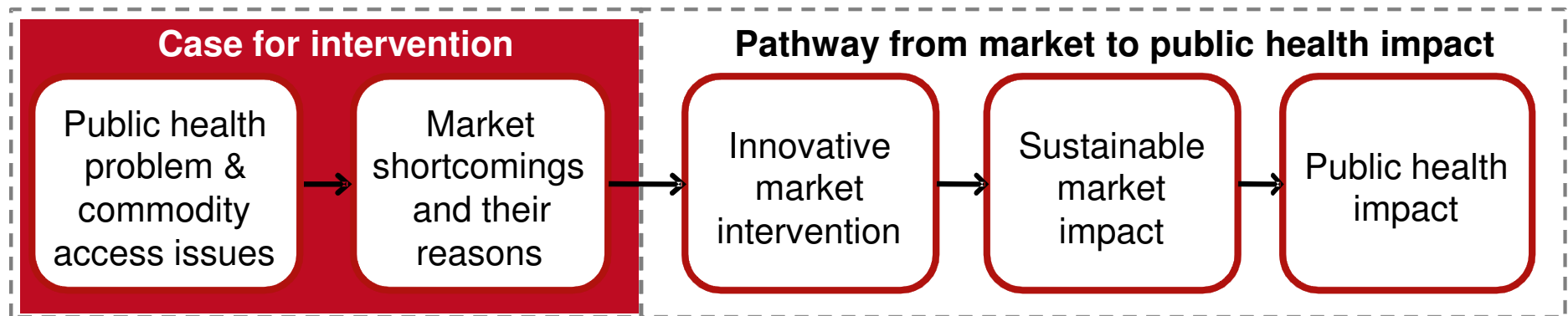
Fit with the UNITAID business model (considering current opportunities)



Considering current opportunities

- Facilitate adoption of new diagnostics (market catalyst)
- Link to appropriate treatment (market creator)

Fit with the UNITAID business model (informing future opportunities)



Informing future opportunities

- Apply increased transparency on price / purchase data to improve market intelligence, especially in high-burden countries (market fixer)
 - Monitor market trends in purchases for GeneXpert instruments and cartridges
 - Highlight areas of persisting unmet need or need to refine intervention (e.g., if purchase rate slows)

Summary

- Diagnostics are a key element of the UNITAID market-based approach
- UNITAID remains committed to funding diagnostics
 - Recent call for LOIs
- Potential opportunities are assessed within the context of the UNITAID business model