

Gavi Vaccine Supply and Procurement Strategy 2016-20

Ms. Melissa Malhame
Head of Market Shaping
mmalhame@gavi.org



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Supply and procurement strategy

- ◆ **Gavi's Supply and Procurement Strategy** describes the Alliance's activities towards Strategic Goal 4 (SG4), to '**shape**' markets to the benefit of the countries that Gavi supports. It highlights:
 - ◆ **Accomplishments and lessons learned** in the past strategic period;
 - ◆ **External and strategic developments** affecting market-shaping going forward;
 - ◆ **Desired outcomes** and new strategic priorities for 2016-20;
 - ◆ **Strategic enablers** to deliver on these aspirations; and the approach to monitoring and evaluation.



**Shape markets for vaccines
and other immunisation
products**

Lessons learned from Supply & Procurement Strategy 2016-20

Strategic objectives

- Clearer definition of 'healthy markets' and
- Broader consideration of costs beyond price;
- Greater focus on innovative products to overcome barriers to coverage and equity

Collaboration with partners and industry

- Better leverage strengths of market-shaping partners;
- Enhanced industry engagement and clear sense of priorities.

Supply and procurement tools

- Clear principles for inclusion of vaccine products on the product menu
- Improvements in country-level forecasts
- Better adaptation of tactics to markets

In 2016-20, three strategic priorities drive a more ambitious agenda



Long-term view

Taking a long-term view of markets



Innovation

Driving innovation to better meet country needs



Healthy markets

Delivering on healthy markets



Expansion of view of market time horizons taking into account country transition



Long term view

Taking a long-term view of markets



Identify point at which **markets no longer require market-shaping interventions** beyond active procurement



Enable **informed, country-owned decisions** and share market-shaping best practices with **country transition** stakeholders



Monitor positive and negative **externalities** of Gavi market shaping actions

Emphasis on promoting suitable and quality products to enhance equitable uptake



Innovation

Driving product innovation to better meet country



Align product innovation priorities and definitions across market-shaping partners



Convene partners to develop common principles for weighing the benefits of **long-term product innovations** to provide greater clarity for manufacturers or partners to make investment decisions



Shape **cold chain equipment markets** to increase coverage and equity

Commitment to improving the overall health of vaccine markets



Healthy markets

Delivering on healthy markets



Account for markets being at different **stages of health** and further challenge assumptions about market evolution

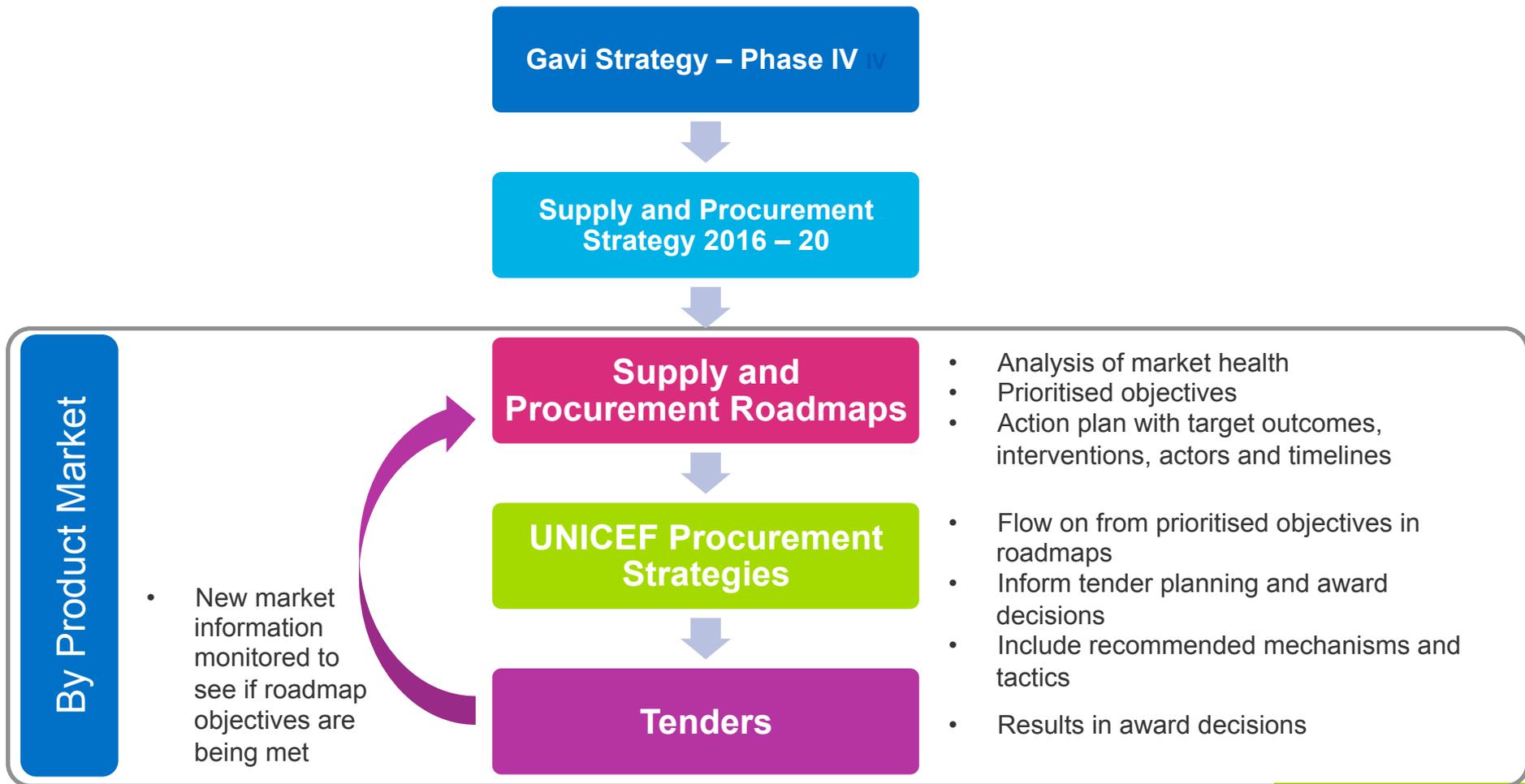


Adopt a higher **risk tolerance** if required in markets with new challenges for potentially higher gain



Increase **rigor** of decision-making to **tailor approaches and tools**

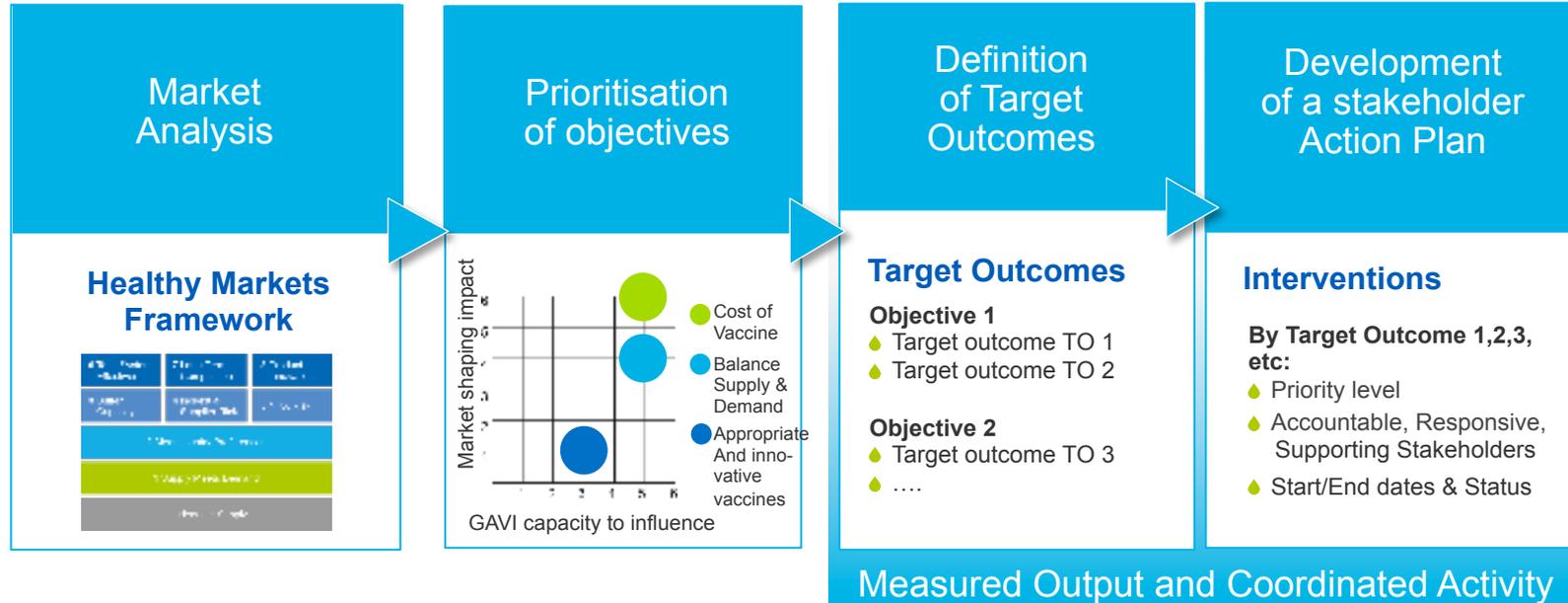
Each vaccine market has specific attributes and needs – strategies are aligned to individual markets



Supply and procurement strategies are developed for each vaccine market to set targets & ensure coordination

Roadmaps:

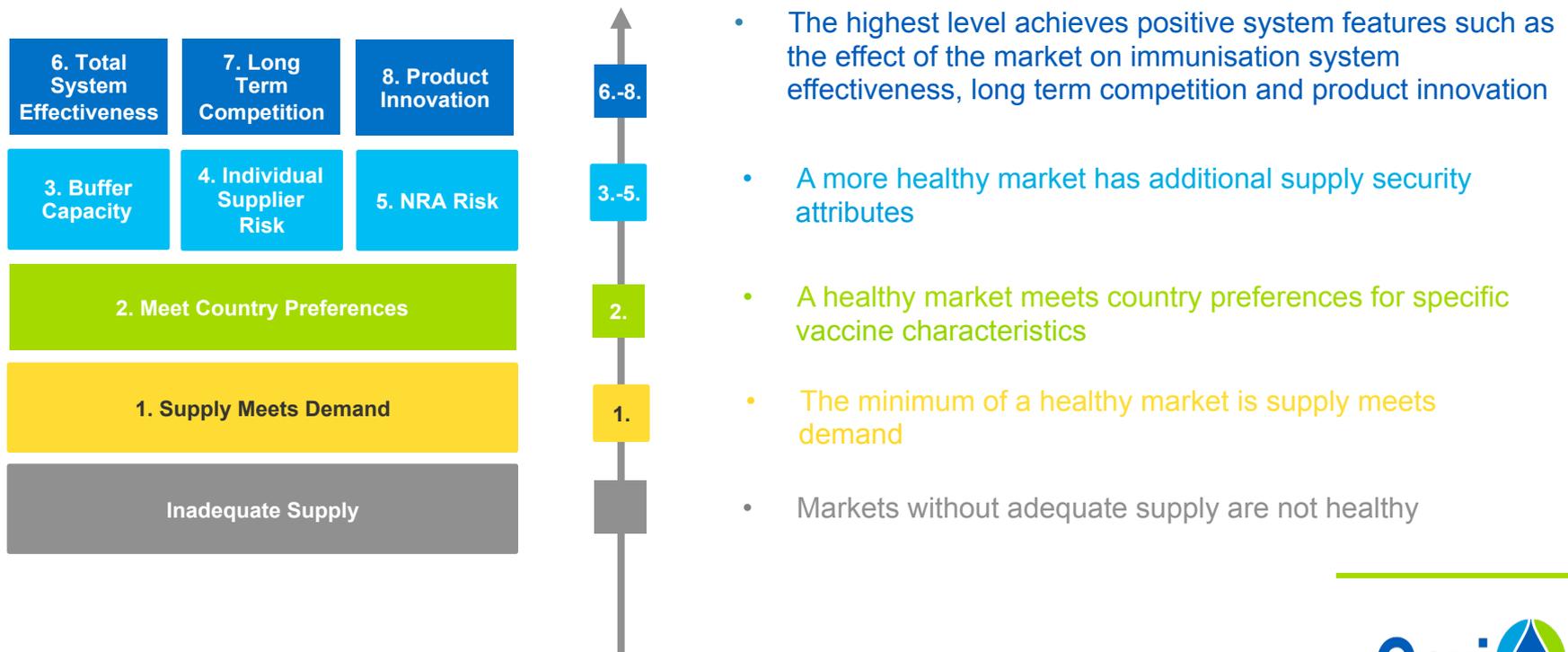
Short to long term view of how the market should evolve for particular vaccines and identification of mechanisms to influence the supply and price environment and achieve set targets



Note: Roadmap documents exist in three versions: Restricted and Highly Restricted 'full' versions (highly confidential) and a 'Public Summary' version available via <http://www.gavi.org/>

Delivering on healthy vaccine markets

The **Healthy Markets Framework** is a **holistic approach** to viewing and measuring markets



Industry engagement moving forward

Gavi will engage with industry in a deliberate and partnership-minded way with sensitivity to the different business needs of individual manufacturers and mutual transparency.

- **Give visibility over longer time horizons** for product development and adapting product strategies where needed to recognise the varying constraints of individual manufacturers
- **Communicate priorities and opportunities** for vaccines and other immunisation products as early as is feasible through the VIS and the product roadmaps
- **Coordinate and align their communications** to ensure that market-shaping goals are clearly articulated ('one voice')
- **Engage in regular dialogue**, both formal and informal
- **Convene informal bilateral meetings** (mirrored at CEO level when possible) to review individual and joint business priorities



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THANK YOU



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