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# **V3P Project**

## **Vaccine Product, Price and Procurement Data and Information**

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# Plan

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- WHY THIS PROJECT? WHY THIS TOPIC ?
- PROJECT ACTION PLAN and WHAT HAS BEEN DONE
- CHALLENGES AND NEXT STEPS



# V3P

- The V3P is a 3 year project funded by the BMGF and lead by WHO/IVB/EPI
- Steering Committee: BMGF, UNICEF SD, PAHO, GAVI Sec, WHO, SIVAC, GF, UNITAID, Experts,..
- The Goal of the V3P is...  
*to improve the sustainable introduction and use of priority vaccines in GAVI graduating and LMIC through improved access to and use of vaccine product, price, and procurement data and information for evidence based decision making.*

# WHY SHARING INFO ON VACCINE PRICE?



TOPIC: HIGH on the  
GLOBAL AGENDA

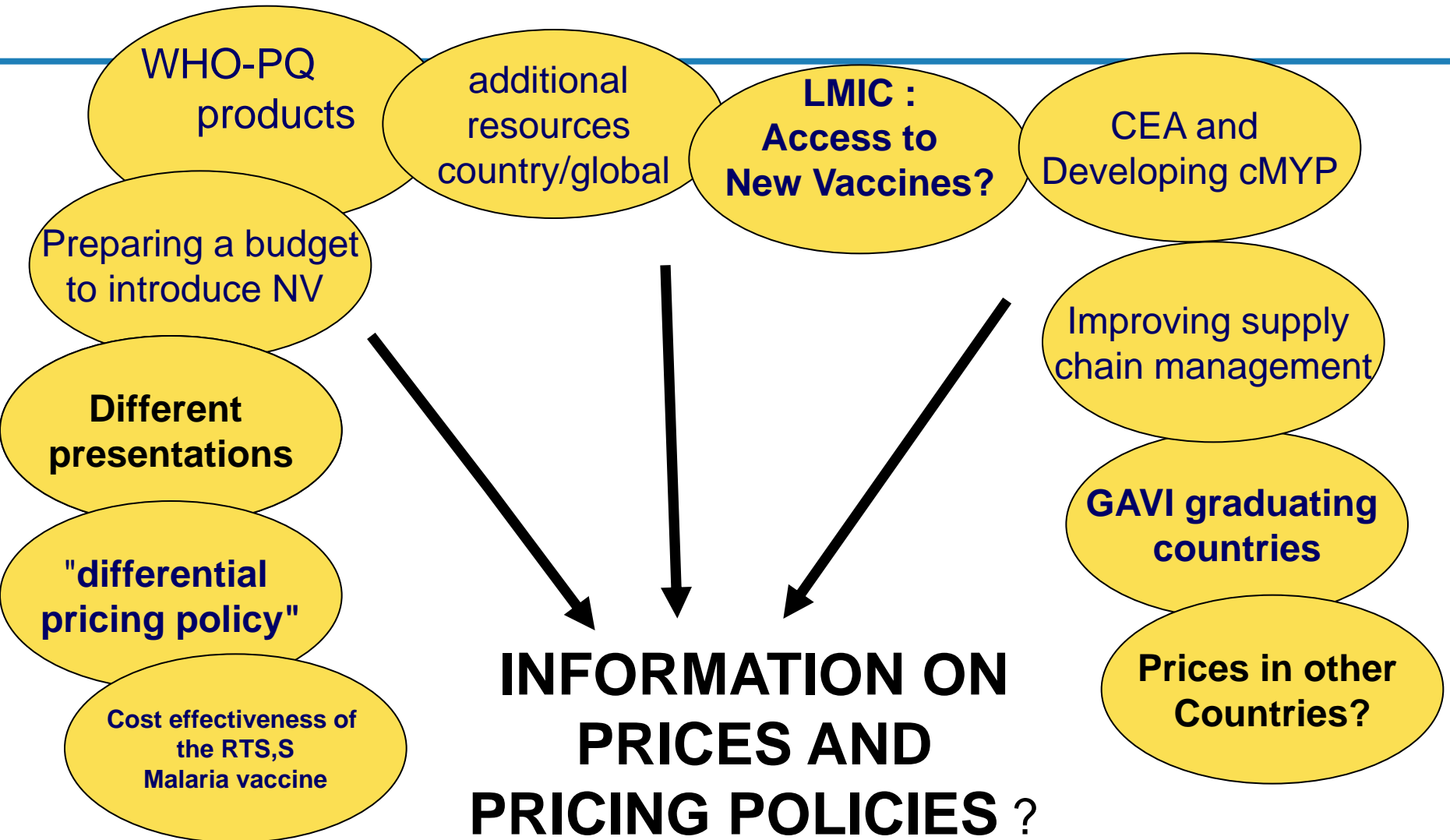


COUNTRIES and  
PARTNERS



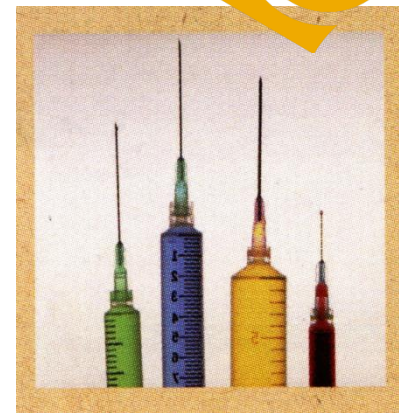
WHA and SAGE

# COUNTRY REQUESTS



# FOCUS

- ❑ GAVI Graduating countries and Middle Income Countries
- ❑ EPI vaccines, Vaccines recommended by WHO/SAGE
- ❑ Public sector
- ❑ Price at national and central level



# Vaccine price information: What exists out there?

- **UNICEF SD prices: WAP and individual products and suppliers**  
[http://www.unicef.org/supply/files/2010\\_Vaccine\\_Projection.pdf](http://www.unicef.org/supply/files/2010_Vaccine_Projection.pdf)
- **PAHO prices** : [http://new.paho.org/hq/index2.php?option=com\\_docman&task=doc\\_view&gid=6910&Itemid=358](http://new.paho.org/hq/index2.php?option=com_docman&task=doc_view&gid=6910&Itemid=358)
- **CDC vaccine prices** <http://www.cdc.gov/vaccines/programs/vfc/cdc-vac-price-list.htm>
- **WHO/UNICEF SOURCES AND PRICES OF SELECTED MEDICINES FOR CHILDREN**  
[http://www.who.int/medicines/publications/essentialmedicines/Sources\\_Prices2010.pdf](http://www.who.int/medicines/publications/essentialmedicines/Sources_Prices2010.pdf)
- **GLOBAL PRICE REPORTING MECHANISM for ATM drugs** <http://www.who.int/hiv/amds/price/hdd/>

**BENEFITS ? USE ? LIMITATIONS ?**  
**WHY It's NOT ENOUGH FOR VACCINES ?**

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# PROJECT ACTION PLAN

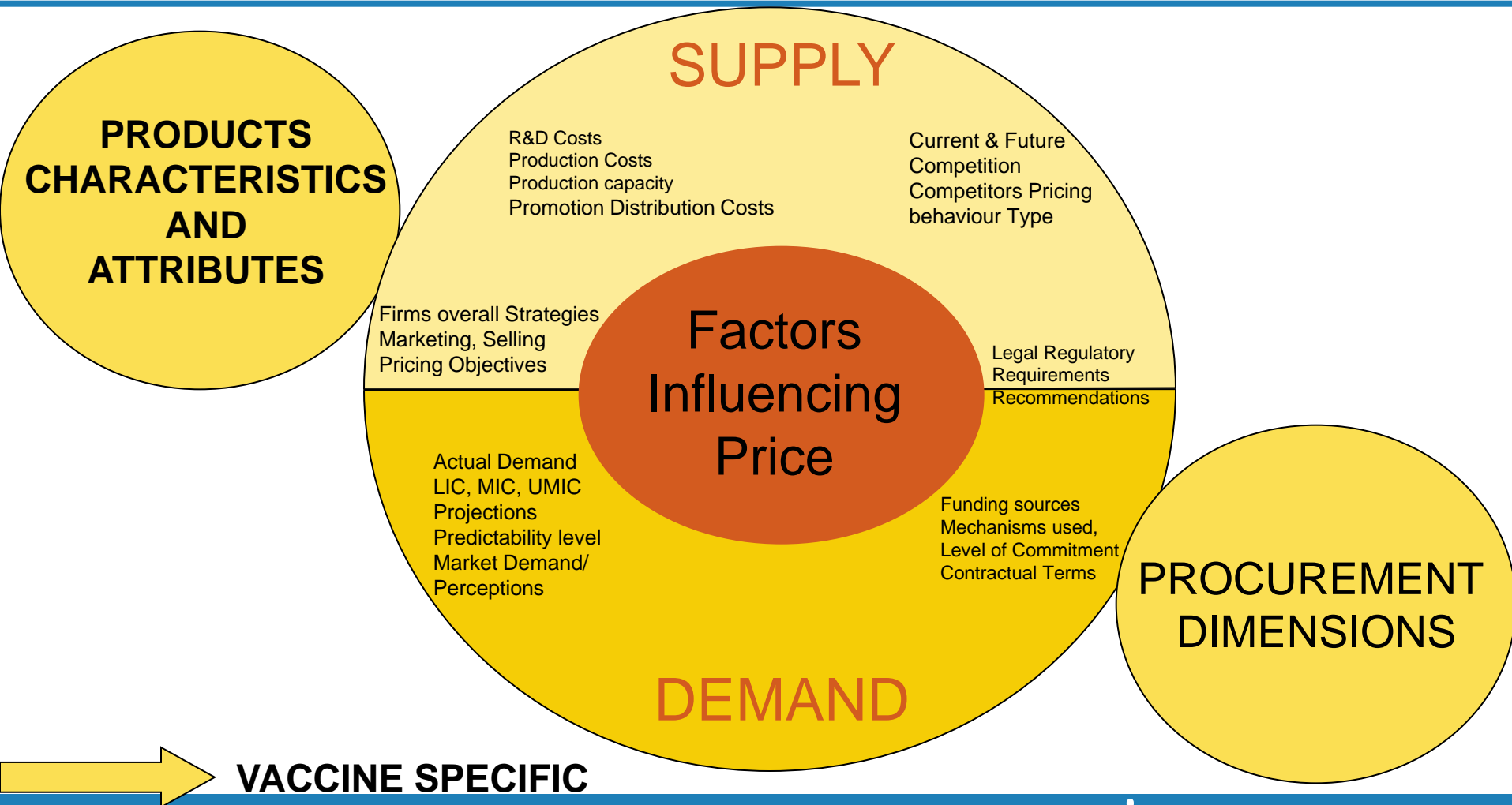
DCVMN, Hanoi, Vietnam, October 2013



World Health  
Organization



# Prices in Their Context



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World Health Organization

# Product characteristics

## ➤ PQ status

- Efficacy
- Safety
- Presentation
- Formulation,....



## ➤ Other **programmatic suitability** aspects

- Cold chain requirements
- Additional training
- Additional wastage
- Ease of use
- Different delivery strategies



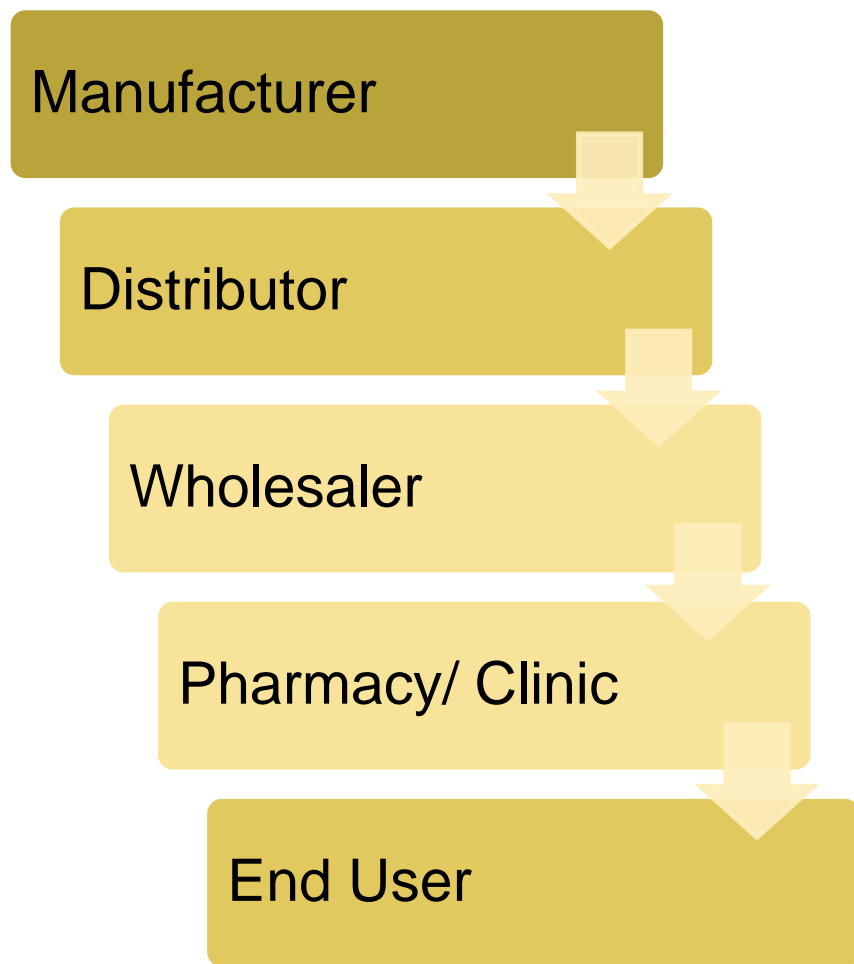
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# Procurement dimensions

- **Self procurement**
- **UNICEF, PAHO, GCC,..**
- **Inter-country pooled procurement**
- **Volumes, annual or multi year arrangements,.**
- **Contracting methods and terms,..**
- **Bundling, rebates, product only, "in kind" services,.**
- **Sources of funding and methods of payment**
- **Central delivery or/and administration point delivery,..**
- **In country supply chain structure and fees,..**
- **Integrated or vertical procurement and supply chain,..**
- **Taxes, mark up,..**



# Components of price build up along the supply chain



- manufacturer's selling price
- insurance & freight
- import tariffs
- port, customs, inspection charges
- importer markups
- taxes (national, state, local), VAT
- wholesale markup
- retail markup
- dispensing fees

# TWO PHASE PROJECT APPROACH

## PHASE ONE : EVIDENCE GATHERING & EVALUATION

Objective One- **Problems and needs identification** through information gathering and data analysis;

Objective Two - **design of possible tool (s) and consensus building**

## PHASE TWO: PILOT, IMPLEMENT & EVALUATION

Objective Three - assessment of their strengths and weaknesses through pilot testing;

Objective Four - wider roll out of mechanism (s) or tool (s);

Objective Five – monitoring, evaluation and reporting on the results

16 months

20 Months

# Phase One

- **Information Gathering and Analysis** to form a strong basis for the development of **options for a tool** and to engage with **all stakeholders in a collaborative manner**.
- **Four Concurrent Work Streams**
  - Country Needs Assessment
  - Available Vaccine Data
  - Lessons learned from Medicines Data Providers Experiences
  - Stakeholder Analysis

PHASE ONE

## Country needs assessment

- Country visits in graduating and MIC: 11
- Remote assessments 10

## Vaccine price information mechanism

- **UNICEF SD**
- **PAHO RD**
- **CDC**

## Medecine price information

- **GPRM**
- **PQR**
- **HAI**
- **MSF**
- **MSH,..**

## Stakeholder consultation

- **IFPMA Secretariat, Laetitia Biggerand Niels Ersboell**
- **GSK, SANOFI PASTEUR, MERCK, PFIZER, NOVARTIS and CRUCELL**
- **DCVMN secretariat and main members**
- **BMGF, USAID, MSF, SCF, CHAI....**



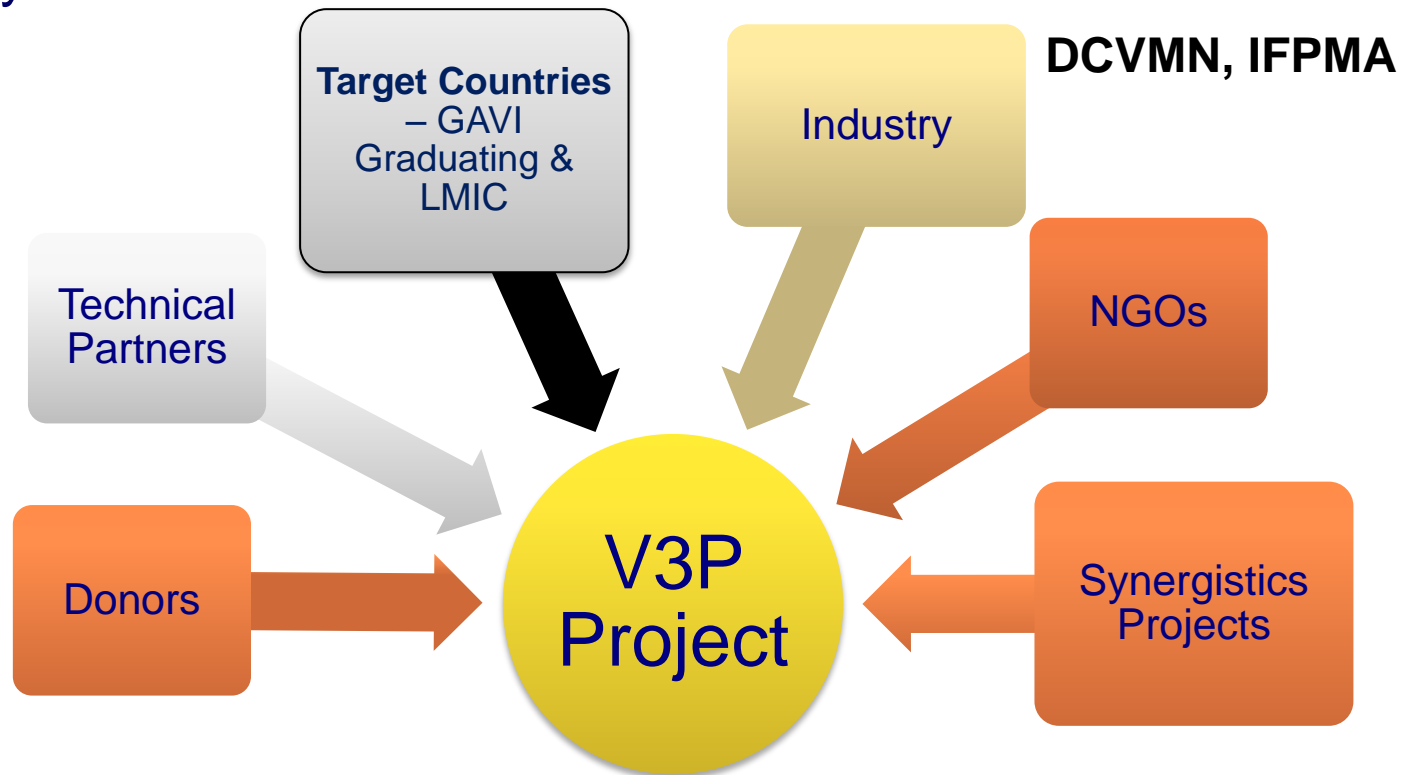
# Countries

In-country Reviews	Remote Reviews
Angola	Indonesia
Congo	
Latvia	Pacific Islands VII (13 Countries)
Moldova/Armenia/Azerbaijan	EMRO MIC (10 Countries)
Sri Lanka	PAHO Countries (Equador, Paraguay, Bolivia, El Salvador)
Bhutan/Nepal	Swaziland
Philippines/Egypt	
South Africa	Cape Verde
Mongolia	
Morocco/Algeria	
Thailand	

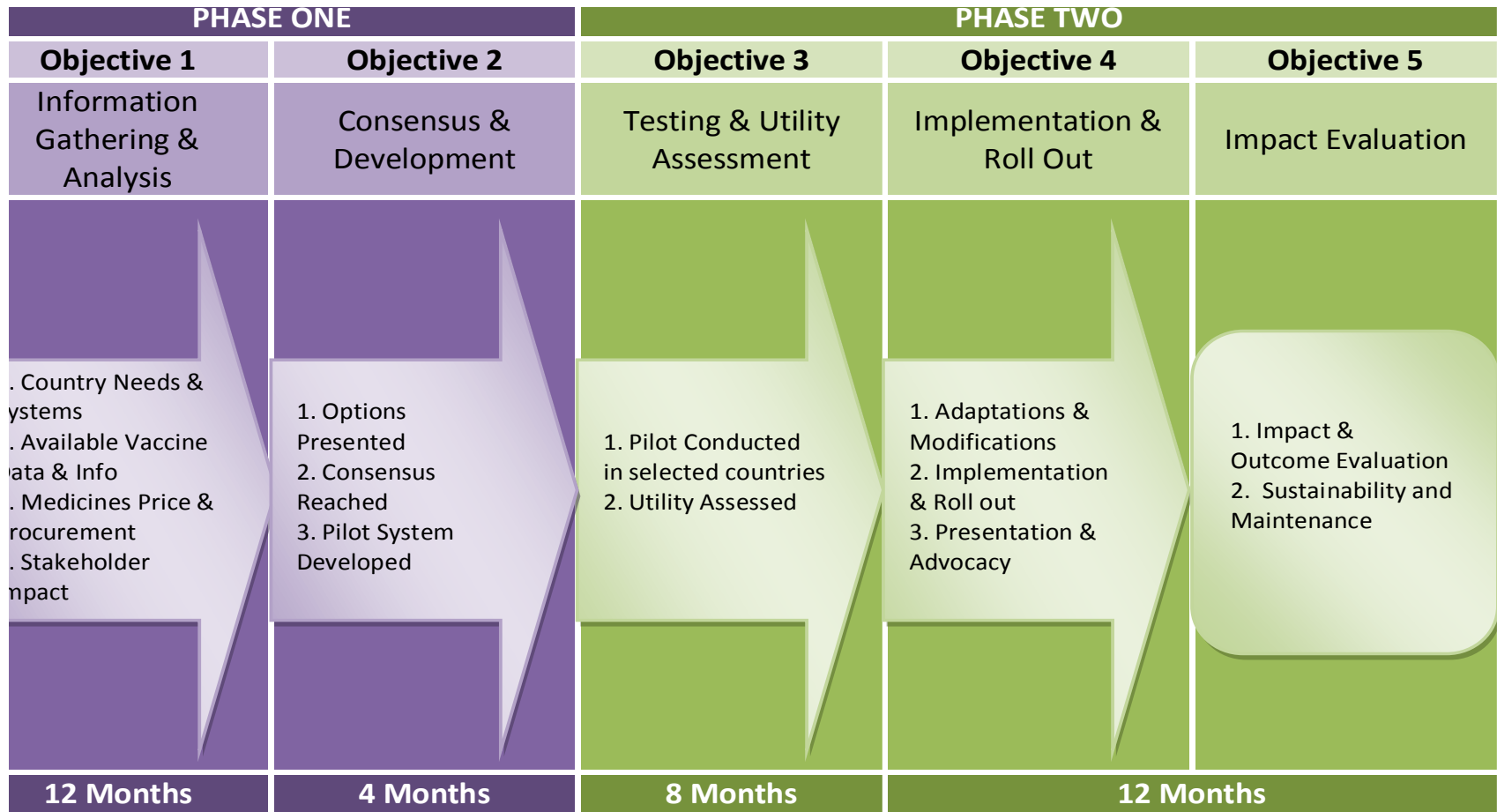


# Stakeholder Consultation

- Comprehensively identify perspectives on potential benefits, challenges and risks through direct consultation and engagement with key stakeholders:



# PHASE TWO ?



# Structure of V3P platform

## V3P Website & Information Platform

**Module One – V3P  
Database:**  
Country Price and  
Procurement Data

**Module Two – V3P  
Information Documents:**  
Documents created by and  
for the V3P project

**Module Three –  
Information Links:**  
Links to Vaccine Product,  
Price and Procurement  
information on WHO and  
partner websites

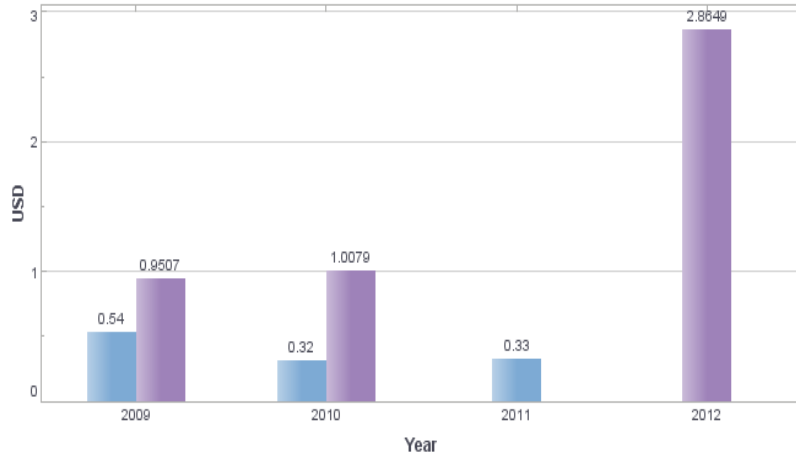
# V3P Module 1 – Database

- The V3P database has been designed for the collection, collation and dissemination of vaccine price and procurement information mainly for self-procuring Low-Income Countries (LIC) and Middle-Income Countries (MIC) and including information from WHO UNICEF and PAHO.
- The database allows users to search and review prices of WHO prequalified vaccines realized by participating countries. It provides country specific information on procurement processes with the aim of assisting interested LIC and MIC to make more informed decisions about vaccine procurement.
- Participating countries are able to provide their information to this public platform. After validation of data, the information submitted is included in the published database. Automated data collation and output functions allow for customized data analyses.

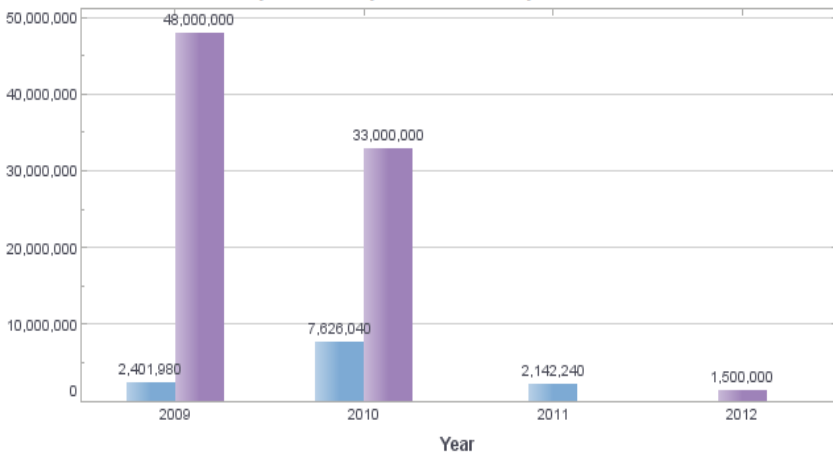


# V3P Module 1 – Database

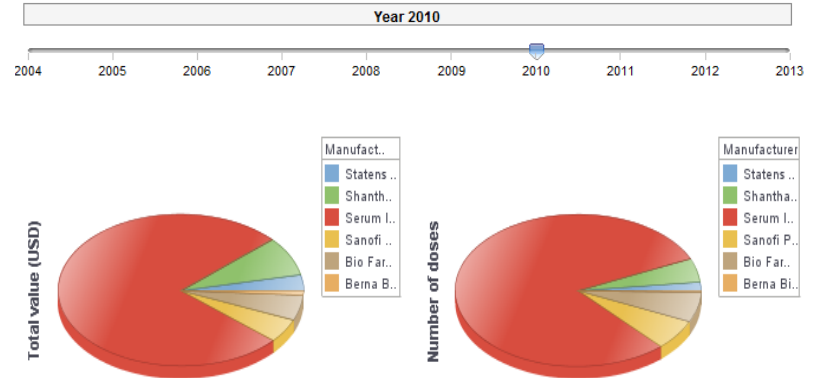
Vaccine price per dose and presentation



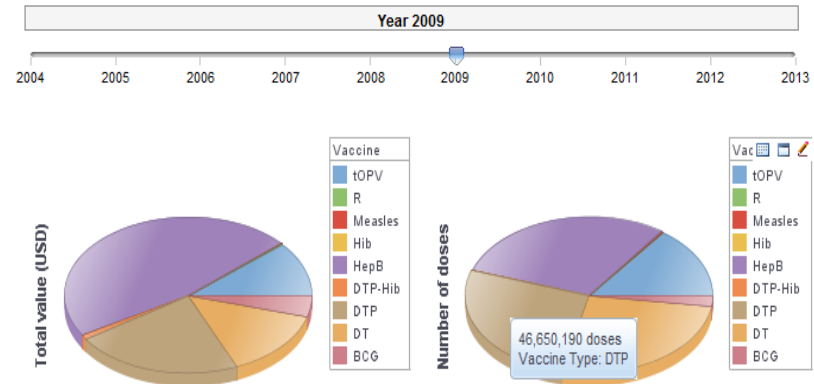
Volume procured per dose and presentation



Total value and volume breakdown by manufacturer



Total value and volume breakdown by vaccine



# V3P Module 2 – Document repository

- This module contains information and documentation created by or for the V3P project, including background information about participating countries, price trends and analyses, best practices in vaccine procurement, and strategic papers related to the subject. Users will further find guidelines about the most effective use of V3P and the interpretation of V3P data.
- Categories included:
  - Presentations on V3P
  - Country profiles for V3P participating countries
  - How to interpret V3P data
  - Vaccine price trends and analyses
  - Vaccine procurement policies and best practices
  - WHO SAGE: MIC strategy, policy and action plan
  - Training and capacity building
  - V3P – publications and media
  - V3P – reviews and evaluation

# V3P Module 3 – Additional information (web links)

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- This module is set up as a gateway to additional sources of information about
  - vaccine product characteristics
  - vaccine price
  - Vaccine procurement.
- Web links are provided to relevant WHO and partner websites (including PAHO, PATH and UNICEF) that contain pertinent information relevant to vaccine procurement and related programmatic aspects.

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# CHALLENGES and NEXT STEPS

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# V3P – Comparability of data

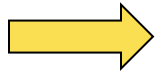
- **Comparability of data in Module 1 (V3P database)**

As much as possible, the V3P database is designed to present data that is comparable between countries. However, due to the complexity of procurement it is possible that not all data will be directly comparable.

- **Comparability of data and information of the V3P platform (Modules 1-3)**

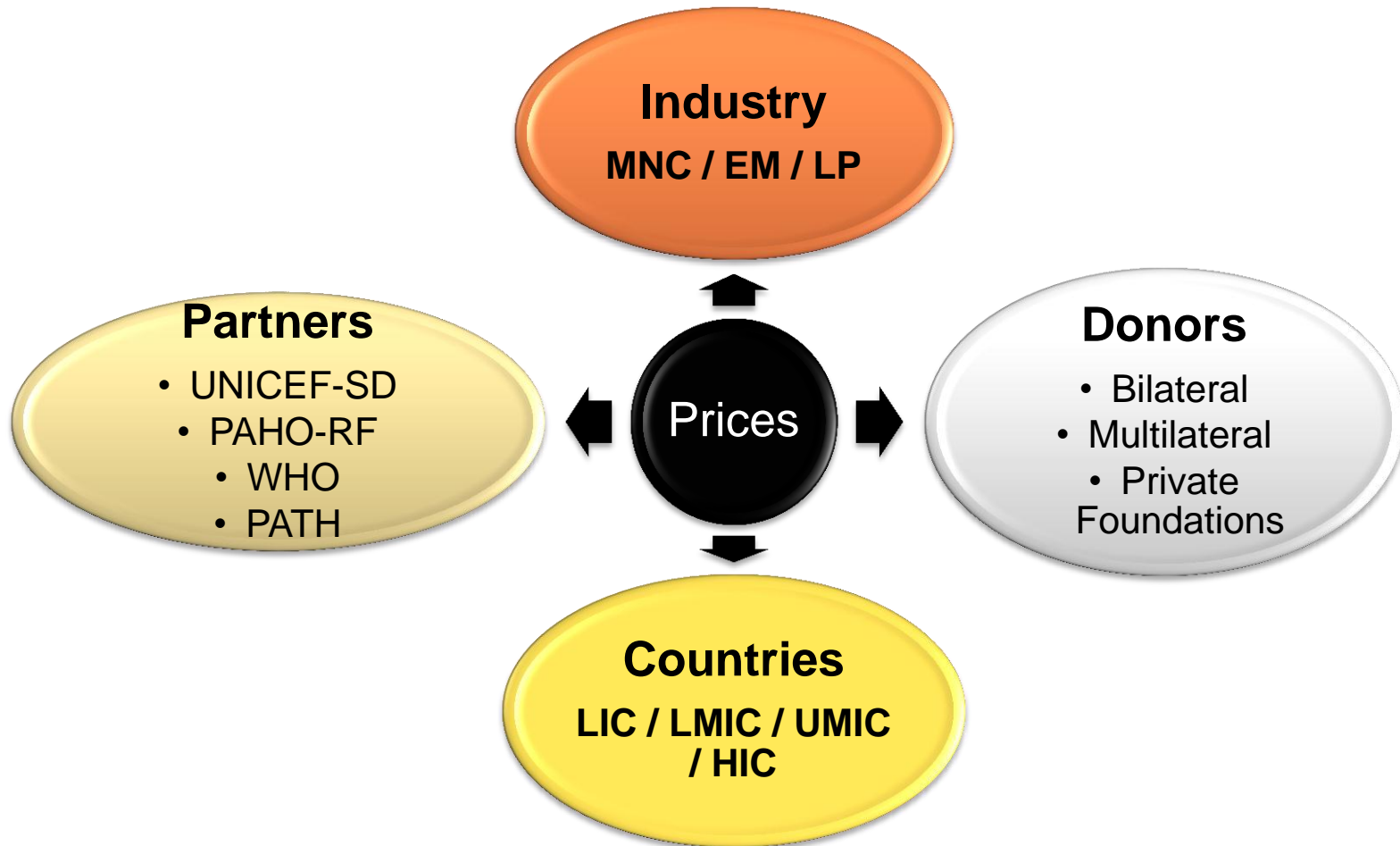
Price information presented in the various modules of the V3P platform may originate from different sources. This may result in differences between prices indicated for specific products for a specific year.

These variations may be due to different methodologies used for the calculation of prices and/or may take into account varying known and unknown factors of procurement procedures.



**Users should therefore use caution when interpreting data and make sure to take into account specific contexts, circumstances and factors affecting prices that apply to individual countries as described in the country information profiles.**

# Stakeholders



# CONFLICTING OBJECTIVES

AFFORDABILITY

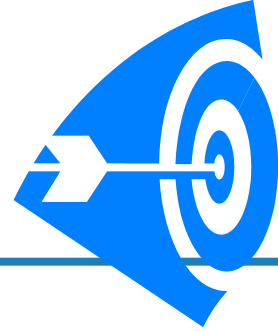
**PRICING ?**

COMPETITION  
DIVERSE SUPPLY  
BASE

RETURN ON INVESTMENT

PROMOTE  
INNOVATION  
R&D

# Challenges



1. Keep the focus on vaccine price and pricing while looking at the whole context and in particular at products characteristics and procurement dimensions.
2. Access to accurate information and data from manufacturers, procurement agents and countries
3. Build a strong case and get firm consensus and buy-in from key stakeholders including Industry and in particular DCVM regarding the most appropriate tool and way forward

# Next Steps

- V3P Tool: development and roll out
- Data collection and analysis
- Capacity building and technical support to countries
- Regular consultation with partners and stakeholders

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FOR MORE INFORMATION CONTACT

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**INPUTS and CONTRIBUTIONS  
WELCOME**

THANKS

