Does a sustainable business model need a new global health institution?
Lessons from The GAVI Alliance

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Critical Path to TB Drug Regimens Workshop
Washington D.C., March 2017
The GAVI Alliance

- WHO
- UNICEF
- World Bank
- Governments, Donor countries
- Governments, developing countries
- Research & Technical Health Institutions
- Bill and Melinda Gates Foundation
- Civil Society Organizations
- Vaccine industry, industrialized countries
- Vaccine industry, developing countries.
The GAVI model

http://www.gavi.org/progress-report-2014/
Why is GAVI considered a success story?

http://www.gavi.org/about/gavis-business-model/strengthening-health-delivery-systems/
GAVI achievements on affordability.

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Data shows the awarded price per dose (in USD) per product per supplier per calendar year, based on a multi-year supply agreement. Data shows most prices with CPT incoterms from 2001 - 2003; change to FCA incoterms from 2004-2006 onwards. Where agreements include a range of prices during a calendar year period or for different countries or groups of countries, prices are shown as a range. The prices are applicable to GAVI supported countries only.

*Special terms apply.

2017 and 2018: Note that this is a partial, mid-process tender outcome and additional awards will be made for these supply years. Last updated 24th May 2018.
Lessons from the formation phase (1)

Three main determinants

- The influence of individuals as part of expert networks or leaders.
- The power of actors
- Changes in the policy context.

Lessons from the formation phase (2)

The influence of individuals

- A small scientist network was crucial in bringing the need for a new alliance to core partners.
- Many of the same individuals formed GAVI's Working Group as representatives of partner organizations.
Lessons from the formation phase (3)

The power of actors

- WHO and UNICEF regained authority on the vaccine issue.
- B & M Gates Foundation represented a financial potential.
- Donor or developing country governments were not involved in the formation phase.
- Trust was more important than power.
Lessons from the formation phase (4)

Changes in the policy context

- The idea of global equity in access to new health technologies.
- Uncertainty about achievements in child immunization.
How did these factors contribute to the GAVI business model the next 5-10-15 years?
Is a similar innovative approach feasible now?
Thank you!
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