

## Building a Consortium to Increase Private Sector Access to GeneXpert in the Philippines

**Presenter, lead author**

**Soliman Guirgis, MD, MPH**

*Project Director*

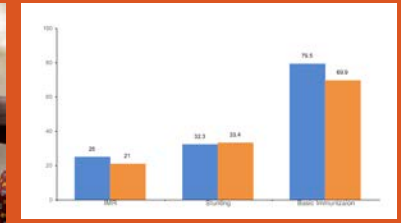
*TB Innovations Project*

**Co-author**

**Amy Weissman, DrPH**

*FHI 360, Asia Pacific Regional*

*Office, Bangkok, Thailand*





## TB in the Philippines: A public health threat

**1 M** Filipinos with active TB Disease (~ 1% of pop.)

27%



9%



8%



6%

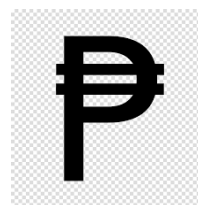


The Philippines contributes **6% of the global number of persons with active TB disease** after India, China, and Indonesia.\*\*



**3 Filipinos die of TB every hour**

**26,000 TB Deaths in 2018**



**35% of TB patients experience catastrophic cost\*\***

*\*Source: National TB Prevalence Survey 2016*

*\*\*Source: WHO. Global TB Report 2019*

# Government of Philippines Response: Business *NOT* as usual

*The Philippines commits to*

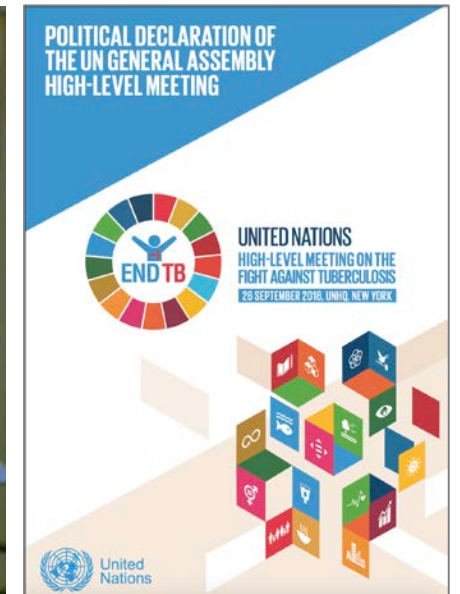
**find and treat 2.5M Filipinos with TB by 2022**

## Key strategies:

- Engage private sector
- Rollout massive rapid TB testing (GeneXpert) to find TB missing cases
- Increase treatment adherence



*Secretary of Health, HLUNM, Sept 2017*



## **Aim: Engage the Private Sector**

*Current status in the Philippines*

**2.5M**

To treat **2.5M** TB patients by 2022, the Philippines must engage private sector in GeneXpert diagnostic testing

**39%**

Private sector provides **39%** of initial healthcare\*

**70%**

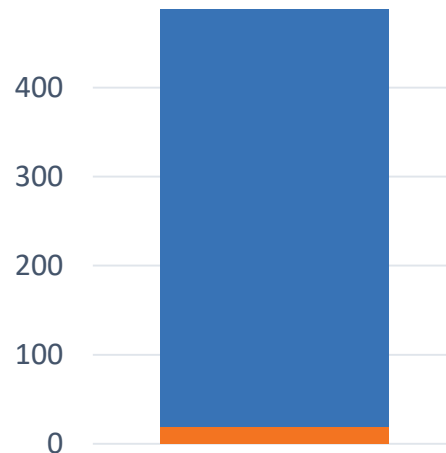
Patients incur catastrophic costs from private sector care (up to **70%**)

## **Aim: Rollout massive rapid TB testing**

**(GeneXpert to detect TB and Drug Resistant TB)**

*Current status in the Philippines*

### Primary diagnostic test for TB in the Philippines



Currently available in **488 facilities** -  
only **4% (20)** in private facilities\*

\* Dec 2019

## **Aim: Rollout massive rapid TB testing**

**(GeneXpert to detect TB and Drug Resistant TB)**

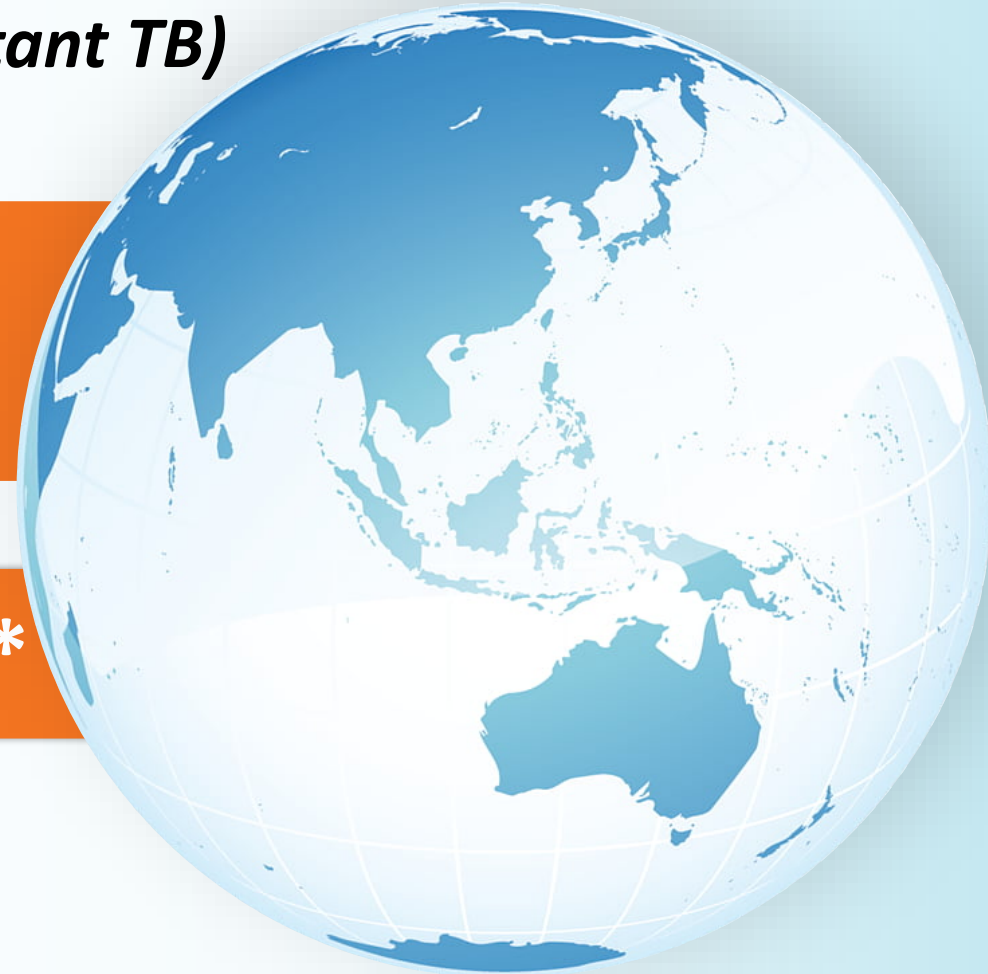
*Current status in the Philippines*

*Price of Xpert test in the Philippines is*

**\$155**  
*(average)*

*making it the*

**2<sup>nd</sup> highest in the world\***



*\*(Lancet 2018)*

# The Private Sector Diagnostic Consortium in the Philippines

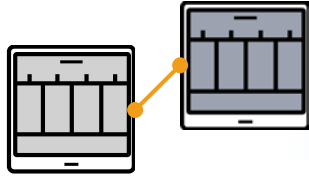


*Providing quality diagnostics within your reach*

## A **national platform**

- Convenes all **influential players** in private diagnostics
- Negotiates **concessional pricing** via pooled procurement (high volume – low price)
- Vision to increase **accessibility to quality, affordable** TB diagnostics in the private sector

# Membership



**Private Sector Diagnostic Labs** (main chains)



**Cepheid**, the GeneXpert manufacturer



**MaCare**, GeneXpert local distributor and maintenance provider



**PhilCAT**, the Philippine Coalition Against TB: *Convener*



**The Philippine Pharmaceutical Procurement Inc.,**  
government representative



## Achievements

Costs reduced from second highest in the world to the third cheapest

***CARTRIDGES to the Lab***

**72%  
lower**

***from \$80 to  
\$22.44***

***TEST COST to Client***

**72.4%  
lower**

***from \$155.49 to  
\$42***

# Lessons Learned



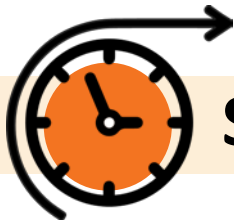
**Find common ground and change mindsets**



**Have a catalyst/initiator**



**Marketing to drive and sustain demand**



**Set it now while keeping an eye on the future**



**Plan for sustainability from the start**

**Thank You!**

