



**Pan American
Health
Organization**
*Regional Office of the
World Health Organization*

Fact Sheet

Antiretroviral price negotiation in Central America (Jan 2003)

Participating Countries: Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama.

Participating Companies: Boehringer Ingelheim
Bristol-Myers Squibb
GlaxoSmithKline
Merck & Co.
Biogenics (Representative of the suppliers of generic antiretrovirals pre-qualified by WHO)

Coordinated by: The Central American Integration System (SICA)

Technical/Financial Support: PAHO/WHO

Duration: 7 months (July 2002–January 2003)

Steps in the Negotiations:

1. RESSCAD Preparatory Meeting, Costa Rica, August 2002
 - Technical personnel from the Ministries of Health and Social Security Systems begin the rapid access process in Central America.
2. RESCADD Meeting, Costa Rica, October 2002
 - Central American countries adopt a strategy for the subregional negotiations on ARV prices
3. Technical Meeting in El Salvador, November 2002
 - Preparation of the technical framework for the negotiations: the Framework Document
 - Preparation of the methodology for the negotiations
4. Negotiations in Panama, January 2003
 - Drug companies offer the subregion reduced prices for brand-name drugs based on the commitments made in the Framework Document
 - Representative of the suppliers of generic antiretrovirals furnish information and prices of these drugs.
 - The companies and the countries sign a memorandum of understanding.