



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

## Fact Sheet Antiretroviral price negotiation in the Caribbean

**Participating Countries:** Antigua and Barbuda, Bahamas, Barbados, Belize, Dominica, the Dominican Republic, Guyana, Grenada, Haiti, and Jamaica. Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Trinidad and Tobago.

**Participating Companies:** Boehringer Ingelheim  
Bristol-Myers Squibb  
GlaxoSmithKline  
Merck & Co.

**Coordinated by:** Caribbean Community Secretariat (CARICOM)

**Technical/  
Financial  
Support** PAHO  
WHO Geneva  
UNAIDS

**Duration:** 5 months (February 2002–July 2002)

### Steps in the Negotiations:

1. Meeting in Jamaica, February, 2002
  - The Caribbean countries and participating companies initiate the subregional rapid access process in the Caribbean.
2. Technical Meetings in Barbados and Geneva: April and May, 2002
  - Preparation of the framework for the negotiations: the Framework Document
  - Preparation of the methodology for the negotiations
  - Technical discussions between the companies and CARICOM
3. Final Negotiations, the Bahamas and Barcelona, June and July 2002
  - Reduced prices offered to the subregion based on the commitments made in the Framework Document
  - CARICOM and the companies sign a Memorandum of Understanding during the International Conference on AIDS in Barcelona.