



Reagent Prices Established in the Negotiations of the 10 Latin American Countries (June 2003)

Reagents, maximum prices offered by the companies to Peru, Bolivia, Colombia, Ecuador, Venezuela, Chile, Argentina, Mexico, Paraguay, and Uruguay, June 2003			
SUPPLIER	PRODUCTS	REMARKS	FINAL PRICE PER TEST OFFERED, IN US \$
Abbott	Rapid HIV immunochromatography test (Determine)	Does not require equipment	1.5
	Enzyme immunoassay (ELISA) Murex	Spot price Does not include instrumentation, accessories, and consumables, only reagents	1.75
	Wester Blot	Spot price Does not include instrumentation, accessories, and consumables, only reagents	43
	LCX HIV viral load	Spot price Does not include instrumentation, accessories, and consumables, only reagents	40
Bayer	bDNA viral load	Includes equipment: System 340 bDNA analyzer and refrigerated centrifuge, maintenance, training, technical support	60

Dickinson Vector	CD3/CD8/CD4 flow cytometry	Includes equipment for technology transfer, reagents (controls, reagents) and consumables (buffer, tips and thermal paper). There may be a 5% to 45% discount, depending on the volume purchased. FOB Price	21.95
Biomerieux	Enzyme immunoassay (ELISA) IV generation	Does not include equipment	1.88
	NucliSens Viral Load	Includes equipment, technical service, and training	45
ROCHE	PCR viral load	CPT Price (cost and freight); adding equipment and consumables can increase this price from 12% to 25%	35

All prices offered by all the companies were regional prices, applicable to all participating countries.

Source: Joint Negotiations on Access to Antiretroviral Drugs in the Andean Region, Argentina, Mexico, Paraguay, and Uruguay, June 2003