



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

Fact Sheet

Antiretroviral price negotiation in 10 Latin American Countries

Participating Countries: Argentina, Bolivia, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, and Venezuela.

Participating Companies:

Abbott Laboratories	Innogenetics
Becton Dickenson	Kampel Martian S.A
Biomerieux	Merck & Co
Biorad	Ranbaxy
Boehringer Ingelheim	Refasa.S.A.C.
Bristol-Myers Squibb	Richmond
Cipla Ltd.	Roche S.A.
Combinopharma S.L.	Rontag S.S.
Filaxis S.A.	
GlaxoSmithKline	

Coordinated by: Andean Health Agency (ORAS/CONHU)

**Technical/
Financial
Support**

PAHO
UNAIDS

Duration: 11 months (July 2002–June 2003)

Steps in the Negotiations:

1. Meeting in Lima Peru, July 2002.
 - The Andean countries initiate joint negotiations to improve their access to ARVs and reagents
2. Meeting of REMSAA and REMSUR, November 2002
 - The Ministers of Health of the Andean countries resolve to negotiate jointly and to extend an invitation to other countries in the region to participate in the process
 - Argentina, Mexico, Paraguay, and Uruguay join the negotiations
 - A Technical Commission is set up
3. Technical Meetings. Lima, Peru, November 2002 and February 2003.

- Framework for the negotiations prepared: the Framework Document
- Definition of qualification criteria (products and manufacturers)
- Preparation of the methodology and schedule for the negotiations

4. Final Negotiations. Lima, Peru, June 2003.

- Signing of a Memorandum of Understanding between the participating countries and the following companies: Reagents: Abbott Laboratories, Bayer, Becton Dickinson, Biomerieux, Roche Diagnostics; Drugs: Abbott Laboratories, Richmond, Combinopharma, Ranbaxy, Refasa (for one product), Rontag, Cipla Ltd., and Fylaxis.
- A 30-92% price reduction obtained for the region for first-line triple therapy regimens involving AZT, 3TC, and EFV/NVP. Treatment costs were reduced from US \$ 1,000–5,000 to US \$ 350-690
- A 9-72% price reduction obtained for the region for second-line triple therapy regimens involving D4T, DDI, IDV/rtv or LPV/rtv. Treatment costs were reduced from US \$ 1,600–7,600 to US\$ 1,400-4,600
- 37 items negotiated; for 15 of them the countries obtained proposals that were under the lowest price currently found in the 10 countries of the region
- Of the companies mentioned, only Abbott Laboratorios manufactures innovative drugs. The other companies manufacture generic drugs, and all presented sworn statements of compliance with the required quality standards.
- The following price reductions were obtained for reagents:
 - Rapid tests: 62-81%
 - ELISA tests: 13–33%
 - CD4: 5–70%
 - Viral load: 22–82%