

Accelerating Access to Cancer Immunotherapies: Learning From the Global Health Experience of CHAI, American Cancer Society, and Allied Against Cancer

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**SITC Immunotherapy Global Access Convening
Virtual
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- 1. How does CHAI accelerate access to innovative medicines in LMICs?**
2. How have we approached addressing availability of oncology medicines with partners?
3. What are early considerations for access to cancer immunotherapies?

CHAI's MISSION

is to save lives and reduce the burden of disease in low- and middle-income countries around the world. We aim to strengthen the government and private sector to create and sustain high-quality health systems in the countries where we work.



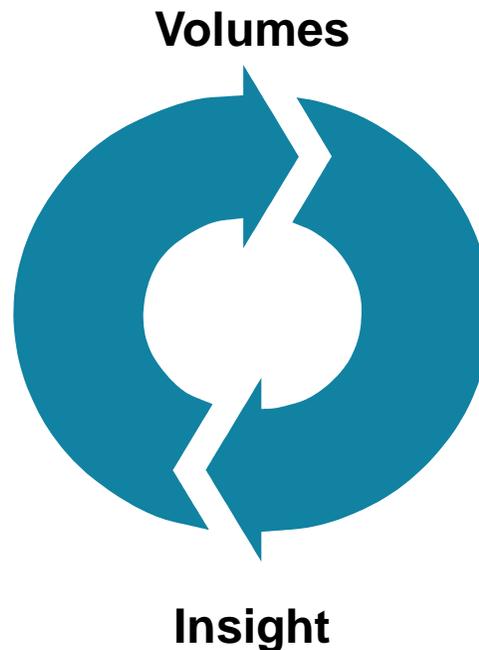
CHAI works to improve access to life-saving commodities sustainably through engagement on demand and supply side to improve market conditions

Demand Side Needs

- Products that meet the **needs** of resource limited settings in terms of quality, formulation, and price

Demand Side Engagement

- Work with **governments** and other buyers to
 - build and consolidate demand around optimal products
 - Strengthen programs to procure and utilize optimal products
 - Conduct effective forecasting routinely



Supply Side Needs

- A reliable, transparent, **marketplace** for commodities that provides ongoing growth opportunities

Supply Side Engagement

- Work with **manufacturers** to
 - reduce costs of production
 - enhance competition
 - encourage adoption of stringent quality standards
 - optimize product design
 - accelerate entry and uptake of new and better products

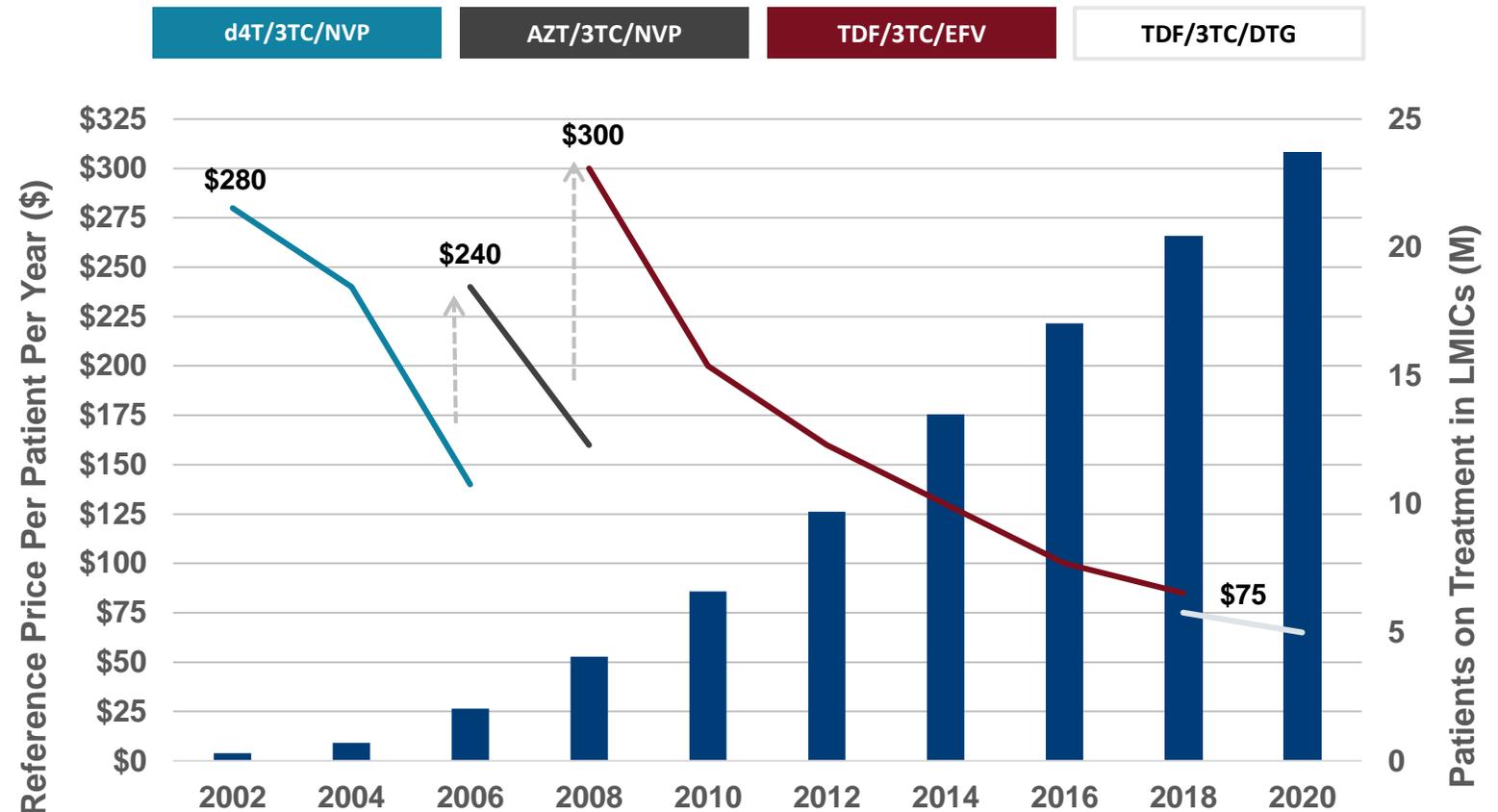
Market Shaping Case Study: Leveraging future volumes to negotiate price and accelerate uptake of optimal antiretroviral (ARV) treatment for HIV

Approach

- ❖ Early inclusion in WHO HIV treatment guidelines
- ❖ Engage with governments and other buyers to plan transition to new regimen
- ❖ New price cheaper than current standard of care to accelerate uptake
- ❖ Multi-year agreements with 2 companies, applicable to 90+ countries, underpinned by a volume guarantee
- ❖ Manufacturing scale-up requirements to address supply security concerns

Sustainable Market Impact

Total Patients on Treatment and Historical ARV Reference Prices

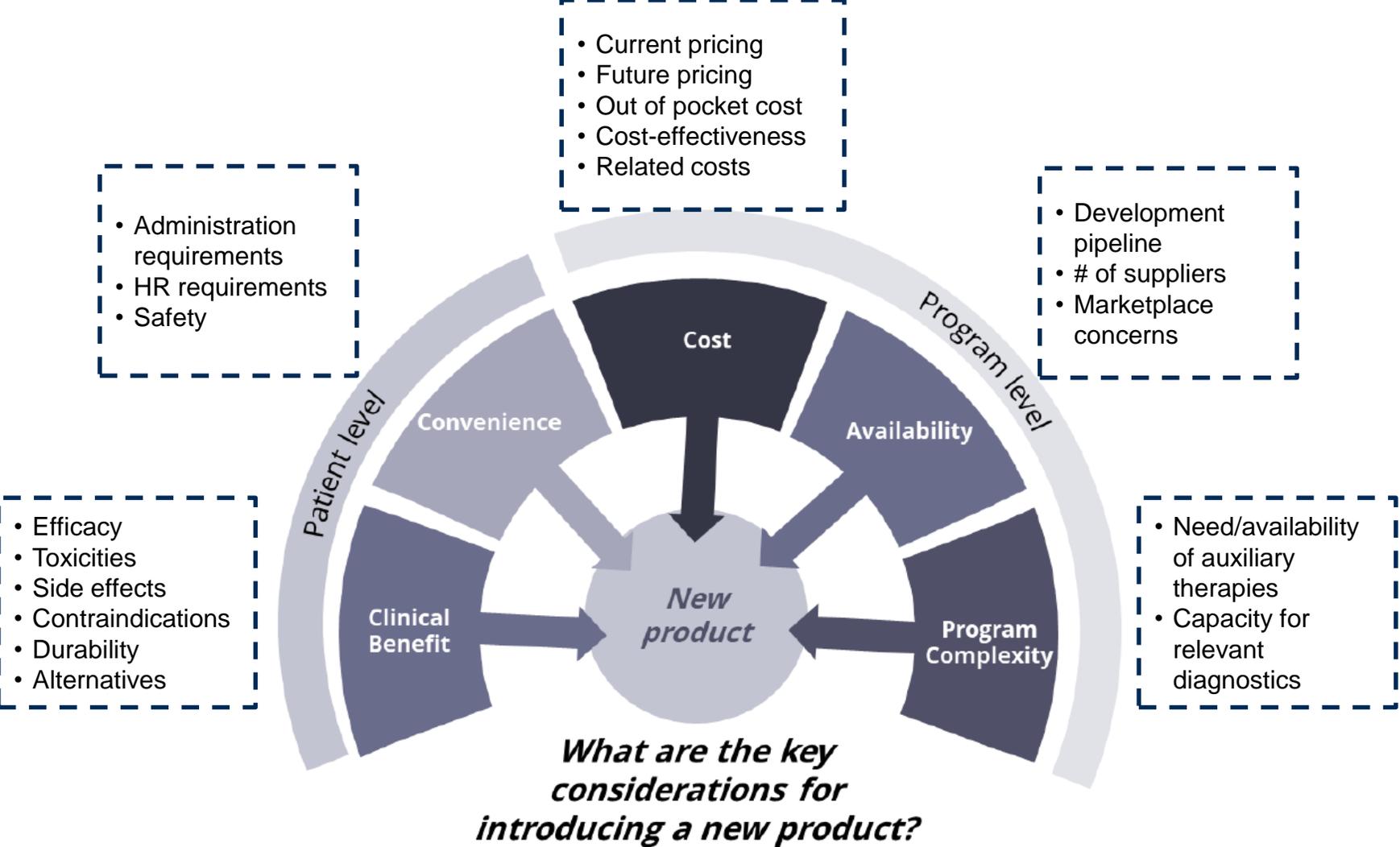


Based on experience with a variety of products, CHAI has developed a framework that highlights key aspects of planning for sustainable introduction of new products

New Product Introduction



Decision-makers assess the value of new products through multiple lenses, not just clinical evidence



Key Sources of Information

- ✓ International guidance
- ✓ Clinical trials
- ✓ Comparative advantage of new products
- ✓ Local clinical expertise
- ✓ Regulatory status
- ✓ Market intelligence
- ✓ Transition scenarios



Source: <https://www.newhivdrugs.org/>

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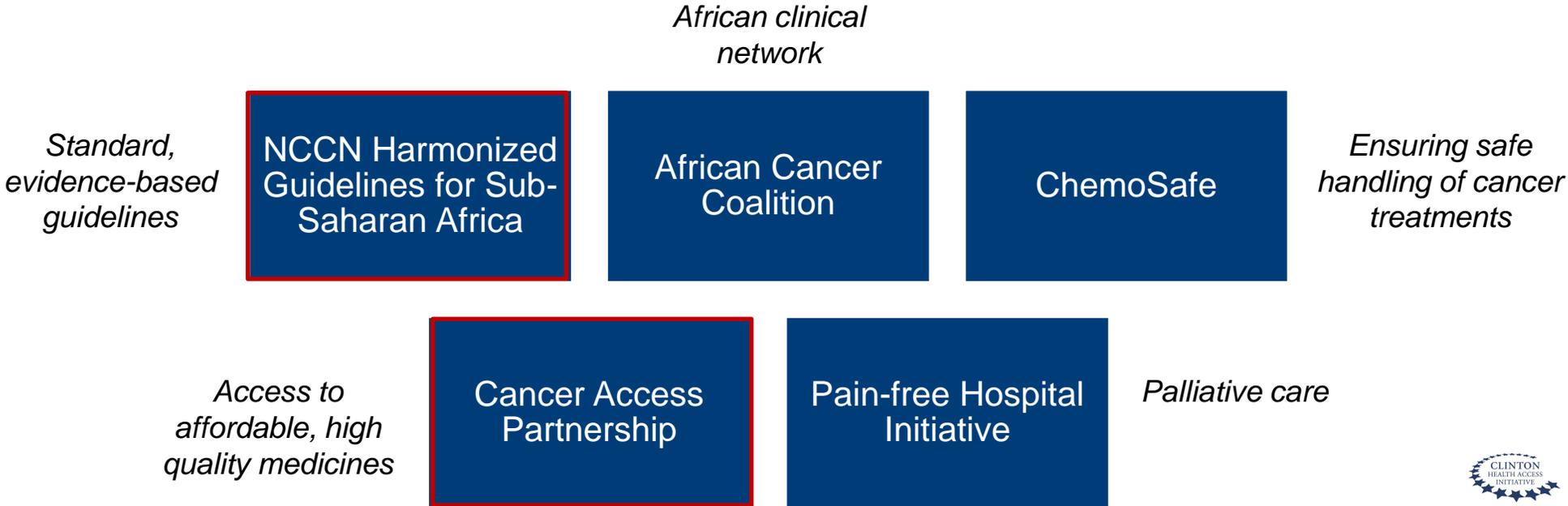
Partnerships are key: That is why we formed Allied Against Cancer, as one example, to address multiple aspects of treatment availability at once



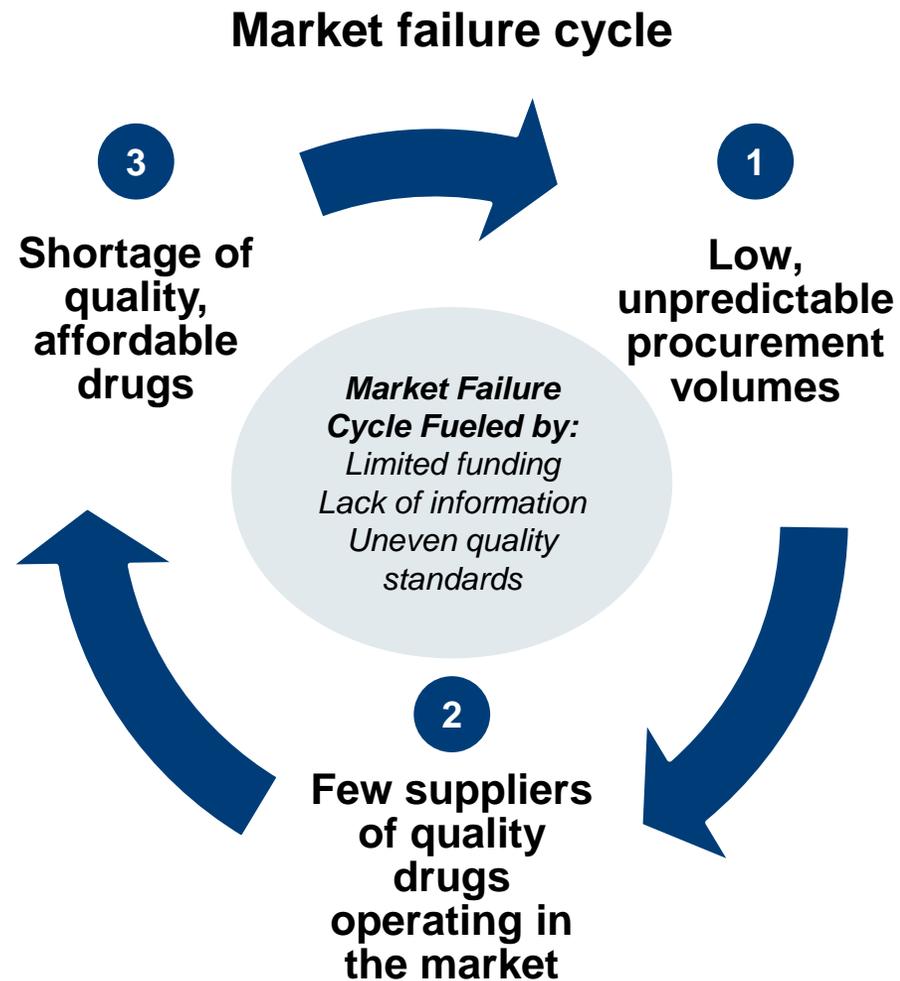
Our vision is for every person diagnosed with cancer to receive the highest possible standard of specialty care, in an efficient system that delivers maximum outcomes for the patient while minimizing costs. We are **working to advance the practitioners, products, and processes that will improve cancer care and control in Sub-Saharan Africa.**



Programs



The Cancer Access Partnership seeks to address the current “market failure cycle” for quality essential cancer medicines



Some outcomes of market failure

- Small orders that no quality manufacturer responds to
- Compromising on quality to buy cheapest available product
- Many middlemen, adding high markups through the supply chain
- Significant price variability and unpredictability
- True need is unknown because of shortages

...but the market failure cycle can be reversed!

The Cancer Access Partnership is one of multiple interventions to address this market failure

Interventions to address market failure

- Pricing agreements with suppliers (CAP)
- Use data to effectively forecast needs for medicines and plan ahead
- Consolidate order planning across multiple buyers in one country
- Increase procurement budget
- Change procurement practices (e.g. buy directly from suppliers, award multi-year contracts)
- Establish strong quality standards and lower regulatory barriers for quality companies
- Share information across buyers



Cancer Access Partnership Components

Partners



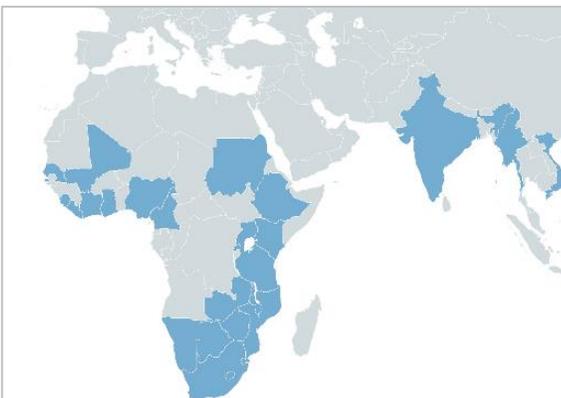
Products and Pricing

15 chemotherapies
4 hormonal therapies
1 supportive therapy

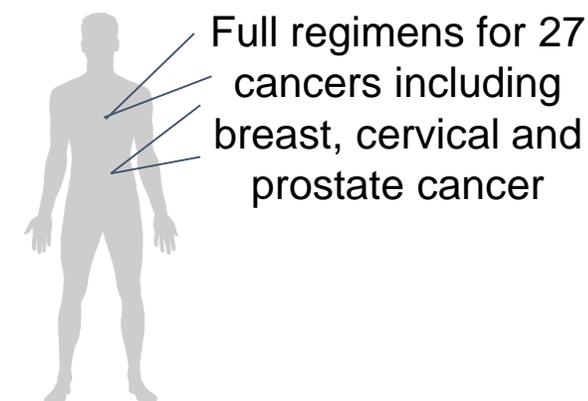
29 formulations total

Agreed ceiling prices

Procurers



Program alignment



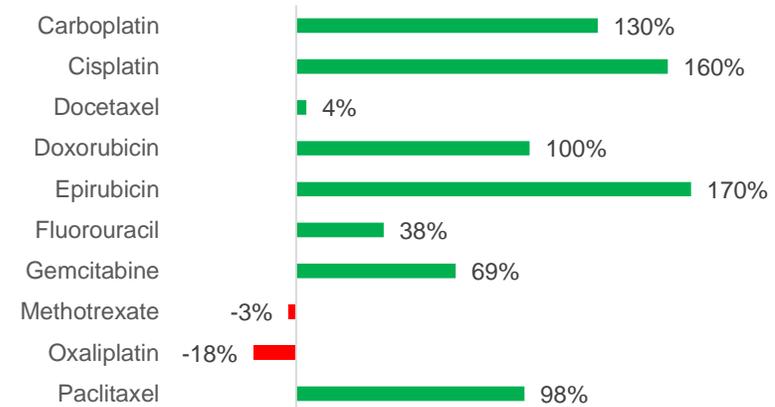
The Cancer Access Partnership has generated shifts in the market, leading to increasing volumes of procurement and decreases in price

Benefits to purchasers of participation

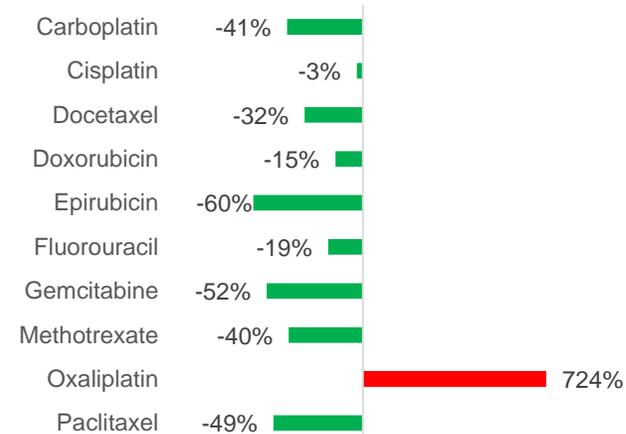
- ✓ High quality products (FDA or equivalent)
- ✓ Competitive pricing (Average 59% savings)
- ✓ Direct purchasing from supplier
- ✓ Opt in - no obligation to buy
- ✓ Sustainable offerings



Volumes Increase: Average volume (# of vials) evolution over 2 years for CAP products



Prices decrease: Average price evolution over 2 years for CAP products



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Experience to date suggests a few considerations specific to cancer immunotherapy access

- 1. Clinical benefit and cost-benefit evaluations are not sufficient for adoption.** Decision-makers weigh a number of factors in introducing new products and therapies. Perceived value may be different in the health systems context where backbone therapies are currently out of reach.
- 2. Figure out the “how”.** New product introduction is about an entire program package. Evidence generation and research is critical to figure out how to deliver the program in resource-limited contexts. Simplifying where possible and providing clear recommendations expands the ability to scale.
- 3. Think about the financial and the policy environment early.** Financing systems, registration pathways, procurement policies matter more than you expect, and can contribute to a healthy or unhealthy market dynamic over time. From the meeting brief: Equity of access and optimization of risk/benefit in LMIC should be the guiding principle for next steps.
- 4. Learn from areas of global health where the “impossible” has already been achieved.**

Thank you

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