

Public-private partnerships for global health

PATH's collaborations with European partners

PATH transforms global health through innovation. We develop and deliver high-impact, cost-effective technologies, including vaccines, drugs, diagnostics, and devices, to improve public health. We do this by facilitating and strengthening mutually beneficial public-private partnerships to ensure that the technology being developed is appropriate, available, accessible, and affordable to those who need it most.

Partnering is a core part of PATH's strategy. It is fundamental to how we effectively develop innovations to overcome global health challenges, and it is key to ensuring the sustainability and impact of health innovations. Our partners include international health agencies, governments, universities, other nongovernmental organizations, and private-sector companies. We work with our partners across all phases of research and development (R&D)—from early stages through to product introduction and widespread adoption—for sustained public health impact.

THE PRIVATE SECTOR'S ROLE IN PUBLIC-PRIVATE PARTNERSHIPS

Commercial partners may bring significant scientific and technical know-how, as well as intellectual property, to a public-private partnership. This know-how, in addition to product development expertise (e.g., experience in navigating complex regulatory processes) helps the private sector rapidly innovate to meet consumer preferences. Private-sector partners also contribute manufacturing capabilities (e.g., ability to produce large quantities of a product), market development experience, and wide-scale distribution channels that serve the health system.

THE PUBLIC SECTOR'S ROLE IN PUBLIC-PRIVATE PARTNERSHIPS

The public sector is an equally important partner in identifying, creating, and disseminating global health technology innovations. The financial risks are often perceived as too high relative to the potential returns to rely solely on private-sector investment. Therefore, governments play a critical role in mitigating risk and providing

BEGINNING WITH THE USER IN MIND



One in three pregnancy- and childbirth-related deaths could be avoided if all women had access to contraceptive services, according to the latest United Nations Population Fund estimates. Yet women, especially those in developing countries, continually suffer infections, injuries, and deaths related to unintended pregnancies.

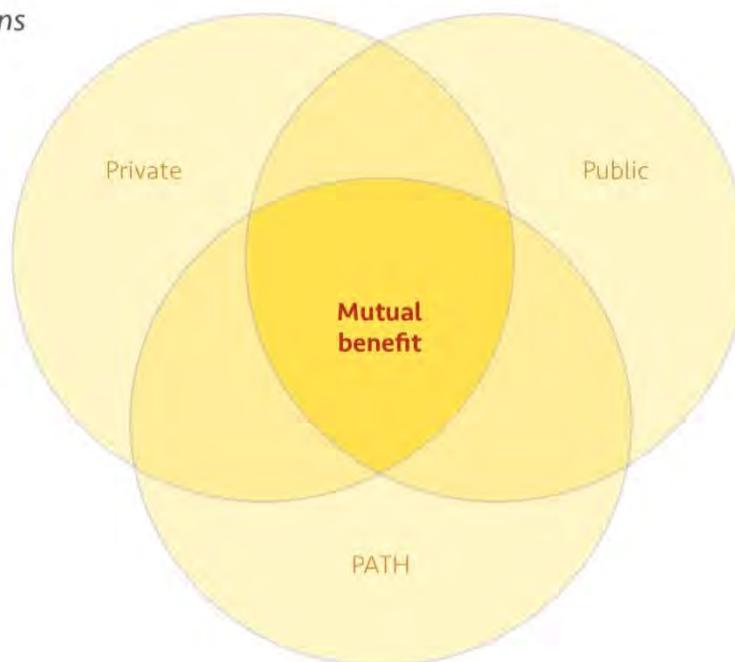
To better meet the need for a woman-initiated, non-hormonal, discreet contraceptive, PATH began to design and develop the SILCS diaphragm in 1994 with **funding** from the US Agency for International Development. PATH developed more than 200 prototypes, which were refined based on feedback from women, their partners, and health care providers. The resulting product—unlike typical diaphragms—is a single-size device that fits most women, and should be easy to supply and use.

PATH had the **scientific and technical know-how** to appropriately design the product to meet user needs, and partnered with research organizations in several countries to provide the **clinical and field evaluation capabilities** necessary to assess its acceptability and impact. In 2010, PATH licensed the technology to Kessel Marketing & Vertriebs GmbH of Germany, a manufacturer with more than 24 years of reproductive and sexual health **product development expertise**. Kessel brought **manufacturing capabilities** to produce a sustainable supply, marketing expertise and **distribution channels** to generate demand and ensure the availability of SILCS. Kessel is launching the product in five European countries. PATH is working with partners in multiple countries to evaluate opportunities and strategies for future introduction in low-resource settings.

Key partner contributions

Private sector brings

- Scientific & technical know-how
- Intellectual property
- Product development expertise
- Manufacturing capabilities
- Distribution channels



Public sector brings

- Funding for R&D
- Ability to strengthen capacity
- Aggregated demand
- Distribution channels
- Incentives for product development & uptake

PATH brings

- Expertise in developing country health systems
- Technical & field evaluation capabilities
- Partnerships with global & local policymakers
- Ability to strengthen capacity
- Scientific & technical know-how
- Experience forging new cross-sector partnerships

incentives to the private sector to invest in developing products for low-income countries and individuals. They also play a key role in encouraging sustainable investments in product development (through initiatives like the European & Developing Countries Clinical Trials Partnership), providing aggregated demand to increase market attractiveness, and offering distribution channels through health programs. Combined, these activities help lower costs and accelerate the innovation, introduction, and integration of global health technologies.

PATH'S ROLE IN PUBLIC-PRIVATE PARTNERSHIPS

PATH and other nonprofit product development organizations serve as important bridging agents between the public and private sectors. Fundamental to PATH's approach is a deep understanding of health challenges and identification of potential solutions based on user, country, and market needs. We also understand developing country health systems and have strong networks within countries, as well as technical and field evaluation capabilities to ensure products meet the needs of targeted users.

PATH's longstanding relationships with global bodies like the World Health Organization and developing country governments, as well as our extensive collaborator networks, enable us to add value to our partners to ensure the technologies being developed are aligned with global and national policies and regulations, and meet the needs of communities and health systems.

MUTUAL BENEFITS

Public-private partnerships provide a forum for maximizing complementary areas of expertise. They improve knowledge of the most pressing global health needs and lead to solutions that improve health equity. By strengthening the capacity of different sectors, these partnerships accelerate the development and introduction of the most promising technologies for those most in need. Forging new cross-sector partnerships with public institutions and commercial entities enables PATH to maximize limited global health resources—financial, technical, and structural—to reduce costs and avoid redundancy in our efforts to ensure the affordability of lifesaving global health technologies.

EXPANDING CHOICES FOR PROTECTION



Millions of women worldwide have an urgent need for dual protection against sexually transmitted infections (STIs)—including HIV—and unintended pregnancy.

An estimated 220 million women who want to use modern contraceptives cannot access them. And HIV is now the number one killer of women between the ages of 15 and 49 in the world. Yet, few reproductive health technologies address this need for dual protection. To expand options for women, PATH, in 1996, began developing the device that would eventually become the Woman's Condom—an innovative, second-generation female condom designed for improved acceptability and ease of use.

Integral to the design process was the engagement of end-users as co-designers to ensure their needs were met and to help build acceptability from the beginning. PATH relied on its **technical and field evaluation capabilities** to consult with and test the product among women and couples on four continents. In 2008, PATH licensed the product to Dahua Medical Apparatus Company (Dahua) located in Shanghai, China. With more than 25 years of experience producing high-quality medical devices, Dahua had the **manufacturing capabilities** to make the Woman's Condom in line with international standards.

PATH received **funding** from the Netherlands Ministry of Foreign Affairs to support the Protection Options for Women (POW) product development partnership to build supply, develop markets, and verify safety and efficacy for the Woman's Condom. POW partners come from the public and private sectors and include Dahua, the US National Institute for Child Health and Human Development, and CONRAD, an international nongovernmental organization. PATH also forged **new cross-sector partnerships** with governments, social marketing organizations, and researchers to conduct studies to generate the evidence needed to include the product in public- and private-sector channels. For example, in China PATH and partners are conducting a range of market tests to support the integration of the Woman's Condom into **public-sector distribution channels** like China's family planning and STI/HIV prevention programs.

Through the POW partnership, PATH and Dahua are also working to expand couples' options for dual protection by increasing awareness, building supply, and generating demand for the Woman's Condom.



Women are at a heightened risk of HIV infection because of biological and cultural factors. A female condom offers an option when male condoms can't be used. The Woman's Condom was designed to be easy to use and more acceptable to women and their partners than previous models.

RECOMMENDATIONS

Public-private partnerships are an effective and sustainable model for conducting global health research and development throughout the product lifecycle. They leverage the resources and expertise of different stakeholders to accelerate the development and delivery of high-impact, cost-effective products to improve public health. European stakeholders from the public, private, and nongovernmental sectors can build upon successes to date and maximize limited resources by:

- Adequately funding public-private partnerships to maximize global health impact.
- Providing support throughout the product lifecycle to accelerate innovation, introduction, and integration of global health technologies.
- Creating incentives for private-sector engagement to advance health products for low-resource settings.

By sharing long-term funding responsibilities, building networks, and establishing credibility through successes, public-private partnerships have the power to bring innovative health technologies to market, supporting new businesses, saving money—and saving lives.



PATH is an international nonprofit organization that transforms global health through innovation. We take an entrepreneurial approach to developing and delivering high-impact, low-cost solutions, from lifesaving vaccines and devices to collaborative programs with communities. Through our work in more than 70 countries, PATH and our partners empower people to achieve their full potential.

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