

Workshop

Joint SEAR-WPR workshop to plan the accelerated implementation of new WHO TB policies

1-4
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Hanoi,
Viet Nam

ASCENT DR-TB: Market Access

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Market Access under ASCENT DR-TB

BACKGROUND

CHAI & Aurum were tasked with **identifying, designing, and executing market strategies to secure access** to diagnostics, therapeutics, and supportive tools across the TB-care cascade, in alignment with Unitaid's broader portfolio of TB investments.

OBJECTIVES



Articulate key access gaps and identify opportunities



Perform market analysis and stakeholder consultations at country and global levels



Identify priority products and develop access strategies



Design process and implementation plans



Execute market interventions/access strategies in collaboration with ASCENT and other partners

ASCENT Gap Analysis & Product Prioritization Process

1

Articulate key challenges and commodity access needs along TB care cascade

TB Screening

Scale low-cost tools for community/PHC

TB diagnostics (and DST)

Utilize device-free, POC non-sputum-based diagnostics + affordable faster DST

TB Treatment and Monitoring

Promote shorter regimens and ensure drug supply

Treatment support and adherence

Provide affordable, distributable nutritional support, and enhance treatment adherence

TB Prevention

Investments in multiple suppliers, encourage local manufacturing of commodities

Post TB Care

Improve availability of devices

2

Analyse products to identify opportunities for impactful market access interventions

Impact and Need

Suitability and Buy-in

Economics and Opportunity

3

Verify assumptions & finalize selection through stakeholder consultations

Civil Society

Global Partners

In Country Stakeholders

- National Tuberculosis Program
- Laboratory experts
- Clinicians
- Policymakers
- Implementing partners
- Procurement representatives



India
Mozambique
Nigeria

South Africa
Viet Nam



Snapshot of Select Priority Products and Access Objectives



TB Screening

Chest-Xray (CXR) and Computer Aided Detection (CAD)

Access Objectives

- Improve procurement of CAD software at lower, more transparent prices
- Expand supplier base for ultraportable x-ray systems and develop better service & maintenance and support packages



TB Diagnostics

Point-of-care, near point-of-care, and low complexity NAAT tools for expanding access to TB testing

Access Objectives

- Characterize procurement & supply chain cost drivers and develop solutions to reduce the total landed costs for all public sector buyers
- Develop advanced framework for global access pricing to inform investment in existing products and those in the pipeline



TB Treatment

Delamanid for DR-TB and DS/DR/pan-TB **pipeline regimens**

Access Objectives

- Improve price and supply security for adult and pediatric formulations of delamanid
- Inform target access terms for drugs and regimens currently in development



Post TB Care

Post TB Lung disease diagnostics – **spirometers** for assessing pulmonary function

Access Objectives

- Creating enabling conditions for the integrating diagnosis and treatment of post TB lung disease into TB programs
- Identifying the right spirometry products at the right price for LMICs

Focus on access strategies that support country-led procurement through improved, more inclusive access terms

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