



International Health Partners

The European Medicine Gifts In Kind 'Market'

Presentation to PQMD

Panel 1

Wednesday 18 May 2011



The European Experience

Pre 1970

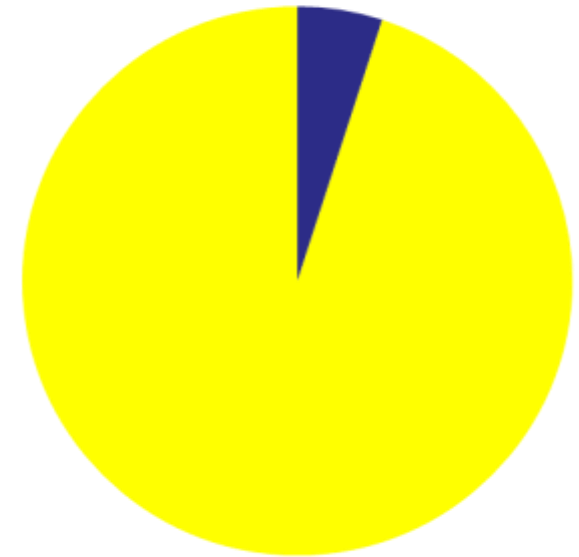
1980s – 1990s

Post 2000

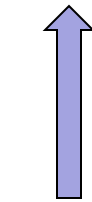


Poor Practice

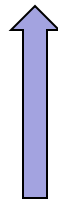
Generic Markets



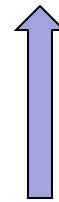
■ GiK
■ Capacity Building



Zeit Geist



NGO Advocacy

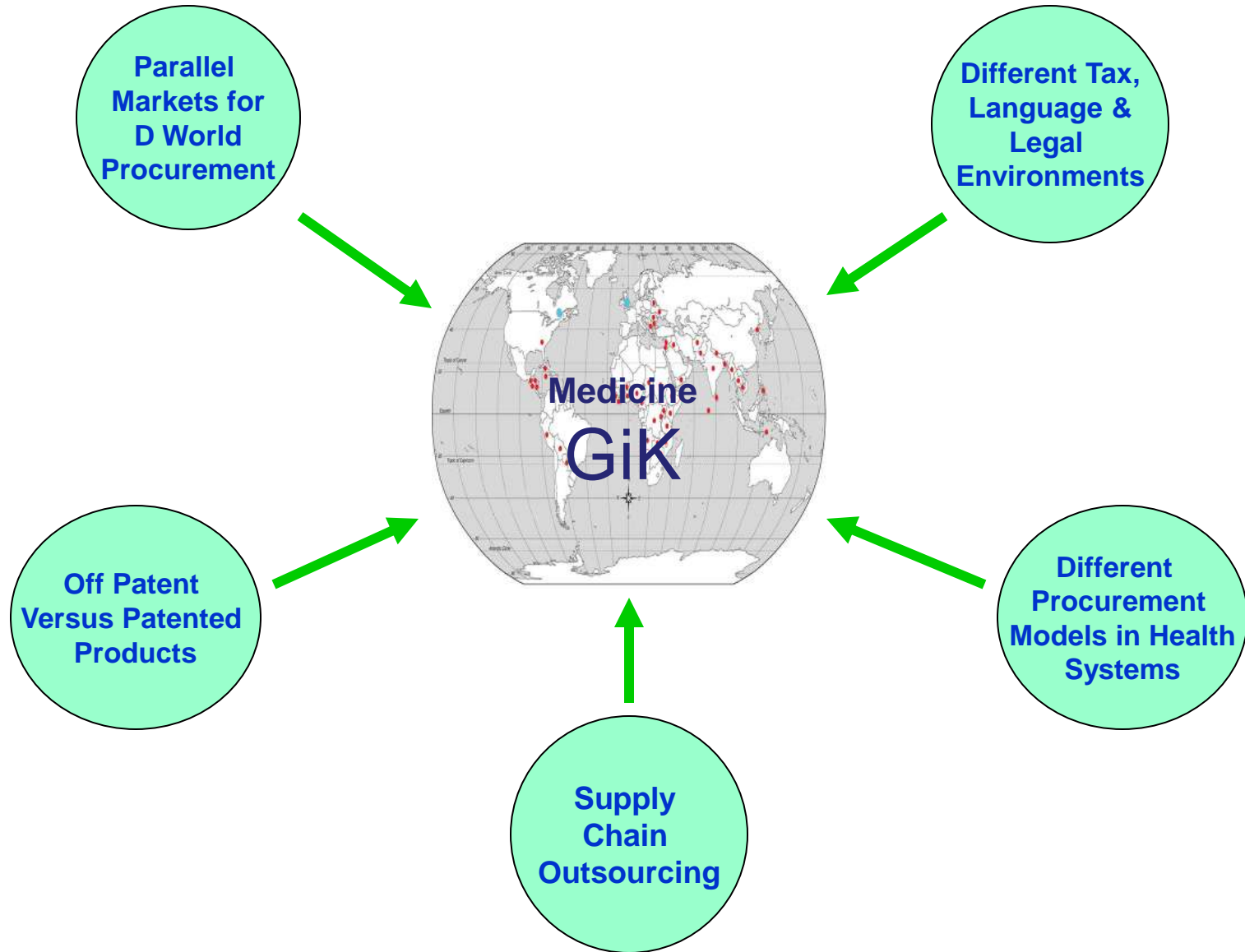


Gov't Policy



A Complex Market Dynamic

(for GiK of medicines in Europe)





Medical Purchases/GiK from Europe to Developing World

Procurement Agents

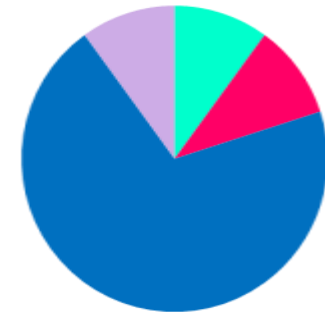


- Micro NGOs
- Larger National NGOs
- Int'l NGOs
- UN/IFRC
- DW Hospitals

NGO Market Dynamics

- Economic Cost
- Gov't Funding
- Tendering Rules
- Small Operational Projects

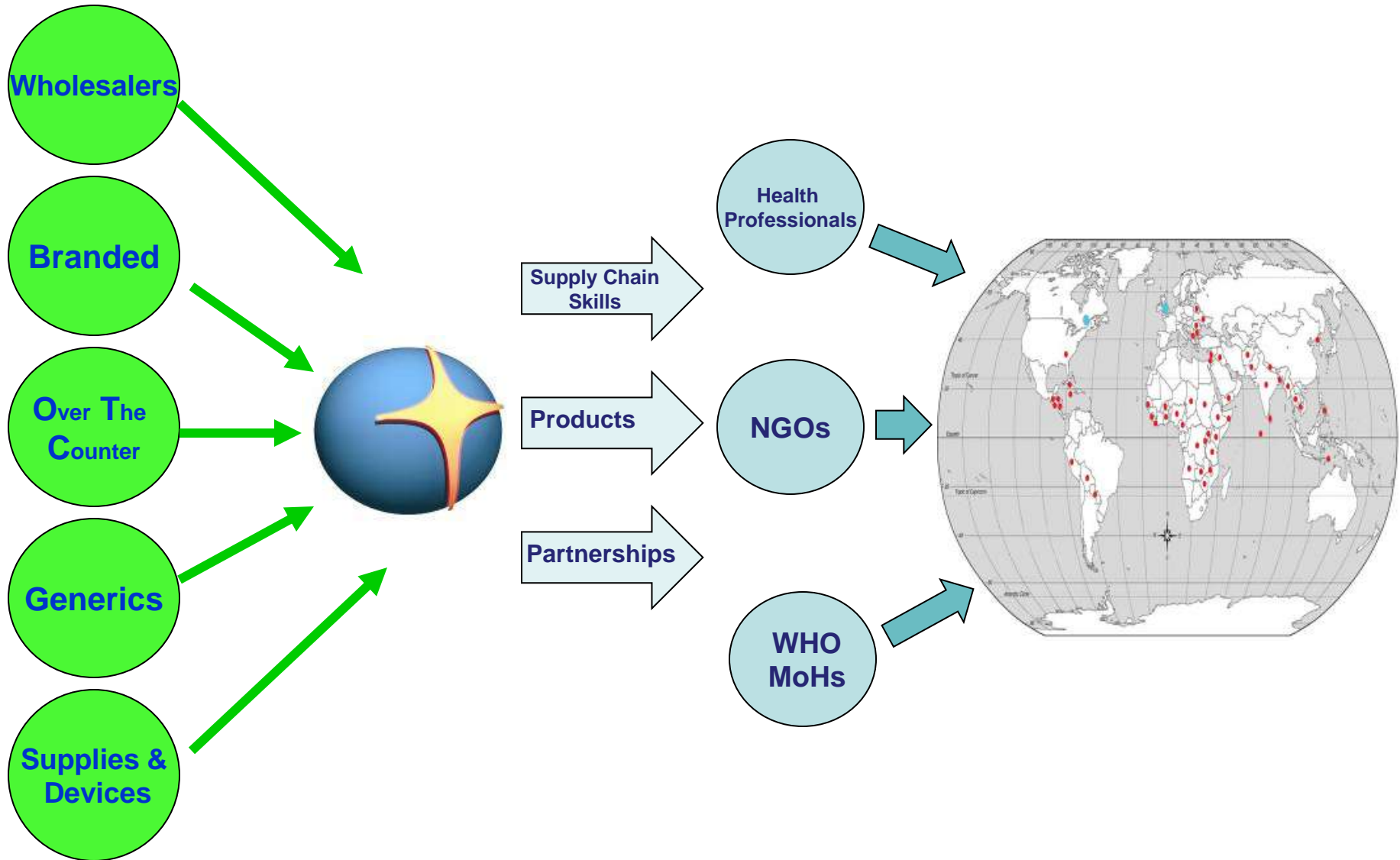
Suppliers



- Branded
- Generics
- NFP Wholesalers
- GiK



IHP's Collaborative Model – Single UK Coordinator of Donated Resources to the Developing World





Stakeholder agreed Agenda



- Establish network for medical GiK built on WHO, US & WEF best practice
- Deliver 4 agreed programmes
 - Coordinate response to disasters
 - Support individual medical professionals
 - Sustainable projects
 - Health Systems strengthening
- Broad partnership coalition
 - Government, International Agencies
 - Medical Professionals
 - Health Industry
 - NGOs
 - Service Providers
- Start in UK and broaden across Europe



The Results of 5 years of Collaboration

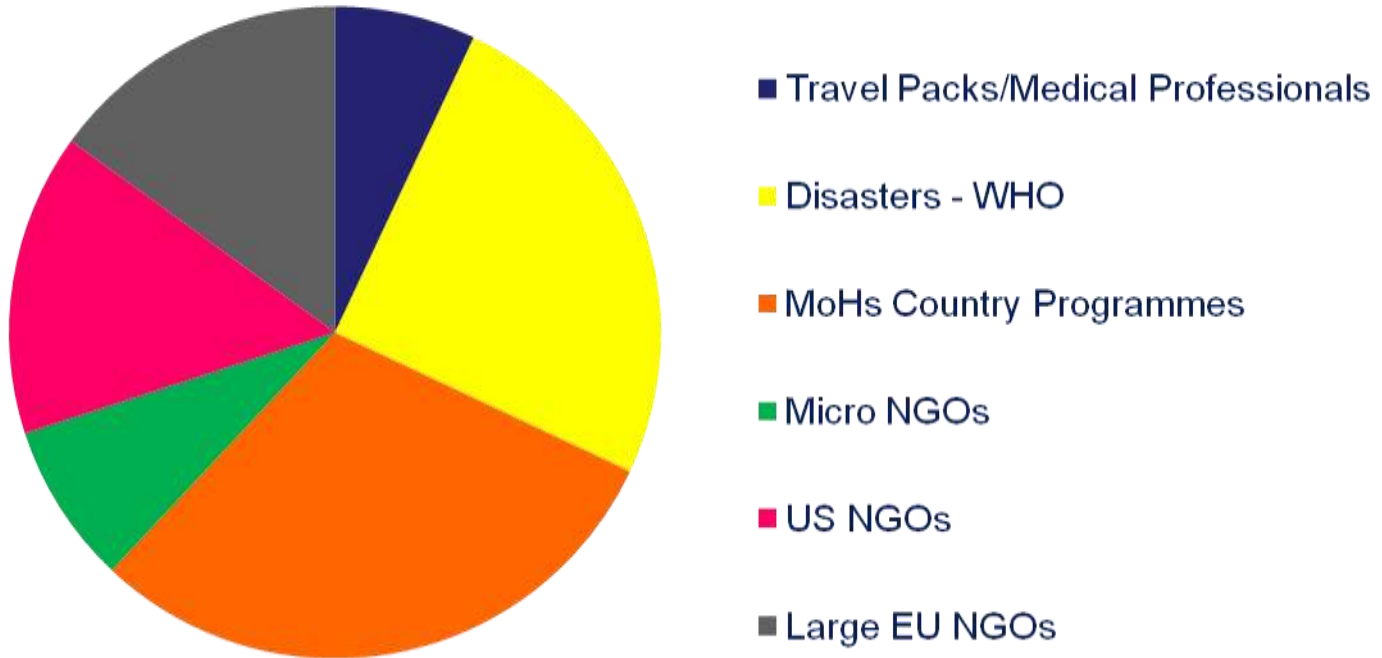


- 15 million treatments
- 130 companies from 12 countries
- 300 NGOs supported
- 700 projects in 75 Countries
- 1,000 UK medical professionals
- 16 Disaster Responses
- <3% core costs (0.2% of Red Book Value)



IHP's Programme 2005-11

Treatments





International Health Partners

Lessons to Learn and Apply

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Panel 4

Wednesday 18 May 2011



Top Five Lessons Learned

- Collaboration





Top Five Lessons Learned

- Collaboration
- Made in Europe





Top Five Lessons Learned

- Collaboration
- Made in Europe
- European Co-ordinator





Top Five Lessons Learned

- Collaboration
- Made in Europe
- European Co-ordinator
- Best Practice





Top Five Lessons Learned

- Collaboration
- Made in Europe
- European Co-ordinator
- Best Practice
- Access to European Funding

