Volume Guarantee Screening Tool

We first map out what we think would happen to the market if no guarantee was provided – this is our counterfactual scenario

- Based on current available evidence and discussions with partners and experts, we project the current trajectory of the market and barriers to access

- Our impact projections are then compared against this counterfactual to assess the added benefit of the guarantee

Element	Type of information considered (not exhaustive):
Supply	• Expected number of suppliers in the market • Types of products available • Unit price of products
Demand	• Product adoption • Patient uptake
Other market-shaping activities	• Availability and terms of alternative guarantee/ financing/ market-shaping interventions

We use available evidence to apply ratings to each indicator

Indicator	Key Questions	Factors	
Lives changed	How many people will gain access to the product? How will their health improve and how many premature deaths will be averted?	**Additional people reached** based on additional units sold under the guarantee	Estimated **depth of impact** of the product compared to standard of care
Money saved	How much has our guarantee reduced the price of the product? What does this mean in direct cost savings for procurers?	Average **product price reduction**	Projected **direct and indirect savings** and the likelihood of **mark-up** on exit price
Markets shaped	Will the guarantee sustainably improve affordability and procurement practices? Will increased demand visibility improve long-term supply security?	Type and scale of **market shifts**	**Long-term sustainability** of expected market shifts

Detail: Lives Changed

Additional people reached

Additional people reached based on **additional units sold under the guarantee** *(compared to estimated counterfactual sales)*

Depth of Impact

Element	Type of information considered (not exhaustive):	
Performance *(compared to standard-of-care)*	• Efficacy compared to standard-of-care • Adherence • Ease of Use (acceptability) • Thermostability • Reduction in side effects	*Consider evidence certainty*
Burden of Disease	• Mortality of disease as a proportion of all causes • Morbidity of disease as a proportion of all causes • Length of condition • Likelihood of reinfection and onward transmission	
Equity of Reach	• Additional population reached • Vulnerable populations reached • Gender or race dynamics	

Detail: Money Saved

Estimated average **product price reduction** (compared to what purchasers would be paying for in the counterfactual scenario)

Wider cost savings

Element	Type of information considered (not exhaustive):
Direct Savings	• Estimated annual savings

Indirect Savings	• Indirect savings to the **patient**
	    • Average length of hospital stay or time out of work associated with illness from the disease
	    • Proportion of health care spend associated with the disease that is out-of-pocket
	    • Likelihood of catastrophic health expenditure
	• Indirect savings to the **system**
	    • Proportion of national health budget spent on disease
	    • Savings on healthcare worker time or wider programme
	    • Reinvestment of savings elsewhere

Mark-up risk	• Risk of significant mark-up to end-purchaser based on existing distribution mechanisms

Detail: Markets Shaped

Short-term		Long-term Sustainability
Objectives		**Key Question**
Improves supply security		**Will the market shaping impact be sustained beyond the end of the guarantee?**
Builds competition		
Accelerates scale-up		Type of information considered (not exhaustive):
Encourages innovation and/or investment		• *Sustainable prices* • *Competition* • *Production capacity* • *Country registration*
Improves procurement practices		