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 adoptionPatient uptake	
Other market- shaping activities	Availability and terms of alternative guarantee/ financing/ market-shaping interventions	

Background Volume Guarantee Screening Tool Lives Changed Money Saved Market Shaped

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We use available evidence to apply ratings to each indicator

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

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Lives Changed

Money Saved

Market Shaped

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 			
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 			
 Additional population reached Vulnerable populations reached Gender or race dynamics 				

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Lives Changed

Money Saved

Market Shaped

Detail: Money Saved

Average product price reduction

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

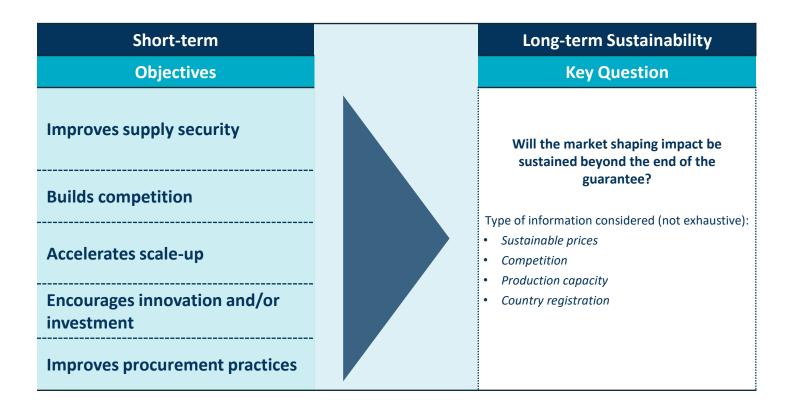
Wider cost savings		
Element	Type of information considered (not exhaustive):	
Direct Savings	Estimated annual savings	
Indirect Savings	 Indirect savings to the patient Average length of hospital stay or time out of work associated with illness from the disease Proportion of health care spend associated 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	

Lives Changed

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Volume Guarantee Screening Tool

Detail: Markets Shaped





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