

# Private Sector Constituency

## Newsletter

Second Edition, November 2009

### Message from the Private Sector Representatives

As we enter the last year towards the universal coverage targets for malaria and the last five years of the *Millennium Development Goals*, the Private Sector Constituency (PSC) of Roll Back Malaria (RBM) continues to demonstrate deep commitment and engagement to the mission of malaria control and elimination. As a result the PSC has grown and developed to boast an array of companies from diverse sectors and geographies unified by a single objective; the fight against malaria.



Through the platform of RBM and its structures (including the Sub Regional Networks), the PSC continues to channel unparalleled support towards meeting the malaria challenge. This support takes various forms ranging from benevolent resource allocation, technical and programming support to innovation and product development. Private sector is also taking the lead in innovative implementation support models such as the public-private co-investment projects to scale up for impact.

The crucial role played by the private sector continues to be acknowledged in various forums with emphasis that effective partnership with other stakeholders would ensure sustainability of the gains realized so far. This theme of effective partnerships was repeatedly echoed in the recent MIM Conference in Nairobi, where there was a strong private sector presence and participation.

All these serve to reinforce the fact that the PSC as an indispensable partner in the global malaria landscape. Undoubtedly, partnership with other stakeholders such as the public sector and civil society organizations would go along way to making a lasting difference.

In recognition of the power of partnership, we encourage interested companies to join the Private Sector Delegation (PSD) – which is the representative section of the Constituency. The PSD has distinguished itself as a vehicle to channel effective support to the RBM Partnership and its structures. We welcome proactive companies, particularly those operating in endemic countries, to join us in making a lasting difference in the fight against malaria.

Thank you and we look forward to your continued support.

Private Sector Representatives,

Rene Cazetien, Sanofi-Aventis

Mikkel Vestergaard, Vestergaard Frandsen

Gerhard Hesse, Bayer Environmental Science S.A.S.

Neil Mehta, Premier Medical Corporation

## Support to the RBM Partnership

PSD member companies have been forefront in supporting the RBM Partnerships and its related structures. The membership to the PSD is limited to those companies that have signed the Private Sector Conflict of Interest Policy (PSC COI) and adhere to the commonly agreed ethical practice. For further information see the following weblink, <http://www.rollbackmalaria.org/docs/constituencies/PSCOIpolicy.pdf>

Sanofi Aventis and Vestergaard Frandsen represent the PSC at the RBM Partnership Board, with Bayer Environmental Science SAS and Premer Medical Corporation, providing alternate support. Board members commit time and resources to participate in various activities that are important for the proper functioning of the RBM Partnership.

One such important engagement was the RBM Board Retreat, which took place on 14-15 September 2009 at Annecy, France and sought to reflect upon the Independent Evaluation findings in order to chart the way forward for the RBM Partnership. This Retreat was particularly crucial as we approach the critical timelines for meeting the universal coverage targets.

As a demonstration of long-term commitment, the PSD is represented in all the three thematic taskforces that were formed to drive the process of actualizing the recommendations of the Independent Evaluation. Furthermore various PSD members are actively involved (on behalf of the entire PSD) in supporting different working groups and committees of the RBM Partnership.

Private sector representatives and participants in the Partnership and its Working Groups come from companies in a variety of industries that are relevant to the goals of the RBM Partnership, such as those companies with expertise in implementation of malaria programmes in affected countries or those with skills in development of related products.



The following is a list of working groups and committees where the PSD companies are engaged:

| <b>RBM Partnership Structure</b>  | <b>Companies Engaged</b>  |
|---|---|
| <ul style="list-style-type: none"> <li>RBM Executive Committee</li> </ul>                                       | Vestergaard Frandsen  |
| <ul style="list-style-type: none"> <li>Finance Committee</li> </ul>   | Vestergaard Frandsen  |
| <ul style="list-style-type: none"> <li>Malaria Advocacy Working Group (MAWG)</li> </ul>                         | Development Finance International<br>Vestergaard Frandsen<br>Sumitomo Chemical<br>Exxon Mobil   |
| <ul style="list-style-type: none"> <li>Harmonization Working Group (HWG)</li> </ul>                             | Development Finance International<br>Vestergaard Frandsen   |
| <ul style="list-style-type: none"> <li>Procurement and Supply Chain Management Working Group (PSMWG)</li> </ul> | Novartis<br>Glaxo SmithKline<br>Sumitomo Chemical<br>Sumitomo Chemical<br>Vestergaard Frandsen<br>Sanofi<br>DFI/BASF                          |
| <ul style="list-style-type: none"> <li>Resources Working Group (RWG)</li> </ul>                                 | None  |
| <ul style="list-style-type: none"> <li>Malaria Case Management Working Group (CMWG)</li> </ul>                  | Not yet operational   |
| <ul style="list-style-type: none"> <li>Scalable Malaria Vector Control Working Group (WIN)</li> </ul>           | Sumitomo Chemical<br>Vestergaard Frandsen<br>DFI (BASF)<br>Syngenta<br>Intelligent Insect Control<br>Phoenix Consulting<br>Bayer Crop Science |
| <ul style="list-style-type: none"> <li>Monitoring &amp; Evaluation Reference Group (MERG)</li> </ul>            | None  |

## Collaborative Initiatives

There are far reaching collaborative initiatives involving both constituency companies and other stakeholders in devising responses for the malaria challenge. The following case studies highlight some of the activities that have been implemented by PSD constituent companies.

### Case Study: Innovative Collaboration by Business

Industry Partners including Bayer Environmental Science, Bestnet, BASF, Clarke Mosquito Control, Syngenta, Sumitomo Chemical and Vestergaard Frandsen have initiated collaborative action through the Bed Net Industry Dialogue to address challenges of procuring and distributing approximately 250 million LLINS by 2010.

Through a series of discussions and meetings, Dialogue participants have developed a Global Bed Net Procurement System Action Plan that provides a framework and series of recommendations to improve the procurement system. The Plan outlines recommendations to address aspects of the global procurement architecture that challenge transparency or good governance; including building efficiency in the market, improving transparency in procurement processes, promoting accountability by avoiding conflicts of interest, and assuring product integrity. In addition, Industry Action Commitments were created, in line with the proposed Minimum Standard Procurement Principles, including strengthened compliance mechanisms and attention to priority areas as they apply to the industry.

The Plan emphasizes that, while a large part of the responsibility for improved procurement systems rests on industry partners, a shared responsibility by donors, governments, procurement agents and implementing partners is critical to improving the procurement system. To galvanize these efforts, industry partners led a broader stakeholders meeting in October 2009 to promote collective stewardship of good governance of the global bed net procurement system. Subsequent to this meeting, some industry partners, in a good faith effort to increase transparency and accountability have shared status reports on how far each company has come in implementing recommended actions.

The bed net industry remains focused on the success of achieving the 2010 universal bed net coverage and is committed to facilitating continued engagement of stakeholders needed to improve coordination, market dynamics, production capacities, quality assurance to achieve our 2010 targets.



#### Case study: Responding to Demand

Pharmaceutical industry members of the PSC are fully aware of the importance of an appropriate use of ACT and of the necessity of including ACT within a comprehensive approach to malaria management that includes diagnosis, prevention, as well as treatment. In this regard, marked efforts have been made to develop Information Education and Communication tools and initiatives that are adapted to specific audiences (from healthcare professionals to communities), as well as to the requirements and specificities of each country. These tools aim at informing on the proper prescription and use of ACTs, as well as on practical steps that everyone can take to prevent malaria in its own settings

Moreover Pharmaceutical companies took the engagement to secure sourcing of artemisinin in order to meet the anticipated demand for ACTs in 2009 and 2010. Upon Mr Ray Chambers' request, Pharmaceutical companies have confirmed a strong increase in their production capacity to deliver 150 million ACTs in 2009. Novartis and Sanofi Aventis have indicated firm commitment to meet the ACT demand and are deeply engaged in the discussions for the launch of the AMFm.

#### Case Study: Technology Sharing

GSK is has an R&D centre dedicated to Diseases of the Developing World, primarily malaria and TB, at Tres Cantos in Spain. In February 2009 Andrew Witty, CEO of GSK, announced that the company would open up its Tres Cantos facility to create a truly world-class, global centre of excellence, not owned just by GSK, but by all of its partners whether they are governments, foundations or other companies. The vision is a campus that is recognized as the leading place to translate ideas into medicines for malaria and other diseases of the developing world. In March 2009 GSK created a patent pool for 16 neglected diseases including malaria. The purpose of the pool is to foster and facilitate R&D into these diseases, focusing on the Least Developed Countries. The pool will facilitate access to GSK's compounds and know how and is accessible at: <http://www.gsk.com/collaborations/patentpool.htm>

### Transitioning role of the World Economic Forum

Over the past ten years, the World Economic Forum, through its Global Health Initiative has provided free coordination and secretariat support to the Private Sector Constituency of the Roll Back Malaria. This has led to a strong collaborative relationship between the Forum and PSC constituent companies as well as the wider RBM Partnership.

The Forum is committed to continue engaging with the RBM Partnership in different capacities to ensure sustenance of the gains realized so far and explore opportunities for further development. By leveraging its advocacy platforms and convening power the Forum will continue championing the course of malaria –within its broader workstreams of Health@ the Forum.

For information about the health activities of the World Economic Forum, visit the following website: <http://www.weforum.org/en/initiatives/globalhealth/CurrentProjects/index.htm>

### A New Focal Point for the Private Sector

After the 17<sup>th</sup> RBM Board Meeting, the International Business Leaders Forum takes the mantle from the World Economic Forum, as the New Focal Point for the PSC. IBLF brings a wealth of experience in the engagement of companies in various social development issues as part of their core business operations. For more information about IBLF, please consult the following website: <http://www.iblf.org/>



## Overview of activities accomplished by individual member companies

Private sector possesses a breadth of expertise and implementation skills – including delivering products and programmes in the developing world. These skills include innovation, production and distribution of products for malaria control. Additionally, many enterprises within the private sector have global reach. Companies deliver products, communicate to diverse customers and provide a myriad of services to the most remote places. There are many examples, but we highlight only a few here:

Here are a few examples:

- Bayer ES organized and hosted an open Insecticide Resistance Management Workshop during the MIM conference in Nairobi. This event brought together internationally well known experts to discuss about the magnitude of the problem, the potential solutions and implementation hurdles. Bayer ES in partnership with GBC/CAMA will organize an Entomology Training Workshop in Angola on February 2010. This is aimed at strengthening the local capacity for Indoor Residual Spraying activities.
- GSK announced that a pivotal efficacy trial of RTS,S, the world's most clinically advanced malaria vaccine candidate, is now underway in seven African countries: Burkina Faso, Gabon, Ghana, Kenya, Malawi, Mozambique and Tanzania. The trial, which is expected to involve up to 16,000 children, is on schedule, with more than 5,000 children already enrolled. If the Phase III program progresses as expected, RTS,S could be submitted for regulatory review as early as 2012. Depending on the final clinical profile of the vaccine and the timetable of the regulatory review process, the first vaccine introduction could take place over the next three to five years.
- MEPHA is committed to availing innovative treatments to meet demands for malaria treatment in endemic countries. Various studies are underway, testing novel products that would be important in the fight against malaria. One such product which has shown promise is the fixed dose ACT containing artesunate and mefloquine.
- Premier Medical Corp. carried out extensive training for rural health care workers on how to use malaria RDTs in resource limited settings, in Ghana, Burundi and Sierra Leone from May through August 2009. Premier Medical Corp. further donated 10,000 First Response malaria Ag rapid tests to Kenya under "Health at Home" program launched by AMPATH, USAID and GBC and another 10,000 First Response malaria Ag rapid tests to Rwanda to carry out extensive malaria surveillance study.
- Syngenta has extended its product development partnership with the Innovative Vector Control Consortium which aims to deliver novel vector control tools to endemic countries. New products are under evaluation in various endemic countries (hut trials) and results are promising. In this work, Syngenta recognizes poor operational planning and lack programmatic capacity at the country level.

- Sanofi-aventis in partnership with endemic country partners has been engaged in health work training and community sensitization to meeting the malaria challenge. In 2009, 6 training sessions were held with a total of 90 persons from National Malaria Control Program offices trained. The sensitization activities focused on 3 countries- Ghana, Burkina Faso and Cote d' Ivoire.
- Sumitomo Chemical, a manufacturer of WHO-recommended LLINs, has established a net sewing operation in Kombolcha in north-central Ethiopia. The work involves stitching netting panels to produce finished LLINs which will be made available to the Ethiopian Ministry of Health and NGO community for distribution in the country. It is expected that the Kombolcha facility - which has created 300 jobs - will produce around three million nets in its first year. The new operation is managed by the Ethiopian textiles business, Woinu Curtain Trade P.L.C. (WCT). Sumitomo Chemical has also just sealed an advocacy partnership agreement with the Malaria Consortium to support the Ethiopian Coalition Against Malaria (CAME). The Coalition is one of Malaria Consortium's successful advocacy programmes and its primary objective is to combat malaria by raising awareness of the disease in Europe and Africa, in order to bring greater resources to bear against the disease. CAME collaborates with and is a key stakeholder in the National Malaria Control Programme and the RBM Regional Network.
- Vestergaard Frandsen has supported advocacy activities in the support of expanding commitment in the fight against malaria in the Middle East as well as supporting RBM advocacy activities focused on raising awareness around issues of insecticide resistance. Vestergaard Frandsen has become a corporate partner in the United Against Malaria campaign and is a member of the Private Sector Advisory Group to the Global Fund.

### **New Members to the PSD**

There is no doubt that private sector has a particularly important role to play in the malaria control landscape. Companies with unique competencies in malaria control continue to join the PSD, where they have the opportunity to be actively engaged in the RBM Partnership activities. It is a pleasure to welcome the following new members onboard and we hope that they would find the experience both exciting and rewarding.

- Mepha (<http://www.mepha.com>)
- Sigma Tau (<http://www.sigmatau.com>)

### **How to become engaged with the PSD and way forward**

We remain hopeful that proactive businesses would continue to work closely with other stakeholders committed to making a difference in the malaria control landscape. New members with interest and dedication to address the malaria challenge are always welcome to join the PSD and channel their efforts in support of the RBM Partnership objectives.

Those interested in answering this call are encouraged to get in touch with the private sector focal point, Ms. Kathrin Bauer at the following e-mail address: [Kathrin.Bauer@iblf.org](mailto:Kathrin.Bauer@iblf.org)

## Frequently Asked Questions

### What is Roll Back Malaria?

The Roll Back Malaria Partnership (<http://www.rbm.who.int>) was established in 1998 to provide a coordinated global approach to fighting malaria. It comprises a wider range of partners- including malaria-endemic countries, their bilateral and multilateral development partners, the private sector, non-governmental and community-based organizations, foundations, and research and academic institutions.

### What is the Private Sector Constituency?

Private Sector Constituency (PSC): A broad group that includes companies/businesses that are interested in malaria activities but may not necessarily have signed the PSC COI

### What is the Private Sector Delegation?

Private Sector Delegation (PSD): A subset of the PSC including: all those corporate representatives who have signed the PSC COI Policy. They may serve as formal representatives in RBM mechanisms and other functions of the RBM Partnership.

### What/who are the Private Sector Representatives?

Private Sector Representatives: A subset of the PSD which includes the two official Board Members and their alternates. They are elected by the PSD to represent the private sector at the RBM Board. They are eligible for re-election up to a maximum of two terms continuously which normally lasts for two years.

## Key dates for the PSD Calendar

There shall be a private sector pre-Board meeting on the 2<sup>nd</sup> of December 2009, where all members of the PSD are welcome to deliberate on the private sector positions on the forthcoming RBM Board meeting in Rio de Janeiro, Brazil. Specific details of the pre-Board meeting shall be communicated by the Focal Point in due course.

A section of PSD members, who will have participated in the pre-Board meeting shall have the opportunity to join the Private Sector Representatives and their Alternates in order to give them the necessary support. This shall take place as from the 3<sup>rd</sup> -5<sup>th</sup> December 2009. All decision points from the Board Meeting shall be communicated to all members.

After the Board Meeting, all PSD members shall be welcome to join the regular pre- EC teleconferences where consensus is reached on private sector interventions on the various topical issues being discussed at the RBM Partnership.

## Private Sector Delegation

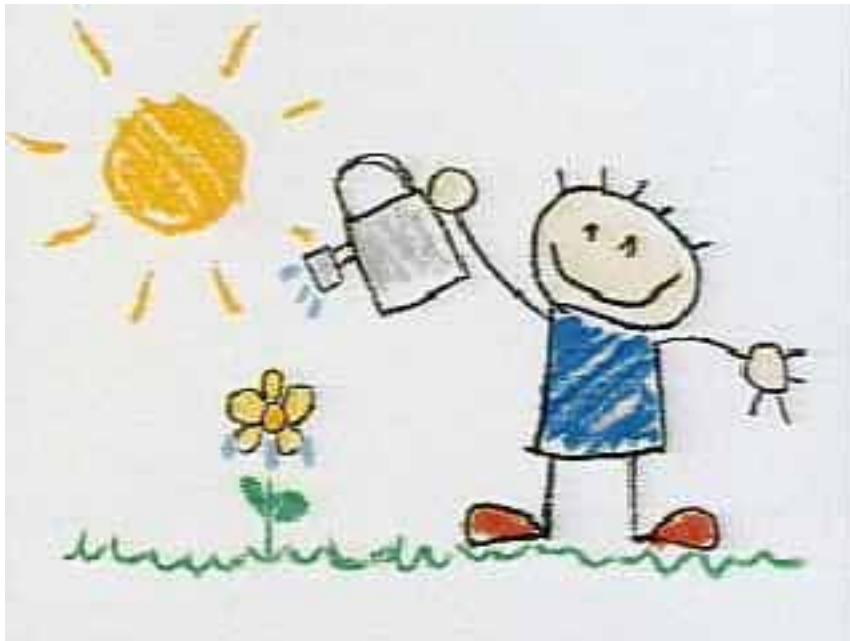
The Private Sector Delegation (PSD) has witnessed phenomenal growth in the past few months. This has led to increased diversity of companies engaged in the RBM mission of malaria control and elimination. There are on going efforts through the Global Health Initiative of the World Economic Forum, to attract new actors to join in this mission.

The following is a list of companies currently represented in the Private Sector Delegation:

| Company Name                            | Primary contact  |
|---|--|
| BASF                                    | <a href="mailto:egon.weinmueller@basf.com">egon.weinmueller@basf.com</a>                   |
| Bayer Environmental Science S.A.S.      | <a href="mailto:gerhard.hesse@bayercropscience.com">gerhard.hesse@bayercropscience.com</a> |
| Development Finance International (DFI) | <a href="mailto:jrockwood@dfintl.com">jrockwood@dfintl.com</a>                             |
| Exxon Mobil                             | <a href="mailto:steven.c.phillips@exxonmobil.com">steven.c.phillips@exxonmobil.com</a>     |
| GlaxoSmithKline                         | <a href="mailto:Jon.D.Pender@gsk.com">Jon.D.Pender@gsk.com</a>                             |
| Intelligent Insect Control              | <a href="mailto:ole.skovmand@insectcontrol.net">ole.skovmand@insectcontrol.net</a>         |
| Mepha                                   | <a href="mailto:Dieter.Meppiel@mepha.ch">Dieter.Meppiel@mepha.ch</a>                       |
| Newfields                               | <a href="mailto:mdivall@newfields.com">mdivall@newfields.com</a>                           |
| Novartis                                | <a href="mailto:rebecca.stevens@novartis.com">rebecca.stevens@novartis.com</a>             |
| Phoenix Consulting                      | <a href="mailto:john.thomas@phnxord.com">john.thomas@phnxord.com</a>                       |
| Premier Medical Corporation             | <a href="mailto:nmehta353@optonline.net">nmehta353@optonline.net</a>                       |
| Rio Tinto                               | <a href="mailto:Rob.Mcdonald@riotinto.com">Rob.Mcdonald@riotinto.com</a>                   |
| Sanofi-Aventis                          | <a href="mailto:rene.cazetien@sanofi-aventis.com">rene.cazetien@sanofi-aventis.com</a>     |
| Shell International                     | <a href="mailto:hans.h.berg@shell.com">hans.h.berg@shell.com</a>                           |
| Sigma Tau SpA                           | <a href="mailto:Andreas.Diedenhofen@sigma-tau.it">Andreas.Diedenhofen@sigma-tau.it</a>     |
| Sumitomo Chemical                       | <a href="mailto:AFlynn@olyset.net">AFlynn@olyset.net</a>                                   |
| Syngenta                                | <a href="mailto:frederic.baur@syngenta.com">frederic.baur@syngenta.com</a>                 |
| TropMed Pharma Consulting               | <a href="mailto:ian.boulton@tropmedpharma.com">ian.boulton@tropmedpharma.com</a>           |
| Vestergaard Frandsen                    | <a href="mailto:mvf@vestergaard-frandsen.com">mvf@vestergaard-frandsen.com</a>             |

### Links for further information

- Roll Back Malaria Partnership : <http://www.rollbackmalaria.org/>
- Private Sector Constituency: <http://www.rollbackmalaria.org/docs/constituencies/ps.htm>
- Global Health Access : <http://www.ghap.org/>
- Crop Life International: <http://www.croplife.org/>



### Acknowledgement

This newsletter was compiled by

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