Fact Sheet
Antiretroviral price negotiation in 10 Latin American Countries

Participating Countries: Argentina, Bolivia, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, and Venezuela.


Coordinated by: Andean Health Agency (ORAS/CONHU)

Technical/Financial Support: PAHO, UNAIDS

Duration: 11 months (July 2002–June 2003)

Steps in the Negotiations:

   - The Andean countries initiate joint negotiations to improve their access to ARVs and reagents

2. Meeting of REMSAA and REMSUR, November 2002
   - The Ministers of Health of the Andean countries resolve to negotiate jointly and to extend an invitation to other countries in the region to participate in the process
   - Argentina, Mexico, Paraguay, and Uruguay join the negotiations
   - A Technical Commission is set up

• Framework for the negotiations prepared: the Framework Document
• Definition of qualification criteria (products and manufacturers)
• Preparation of the methodology and schedule for the negotiations

• Signing of a Memorandum of Understanding between the participating countries and the following companies: Reagents: Abbott Laboratories, Bayer, Becton Dickinson, Biomerieux, Roche Diagnostics; Drugs: Abbott Laboratorios, Richmond, Combinopharma, Ranbaxy, Refasa (for one product), Rontag, Cipla Ltd., and Fylaxis.
• A 30-92% price reduction obtained for the region for first-line triple therapy regimens involving AZT, 3TC, and EFV/NVP. Treatment costs were reduced from US $ 1,000–5,000 to US $ 350-690
• A 9-72% price reduction obtained for the region for second-line triple therapy regimens involving D4T, DDI, IDV/rtv or LPV/rtv. Treatment costs were reduced from US $ 1,600–7,600 to US$ 1,400-4,600
• 37 items negotiated; for 15 of them the countries obtained proposals that were under the lowest price currently found in the 10 countries of the region
• Of the companies mentioned, only Abbott Laboratorios manufactures innovative drugs. The other companies manufacture generic drugs, and all presented sworn statements of compliance with the required quality standards.
• The following price reductions were obtained for reagents:
  • Rapid tests: 62-81%
  • ELISA tests: 13–33%
  • CD4: 5–70%
  • Viral load: 22–82%