Designing Global Health Technology for Commercial Scale

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for

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Respiratory support for infants

Syringe clip for accurate dosing

Refrigerator for vaccine transport

Wrap for treatment of post-partum hemorrhage

Cervical cancer diagnostic tool

Our partners on these products:
Design Considerations

Regulatory & Manufacturing Considerations

Commercialization Considerations
Design Considerations

• Examples
  • Spare Parts Kit included
  • User Manual
    • 52 pages vs. 1 page standard

• Challenges
  • Some users had minimal/no experience using bCPAP
Regulatory & Manufacturing Considerations

• Examples
  • Mains voltage: focused on 220V model only for regulatory approval
  • Found a manufacturing partner that met ISO standards and also offered affordable pricing

• Challenges
  • Regulatory standards ≠ user requirements
Commercialization Considerations

• **Examples**
  - Product designed to be compact to minimize shipping costs
  - Work alongside distributors during initial sales

• **Challenges**
  - Need ≠ Demand
    - Hybrid pricing for dual markets (GAVI & non-GAVI listed countries)
Significant funding & effort focused on the early stage of global health product development, but there are limited resources currently available to transfer products to commercial platforms

How can we ensure more global health products make it to market?
Thank You

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