



Global Access Initiative FAQ Document

Roche launches Global Access Program for HIV viral load testing

Program expands access to care through special pricing

Roche recently launched the Global Access Program for HIV viral load testing which expands access to diagnostic testing. Roche supports the UNAIDS 90:90:90 goal and the Diagnostics Access Initiative by expanding access to testing through affordable pricing to those countries hardest hit by the disease. The Program, in partnership with UNAIDS, CHAI, PEPFAR, and the Global Fund on a new Global Access Program for HIV viral load testing was launched at the 69th UN General Assembly. Through this program, Roche is providing special access pricing on the COBAS® AmpliPrep/COBAS® TaqMan® HIV-1 Test version 2.0 for qualifying organizations in eligible countries.

Frequently Asked Questions &

What is the special pricing?

The access price is \$9.40/test including proprietary reagents and consumables. In countries where Roche operates via a distributor, an additional mark-up may apply.

In countries where Roche operates via distributors what are the measures for price coherence and preventing adverse intermediation?

As with all companies, Roche is not allowed to impose end-customer pricing to distributors as this violates antitrust law. We may only recommend prices and are not allowed to take measures to make distributors adhere to these prices.

Is this a price per test or price per patient?

The price is inclusive of the Roche supplied controls but does not include any repeat testing that may be required if a run or sample should fail.



What exactly is included in the \$9.40?

5212294190	KIT CAP-G/CTM HIV-1 V2.0 EXPT-IVD (HIV VL)	48 Tests
3137082001	Tube-K Box of 12x96/Cob.TaqMan	96x 12racks
3587797190	KIT CAP-G/CTM WASH RGT 5.1L IVD	5.1L
3755525001	SPU	24x12racks
3137040001	Tube-S Box of 12x24/Cob.AmpliP	24x12racks
3287343001	Tip-K 1,2 mm ID Box of 12 x36	36x12racks

What is not included in the \$9.40 price?

The \$9.40 global access price is ex-works and does not include non-proprietary consumables and reagents (i.e., gloves, pipettes, lab coats, PBS) used in the testing lab; sample collection materials, including Dried Blood Spots (DBS) kits and EDTA tubes; machine leasing costs, service and maintenance for the platforms; or service and maintenance of third-party laboratory equipment. In countries where Roche operates via a distributor, an additional mark-up may apply.

What additional costs should a country expect to incur?

As mentioned above, the \$9.40 does not include any distributor costs. In addition the customer needs to purchase (or pay through reagent rental) for a COBAS[®] AmpliPrep Instrument and COBAS[®] TaqMan[®] Analyzer and the required service and maintenance contract.

Which customers are affected?

The access pricing will only be available to qualifying Government and NGO organizations in eligible countries. The list of countries and organizations is available on this website.

Does this affect current contracts?

The initiative is to enable viral load scale up in countries where price has been a barrier. This pricing is not intended for current contracts, the pricing is intended to enable viral load scale up.

Does this pricing include instruments and servicing?

No, the agreed pricing is for the test and consumables, instruments and servicing are excluded.



Has there been an agreement on special prices for instrument sales as well?

Pricing for the instruments, training, service and support that will be required for implementation has not been discussed. Due to variable local conditions this will have to be addressed at a country level.

How does this affect reagent rental agreements?

The price is for reagents and consumables only and so the instrument portion would need to be in addition to this. How that is applied will be subject to the local sales organizations.

Country List

Low Income Countries

Afghanistan
Bangladesh
Benin
Burkina Faso
Burundi
Cambodia
Central African Republic
Chad
Comoros
Democratic peoples republic of Korea
DRC
Eritrea
Ethiopia
Gambia
Guinea
Guinea Bissau
Haiti
Kenya
Kyrgyzstan
Liberia
Malawi
Mali
Mozambique
Myanmar
Nepal
Niger
Rwanda

Lower Middle Income

Angola
Armenia
Cameroon
Cape Verde
Congo
Cote D'Ivoire
Djibouti
Egypt
Fiji
Georgia
Ghana
India
Indonesia
Iraq
Kiribati
Laos
Lesotho
Mauritania
Micronesia
Mongolia
Morocco
Nigeria
Pakistan
Philippines
Moldova
Samoa
Sao Tome and Principe

Upper Middle Income

Botswana
Namibia
Palau
St. Kitts
St. Lucia
St. Vincents
South Africa



Sierra Leone
Somalia
Tajikistan
Togo
Uganda
Tanzania
Zimbabwe

Senegal
Solomon Islands
Sri Lanka
Sudan
Swaziland
Timor Leste
Tonga
Turkmenistan
Tuvalu
Ukraine
Uzbekistan
Vanuatu
Yemen
Zambia

Eligible Organizations - Organizations eligible to purchase at the Global Access Price:

Donor agencies such as UNITAID, PEPFAR, USAID, Global Fund, etc. and Government agencies based outside the country but who are supporting implementation locally such as the CDC (USA) and Oxfam (UK)

Governments or Government-funded Institutions such as Ministry of Health, National or Regional MTB centers, associated hospitals, armed forces, prison services

Non-Government Organizations and UN related organizations working for or in those countries such as International Office of Migration (IOM) and United Nations High Commissioner for Refugees (UNHCR)

Not-for-profit welfare organizations helping those countries with better diagnostics such as Médecins Sans Frontières, and other humanitarian organizations such as UNICEF, Save-the-Children and the International Committee for the Red Cross (ICRC)

Not-for-profit private organizations whose mission is in line with humanitarian principles such as private charities and/or private non-for-profit hospitals and clinics.

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