

AMERICAS TB COALITION



San Diego, California April 8, 2024

To:
Mr. Rainer M. Blair
President and Chief Executive Officer of Danaher
2200 Pennsylvania Avenue, NW
Suite 800W
Washington, DC 20037

Copy:
Mr. Vitor Rocha
President of Cepheid
904 Caribbean Drive
Sunnyvale, CA 94089

Dear Mr. Blair:

We thank you for your decision on September 19, 2023, to reduce the price of the Xpert MTB/RIF Ultra cartridge from \$9.98 to \$7.97. After more than 10 years of a static price, this reduction was long overdue and will allow our NTPs to significantly scale up TB testing services. However, better access to the Xpert MTB/XDR cartridge is needed which remains unaffordable at \$14.90 and is double the price of the Xpert MTB/RIF Ultra cartridge. A significant number of TB service facilities send samples to far-away, centralized laboratories for culture-based drug susceptibility testing or advanced molecular methods, a process that generally takes more than 3 months. With the Xpert MTB/XDR cartridge, we can at least assess resistance to isoniazid and the fluoroquinolones on-site and within the same day. Being able to detect DR-TB close to the hospital is critical for improving the possibility of prescribing the appropriate DR TB regimen as swiftly as possible. This is a great opportunity for the community affected by tuberculosis, avoiding catastrophic costs caused by limitations in access to health services, delayed diagnosis and late treatment.

Given these critical considerations, we ask you to reduce the price of both the Xpert MTB/RIF Ultra and the Xpert MTB/XDR test to no more than \$5.00. We can't accept that our NTPs pay more than cost plus a reasonable profit for tests that can help to diagnose people with drug-resistant TB, which is the most severe and deadly form of tuberculosis.

We look forward to an immediate price reduction of the Xpert MTB/XDR cartridge in order to the NTPs can scale up decentralized DR-TB testing and provide the appropriate treatment regimen to people with DR-TB in a timely manner. The community affected by tuberculosis has the right to enjoy the benefits of scientific progress and its application since new technologies improve the prevention, diagnosis and treatment of tuberculosis.

The Americas TB Coalition is a civil society organization composed of tuberculosis survivors, TB/HIV/Human Rights activists, formers national and state TB officers, public health researchers, parliamentarians, and other health officials from more than 17 countries, and the Regional TB Social Observatory is a coordination body that articulates all national TB social observatories from LAC region, in order to monitor the official TB response, strengthen community systems, and advocate for the rights of people affected by tuberculosis.

Sincerely,

Alberto Colorado
Executive Director
Americas TB Coalition
Regional Social TB Observatory