

NATIONAL AIDS/STI CONTROL PROGRAMME (NACP)

*In case of reply the number and date of
this letter should be quoted*

My Ref:

Your Ref. No.....



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Date: 22nd April, 2024

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

Dear Mr. Blair,

REQUEST FOR THE REDUCTION OF SALES PRICE OF PUBLIC HEALTH PROGRAMME COMMODITIES

I am writing on behalf of the National AIDS and STI Control Programme of Ghana.

My country faces a significant burden of HIV and hepatitis, with 334,430 people known to be infected and 151,526 on ART. We have purchased and installed 132 GeneXpert systems across the country, to be able to serve people living with HIV and hepatitis closer to where they live. This is especially important for HIV exposed children for whom rapid turnaround times of results can be lifesaving, as well as for difficult to reach populations with high prevalence of hepatitis.

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 National TB Programme (NTP) to significantly scale up TB testing services.

However, we also need better access to the HIV cartridges (Xpert HIV-1 Qual and HIV-1 viral load), and Hepatitis B and C viral load cartridges which remain unaffordable at \$14.90 since entering the market many years ago and are double the price of the Xpert MTB/RIF Ultra cartridge. Many people living with HIV and hepatitis live in remote settings and send samples to centralized laboratories for testing and this can delay results considerably. Rapid turnaround times are particularly important for infants, children, as well as pregnant and breastfeeding women. The high price of your cartridges is a barrier to scale up necessary point-of-care testing to reach to these specific populations in our country.

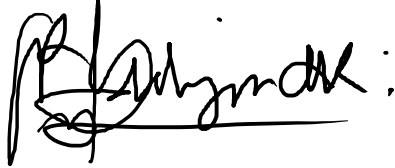
Given these critical considerations, we ask you to reduce the price of the Xpert HIV-1 Qual and Xpert HIV-1, HCV, and HBV viral load cartridges to no more than \$7.97, the same price as the Xpert MTB/RIF Ultra test. We do not accept that we must pay double that price for a test that can help us better diagnose people with HIV and hepatitis. In addition, publicly available evidence from Médecins Sans Frontières (MSF) has shown

Location: Opposite Medical Students' Hostel, Korle-Bu

that there is no significant difference in the cost of production between disease cartridges, and in fact, many of the production costs are fixed across cartridges.

We look forward to an immediate price reduction of the HIV and hepatitis cartridges so that our programme can scale up access to these services and our health care providers, can provide the appropriate therapy to people living with HIV and hepatitis in a timely manner.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dr. Stephen Ayisi Addo', with a horizontal line underneath.

DR. STEPHEN AYISI ADDO
PROGRAMME MANAGER

CC:

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