Economic benefits of integrated molecular testing, evidence-based pricing, and pooled procurement across diseases: *an illustration*

Roundtable on Access to Multi-disease Molecular Diagnostics

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Economic benefits of integrated molecular testing

Siloed testing

Budget for health

TB | HIV | HBV/HCV | HPV | STIs | COVID-19

Integrated testing

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Economic benefits of evidence-based pricing

Overview

- This graph illustrates a hypothetical cost curve for molecular tests, based on data points from the independent cost-of-goods-sold (COGS) analysis of GeneXpert tests commissioned by MSF.

Assumptions:

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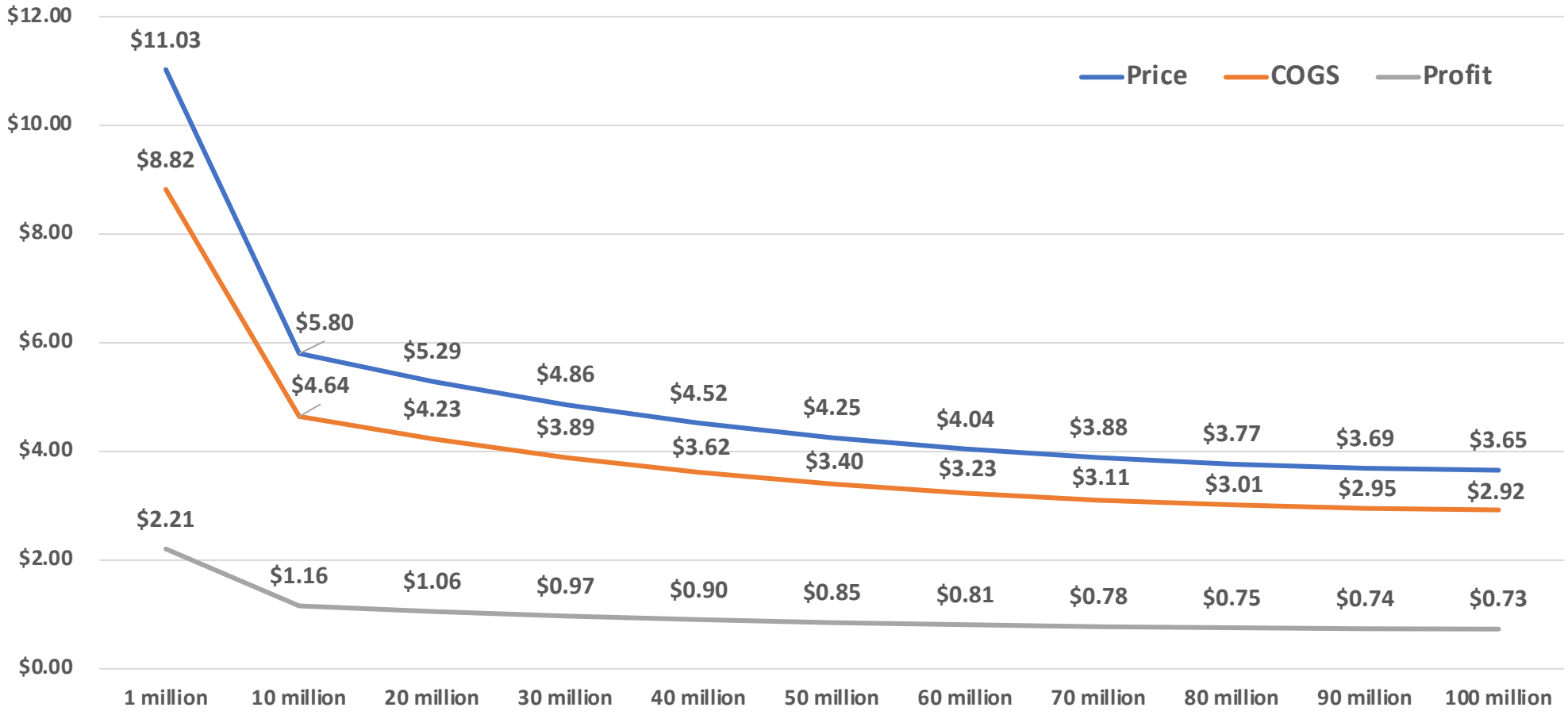
Model of volume-based variation in evidence-based price, COGS, and profit for molecular tests, based on estimated COGS of GeneXpert tests



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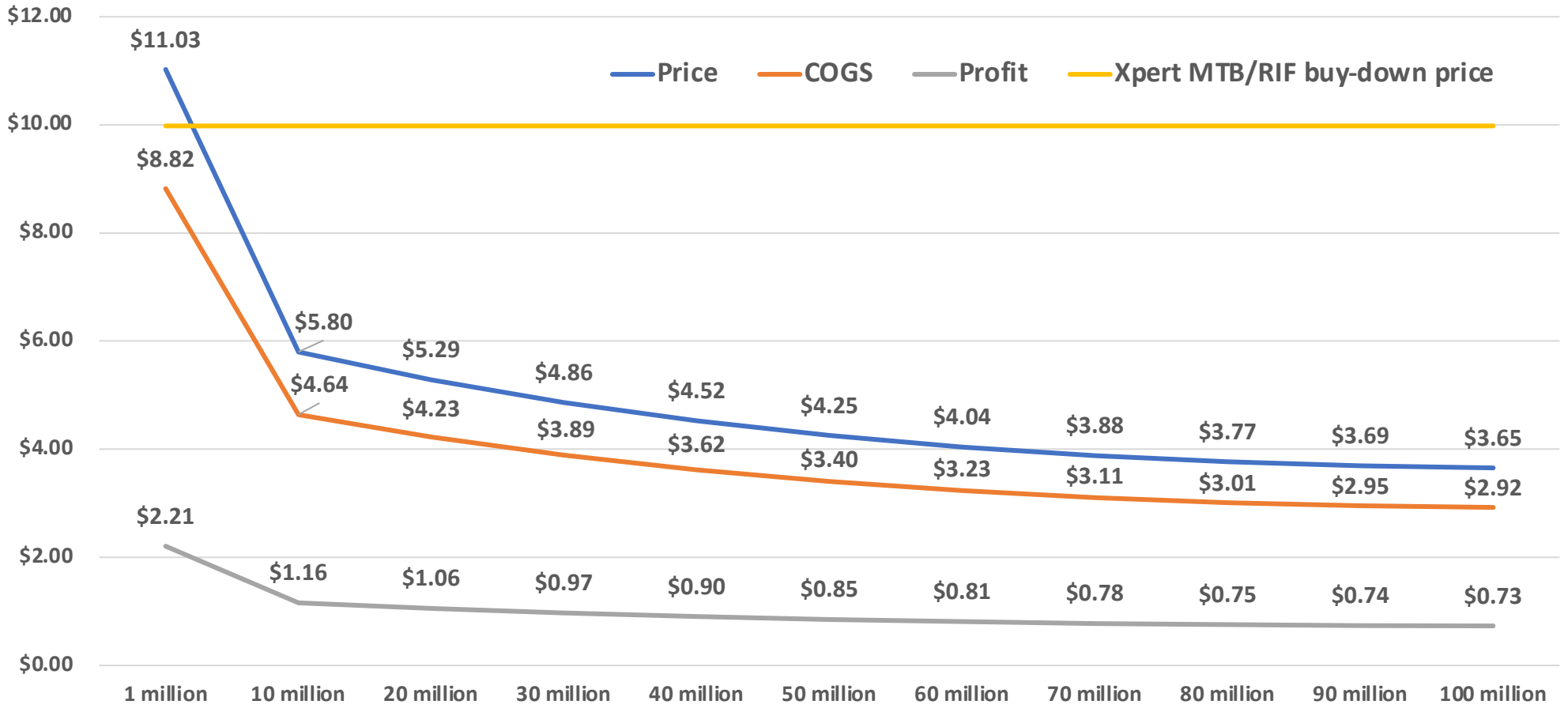

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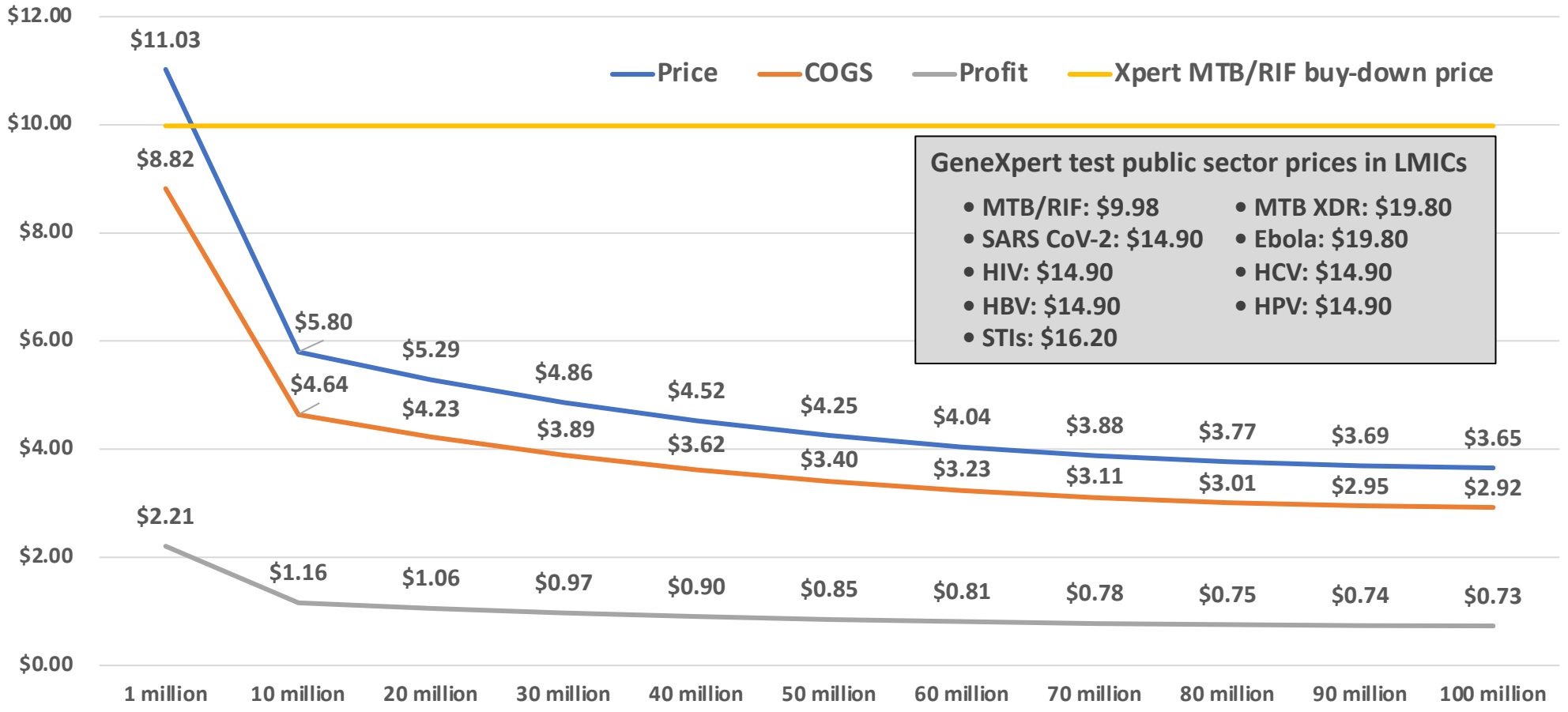

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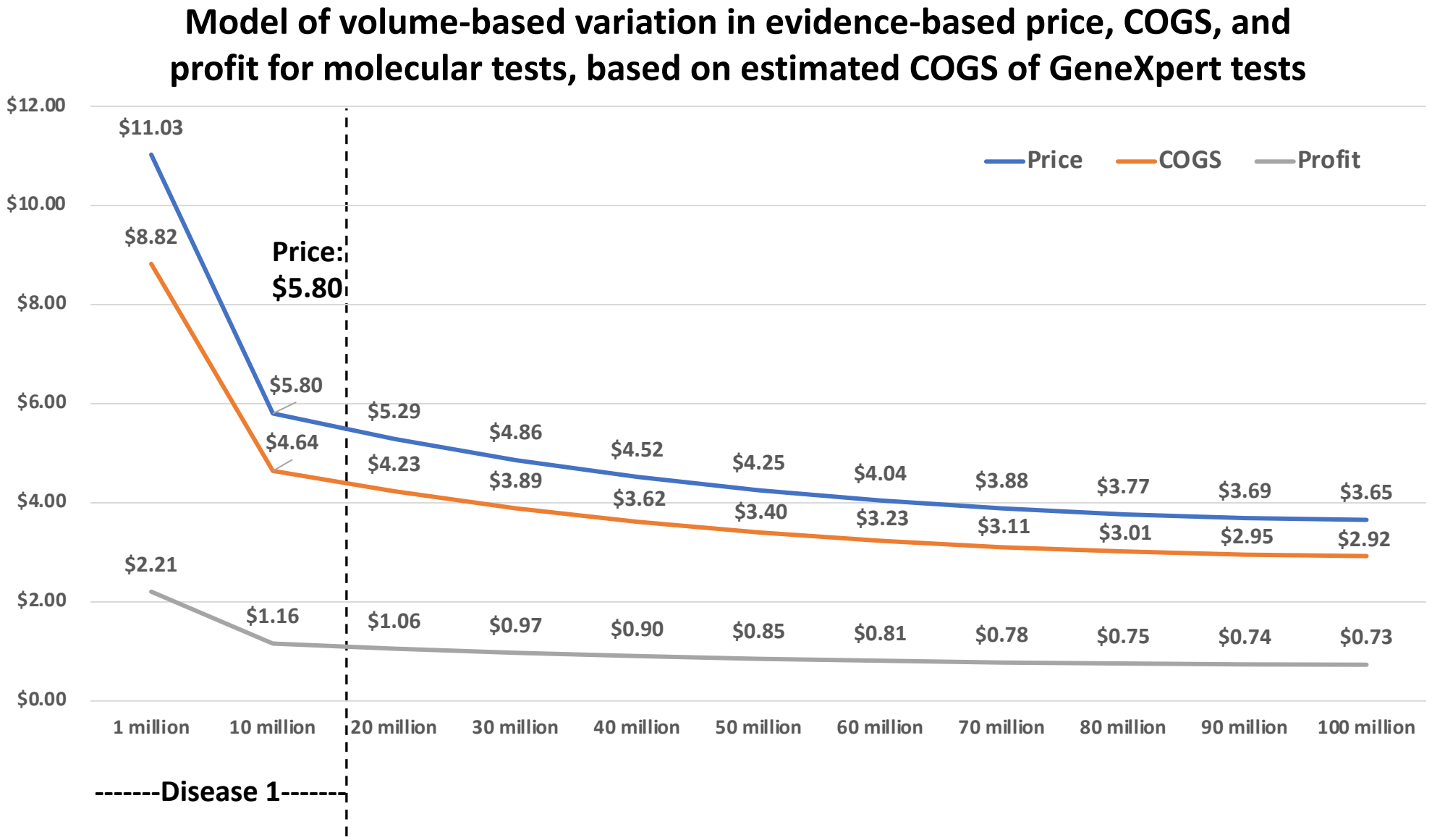

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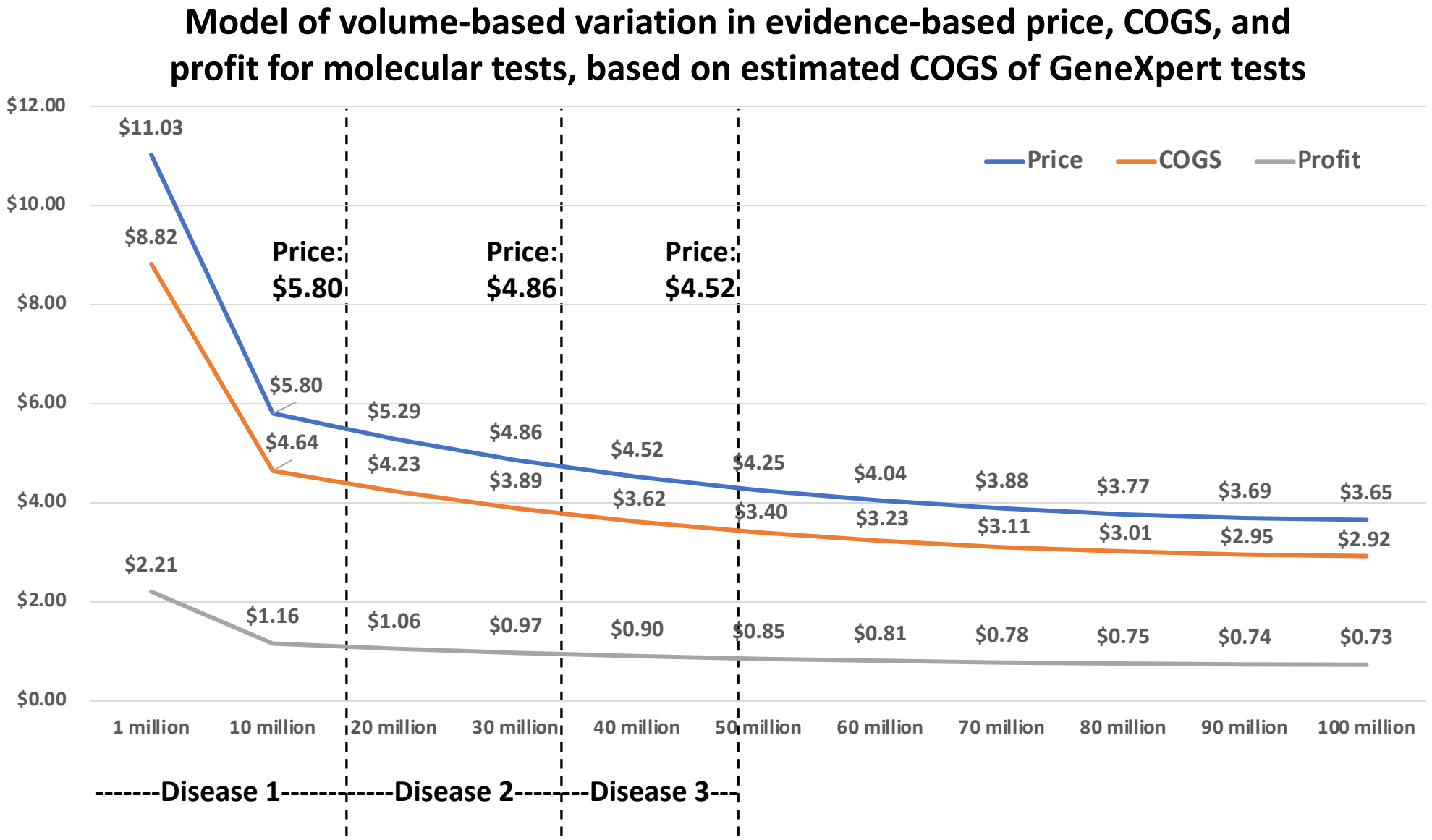

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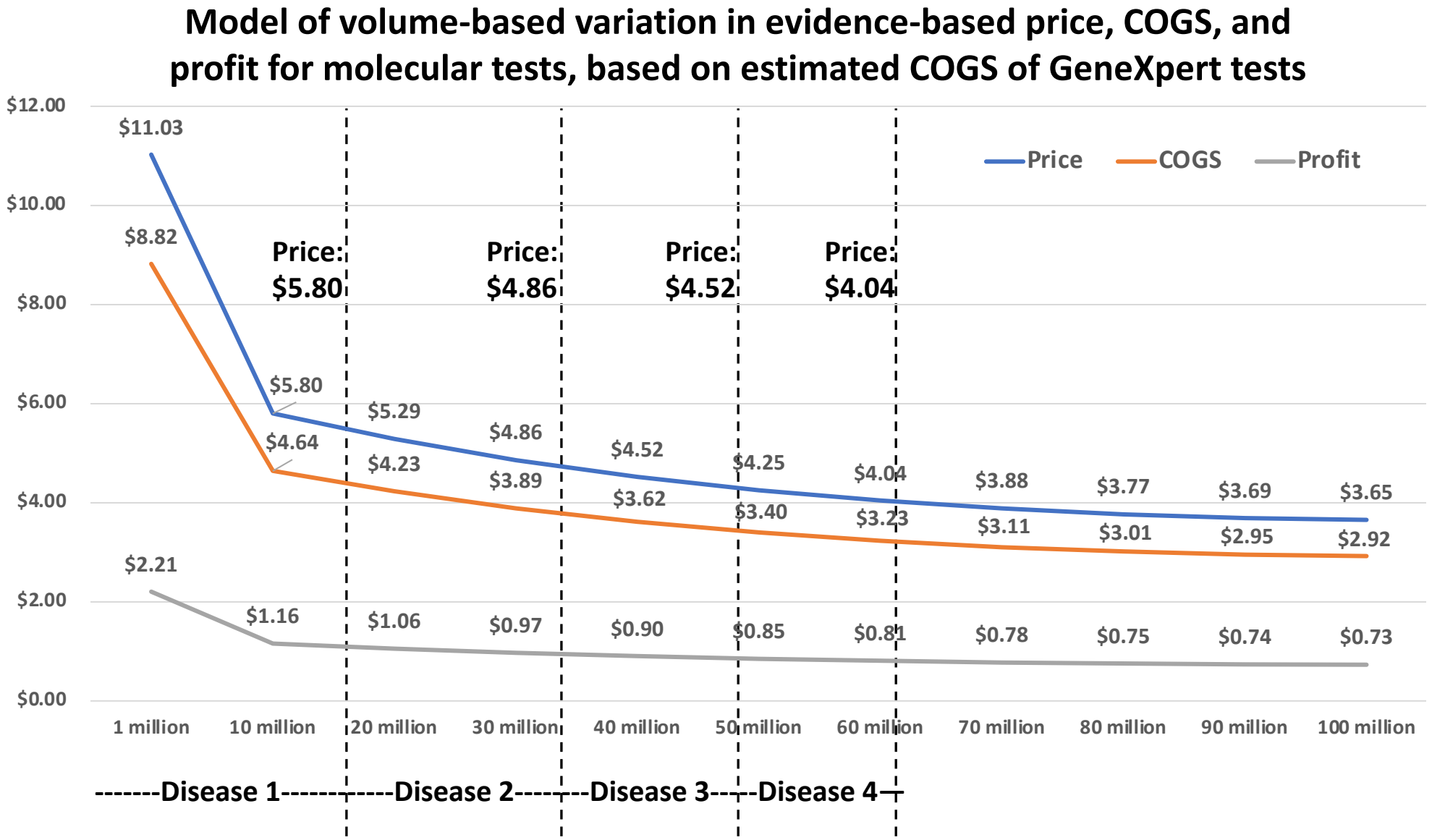

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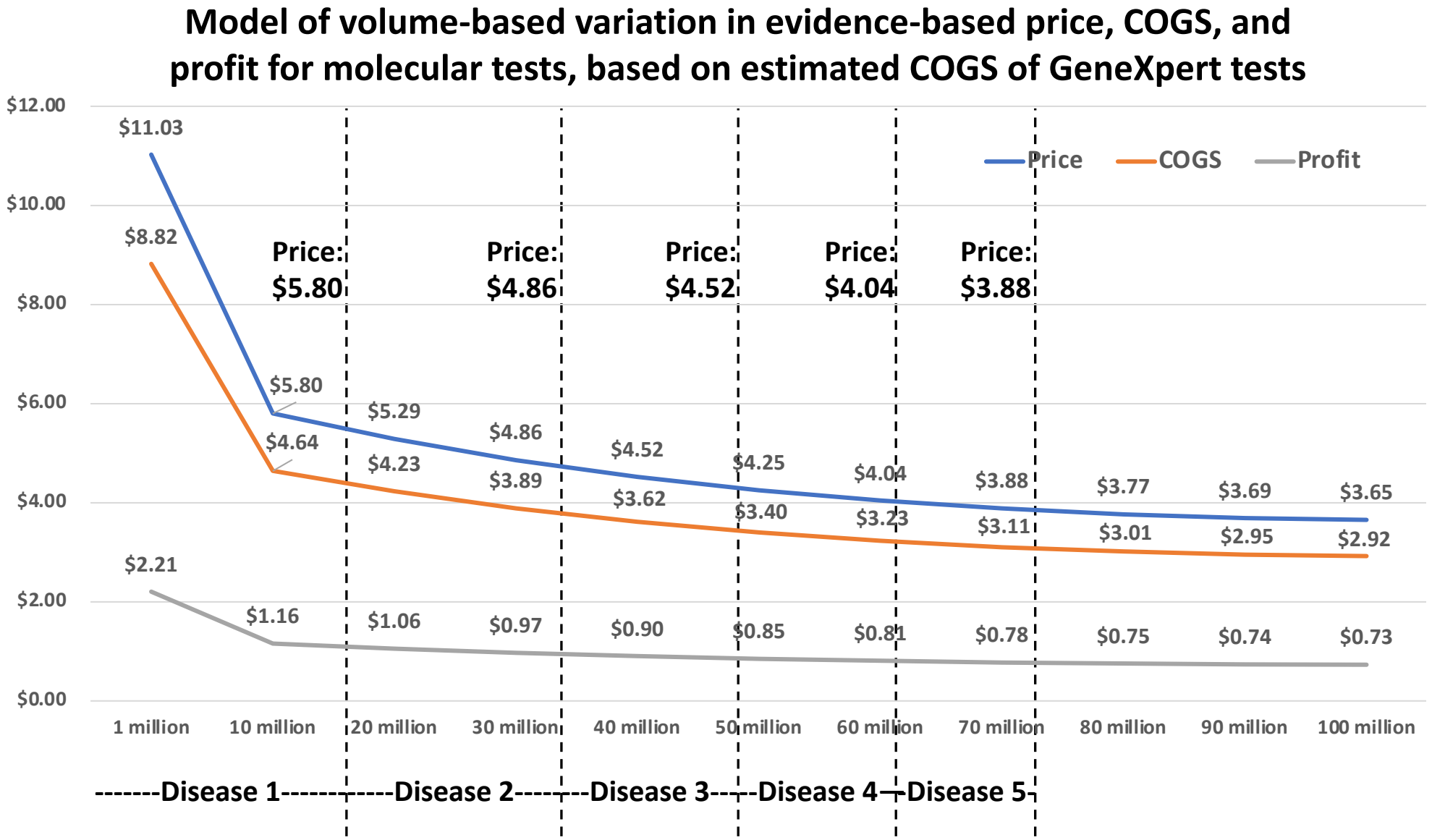

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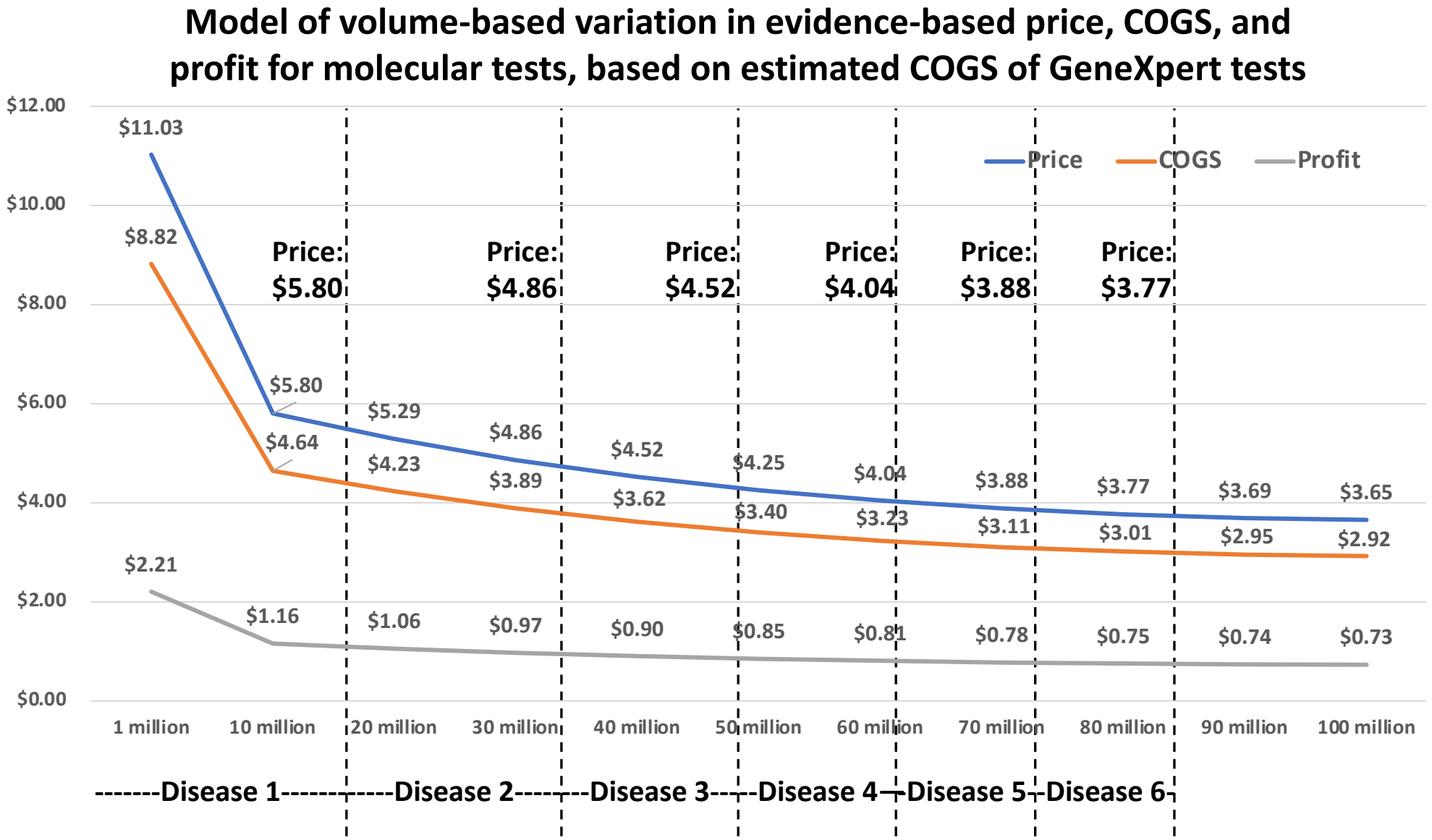

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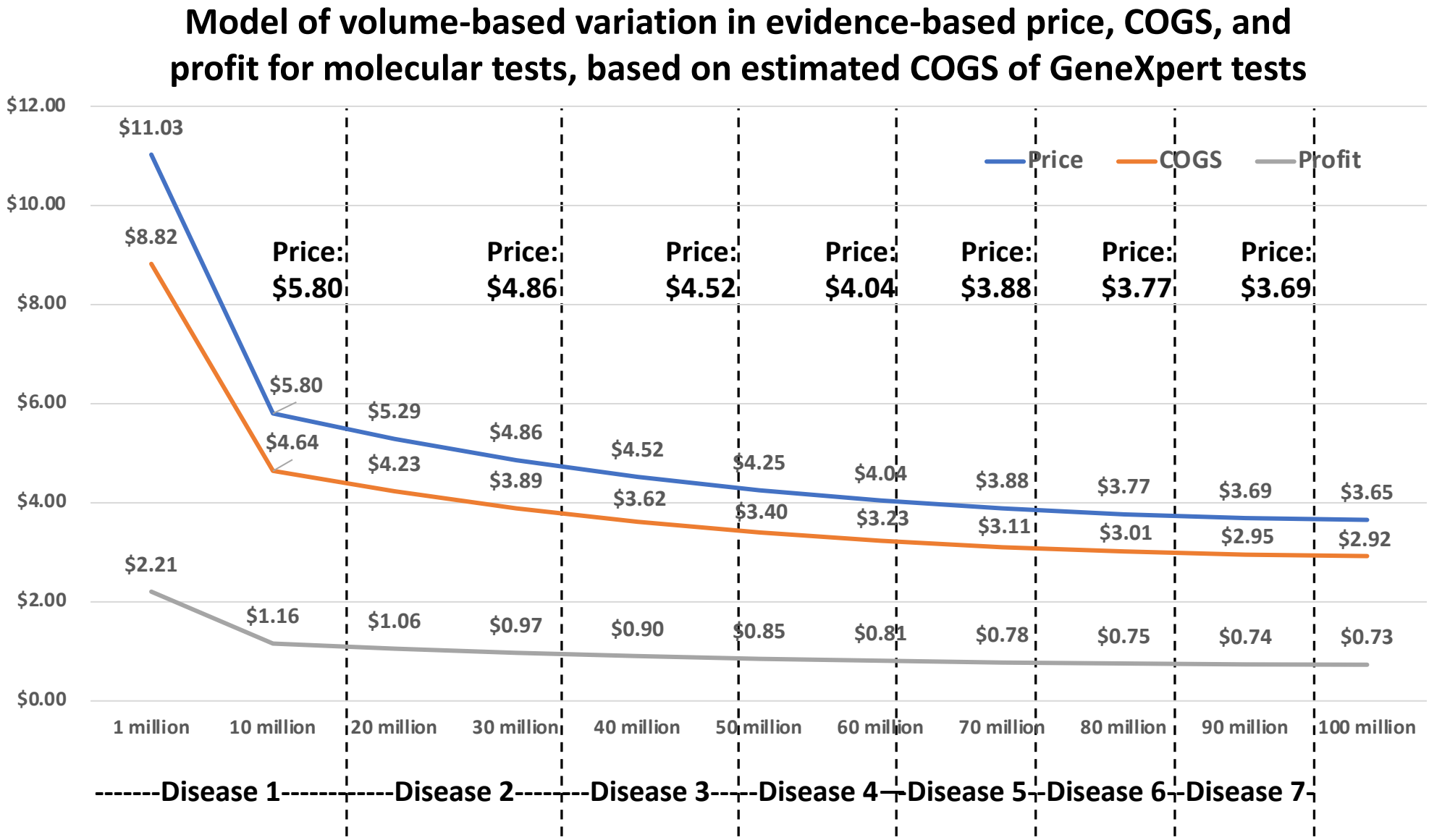

Economic benefits summary

Integrated molecular testing:

- Efficient use of molecular diagnostic instruments across diseases is cost-saving and offers the potential to improve quality of care

Evidence-based pricing:

- Transparent pricing based on COGS with volume-based price reductions, plus a reasonable profit mark-up, enables lowest sustainable pricing and offers the potential to significantly reduce procurement costs

Pooled procurement across diseases:

- Pooling volumes of tests across diseases offers the potential to leverage overall volumes in negotiations with suppliers and reduce procurement costs across diseases