

Healthcare Technology Assessment Services for Low-Resource Regions

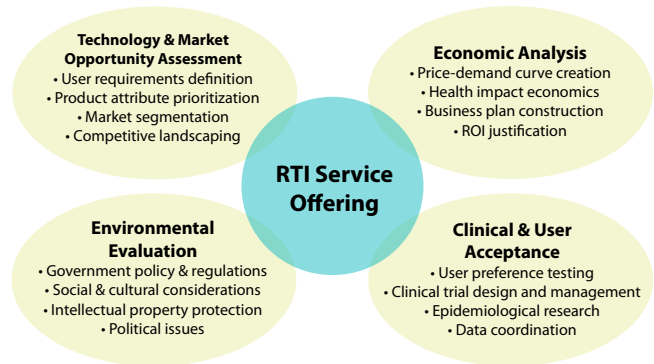


More than 70% of the world's population lives in low-resource countries where access to health care is limited. Many healthcare technology organizations have either avoided these areas or entered and fallen short of goals, often because they lack accurate information or insight. RTI International has been working successfully in these low-resource areas for more than 40 years. We perform thorough analyses on wide-ranging clinical, environmental, and economic issues and offer healthcare technology assessment services that can inform your most critical business decisions.

Research-Based Decision Support

RTI provides a proven, research-based infrastructure to help our clients design and implement effective product development programs for drugs and medical devices. We work closely with multidisciplinary teams drawn from both the public and private sector to achieve their development goals. Our healthcare technology assessment services can provide answers to your most critical business questions:

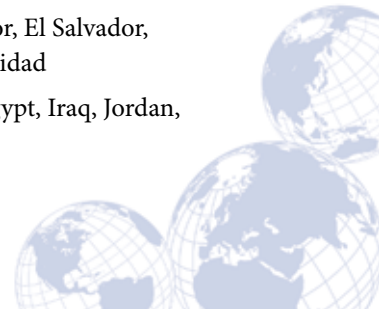
- What is the clinical acceptability of my medical device or pharmaceutical in this region?
- What is the purchasing process? Who drives and makes the purchase decisions?
- What does the demand curve look like? What are realistic return-on-investment expectations?
- What are the regulatory requirements for specific countries and regions?
- What are the intellectual property issues to consider and manage?
- Who are the clinical champions that could possibly help drive adoption?



Global Experience Grounded in Science

RTI has eight regional U.S. offices and eight international offices, including El Salvador, India, Indonesia, and Kenya. We have conducted projects in more than 70 countries, including

- Africa: Botswana, Ghana, Guinea, Kenya, Liberia, Madagascar, Mali, Nigeria, Rwanda, Sudan
- Asia: Bangladesh, India, Indonesia, Pakistan, Philippines
- Latin and South America: Ecuador, El Salvador, Guatemala, Nicaragua, Peru, Trinidad
- Middle East and North Africa: Egypt, Iraq, Jordan, Morocco





Selected Project Experience

As part of the National Institute of Allergy and Infectious Diseases' TB Drug Development Program, RTI is actively facilitating partnerships between biotechnology companies, research labs, foundations, and international organizations to cooperatively develop, test, and introduce new tuberculosis therapies.

RTI is also leading MANDATE (Maternal and Neonatal Directed Assessment of Technology), which is supported by the Bill & Melinda Gates Foundation. MANDATE provides comprehensive technology assessment and analytical tools that help prioritize efforts to reduce maternal and neonatal mortality in low-resource settings. Without assessment, technology development is often guided by isolated or insufficient market research. As a result, resource utilization and technology impact can be poor.

Case Study

RTI worked with Claros Diagnostics (Woburn, MA) to create a global health strategy for a multiplex point-of-care product. The goal was a more rugged, portable, easy-to-use tool for non-specialists that could be employed in decentralized healthcare facilities. Working at all levels within the health systems in Tanzania, Rwanda, and India, RTI surveyed more than 60 health workers and key policymakers to determine regulatory strategy, cultural acceptability factors, market entry strategy, demand forecasts, and acceptable price points for the public and private sectors. Our field research confirmed that the product would represent time and cost savings and yield a widespread public health impact. We conducted a comprehensive social impact analysis to show that the diagnostic could potentially prevent in excess of 550,000 deaths and close to 6 million disability adjusted life years over the first 5 years.

"RTI's field research provided valuable insight into the global health applications and opportunity for our point-of-care technology."—David Steinmiller, Chief Operating Officer, Claros Diagnostics, Inc.

Strong Partner Network

Along with our extensive experience comes a diverse and comprehensive set of global relationships that have evolved through hundreds of projects. Past and current supporting partners include U.S. Agency for International Development, Bill & Melinda Gates Foundation, Global Network for Women's and Children's Health Research, World Bank, Neonatal Research Network, and the Global Alliance for TB Drug Development.

More Information

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RTI International is one of the world's leading research institutes, dedicated to improving the human condition by turning knowledge into practice. Our staff of more than 2,800 provides research and technical services to governments and businesses in more than 40 countries in the areas of health and pharmaceuticals, education and training, surveys and statistics, advanced technology, international development, economic and social policy, energy and the environment, and laboratory testing and chemical analysis. For more information, visit www.rti.org.

RTI International is a trade name of Research Triangle Institute.

