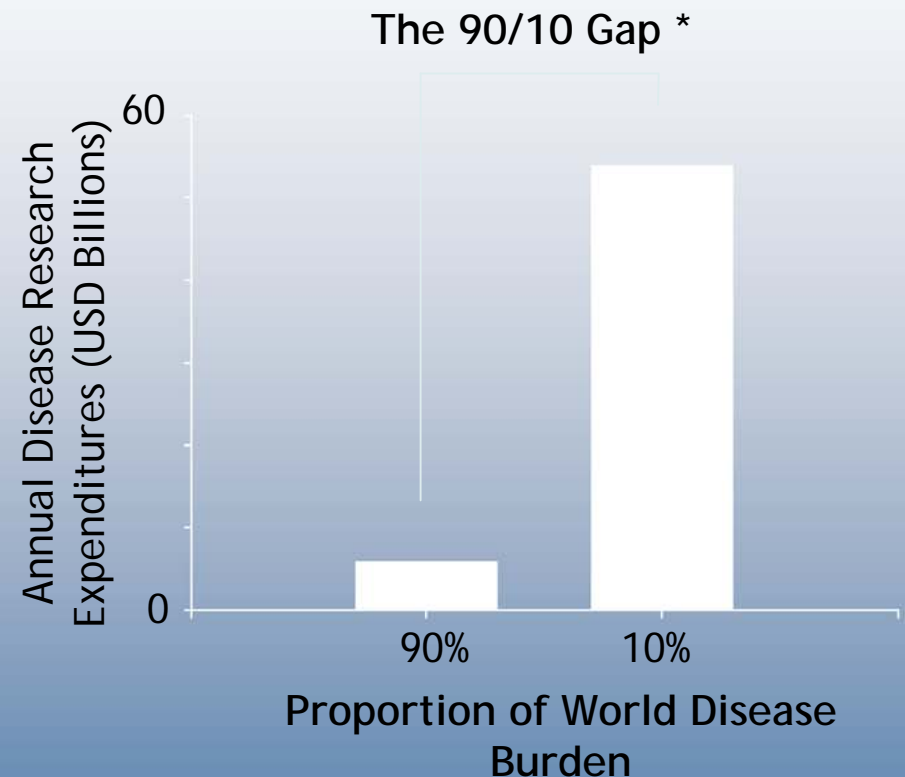


UAEM National Strategy

4th Annual National Conference
September 29, 2007

Why We Are Here: Points to Reiterate

- There is an access-to-medicines crisis in poor countries
 - According to the United Nations, 10 million people die every year because they do not have access to medicines that already exist
 - 90% of research resources are put towards only 10% of diseases



* 1996 Report of The World Health Organization Ad Hoc Committee on Health Research

The Crisis Has Two Important Causes

1. Access Gap: Existing medicines are too expensive
2. Research gap: Too few resources are put toward neglected disease research

UAEM's Mission

To get low-cost medicines to those in the
developing world

Working within Universities Can Has Tremendous Impact

- Universities are given tens of millions of tax dollars each year to perform research
- Universities have the good of society to consider as a fundamental part of their missions
- Students are ideally placed to influence their universities
- Reasoned argument rather than politics and lobbying *can* influence decision making
- Universities are important innovators for new technologies

Universities Can Address Both the Access and Research Gap

- Access: By changing their licensing policies, Universities can, at little or no cost to themselves or drug companies, help ensure their drugs are available at low cost in the developing world
- Research: Through policy change and by increasing resources available to research neglected diseases, universities can make a sea change in the current inequities that exist in the research system

UAEM's Strategic Plan: What is the goal?

- University policies have a REAL HUMAN COST.
- We can get universities to bring policies in line with the Philadelphia Consensus Statement planks:
 - Neglected disease research
 - Access-minded licensing
 - Measuring success in terms of human welfare rather than dollars.

UAEM's Strategic Plan: What Tools Do We Have?

- Knowledge: If people don't know there is a problem, they won't act.
- Empowerment: No one likes to go it alone. We need to create an environment of COLLECTIVE ACTION.
- Pressure: Some actors are wedded to the status quo. We need to use positive and negative pressure to help them move.

UAEM's Strategic Plan: Do These Tools Work?

- Knowledge: Six years ago, no one was talking about access provisions.
- Empowerment: Now knowledgeable that there is a problem, schools are taking baby steps to work together on it.
- Pressure: Neither Yale nor BMS wanted to provide d4T. They did it due to bad press.

Do We Need Pressure? Doesn't My School Want to Do the Right Thing?

- There are different kinds of players.
 - Want to do the right thing but didn't know there was a problem: KNOWLEDGE
 - Want to do the right thing but didn't know there was a problem and once they do know are afraid to act alone: KNOWLEDGE and EMPOWERMENT
 - Want to do the right thing but didn't know there was a problem and once they do know are afraid to act alone and have others pushing against them making change: KNOWLEDGE, EMPOWERMENT and PRESSURE

Maybe... Maybe Not.

- Then there are those that like the status quo.
- They need:
 - KNOWLEDGE about why the status quo is bad
 - EMPOWERMENT to do the right thing through COLLECTIVE ACTION
 - PRESSURE to make them feel the consequences if they won't work to change the status quo
- The status quo is unacceptable.

The School Layout: Who to Approach

- At the top is the President: Able to make big decisions
- A bit down the line, Senior Research Officer (SRO): Head of all research policy and procedures including control of the TTO.
- Technology Transfer Office: Licenses university patents to commercial entities.

Friends Are Good, But Can Have Drawbacks.

- TTO: Loads of practical information but usually implements rather than making policy
- Presidents: Excellent friends! Make them. But, they are usually too distracted to focus on these issues.
- SRO: Well placed because deal with issues every day but high enough level to create, push and implement policy change.

The Big Drawback.

“It is difficult to get a man to understand something when his salary depends upon his not understanding it.” – Al Gore

How Do UAEM Projects Fit In?

- Metrics (Bucky Fazen, David Suk): Knowledge, Empowerment, Pressure
- Bargaining Power and Business Case Research (Michael Steffen, Robynn Sturm): Knowledge, Empowerment
- Legislation (Brendan Hickey): Knowledge, Pressure

How Do UAEM Projects Fit In?

- Neglected Disease Curriculum (Sunny Kishore): Knowledge, Empowerment, Pressure
- Pipeline Surveillance (Caroline Gallant): Knowledge, Pressure
- Scientists as Supporters (David Minh): Empowerment, Pressure

How Do UAEM Projects Fit In?

- SRO Meeting Process (Anna Weiss): Knowledge, Empowerment (COLLECTIVE ACTION), Pressure
- Georgetown HPV and Biologics Research (Peter Maybarduk, Megan Doyle, Beirne Rose-Snyder): Knowledge, Pressure
- Zemplar (Virginia Zaunbrecher): Knowledge, Pressure

A Smaller Bite of the Goal

Create a forum for
collective action by
university administrators.

Knowledge, Empowerment, Pressure

What Can We Do Collectively Over the Next 1 to 2 Years? Let's Dream...

Get Universities Nationwide to Consider the REAL HUMAN COST of their policies and agree to substantive change

- Shorter term, convene a Fall 2008 conference of SROs
- Within 2 years, meeting of university presidents to adopt meaningful policies to fill the access and research gaps

It All Ties Together

UAEM's core projects are the heart and soul that lead and feed into the meeting.

Can This Dream Come True?

Maybe.

Collective Action

We talk about collective action
for others, but what about
for ourselves?



Potential Goals for the Next Year

- You can meet with your SROs and other administrators (Knowledge, Empowerment)
 - Gauge interest and ask him or her to commit to changing access and ND policies
 - Failing a sure yes, continue gauging interest and get a commitment to the Fall 2008 meeting
- You can identify and meet with allies (Pressure)
- At public schools, prioritize meeting with elected officials (Knowledge, Pressure)

Potential Goals for the Next Year

- Prepare for a spring international day of action (Knowledge, Empowerment, Pressure)
- Get a story in your school or local newspaper each semester (Knowledge, Pressure)
- Communicate with mentors and UAEM national.

Concrete Milestones

Meet with your chapter.

Talk about YOUR goals.

Write a plan.

Share it with us.

Back to the Big Picture

University policies have a real human cost.

Our collective action can move them to change.