Vector Control in Indo-Pacific Region

Case Study

Client	A leading pharmaceutical company
Industry	Pharmaceuticals
Products	Vector control products

Engagement Scope

Market Lands cape

- What are the country-level needs for vector control? Who are the key players active in the complete value chain, and how are they organized in the market?
- What are the key benchmarks and differences of the Indo-Pacific region as compared to the African region for vector control practices and market trends?
- What is the potential for novel vector control products/tools?
- What are the key market trends, drivers, and constraints for vector control products?

Context

 The client wanted to understand the Indo-Pacific markets as well as the current/upcoming technology used for vector control. The study helped in mapping and providing an improved understanding of the way users obtain vector control products, examining market access barriers, and studying the functioning of regulatory systems for novel product approvals.

Key Business Questions

- What is the regional overview of each individual country in terms of population trends, health status, types of diseases, epidemics, and others?
- What are the market barriers for suppliers, vector control implementing organizations, and consumers?
- What are the regulatory requirements and lead times required for new product approvals?

2

Market Access Landscape

- What are the different procurement routes/channels for vector control products? What are the expenditure trends per route/channel?
- What is the level of vector control-related spending by government bodies, communities, individual households, etc.?
- Which are the gap analysis tools used to identify gaps among willingness to pay, overall spending, awareness levels. Burden of Diseases (BoD), type of channels. etc.? What could be the possible solutions to bridge these gaps?

3

Insights & Conclusion

- Overview of each individual country and its regulatory pathway
- Details of complete processes involved in introducing a VC product
- Global, regional, and local regulatory processes
- Recommendation on programs and innovations
- Gap analysis of current procurement processes and identification of root causes.
- Comparison of the Indo-Pacific vs. Africa markets
- Best practices in market access

Research Methodology

Secondary Research

- Referred to databases of international agencies such as WHO, World Bank, IMF, and UN; company websites; annual reports; published interviews of key industry leaders; government statistical bodies; MoH; industry associations; and consortiums
- Acquired information from PubMed, medical journals, industry reports, conference/summit proceedings, other specific databases, etc.

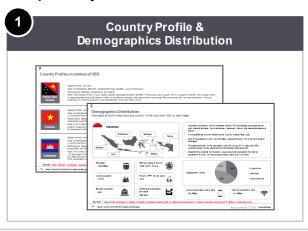
Primary Research

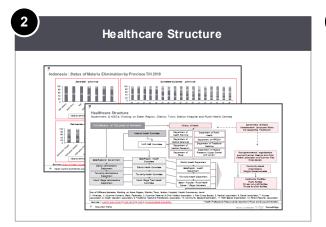
Conducted interviews of KOLs & industry experts; entomologists; members of the Ministry of Health, Global Donor Organization, NGOs, and research institutes; and stakeholders from different business segments

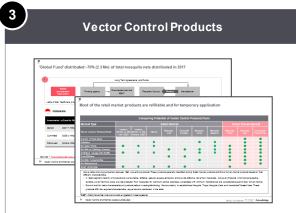
Benefits to Client

- The study helped the client develop market access strategies that could accelerate penetration of new products/tools for the control of vector-borne diseases.
- It also helped in gap analysis of current procurement processes and identification of suggestive solutions, which further assisted the client streamline financial resources and understand country registration processes.

Sample Analysis







Thank you

North America

55 Madison Ave, Suite 400 Morristown, NJ 07960 USA

T: +1 212 835 1590

Europe

328-334 Graadt van Roggenweg 4th Floor, Utrecht, 3531 AH Netherlands T: +31 30 298 2108

United Kingdom

5 Chancery Lane London EC4A 1BL United Kingdom T: +44 207 406 7548

Asia Pacific

Millennium Business Park Sector 3, Building #4, Mahape Navi Mumbai 400 710 India

T: +91 22 6772 5700