

Commercial Sector

Pharmaceutical Companies



Introduction

Pharmaceutical companies may have marketing offices in some developing countries, even if they don't have a manufacturing facility. Interviews with these companies can bring to light their respective strategies, challenges they currently face, and potential opportunities for investments or partnerships.

Questions—Marketing Offices

- Who are the main supply chain actors for medicines and health products?
- What market share do the different private distributors/wholesalers have?
- Does use of technology differ between the public and private sectors?
- Is product registration a challenge?
- What are the main distribution challenges you face?
- Do you face challenges in importing supplies?
- Are you open to partnering with other private sector actors to improve access to medicines and technology?

Questions—Manufacturers

- How has your facility been financed?
- What is your product range?
- What quality standards does your facility comply with? WHO? GMP? ISO?
- What share of your production is for the local market vs. the export market?
- Do you have the capacity to produce [priority health product]? What would be an incentive for you to create a production line for this product?