Xpert price reductions: overview

- Price reduction of the Xpert MTB/RIF Ultra cartridge from $9.98 to $7.97
- Price reduction of the Xpert MTB/XDR cartridge from $19.80 to $14.90
- Pricing is valid as of September 18, 2023
  - Global Fund framework agreement of 2 years, with option to be extended
- 20 million Xpert MTB/RIF Ultra cartridges were procured globally in 2022: with the new price, $40 million of savings could be used to buy ~5 million more tests annually
- Country example: Funding envelope of $8 million for Xpert MTB/RIF Ultra

Previous price:
$8 million / ($9.98 + $1 for shipping/fees) = 728,000 cartridges

New price:
$8 million / ($7.97 + $1 for shipping/fees) = 891,000 cartridges

+22%
Xpert price reductions: who is eligible?

• Pricing is applicable for the Global Fund, Stop TB Partnership, USAID, and all buyers meeting the eligibility criteria of the Cepheid Global Access Program
• Available to all countries supported by the Global Fund
• Eligible countries can also use domestic funds to buy cartridges directly from Cepheid at the lower prices
  ○ Use must be to meet public health needs; cartridges must be provided free of cost
  ○ For ordering directly from Cepheid, payment must be made upfront in US dollars
    ■ If national regulations preclude this, discuss procurement options with the GF Wambo or Stop TB GDF to access the lower prices
Changes in service and maintenance options

- Outcome of negotiations between Cepheid and the Global Fund, Stop TB and USAID: Cepheid has committed to offer comprehensive service and maintenance packages in the form of **AccessCare** or **Warranty+**
  - AccessCare and Warranty+ include:
    - replacement modules and parts and XpertCheck kits (as covered by standard warranties)
    - **on-site visits** of an authorised service provider for module swaps, instrument repair, installations and preventative maintenance
  - Difference is the ordering/costing modality
    - AccessCare: cartridge surcharge (bundling) across all cartridges bought by a Ministry of Health, including for TB, HIV, HCV, HPV, etc
    - Warranty+: annually per instrument
Changes in service and maintenance options

• AccessCare and Warranty+ are both executed under a Service Level Agreement (SLA)
  • Standard KPIs and targets on service provider performance, instrument/module uptime
  • Monthly KPI reports shared with countries
• All GF-supported countries will be offered AccessCare or Warranty+
  • Small number of exceptions, e.g., embargoed countries
• Costs:
  • AccessCare: three tiers according to average module utilisation in a country, i.e., average number of tests performed per module per year
    • $0.90, $1.20 and $1.50
  • Warranty+: $3,790 per year for a GX4; $3,500 per year under a 3-year contract
• Countries interested in AccessCare or Warranty+ may reach out to the GF, Stop TB GDF or USAID or directly to Cepheid for more information
### AccessCare surcharge estimation table

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<th>Volume of Tests</th>
<th>ISB (Module to cover) - SLA 1 year</th>
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</table>
Transitioning from 6-color to 10-color modules

- Instruments with 10-color modules are required to run the Xpert MTB/XDR tests
- Bundle offer:
  - 4-module 10-color instrument system at the price of a 4-module 6-color ($17,500) plus 50 Xpert MTB/XDR tests free of charge
  - Available until end of 2023
- Hybrid instruments that run 6-color and 10-color modules: Cepheid is developing a GeneXpert software update to make this possible
  - Expected to be available in the first half of 2024
  - Desktops/laptops will need to be of a certain version to accept the software update
  - For instruments that are under AccessCare or Warranty+, refurbished 10-color modules will be provided when 6-color modules require replacement at the time of XpertCheck or other failure
For more information, contact: gdf@stoptb.org