GALVmed

Protecting Livestock – Improving Human Lives

newsletter

April 2013

GALVmed is a not-for-profit global alliance of public, private and government partners. By making livestock vaccines, diagnostics and medicines accessible and affordable to the millions for whom livestock is a lifeline, GALVmed is *protecting livestock and improving human lives*. It is currently funded by the Bill & Melinda Gates Foundation and the UK Government's Department for International Development (DFID).

Hameed Nuru, GALVmed's senior director of policy and external affairs, performing the first ECF vaccination at the Farmers' Day held at Mosoriot, Kenya in December 2012

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MOU with Africa Union on the control of trypanosomosis – AU-PATTEC co-operation
"We are working with Pan African Tsetse and Trypanosomiasis Eradication Campaign (AU-PATTEC), exploring means for achieving control of trypanosomosis which has plagued Africa for many decades", explains Grant Napier.

GALVmed signs memorandum of understanding with FAO:
This memorandum will enable FAO and GALVmed to explore synergies around capacity building and in addressing technical gaps, with a view to improving efficiency and cost effectiveness of products and services.

Global Access Charter defines how GALVmed will reach new and unserved markets for animal health products:
By setting out its methods, ambitions and principles, anyone working in GALVmed's name will know what the alliance stands for and what it is trying to achieve on behalf of resource poor livestock keepers.

GALVmed's commercialisation policy explained:
The policy and guidelines aim to bring greater transparency and accountability to the way GALVmed selects partners and works to commercialise products.

GALVmed Gender policy created:
A policy that seeks to maximise GALVmed's impact on the livelihoods of male and female resource-poor livestock keepers in developing countries and to ensure mainstreaming of gender into GALVmed's work.

Expert Scientific Advisory Committee Meets (ESAC):
The second meeting of GALVmed's Expert Scientific Advisory Committee (ESAC) took place in Dakar, Senegal, 6th – 7th December 2012.

In brief:
IP sharing consortium for neglected tropical diseases; French version of the GALVmed website goes live; website survey results shared...

Meet the team:
GALVmed welcomes 6 new staff members in addition to the new CEO.

Last word:
Andy Peters final 'Last word' having recently stepped down as Interim CEO.

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Meet Peter Jeffries, GALVmed's new CEO

Peter Jeffries became GALVmed chief executive at the beginning of April 2013. However, Peter's involvement with the organisation goes back to its inception and from 2006 until 2012 he served as a board member and trustee of GALVmed.

Peter said: *"I have been committed to the idea of GALVmed from the outset and played an active part in all stages of its development. Few people can join a new organisation with quite such a comprehensive induction under their belts. Leading an organisation such as GALVmed is very different from being a trustee but I am acutely aware of what is expected of me.*

Some very able people have been acting as interim leaders of GALVmed and the organisation owes a great debt of gratitude. My job is to ensure we stay very focused on the goals and aspiration set out in the new business plan and that we deliver against the targets. Knowing how GALVmed has arrived at these priorities gives me a great advantage as I lead the team in their pursuit."

Peter has more than 30 years' experience in the animal health sector and has been based in Zambia, Kenya, France and the United States. Peter started his career in veterinary practice in England. A move to Zambia provided the opportunity to establish and manage a veterinary pharmaceutical company manufacturing and distributing animal health products. In parallel, he set up and ran a veterinary clinic which employed graduates from the veterinary school at the University of Zambia.

After 18 years working with Merial, Peter joined Pfizer Animal Health in 2008.

See more information about Peter in the Staff changes section of this newsletter.

Top 10 achievements of GALVmed Alliance in 2012

Working as a global alliance in 2012 we took 10 more steps towards *Protecting Livestock – Improving Human Lives.*

Achievements in product availability:

- Completing the transfer of the East Coast fever infection and treatment method (ECF-ITM) vaccine production from ILRI (International Livestock Research Institute), Kenya to CTTBD (African Union Centre for Ticks and Tick-Borne Diseases), Malawi. Production of the first batch has started. At full capacity CTTBD will produce 2 million doses of ECF vaccine every 18 months for use throughout East and Central Africa, in addition to other tick-borne disease vaccines.
- Achieving proof of concept for a thermostable Newcastle disease fast dissolving tablet (FDT). A Newcastle disease pellet vaccine is also being evaluated.
- Obtaining proof of concept for a combination Rift Valley fever (RVF) – Lumpy Skin Disease (LSD) vaccine. Work towards registration is ongoing.
- Identifying and evaluating new candidate compounds for the treatment of African Animal Trypanosomosis.

Achievements in product access:

- Supporting our implementing partners to administer over one million Newcastle disease vaccine doses. Pilot projects for the sustainable distribution of the vaccine are being implemented in Tanzania, Cameroon, Lesotho, Burkina Faso, DRC, India and Nepal, covering 37,193 households in Africa and 18,887 in Asia.
- Supporting registration trials for East and West Africa of a safer, monovalent RVF vaccine currently produced and commercialised by Onderstepoort Biological Products. These studies have been successfully completed.
- Facilitating the registration in Morocco of Oxfendazole (now produced at GMP standard in Africa) for the treatment of porcine cysticercosis. This is the first time that it is available as a registered product for use in pigs. The TSOL18 vaccine for porcine cysticercosis has been expressed in a new system and a production process has been developed with registration trials ongoing so far showing good efficacy and safety.
- Facilitating the harmonisation of vaccine registration in Africa: several regional meetings and training events, involving national regulatory authority officials have been conducted and progress is being made.

Achievements in creating a supportive environment:

- Forging stronger livestock alliances for driving change in the livestock sector through our "Impetus Strategy Paper", position on Public Private Partnerships and continued active participation/contribution towards livestock development at various high profile events during the year.
- Supporting two ECF-ITM vaccine launches in Kenya and working closely with newly appointed distributors, through training and use of innovative ICT communication tools.

Although the above are ranked as our top 10, there were many other achievements during the course of the year. The cumulative effect of all this can be summed up through the Department for International Development (DFID), winning the Innovation Award at the UK Civil Service Awards 2012 in recognition of the work that GALVmed does in addressing global animal health problems.

DFID team win innovation award for GALVmed programme

Mirzet Sabirovic

As featured in GALVmed's top 10 for 2012, a partnership between GALVmed and the UK Government's Department for International Development (DFID) beat over 700 nominees to win the UK Civil Service Awards 2012 in the innovation category.

The result was announced by BBC newsreaders Jon Sopel and Sian Williams who hosted the award ceremony at London's Lancaster House on Thursday 22 November 2012.

The award was in recognition of the work done by civil servants at DFID, especially in the period leading to the setting-up of GALVmed in 2005. It shows that the prestigious panel of judges could see how GALVmed was seeking to create new solutions to long-term problems of access to vaccines for poor livestock keepers in resource poor areas.

Sir Bob Kerslake, head of the UK civil service, said: *"All shortlisted nominees can feel very proud to be recognised and their efforts set an example to us all as we lead the civil service through the challenging reform programme whilst maintaining the highest level of dedication and commitment to the society we serve."*

The innovation award recognises organisations and government departments that have innovated in an area of challenge. The judges looked for innovative approaches such as innovative policy-making approaches; business involvement; a real benefit delivered to customers; or innovative communications-led approaches that successfully engaged customers.

The judges also considered measurable benefits, with potential to act as a benchmark across government; evidence of best practice; working in partnership; innovation; and sustainability.

A Note of Gratitude to Mirzet Sabirovic

GALVmed's primary contact at DFID, Mirzet Sabirovic concluded his secondment with DFID in April and returns to DEFRA next month. GALVmed's Chairman, Professor Peter Wells commented: *"Mirzet has shown real commitment to GALVmed and offered guidance that we've genuinely valued. A passionate advocate for poor people, Mirzet has shaped and contributed to the evolution of GALVmed. We've enjoyed working with him and I'd like to express our gratitude and best wishes to Mirzet."*

Newcastle disease vaccine: distribution strategy delivers first 1.5 million doses

GALVmed has been working with partners on sustainable Newcastle disease vaccine distribution approaches to reach backyard poultry keepers in Burkina Faso, Cameroon, Democratic Republic of Congo, Lesotho, Tanzania, India and Nepal. By February 2013, over one and a half million doses of Newcastle disease vaccine had been delivered – an encouraging milestone on the way towards the business plan target to deliver 15 million doses of vaccine by 2017.

Newcastle disease is the major disease affecting backyard chickens: when not vaccinated the disease is often fatal. Vaccines are available and very widely used by large-scale commercial poultry producers but usually they do not reach the backyard farmers who need them the most.

Meritxell Donadeu, GALVmed's director of operations, commented: *"Together with our partners good delivery mechanisms have been developed to reach backyard poultry keepers in ways which work in different countries, cultures and contexts. Because of this, and the local partnerships that have been set up, we have sustainable delivery mechanisms rather than short-term projects. We will also be able to apply the lessons from these pilots to our work in the future."*

In mid October 2012, representatives of the GALVmed Newcastle disease pilot projects in Africa and Asia gathered in Babati, Tanzania. During a workshop they shared lessons learnt from the different countries and reviewed the next steps required to scale-up distribution of Newcastle disease vaccine to reach poor livestock keepers. The workshop therefore provided a good opportunity to draw out lessons about different approaches.

GALVmed also brought together representatives from along the value chain from the Tanzanian pilot. Participating in the meeting were Dr. Gabriel Shirima from the Central Veterinary Laboratory, Dar es Salaam; Dr. Nderingo Ngowi of Alpha Vet, the main vaccine distributor in Arusha; Professor Philemon Wambura, dean of Sokoine University of Agriculture; Dr. Adeline Mroso, Ministry of Livestock, Dar es Salaam the government adviser on poultry; and Dr. G. Maeda and Dr. L. Godbless, who are local government officials.

The participants at the workshop visited the vaccine distributor in Arusha and agrodealer shops in Babati and Mbulu, Manyara Region, Lukumanda which gave them the opportunity to meet some of the vaccinators and also poultry keepers who had had their poultry vaccinated.

Technical updates were also presented. GALVmed reported on progress on the new thermostable Newcastle disease vaccines that will be available soon. The programme then moved on to cover the technical challenges affecting Newcastle disease vaccine delivery – from eye-droppers to cold chains. Professor Wambura gave the technical details on the thermostable Newcastle disease I-2 vaccine and also on a fowlpox thermostable vaccine candidate he has been working on.

In addition a business training programme was delivered by Wellspring, a business and management consultancy based in Nairobi. One session focused on monitoring of the economic sustainability of the distribution system, ensuring that all participants in the distribution chain, including farmers, make enough profit. Participants worked with a database to assist with pricing calculations at the different levels of the value chain.

The second aspect of the training focused on how to scale up the current projects using business skills. This explored the opportunities and limitations to growing a business and resulted in all the participants developing plans of actions to move their models forward – putting them in a good position to achieve GALVmed's target of 15 million vaccinations by 2017.

Dr Mamta Dhawan, GALVmed programme manager South Asia, on behalf of partners in South Asia, presented the approach taken in three projects in the region. She said: *"Along with setting up Newcastle disease vaccination supply chain to reach the poultry farmers to ensure adoption of vaccination by them, it is also important to introduce low or no cost husbandry interventions to increase the productivity of the birds. This would not only increase the income from poultry birds, but also improve nutritional security of the household."*

Consultant, Dr Frans van Gool remarked: *"The sharing of experience in this workshop was genuinely useful. For sustainability to really work, I know from experience that it is of huge importance that the whole supply chain has to be as short as possible. This means that each stakeholder can have a reasonable income and safeguards the cold chain. There must be a good financial management system in place. It's essential that there is a continuous supply of the vaccine which involves rigorous forecasting, stock management and respect for the importance of conditions in which stock is kept. You have to create awareness and interest for Newcastle disease vaccine through training and demonstrate the economic benefits to the backyard farmers. Finally, there is a need for complementary products (such as vitamins and dewormers) and services to create a demand-driven model for vaccines and medicines to improve the health of the chickens and to increase the profits of the backyard farmers."*

Full-scale Newcastle disease vaccine production celebrated in DRC

For the first time, full-scale Newcastle disease vaccine production in the Democratic Republic of Congo is now a reality as a result of a GALVmed-led capacity building programme.

The new production facility at Laboratoire Central Vétérinaire (LCV), Kinshasa was inaugurated by the Minister of Agriculture and Rural Development in early November 2012.

LCV received support through the VACNADA programme (Vaccines for the Control of Neglected Animal Diseases in Africa), funded by the European Union Food Facility through the African-Union Interafrican Bureau for Animal Resources (AU-IBAR).

In his opening address His Excellency Vahamwiti Mukesyayira, Minister of Agriculture, acknowledged the positive impact of this investment programme and paid tribute to the LCV's leadership and staff.

GALVmed's director of operations, Meritxell Donadeu, said: *"This was an occasion of genuine celebration and I was struck by the minister's evident support for the great strides that this lab has made. There is a clear sense of commitment to quality assurance in Kinshasa's Laboratoire Central Vétérinaire."*

Commenting on the opening event, the LCV's director, Leopold Mulumba, said: *"We were honoured that the minister took time to inaugurate our new institution and demonstrated such enthusiasm for the capabilities of the lab and our recent progress with the support of VACNADA and GALVmed.*

We truly appreciate the VACNADA programme which provided essential specialist equipment, refurbished the fabric of important facilities and delivered valuable training and insights.

I know that our team has been inspired, not least because this process has enabled us to reflect on our own skills and expertise, today with increased capacity as a key African laboratory."

VACNADA sought to enhance food security through reducing the impact of animal disease by increasing effective access to quality assured vaccines by smallholder farmers. GALVmed delivered the component that improved the capacity and efficiency of eight African laboratories to produce vaccines in line with internationally recognised quality standards.

His Excellency Vahamwiti Mukesyayira (right) toured the production facility.

The VACNADA process started with a detailed institutional analysis. The absence of a freeze-dryer was quickly identified as a key bottleneck in LCV. Other equipment supplied to LCV included:

- egg incubator
- incinerator
- laminar airflow unit
- laptops for recording standard operating procedures and other documentation
- refrigerated centrifuges
- safety cabinet
- vacuum pump to speed up suction of allantoic fluid from eggs to improve Newcastle disease I-2 production

In addition to the capital equipment and refurbishment of the laboratory, LCV also benefitted from the provision of technical assistance for production of the I-2 strain of Newcastle disease vaccine and supply of its master seed. To ensure the sustainability of the investment there was also a comprehensive programme of operational support, which consisted of expert training on vaccine production, quality assurance and operations management.

The VACNADA project also inspired LCV to improve the documentation of standard operating procedures, produce reagent and equipment inventories and put in place procedures for preventative maintenance of all equipment.

Meritxell Donadeu said: *"Dr Mulumba and his team are to be commended on making the most of the opportunities that VACNADA provided. The increased efficiency and productivity gains that the LCV is evidencing will be critical in producing the I-2 Newcastle disease vaccine, but also going forward in the creation of other products essential to the health of livestock upon which so many millions of people depend for their livelihoods."*

The investment is likely to also impact on LCV's production of vaccines for brucellosis, rabies, fowl pox and capripox.

East Coast fever priority actions identified by Uganda stakeholders

The Ministry of Agriculture, Animal Industry and Fisheries (MAAIF) for the Republic of Uganda in collaboration with GALVmed called a meeting of East Coast fever (ECF) stakeholders from Uganda, the United Republic of Tanzania, the Republic of Kenya, United Kingdom and the Republic of Malawi. The meeting, held on 24 January 2013, aimed to address the threat posed by ECF in Uganda and propose suitable control strategies. Hon. Bright Rwamirama, Minister of State for Animal Industry, presided over the meeting.

One of the key outcomes was that the Government of Uganda agreed to review the policy framework to regulate ticks and tick-borne disease management in Uganda.

Participants noted the following facts:

- There is urgent need to control ECF in Uganda.
- The Muguga Cocktail, a vaccine that is used to protect cattle against ECF, is safe, efficacious and of good quality.
- The concerns of the National Drug Authority about non-compliance with good manufacturing practice of the Muguga Cocktail vaccine are being addressed through the transfer of production to the upgraded African Union-Centre for Ticks and Tick-Borne Diseases (CTTBD) facilities in Lilongwe, Malawi.

Based on the presentations from participants from Uganda, Kenya and Tanzania, the Infection and Treatment Method using the Muguga Cocktail vaccine is effective and recommended as a technology for ECF prevention within Uganda and the surrounding countries.

The meeting recommended:

- The Director of Animal Resources, Uganda appoint a stakeholders' task force to urgently and diligently work and expedite registration of the Muguga Cocktail vaccine from the CTTBD facilities in Lilongwe, Malawi and develop guidelines governing operations of the supply chain.
- The CTTBD appoint a technical representative in Uganda in order to facilitate registration and distribution of the Muguga Cocktail vaccine.
- Full commercialisation of the importation and distribution of Muguga Cocktail vaccine in Uganda to ensure guaranteed supply.
- Setting up of district delivery centres and training of more service providers.
- Continued research on ticks and tick-borne disease control.
- Countries in the region need to consider putting in place a regional strategy to control ticks and tick-borne diseases building on the work of the former AU-IBAR led East Coast fever task force.

Dr Baptiste Dungu, GALVmed's Senior Director Research & Development said: *"This was a very positive meeting which has a great significance for Uganda and the region as a whole. ECF outbreaks have no respect for national boundaries and so for real progress to be made in the region close cooperation and shared intelligence is essential.*

The meeting was pleased to hear about the development at the AU-Centre for Ticks and Tick-Borne Diseases where GALVmed has been instrumental in capacity building and relocating production. The endorsement of this meeting is very valuable to the AU centre as it goes forward."

East Coast fever vaccine launch by Kenyan government

The Government of the Republic of Kenya officially launched the East Coast fever (ECF) Muguga Cocktail vaccine at an event held at the Agricultural Development Corporation, Katuke, near Kitale, Kenya in December 2012.

The guest of honour, representing the Minister for Livestock Development, was the Director of Veterinary Services (DVS), Dr Peter Ithondeka, who declared the vaccine duly launched.

Senior director policy and external affairs, Dr Hameed Nuru (above), gave one of the keynote speeches, together with Dr Philip Toye of the International Livestock Research Institute, Nairobi (ILRI), FAO Representative, Mr. Dan Rugabira and the Trans Nzoia County Commissioner, Madam Charity Chepkonga Pokindo.

Dr Toye noted: *"Of the 46 million cattle in this region almost half are at risk from ECF."*

Hameed paid tribute to the enormous contribution that many of the organisations present had played to the successful delivery of the vaccine, reflecting that it had been a long road from the development of the vaccine: *"I am proud of the contribution that GALVmed has been able to play in facilitating the registration of the vaccine working together with the ECF Task Force and we congratulate the Government of Kenya on this auspicious occasion.*

His Excellency, the Minister for Livestock has done a great deal to secure the excellent progress that we have seen with the vaccine in Kenya and the DVS, Dr Ithondeka has now appointed official distributors who are here with us today.

Following on from ILRI's excellent work, CTTBD in Lilongwe, Malawi is taking up the baton in producing the next batch of the vaccine for use throughout the East African region and we stand behind them."

The launch event was organised by a multi-agency committee formed by the DVS.

The master of ceremonies for the event was Dr Stanley Mbwiria. From the DVS's office there was key organisational input from deputy DVS, Dr Leonard Njagi, and Dr Cathryn Wanjohi.

GALVmed supported the event in a variety of ways, including facilitating the participation of DVSs from Uganda, Malawi, the Republic of South Sudan and the Republic of Zambia as well as the director of the Centre for Ticks and Tick-Borne Diseases (CTTBD), Malawi.

Founder of iCow, Su Kahumbu, joined GALVmed representatives Hameed Nuru, ECF Manager Tindih Heshborne and Communications Manager Stuart Brown at the event in the Rift Valley

GALVmed have brought together two of its partners, Shujaaz and iCow, in an innovative communications experiment to increase awareness of the ECF vaccine in Kenya. GALVmed has supported a series of monthly cartoons in the award-winning comic Shujaaz which directs the reader to iCow from which they can receive regular text messages relating to outbreaks of ECF and putting the farmer in touch with official vaccine distributors in Kenya.

ECF Farmers' Day Mosoriot

Anticipating the DVS's launch, GALVmed collaborated with the official ECF vaccine distributors to hold a farmers' awareness day in December 2012.

The GALVmed event was co-hosted by the Kenyan Dairy Farmers' Federation (KDFF), which is one of the official vaccine distributors, and smallholder dairy co-operative Lelchego at their milk delivery depot in Mosoriot near Eldoret.

The event also enabled distributors Biomedicum Limited and Sidai to meet with farmers from all over Kenya, to see and hear about the benefits of the vaccine.

Other vaccine distributors in Kenya are Bora and Tegea.

Addressing the invited animal health product distributors, Hameed Nuru, senior director policy and external affairs, noted: *"The vaccine does not replace the need for acaricides and dips – ticks still need to be controlled and there is enough of a market for all of us to work together."*

Raising farmers' awareness of ECF vaccine

At the GALVmed event, over 120 farmers received training information from the vaccine distributors.

The aim of the event was to stimulate uptake of the vaccine, in particular amongst farmers in areas identified by distributors as more challenging in adoption of the vaccine.

In addition to hearing testimony for the vaccine from one of the area's most successful farmers, Mr Stephen Kemboi Maraba, the farmers also heard from the chairman of Lelchego, the President's district representative, the district veterinary officer and Dr Rawlynce Bett, the CEO of Kenyan Dairy Farmers' Federation.

Hameed Nuru spoke of the long journey that had been accomplished with the vaccine. As cattle began to be driven towards the crush for a demonstration vaccination in which eighty cattle were vaccinated, Hameed urged the assembly to protect their animals. He said: ***"I am a vet but I am also a farmer like you. Just like you I admire these beautiful cattle that we can see here all around us. Many years and a lot of hard work have gone into producing this safe vaccine. I can tell you my friends – it works and will protect your cattle against ECF."***

Common Intent & Purpose Shared with African Union PATTEC in Control of Animal Trypanosomosis

From left to right: Dr Baptiste Dungu, GALVmed's senior director research & development; Professor Andy Peters, (then) Interim CEO; Her Excellency Mrs Rhoda P Tumusiime, African Union commissioner for rural economy & agriculture; and Dr Hassane Mahamat, PATTEC coordinator

"The memorandum of understanding, signed on 9 November 2012, recognises the close professional working relationship between the African Union Commission and GALVmed. In practical terms we are working with the Pan African Tsetse and Trypanosomiasis Eradication Campaign (AU-PATTEC), to coordinate and expand efforts in achieving effective control of animal trypanosomosis which has plagued African livestock keepers for many decades", explains Grant Napier, Tryps Programme Manager.

Animal African Trypanosomosis (also known as "the malaria of cattle") remains one of the most serious livestock diseases on the African continent. Affecting over half of the countries in Africa the disease, carried by the tsetse fly, causes suffering and economic losses to livestock farmers and national economies, in addition to threatening food security. The economic cost to Africa of the disease has been estimated to be as much as US$5 billion a year.

In May 2011, GALVmed announced that it had been awarded £8 million by the UK Government's Department for International Development (DFID) to facilitate the development of new and improved drugs, diagnostics and perhaps even a vaccine for the control of animal African trypanosomosis.

GALVmed signs memorandum of understanding with FAO

In January 2013, FAO and GALVmed signed a memorandum of understanding to improve cooperation and the coordination of activities in respect of the value chain from research through to delivery of products and services. This memorandum will enable, amongst other things, the FAO and GALVmed to explore synergies around capacity building and in addressing technical gaps, with a view to improving efficiency and cost effectiveness of products and services.

Over the years the Food and Agriculture Organisation (FAO) has been involved in efforts to mobilize and coordinate activities aimed at increasing the control of animal disease burdens in Africa within the context of sustainable agriculture and rural development (SARD).

In particular, FAO's aim has been to develop and promote strategies for poor livestock keepers and smallholders. In this commitment to implement responsible and sustainable improved animal health interventions, several sub-Saharan countries have initiated actions aimed at improving animal health services, including the availability, accessibility, affordability and quality of veterinary medicines.

Dr. Raffaele Mattioli, FAO Observer at GALVmed Board

Global Access Charter defines how GALVmed will reach new and unserved markets for animal health products

A Global Access Charter, recently developed by GALVmed, sets out to explain the alliance's ways of working and philosophy within the context of its professional and ethical standards.

GALVmed defines 'global access' as a principle applied through the value chain, from research to use, which ensures sustainable access to the animal health products and solutions needed by those for whom livestock is a lifeline, ultimately improving livelihoods.

Pierre-Marie Borne, Chair of the global access committee and board member, explains: *"This charter helps to define our core purpose to both our internal and external stakeholders. Everything that the GALVmed alliance achieves is delivered with and through partners so it is important that we set out our methods, ambitions and principles. In this way, anyone working in our name will know what we stand for and what we are trying to achieve on behalf of resource poor livestock keepers. We invite all working with us to review their practice against the Charter to ensure that they are working within its spirit."*

Peter Wells, chair of GALVmed, and Pierre-Marie Borne, chair of the GALVmed Global Access sub-committee, sign the Global Access Charter

Summary of the GALVmed Global Access Charter

Registration and regulatory affairs: GALVmed will ensure that all steps are reasonably taken and all necessary regulatory information is collected in order to increase the likelihood of regional registration.

Indicative tasks for GALVmed include to:

- ensure that products are fit for registration in target markets
- mobilise effort for the product registration to be completed
- facilitate local partners to manage registration processes

Effective manufacturing requires the physical production of the right product, at the right time, in quantities that meet demand/need.

Indicative tasks for GALVmed include to:

- select manufacturing partners through fair, transparent and equitable criteria, considering their capacity to produce at the benchmarked quality
- facilitate capacity building where necessary to ensure the sustainability and quality of the manufacturing process
- promote benefits to sustainability of strong environmental, welfare and industry standards
- encourage the transfer of production capability, where appropriate
- have clearly defined obligations and consequences when these are not met

Well-developed distribution systems require distribution partners to have the right business and technical skills.

Indicative tasks for GALVmed include to:

- promote fair competition and free markets within the countries to benefit livestock keepers
- select distributors according to fair and clear criteria but supporting capacity where equitable
- encourage distributors to realise profit targets to support long-term viability, whilst ensuring the pricing policy is within reach of the target customers
- support the most viable products/solutions delivery methods with the highest quality standards
- empower informed decisions by livestock keepers by making available the latest technical information
- retract benefits and incentives from partners/suppliers that do not fulfil their obligations

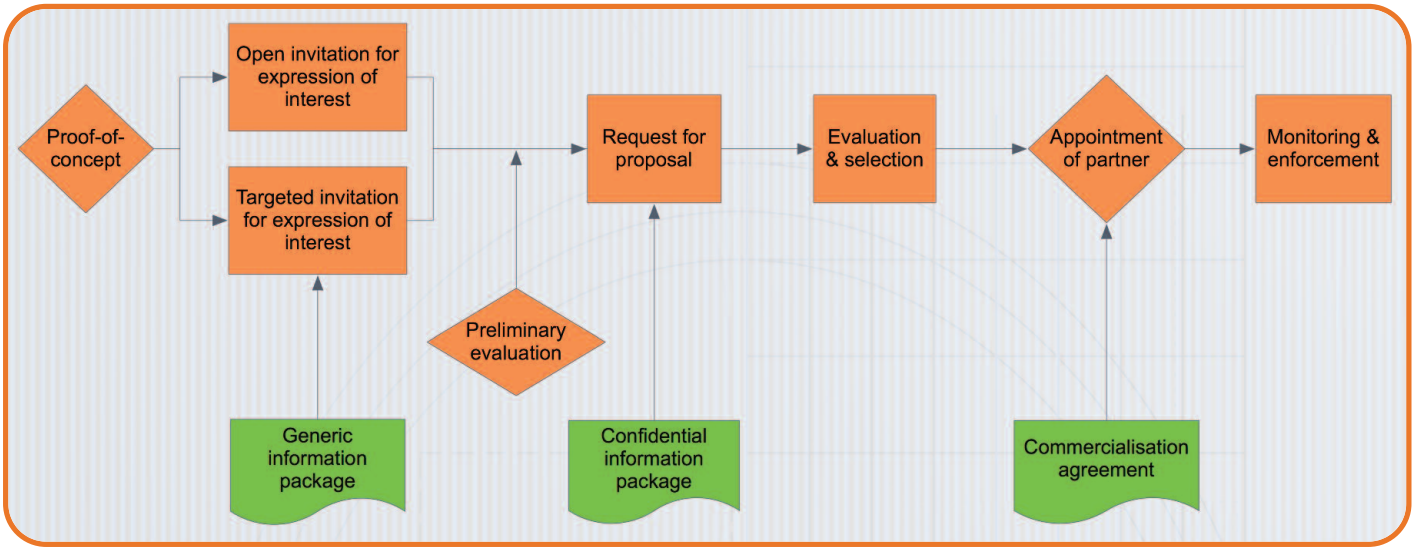
Stimulating and creating a conducive or enabling **policy and support** environment.

Indicative tasks for GALVmed include to:

- align with global trends, local and regional initiatives, strategies and policies
- support policy makers to create an enabling environment
- facilitate evidence-based clear messaging and empowerment through appropriate product/solution communication strategies
- ensure compliance with appropriate laws and regulations whilst resourcing partners and beneficiaries to encourage active participation in the value chain
- ensure product available is complementing with other support – such as training in application to remove all bottlenecks.

GALVmed's commercialisation policy explained

GALVmed's new commercialisation policy follows up on the Global Access Charter (see above). The commercialisation policy and guidelines aim to bring greater transparency and accountability to the way GALVmed selects partners and works to commercialise products.



GALVmed commercialisation partner selection process overview

GALVmed needs suitable commercial partners to be able to achieve its mandate – putting livestock disease control products into the hands of those who rely on livestock for their livelihoods.

The alliance is facilitating the development of a wide range of livestock disease control products, including vaccines, medications, diagnostics, or other forms of technology or processes.

Some products which GALVmed aims to commercialise are off-the-shelf solutions which may need to be introduced to new markets or in new presentations, and some are altogether new, or in the form of concepts or early research results. In the latter case, GALVmed aims to start the commercialisation process and mobilise potential commercial partners once proof-of-concept is demonstrated and an opportunity is identified.

The commercialisation approach for each product will vary based on the nature of the product, but the partner selection process will be conducted in accordance with the steps outlined in the figure above, providing a fair opportunity to all potential partners to express interest in becoming involved.

Partners may be fully commercial, parastatals (i.e. government owed corporations), NGOs or social enterprises, provided that they are fit for the identified purpose, have sustainable business plans and are aligned with GALVmed's Global Access principles.

Potential partners will be assessed against a list of criteria which have been included in the policy, specifically:

- **Expertise and capacity:** The ideal partner should be able to demonstrate success in commercialising a similar product; have the capacity and resources (be they internal or external) to develop the product, enhance and produce the product; and have commercialisation experience in the relevant markets. They must have a commitment to pro-poor access to products, the capacity to conduct pharmacovigilance[1] and troubleshooting, and the financial resources to make the programme work.
- **Quality and regulatory affairs:** Suitable partners should be able demonstrate a precedent for quality production of fit-for-purpose animal health products, i.e. conforming to local and international standards for development, manufacturing, marketing and environmental impact. Biosecurity and environment standards are important, as is experience of meeting the requirements of the regulators.
- **Sales, marketing and customer service:** Partners need to understand the nuances in the commercialisation of animal health products in the target markets and should be willing to commit to making a product available and accessible in such markets. This may involve commitment to pricing structures throughout various stages of commercialisation and value-chain which will act to promote product and financial sustainability, increased marketing resources, customer sensitisation and support. When considering sales, marketing and customer service capacity, the following criteria should be examined:
  - Price structure
  - Product availability
  - Geographic coverage
  - Existing product range to support "product packages"
  - Conflict of interest, e.g. potential cannibalisation[2] of existing products
  - Sales targets and marketing activities
  - Existing customer networks
  - Customer and technical support

GALVmed will evaluate the financial contribution of parties involved and equitable distribution of benefits generated in relation to such contribution.

Exclusivity might be used as an incentive, but will be evaluated thoroughly in order to ensure that this will not lead to detrimental market conditions, e.g. market monopoly which could be abused or lead to products not being available. Other criteria will include the reputation and operational ethics of the partner.

A full copy of GALVmed's commercialisation policy can be downloaded from the reports section of the website – **www.galvmed.org**

1 Pharmacovigilance is defined as the science and activities relating to the detection, assessment, understanding and prevention of adverse effects or any other drug-related problem. Source: http://www.who.int/medicines/areas/quality_safety/safety_efficacy/pharmvigi/en/index.html

2 The negative impact of a new product on the sales performance of existing related products.

Gender Matters

Recognising the importance of Gender as a cross-cutting issue that affects the attainment of GALVmed's vision of 'Protecting Livestock – Improving Human Lives', GALVmed has sought input from a range of stakeholders and experts towards the creation of a Gender policy. The goal of the policy is to maximise GALVmed's impact on the livelihoods of male and female resource-poor livestock keepers in developing countries and to ensure mainstreaming of gender into GALVmed's work.

The rationale behind the policy is that Gender discrimination is a well-known cause of poverty; it is well recognised that any intervention directed at poverty reduction must take gender seriously. GALVmed is committed to poverty reduction through engagement with marginalised male and female farmers, herders, and livestock keepers in developing countries. GALVmed's commitment to poverty reduction through promoting adoption of livestock health products is enhanced through deliberate empowerment of women and other marginalised groups.

Gender equality is smart economics as it enhances economic efficiency and productivity, and leads to better health and education outcomes for families, particularly children. Gender equality is a value in its own right as well as a means to achieving the goal of healthier animals, improved livelihoods, and greater sustainability.

Due to its unique model and partnership approach throughout the livestock value chain, GALVmed has the potential to promote responsive and transformative gender relationships that amplify the positive impacts of livestock vaccines, medicines and diagnostics on the livelihoods of resource-poor male and female livestock keepers.

The policy seeks to encompass all aspects of GALVmed's work. GALVmed's Deputy Director of Policy & External Affairs, Dr Lois Muraguri who has been responsible for leading on the new policy commented:

Sumani Pattabandha, Livestock Keeper, Dhallasahi, Odisha, India. Sumani's household income and status have increased due to the GALVmed Newcastle disease pilot project in Odisha, India.

"We have approached this topic with some humility, recognising that we are not experts in gender and have benefitted greatly from the input of partners who are. I would like to express particular thanks to our very knowledgeable and experienced consultants, Lucy Maarse and Beth Miller whose insight and energy has been invaluable.

Our understanding has also been much enriched as a result of contributions made by stakeholders in our gender workshop held in Nairobi in October 2011 and by colleagues during staff workshops held at the end of last year in Gabarone, Botswana and Edinburgh.

The creation of the policy is really just one of the first steps that we are taking on this path. Now that we have established the principles, next we must address implementation and embed gender in all that we do. We appreciate that amongst our 900 million 'customers', women and the marginalised are key constituents."

Expert Scientific Advisory Committee Meets

The second meeting of GALVmed's Expert Scientific Advisory Committee (ESAC) took place in Dakar, Senegal, 6th – 7th December 2012.

The Role of ESAC, chaired by Prof Mark Rweyemamu is to provide independent and transparent strategic advice to GALVmed's staff and Board on disease identification, disease epidemiology and on the selection and review of product development approaches for funding by GALVmed. ESAC should provide legitimacy and endorsement of the strategic R&D direction of GALVmed.

The ESAC was happy with the progress made to date, and focused the recommendations on over-arching and project specific strategic advice. ESAC noted that GALVmed is "Needs driven" and not "Technology driven". GALVmed is trying to offer solutions, not only new products. GALVmed is most grateful to the members of ESAC for the time they devote to providing much valued guidance.

ESAC's Terms of Reference are to:

1. prioritise Animal Health product needs of poorest livestock keepers, by identifying specific diseases and product profiles.
2. advise on the core objectives of GALVmed from the R&D perspective (clearly differentiating from Global Access), having in mind that GALVmed is focused on Public-Private-Partnerships and on solutions that are technically feasible but not yet implemented.
3. provide general advice and information on appropriate technical strategies for GALVmed to exploit in order to achieve its goals.
4. provide a platform for scientific advice from a diverse group of experts from developed and developing countries.
5. provide a ***strategic*** view, rather than an operational view which is the mandate of the Technical Sub Committee (TSC).

In brief

IP sharing consortium for neglected tropical diseases: Josef Geoola, GALVmed IP & legal officer, recently attended the first annual World Intellectual Property Organisation's Re:Search Consortium meeting in Geneva, Switzerland. The meeting focused on the benefits and successes in sharing of IP across different institutions, and on ways to improve and increase such cross-institutional collaborations to address neglected tropical diseases. GALVmed is the only consortium member which specialises in animal health.

Website developments: In September 2012, the French version of the GALVmed website went live. The development team spent 4 months working to ensure that it mirrors the English version.

Kevin Maika, GALVmed ICT Officer, explains: *"This was quite a difficult process but we eventually triumphed. Not all the pages on the French website have been translated and work is on-going to get all pages with important information translated into French."*

Other innovations have been added to the website. Kevin continued: *"We have added a number of web tools. An analysis tool has also been installed to help gather all the key statistics that will help us monitor the performance of the website. These tools have also been installed on the English version.*

Much time and effort has been directed towards ensuring that both websites are secure from all the harmful activities that a live website may be subjected to.

We have also developed an online form for the newsletter registration which is more effective that an e-mail registration format. This form currently sits on the homepage. This innovation has increased the number of our newsletter subscribers by around 40 per month, much to our delight", concluded Kevin.

Kevin Maika, GALVmed's ICT Officer

Web untangled: GALVmed would like to thank the 55 website users who took part in the recent on-line survey.

This revealed that the majority (66%) of users of the GALVmed website are veterinary or animal disease related professions. They are largely looking for:

- general information about GALVmed (25%)
- news developments (28%)
- downloading publications (13%)
- vacancies (21%)
- staff contact details (8%)
- tenders (5%)

When asked which section(s) is/are useful to you?

26% said About GALVmed

34% said What's new at GALVmed

33% said Activities

Overall rating: 72% said it was good or very good

Stuart Brown, GALVmed's Communications Manager, said: ***"We appreciate the time that users took to offer us feedback which we'll review and act upon. Our ICT Officer Kevin has put in a great deal of effort to the behind the scenes workings of the website and in the beginnings of the French language site. It's encouraging that over 70% of respondents find the website good or very good. Based in Botswana, Kevin keeps in touch with an international cohort of web developers and is a really committed, responsive practitioner. A variety of innovations are planned for the site and we shall seek users' views again as we work to make the site as useful as possible.***

Meet the team

Some of the staff team at GALVmed photographed with Dr. Sam Thevasagayam (pictured second from right in the front row) and Jenny Cooke Malstrom (centre of second row) from the Bill & Melinda Gates Foundation on the occasion of their visit to meet with the GALVmed team. Sam has a long association with GALVmed: as a former R&D director, Sam played a critical role in setting the strategy and direction of the organisation.

Staff changes

GALVmed is pleased to welcome a number of new staff:

Neil Gammon is in post as the Director of Business Development.

Lorraine Hyslop is now working with the Finance team in the Edinburgh office.

Francois-Xavier Robert joined GALVmed in January as Intellectual Assets Analyst based in the Edinburgh office.

Dr. Peetambar Kushwaha has joined as the new South Asia R&D Manager.

Samuel Adediran has been appointed Assistant Director of Global Access.

Patrick Traill, Director of Market Development & Access, will join GALVmed in May.

Louise Gill (known to many of us as Lou Harvie) will be going on maternity leave from 26 April so GALVmed has recruited a 40-week maternity cover as PA/Office Manager, Lesley Henderson. We welcome Lesley and wish Lou a healthy and happy period of maternity.

The GALVmed team under the microscope

Here members of the GALVmed team talk about their role in the organisation and also tell us a little about themselves. A set of the team's biographies is also available at www.galvmed.org

Peter Jeffries

Job title: CEO

Role in GALVmed: As head of GALVmed, Peter is accountable to the trustees and funders, responsible for the delivery of high quality outputs in line with the alliance's defined targets.

Peter's role will be to work with the GALVmed leadership team and trustees to ensure they use the significant funds donors have provided to deliver optimal, sustainable benefit to the livestock producers the alliance serves.

Nationality: British

Joined GALVmed: Peter's involvement with the organisation goes back to its inception in 2002. From 2006 until 2012, he served as a board member and trustee of GALVmed. He became CEO in April 2013.

Education: Peter graduated as a veterinarian from the University of Liverpool, UK and also has a Master's degree in fish disease from the Institute of Aquaculture, University of Stirling, Scotland.

Competencies: He has held management roles with two major animal health companies in regional, global and strategic marketing, global technical support and business development, having been based in Zambia, Kenya, France and the United States.

Relevant career highlights: Peter has more than 30 years' experience in the animal health sector. Peter grew up in England, where he trained to become a veterinarian working in a dairy practice. In 1985 he moved to Zambia to establish and run an animal health manufacturing and distribution company, with an associated veterinary clinic. From Zambia, he moved to Kenya in 1990 to manage the technical marketing of Rhône Mérieux (now Merial) products in Anglophone Africa. He subsequently transferred to their head office in Lyon, France. After a variety of corporate roles in strategy, global marketing and global technical support in France and the US, he took on a business development role.

With a move to Pfizer Animal Health (now Zoetis) in 2008, his responsibilities extended to include leadership of the external alliances group, partnering with European universities and research institutes to identify and develop novel research approaches. Until he joined GALVmed, he was responsible for Business Development and Strategic Alliances for Europe, Africa and the Middle East.

Interests: Many years living in and around Lyon have allowed Peter to indulge in the pleasures of French culinary traditions, usually supplemented by one of the many local wines. He says: *"Regular quality control was required to confirm that standards weren't slipping! Edinburgh's position as a culinary centre in Britain will need to be put through equally rigorous testing."*

He is excited by the prospect of exploring the Scottish countryside and coastline with his wife Cynthia, who is also a vet. He has grown to love opera through regular attendance at the Opera de Lyon, so now expects to become a regular attendee at Scottish Opera performances.

Last word

Andy Peters final 'Last word' having just stepped down as Interim CEO...

Having come to the end of my term as interim CEO, I want to reflect on some of the challenges we have faced in the last 9-10 months and some of those the organisation is facing as I depart. I have always felt that too much was demanded of this fledgling organisation when it received the first Protecting Livestock Saving Human Life (PLSHL) grant from the Gates Foundation and DFID in 2008. GALVmed was very new, we had very few staff and there was a distinct lack of internal culture or processes. Suddenly it was faced with having to deliver a 3 year US$ 28m programme of huge ambition. On top of that, we took on the VACNADA and trypanosomosis programmes during the next couple of years. Consequently, coming in as interim CEO in May 2012 I found an organisation with considerable achievement under its belt but in many respects still immature and lacking many of the necessary formal internal processes. Thus this is where I felt it necessary to focus my efforts in the past few months.

Early last year we had also just been notified that our bid for PLSHL2 had been successful so had to complete Phase 1 and get started on Phase 2 simultaneously. There have been a series of changes in leadership at both chairman and CEO level. Now we have moved on and I believe set for a period of greater stability. My successor, Peter Jeffries, took over as CEO on April 2nd and I welcome him to this wonderfully unique organisation and wish him well for the future.

But what does that future hold for GALVmed? As intimated above, we are now embarking on the immense challenge of delivering PLSHL2. We need to complete the work under the current trypanosomosis programme and there are already encouraging signs that we will be successful in raising funds to continue this very exciting work in finding new treatment and diagnostic tools for this devastating disease of African cattle.

In addition to our top 10 achievements for 2012 (see article in this newsletter), there are two things in particular of which we should be very proud: firstly, our recent Expert Scientific Advisory Committee praised the work of GALVmed and stated that we had earned our place at the international table for policy-making on livestock disease control for the Developing World. Secondly, DFID were recently awarded top prize in a UK civil service competition based on their support for GALVmed's innovative work.

In May last year, I was tasked with making 3 key senior appointments to the organisation and I am delighted to say that we have met these key objectives in Neil Gammon, Director of Business Development, Patrick Traill, Director of Market Development and Samuel Adediran, Assistant Director, Global Access. Other key achievements which have been highly regarded externally include our Global Access Charter and our Commercialisation Policy.

What about the future? Internally, we regularly debate the role of GALVmed. Where are the boundaries? How long will it last? In reality we believe there will be a real job to do in providing tools for animal disease control for many years to come in our effort to establish livestock as a major route out of poverty in the developing world. We are well regarded by our donors. However, we must remain conscious that the external world is changing, the needs and demands of our customers, the poorest livestock keepers will change and we need to be flexible in our approach and not afraid of change. Heraclitus said that change is the only constant. Therefore we need to be able to embrace this and be responsive to demands of the outside world, our customers and to our donors. We must continue to be a listening and flexible organisation in order to succeed in our mission. Farewell.

Andy

If you would like further information, or you wish to make any comments, please contact us by email on newsletter@galvmed.org

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