

## 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



## 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
- For lists of eligible countries and eligibility criteria of organizations under the Cepheid Global Access Program, see: <https://www.cepheid.com/en-US/impact/global-access/eligibility-and-pricing.html>
- 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

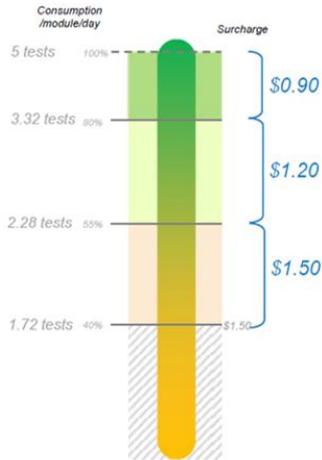
## Changes in service and maintenance options

- 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 tiers



AccessCare surcharge estimation table

Volume of Tests	ISB (Module to cover) - SLA 1 year																
	100	200	300	400	500	750	1,000	1,250	1,500	1,750	2,000	2,500	3,000	3,500	4,000	4,500	5,000
4,000,000	N/A																
3,000,000												\$ 0.90	\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.20
2,500,000											\$ 0.90	\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.50	\$ 1.50
2,000,000										\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.20	\$ 1.50	\$ 1.50	
1,500,000								\$ 0.90	\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.50				
1,250,000						\$ 0.90	\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.50						
1,000,000						\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.20	\$ 1.50							
750,000					\$ 0.90	\$ 1.20	\$ 1.20	\$ 1.50									
500,000			\$ 0.90	\$ 0.90	\$ 1.20	\$ 1.50											
400,000			\$ 0.90	\$ 1.20	\$ 1.50												
300,000		\$ 0.90	\$ 1.20	\$ 1.20													
200,000		\$ 0.90	\$ 1.20	\$ 1.50													
150,000		\$ 1.20	\$ 1.50														
100,000	\$ 0.90	\$ 1.50															
50,000	\$ 1.50																
40,000																	
35,000																	

# 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:  
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