OPPORTUNITIES IN NEGLECTED/TROPICAL DISEASES

Context:

A Big Pharma company with no activity in neglected tropical diseases is interested in entering this market.

Initial inputs:

The company is interested in neglected tropical diseases, including malaria (24 million cases worldwide in 2008*), tuberculosis (9 million new cases worldwide in 2008*), and dengue (estimated 50 million cases per year*). It is assumed that the company has sufficient internal resources and capabilities (production, manufacturing, and marketing) to enter a new market such that these are not limiting factors in this project.

* World Health Organization estimates

Outcome:

The questions to which the company is asking answers are summarized in the suggested chapters of the report:

1. Biology/general mechanism and druggable targets; problems with existing therapies (ex. drug resistance)
2. Types of diseases → estimate the market potential. Which type is the most attractive one?
3. Current drugs for each type of diabetes → action mechanism, price, revenues generated
4. Current tests/tools for diagnostics → technology, price, revenues generated
    a. Consider: are diagnostics accessible in target market regions?
5. Companies involved → which ones are best positioned in this market? What is the competitive environment?
6. Universities/non-profits involved (and how); should public-private collaborations be considered?
7. IP issues → consider global IP enforcement, generics, patent pools
8. Final recommendations

15.136J / 7.547J / 10.547J / ESD.691J / HST.920J / BCMP 230 Principles
and Practice of Drug Development
Fall 2013