

Wharton Health Care Management Department

HCMG 868 - 001:

“Private Sector Participation in Global Health Development”

**Auction Posting Version – Subject to Change
Speaker schedule is under development**

**NOTE: CLASSES START ON MONDAY, JANUARY 26. ALL CLASSES
ARE ON MONDAYS FROM 4:30 to 6:00 PM THROUGHOUT THE FULL
SEMESTER**

This is a 0.5 cu course

Instructor: Steve Sammut

Senior Fellow and Lecturer, Wharton Health Care Systems and Entrepreneurship

Office hours: Mondays 10:00 to 1:00 PM or by special appointment

Location: Vance Hall – Room # to be announced

Classes: Mondays throughout the semester: 4:30 to 6:00 PM

Optional dinners: Following sessions with guest speakers, students may join an optional dinner

E-mail: smsammut@wharton.upenn.edu

By snail mail or over-night courier: please sign to authorize “drop-off:

300 East Lancaster Avenue, Suite 1002

Wynnewood, PA 19096

Teaching Assistant: Jill Schondebare:

jsch@wharton.upenn.edu

Course Units: 0.5 cu

Prerequisites: General knowledge of Health Care Systems or life sciences and an interest in global health

Eligible Students: Students in graduate or professional programs University-wide

Enrollment: Register as an Independent study.
Please see Lisa Rudi, HCMG or through Auction
Office, 2nd Floor, Colonial Penn Center

Course materials: Bulk Pack and Web Café Postings

Learning Objectives:

The purpose of this course is to describe entrepreneurial and business approaches that the private sector can implement in addressing the issues of global health, especially in developing countries. In particular:

1. The course does not attempt to duplicate a conventional international public health course, but builds upon what is conventionally known and taught in such courses from a managerial perspective. The course will address a range of means of managing medical services and related businesses—public and private—in underserved areas for underserved populations in emerging markets and developing countries, and where appropriate, in underdeveloped parts of developed countries.
2. The descriptive focus will be on how these services currently are managed or otherwise handled, especially with regard to care for or control of key disease such as malaria, HIV/AIDS, tuberculosis, parasitic diseases, or other indigenous diseases that have broad debilitating and destabilizing social and economic effects.
3. It is the case that best practices and equitable, effective access to care are largely non-existent. Students and participating faculty will collaborate in the discovery and creation of service models. Field-testing of these models will depend on available grant resources or collaborations developed with USAID, World Bank, the World Health Organization, or other NGOs or foundations, such as the Bill & Melinda Gates Foundation, The Wellcome Trust, The Rockefeller Foundation, Doctors of the World, and others. The class will develop a system of benchmarks and other measures to determine effectiveness.
4. Examination of the criteria used by international development agencies for the allocation of resources to different regions and the possible conversion of these distributions into the capitalization, funding or advance purchase contracts for entrepreneurial enterprises.
5. Origination and launch of structured programs and effective organizations: the determinants and role of public and private entrepreneurship, public-private partnerships and other approaches to addressing the issues.
6. Creation and development of specific entrepreneurial solutions to such needs as drug manufacture and availability, the management and tracking of drug distribution, health finance and insurance, cost-effective services, health systems optimization and the like.

The above topics will be explored through a series of specific themes that will be addressed in separate sessions, often by a guest speaker. The themes are:

Private Sector Role in GH

(The intersection of GH needs and private sector initiatives)

Private Public Partnerships

Health Care Financing in the Developing World

Global Fund / PEPFAR

Int'l Agencies/Foundations (USAID/Gates)

Insurance Programs

Domestic Governments

Medical Tourism

Globalization and Health Care:

(Assess cross-border risks/opportunities in securing health)

Trade Policies

IP issues

Bioprospecting

Economics of Essential Medicines

(Define essential meds - e.g., childhood vaccines, HIV/TB/Malaria meds)

Pricing

Distribution

Wastage

Access Barriers Beyond Price

Distribution: Channels, cold chains, wastage

Provider education/supply

Follow-up to care and long-term coverage

Innovation in Global Health

Private Sector Initiatives to address Unmet Medical Needs

Funding Innovation

AMC's

VC's / PE's

Innovative Capabilities of Developing Countries

Health Technologies for Developing Countries

Consumables, Medical Devices, Diagnostics

Course Requirements:

Grading will be based on:

Class discussion: 25%

Individual Take-away submission (10%)

Course Project (individual or team): 65%

Class Discussion Criteria:

Active contribution and enrichment of class discussion, e.g. by drawing upon and sharing your professional, field and clinical experience and relating these to the subjects at hand.

This is one of two aspects that will have a bearing on grade differentiation from one student to another.

Individual Take-away Submission:

A one to two page summary of what impressed you most about the points made in the one of the reading modules in the bulk pack, and the message of two of the speakers.

PLEASE SEE READING MODULES in this syllabus. Again, this will be a basis for

grade differentiation. This should be posted in the appropriate webcafe folder by **Sunday April 19.**

Project Guidelines and Submission Schedule:

Students—alone or in teams—will be free to propose their own relevant projects to the instructor. These projects should in a major way address private sector solutions to global health. *Generally, the instructor is happy to accept a deliverable built around a Wharton Health International Volunteer Project. Students expecting to participate in a winter break or spring break project should consult with the instructor **prior to the start of the field project.***

By Session 2: One page proposal to be returned with comments.

By Session 4: Two to three page detailed, annotated outline with bibliography to be returned by the instructor with comments.

By session 10, submit a PowerPoint summary of project. These will be presented to the instructor. Sign up grid will be posted on webcafe.

Submission of written project: End of reading week.

Reading Materials

There is no required textbook

Bulk Pack The instructor and teaching assistant have selected case studies, articles, book chapters and monographs that address the issues in the course provided in the Bulk Pack.

*One or more Reading Modules are designated as preparation for each session. The number of readings is long for each module and the amount of reading voluminous. Students **ARE NOT** expected to read all articles for each session. *Select one or two of greatest interest to you in order to set the stage for the corresponding session.**

Throughout the semester you should, however, select one of the modules for the “Individual Take-Away Submission Exercise (10% of grade) as described above.

The Reading Modules are designed to tie-in with the themes. The modules are:

1. The Scope of the Problem
2. The Context of Global Health and Private Sector Involvement
3. Public Private Partnerships
4. Health as a Human Right, Ethics and Health Equity
5. Health Care Finance in the Developing World
6. Globalization and Health Policy

7. Essential Medicines Availability
8. Innovative Capability of Developing Countries
9. Funding Innovation for Global health Needs
10. Trade Policies, Intellectual Property and Bioprospecting
11. Programs and Interventions

Instructor Biography:

Mr. Sammut is Senior Fellow, Wharton Health Care Systems and Entrepreneurship, and Venture Partner, Burrill & Company, a San Francisco based life science venture capital fund and merchant bank. At Burrill & Company, Mr. Sammut focuses on Asian and Middle Eastern venture activity, with a special focus on global health venturing.

At the Wharton School, and periodically in the University of Pennsylvania School of Applied Science and Engineering, School of Law and School of Medicine, he teaches venture capital management, corporate development, mergers and acquisitions, biotechnology entrepreneurship, intellectual property strategy, and private equity in emerging markets, and a special seminar on private sector participation in international health. He works actively with a student-alumni organization called the Wharton Health International Volunteer Program that provides *pro bono* consulting services to public health services and clinics in the developing world.

Mr. Sammut is also Founder and Chair of the International Institute for Biotechnology Entrepreneurship, a non-profit organization offering intensive training programs throughout the world for managers of biotechnology companies. He actively conducts research under a grant from the Bill & Melinda Gates Foundation, in collaboration with the McGlaughlin-Rotman Center for Global Health at the University of Toronto on the capability of emerging market countries in the biotechnology and pharmaceutical industries. He is also on the faculty of the World Intellectual Property Organization/UN executive education program.

Mr. Sammut has been involved in the creation or funding of nearly 40 biotechnology, Internet, and information technology companies globally. He is on numerous Boards of Directors and Advisory Boards including Doctors of the World USA, Mitsubishi Corporation Life Sciences Business Group, the Royal Bank of Canada Technology Venture Fund, the Cornell University Research Foundation, Combinent BioMedical Systems, Dynamis Pharmaceuticals, Gentis, Biowizard.com, the International Finance Corporation Bioethics Advisory Board (World Bank), the Center for Medicine in the Public Interest, Red Diamond Capital (a mid-market buyout fund), the Asia-Alpha Venture Fund, and several other organizations. He is also on the editorial board of the European Venture Capital Association Publications, The Private Equity Review, the Journal of Commercial Biotechnology and the Biotechnology Business and Law Journal.

Mr. Sammut previously held the positions of Vice President of Development of Teleflex Incorporated where he created and managed acquisitions and alliances, and at S.R. One, Ltd., GlaxoSmithKline's venture capital fund. He was also Managing Director of Access Partners, a venture fund focused on formation of companies around university technologies and capitalized by corporate strategic investors.

Earlier in his career, he was Managing Director of the Center for Technology Transfer at the University of Pennsylvania, where he spun out over one dozen companies over a two-year period. He held a similar position at Jefferson Medical College. He is also co-founder and former CEO of the Philadelphia Organ Transplant Program, the largest transplant organ bank in the United States. He holds degrees in biology and humanities from Villanova University, attended Hahnemann Medical College for two years and holds an MBA from the Wharton School of the University of Pennsylvania.

