Wharton Health Care Management Department

HCMG 868 - 001:
"Private Sector Participation in Global Health Development"

Course Prospectus, Spring, 2012

As of October 18, 2011

NOTE: CLASSES START ON MONDAY, JANUARY 23. ALL CLASSES ARE ON MONDAYS FROM 4:30 TO 6:00 PM THROUGH 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: Sign-up sheet posted on webcafe or by special appointment
Location: Vance Hall – Room # 422
Classes: Mondays throughout the semester: 4:30 to 5:50 PM
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

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. Instructor welcomes undergraduate and graduate students from all Schools of the University who are passionate about the challenges of global health
Course materials:	Text book (*Global Health: Diseases, Programs, Systems and Policies,* 3rd edition by Merson, Black and Mills) *Scientific American Lives: New Answers for Global Health* (will be distributed for free in first class) Course pack 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 Welcome 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: Licensing of products to the developing world
  - 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 and course blog postings: 20%
Individual Take-Away submission: 10%
Course Project (individual or team): 70%

Class Discussion Criteria:
Active contribution and enrichment of class discussion, e.g. by drawing upon and sharing your professional, field and clinical experiences and relating these to the subjects at hand. The webcafe will include a special blog for contributions – postings will factor into the class contribution grade.

Individual Take-Away Submission:
This is a brief written analysis of a key class theme as it is covered by a given speaker and corresponding readings. It must be completed individually. You will discuss and assess a topic (e.g., Private Public Partnerships) by drawing on points from at least 1 speaker and at least 2 readings.

Process: Sign up on Webcafe for the theme you would like to cover. There are the following 8 themes and each theme can be chosen by a maximum of 5 students:

1. Private Public Partnerships
2. Health Care Financing in the Developing World
3. Medical Tourism
4. Globalization and Health Care
5. Economics of Essential Medicines
6. Access Barriers Beyond Price
7. Innovation in Global Health
8. Health Technologies for Developing Countries

Length: 1-2 pages
Content: Must cite specific points from at least 1 speaker and at least 2 readings.
Due date: To be announced

Course 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.*** *Teams should have no more than 4 people per team. The final paper is to be a maximum of 20 double-spaced pages, excluding exhibits.*

The following deadlines are to help the students manage their time throughout the semester and must be met accordingly.

By Session 3: E-mail to the professor your project proposal and names of team members (if any). This should simply be one paragraph describing the project.

Between sessions 3 and 5 the instructor will meet with teams to discuss the projects, determine scope and define the deliverables

By Session 5: Upload a two page detailed, annotated outline with bibliography to the appropriate webcafe folder.

By Saturday, April 2, 11:59 PM: Upload a succinct PowerPoint summary of the project that you will present on the final day of class, Monday, April 25th. The standard length and allowed

time for each presentation will be announced to the class by mid-semester once the final number of projects is determined (though will probably be about 5 to 10 minutes per presentation).

Final Project Due-Date: Wednesday, April 25, 2011 by 5:00 PM.
Post your final project to the Final Project Folder on WebCafe.

Reading Materials

Text book (*Global Health: Diseases, Programs, Systems and Policies,* 3rd edition by Merson, Black and Mills)
Scientific American Lives: New Answers for Global Health (will be distributed for free in first class)
Course pack
Web Café Postings

The instructor has selected case studies, articles, book chapters and monographs that address the issues in the course provided in the Course Pack.

One or more readings are designated as preparation for each session. The instructor will announce the appropriate reading module as the speaker schedule is solidified. 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.

Remember that you must select readings for the "Individual Take-Away Submission" reports (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 Easter 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 McGlaughin-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.