Visual Harvest
Day Two
FUNDING, GRANT & INVESTMENTS

ACUMEN FUND

WHAT IS YOUR BUSINESS MODEL?

UNIT COST
TECHNOLOGY COST
DELIVERY COST

AURED CAPITAL

FRAUD HOSPITAL LEVEL

SOCIAL IMPACT

MAXIMIZING PHILANTHROPY

DEAL COMPANIES

REAL THINGS
SPRING HILL
- LIFE SCIENCES
- SOCIAL VENTURE CAPITAL
- ENTERPRISE APPROACH?

EASTERN CAPE
- HIV
- Solar power

PREVENTION
- Clean water
- Clean sanitation

TPG
- Supplier
- Delivery
- Patient Services
- Trad. Changing Marketers

Q&A
- Do you care about the outcomes of the grants?

Biggest problem you face?
- Vinay Nair
- Enterprise solutions not always applicable

Return
- San Francisco
- India
Q&A

Do you care about the outcomes of the grants?

Welcome Trust

Don't confuse us with donors. We invest in RED

San Francisco India

Biggest problem you face?

Disaster returns make things easier

Mark Braganza

How do we measure things on the ground?

Socialised Medicine

Kim Tan

Build the backbone of your economy

Vinay Nair
SOCIAL ENTREPRENEURSHIP

TB DELIVERY

Christopher Dye

WHO

T.B. this world is flat

dominant change → HIV →

WE DO NOT HAVE EFFECTIVE TOOLS
WE ARE NOT APPLYING THEM EFFECTIVELY

T.B.

Incidence Proportion Mortality

1000x currently to eliminate T.B. by

2011 - 2015?

1985 2005

treat early - high cure rates

Most discussed

Resurgent, stabilizing

Stable or slowly falling

Most of the epidemic is here.

Asia

OPERATION ASHA
1000x currently to eliminate T.B by 2050

1 has T.B, they all have T.B.

12 cases of resistance in INDIA

DOTS alone is not enough

%85 expense into Core Programme

Develop

Robust

Mineral cost

Biometric scan

Open source software

So you have incentives built into your business model?

Community empowerment

Child of poverty

Incidence

Prevalence

Mortality

2011 - 2015?

Child of poverty

Michael Susan Dell Foundation

1999

2003
Michael Susan Dell Foundation

1999
2003

business model

problem

Is this addressed?

driving system change

Government System

Grants unlock government funds

Expand working capital

Attract additional capital

Exotic strains

Q&A
T.B. VACCINES

AERAS - NOT FOR PROFIT

Groups of organisations

Public/Private Funding

12 m
100m child vaccinated

OETC - JOINT VENTURE

100m child vaccinated

PHASE I

SUCCESS!

PHASE II

PHASE III
SHANGHAI H&G

USD 100,000 MATCH THIS!

DNA alone 33% efficacy

SARS

2nd highest burden of TB

Talent Plans - key students

Financing 5 year plan

Incubator 12 year plan

2013 -> clinical trials

INVESTMENT
- HIV
- TB
- Hepatitis

Serum Institute of India
- so many partners

BCG 90-95 million doses

140 countries

- so many partners
Talent Plan
- 5 year plan
- 12 year plan

Financing
- Incubator
- 2015 - Clinical trials

SRLN INSTITUTE
OF INDIA
- Supply
- 140 countries
- 105 days SCID girls
- So many partners
- End user

End user

BCG
- Protects children 0-6
- 90-95 million doses

VPM1002
- Prime vaccine in development
- High risk pipeline
- Vintage vaccine
- High risk difficult to find

Q & A
- Mode of action of new vaccine?
Prime vaccine in development.

Q&A

Mode of action of new vaccine?

Phase I

$10,000

1 person

We only focus on phase I

Backup

Vaccines developers are not in diagnostics developers

By the time the trial finishes, will the environment change?
T.B. DRUGS

CHRIS ABELL

LIBERATION OF TECHNOLOGY

Fragment Based Approach

PROTEIN STRUCTURE

FRAGMENT

grow out molecules

greater potency

SCREEN SMALL NUMBERS

USUALLY $1.3 billion costs to trial

RATIONAL DESIGN

ACCESSIBLE TO SMALL COMPANIES

WHAT'S A GOOD TARGET FOR T.B.?

ANTI T.B. COMPOUNDS

1/4 COSTS

TEAO. ACADEMIC

T.B.D.
BARRY FURR

LIMITED KNOWLEDGE
BUT FRESH EYES!

1 DISEASE PER PROGRAMME

T.B.

MEMBER OF STAFF

GOOD ACCESS TO SCIENTISTS

T.B. FACTORY

BANGALORE

NOT FIT FOR PURPOSE

CLOSED?

NO!

not socially acceptable

LWG ARE INTERESTED IN IMPROVING HEALTH!

WHAT IS T.B. PRODUCING?

THAT PREVENTS IT FROM BEING DESTROYED?
Academics are more entrepreneurial than entrepreneurs.

Rig scale

Wrong compounds!

University

Collaborating

Neutral platforms

Kill it in a month but the residue

Yes

No

STD
T.B. DIAGNOSTICS

CEPHEID

geneXpert
geneXpert

Cartridge
-Self contained
-Stable

Bulk cost
$300 million

DCC 10

H.l.m. endorsed

Global Footprint

TEST

ENTIRE GENOME

MOBILE

tools to measure cost of implementation

2 hour

POSITIVE INDICATION

F.I.N.D.

Not For Profit

GATES Foundation

GRANTS

WH
BIGTEC LABS

TRUELAB

SMART PHONES
Fast Portable Real Time Detection

Sensing Applications

TULIP

Different Kinds of Screening in India

Engineers, Scientists

Hey, have I spoken to you?

Academics

IF WE KEEP VALIDATING WHO IS GOING TO PAY FOR THOSE COST?
Sensing Applications

- Fast, Portable, Real-Time Detection

IF WE KEEP VALIDATING WHO IS GOING TO PAY FOR THOSE COSTS?

Academics

- Hand to Mouth

WE NEED FUNDING

DIAGNOSTICS IS A COMPLEX JOURNEY

- Point of Care Tests?
- Do it at Home

Technology

Collaborate with Everyone

Ruth McNerney

Q&A

There's a Conversation About Money That Hasn't Happened

Millions of Point of Care Tests Sold in Work

"Point of Care" Needs to Be
Q&A

There's a conversation about money that you have to have.

- Level of Appropriation of tools & find
- How we want the data

Diagnostics is a complex journey.

- Millions of point of care tests sold in India
- But it doesn't work

"Point of care" needs to be defined!

Strength of diagnostics is you can reduce costs.