



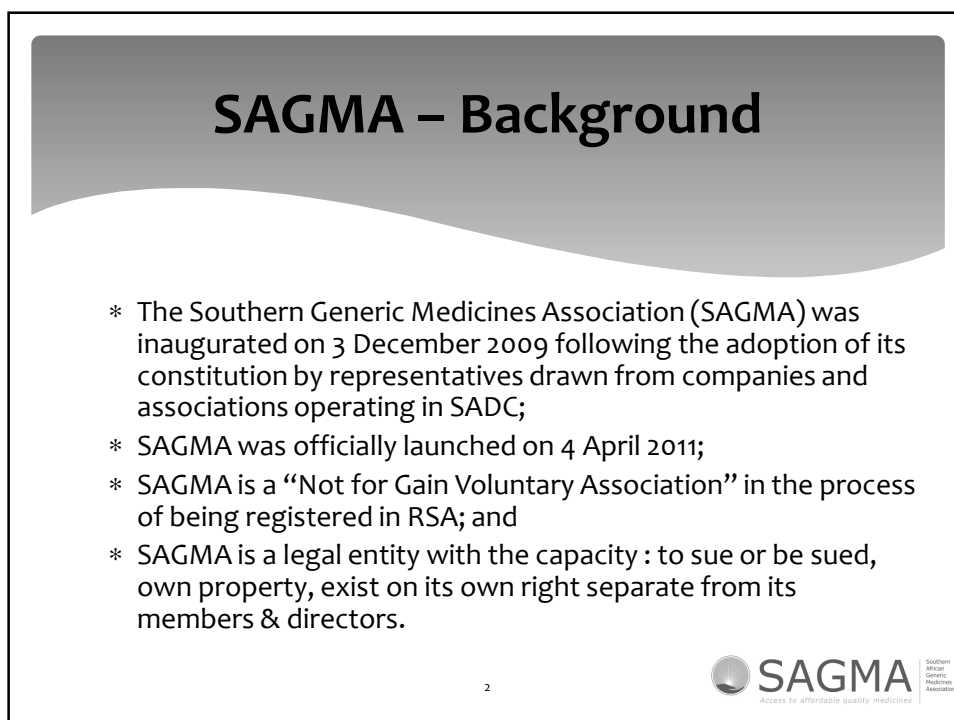
SAGMA

Membership Session

4 April 2011, Cape Town


 **SAGMA** Southern
Generic
Medicines
Association
Access to affordable quality medicines

1



SAGMA – Background

- * The Southern Generic Medicines Association (SAGMA) was inaugurated on 3 December 2009 following the adoption of its constitution by representatives drawn from companies and associations operating in SADC;
- * SAGMA was officially launched on 4 April 2011;
- * SAGMA is a “Not for Gain Voluntary Association” in the process of being registered in RSA; and
- * SAGMA is a legal entity with the capacity : to sue or be sued, own property, exist on its own right separate from its members & directors.

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2

SAGMA Overview

- * **Our Strategic Intent** is to make Africa internationally competitive in the Global Pharmaceutical industry
- * The **Vision** of the Association is to create a vibrant and self-sustaining generic pharmaceutical manufacturing industry in the Southern Africa Development Community (SADC).
- * The **Mission** of the Association is to achieve self-sufficiency and reliability in the local production and provision of affordable quality generic medicines in SADC.

3



SAGMA Objectives... 1

- * Facilitate information sharing amongst respective associations and member companies;
- * Facilitate through collective advocacy regional harmonization regarding legislation and regulatory issues affecting healthcare and the generic manufacturing industry in particular;
- * Facilitate access to markets and creation of regional and international partnerships for member companies; and
- * Facilitate access to affordable financing for member companies.

4



SAGMA Objectives... 2

- * Encourage the formation of generic pharmaceutical associations in Southern African countries, to strengthen existing associations of the sector and to foster and maintain contacts with all such associations and institutions representing interests relevant to the generic manufacturing industry;
- * Support Southern African and international authorities regarding common interests concerning the generic and pharmaceutical industry, to participate in the global discourse on health issues and give the SADC region a voice in the international health arena; and
- * Support balanced and generic friendly intellectual property rights in the pharmaceutical sector that ensure timely access to markets for generic pharmaceutical products.

5



Organisational Structure

- * The SAGMA Board gives strategic direction to the Association. Currently the Board has 9 members;
- * An Executive Office supports the Board with day to day management of the Association;
- * Working Committees support the Association in areas that are critical to the achievement of its mandate;
- * An Annual General Meeting is held where all members are invited.

6



Source of Funding

- * Income from membership fees;
- * Charges for services;
- * Donations from members;
- * Earnings for professional functions/events e.g. training, seminars, sale of exhibition stands or space;
- * Sale of advertising space at website, trade exhibitions, seminars etc.;
- * Donor-funded support;
 - * UNIDO has made funding available to assist with the start up for the Association.
- * Income from invested funds; and
- * Earnings from social functions/events e.g. golf tournaments, festive ball, raffles or lotteries etc.

7

Membership Who can join?

8

Membership Criteria

- * Membership of the Association is drawn from all 15 countries in the SADC.
- * Membership is open to all who are committed to the production and promotion of generic medicines subject to a member applying for membership and being approved by the Board of Directors.
- * Members should be natural persons and/or legal entities constituted according to the practice and laws of their countries of origin in SADC
- * It is open to country associations, individuals and companies involved in the production and distribution of generic medicines in all 15 SADC member states.
- * Current membership of **19** is drawn from Botswana, Democratic Republic of Congo, Malawi, Tanzania, South Africa, Zambia and Zimbabwe.
- * Angola, Lesotho, Namibia, Mauritius, Swaziland, Madagascar, Seychelles and Mozambique are expected to join shortly.

9



Membership Categories: Ordinary Members

- * Are designated as ordinary members by the Board of Directors;
- * Are members who qualify by virtue of their activity and close relation to the production and promotion of generic medicines;
- * Ordinary Members - have voting rights;
- * Annual Subscriptions:
 - * Ordinary Membership USD\$1,000
 - * National Associations 5% of annual subscriptions to the association.

10



Membership Categories: Associate Members

- * Are members who are designated as associated members by the Board of Directors
- * Are members who qualify by virtue of their relation to the production and promotion of generic medicines.
- * Associate Members - do not have voting rights.
- * **Annual subscriptions:**
 - * Associate Membership US\$500 ;

11

Membership What are the benefits?

12

Membership Benefits... 1

- * Member-to-member services/ discounts and preferential treatment
- * Power in numbers for political lobbying and advocacy
- * Scope to influence regional and international policies on health and pharmaceuticals
- * Scope for standardization and harmonization of regional regulatory and other systems
- * Easy access to regional bodies like SADC.
- * Joint marketing facility
- * Access to pooled resources and facilities
- * Scope to reduce cost of doing business through resource sharing and joint planning.

13



Membership Benefits... 2

- * Access to donors for regional projects
- * Member promotion opportunity; Membership Directory and Profile on website
- * Increased strength against innovator products competition
- * Networking Opportunities
- * Access to international contacts database
- * Platform to obtain market intelligence from member customers
- * Opportunity to jointly access and influence generics suppliers who are members of SAGMA.
- * Information sharing including on Industry, Regulations, Tenders, Markets, Conferences/ fairs, etc.

14



Membership Benefits... 3

- * Access to training; technical (e.g. GMP, Standards), business administration & management issues
- * Advice/ counseling from the Secretariat to members including on legal, technical, financial, administrative and various other issues
- * Peer support and collaboration
- * Fostering rapport between the generics industry, its customers and suppliers.

15



Additional Optional Services

- * Subsidized advisory services
- * Discounted entry to training seminars
- * Discounted entry to Industry fairs/ exhibitions
- * Access to Industry related business forums/ entrepreneur's meetings
- * Publications: news letter, info leaflets, sector reports
- * Preferred placement of Website ads

16



Benefits to: **Generic Pharmaceuticals Customers**

- * Opportunity to influence product/ service delivery process and quality of products/ services;
- * Single point of contact with the generics industry;
- * Networking platform;
- * Information sharing;
- * Preferential treatment from SAGMA members;
- * Marketing opportunity; and
- * Fostering rapport with the Generics Industry.

17



Benefits to **Major Generic Pharmaceutical Suppliers**

- * Access to markets
- * Marketing opportunities
- * Information sharing
- * Preferential treatment from SAGMA members

18



Benefits to **Other Interest Organizations**

- * Ability to influence and promote interests
- * Fostering rapport with SAGMA members
- * Information sharing

19

Membership Application process

20

Application Process

- * All those wishing to join the Association must address a request in writing to the Board of Directors accompanied by a completed application form. The request will be considered at the next meeting of the Board. The decision of the Board will be determined upon the passing of a resolution by a two thirds majority of the members present or represented at the meeting and will be without right of appeal. The Board is not obligated to disclose reasons for declining an application. The decision will be communicated in writing to the applicant.
- * Membership becomes effective at the beginning of the first month which follows the decision of the Board to the applicant.

21

Application Process

- * Application for and admission to the Association constitutes the acceptance by the applicant of all provisions of these Articles and any by-laws framed thereunder or codes laid down by the Association; and the member undertakes to treat as confidential any documents so marked by the Association.
- * A proposed member shall not be deemed admitted to membership until the annual subscription fees, have been paid to the Association in full. (?)
- * Every new member shall lodge with the Association, the name of a representative together with an alternate who may act for him/her in his absence, postal address, fax number, telephone number and e-mail address to which communications may be directed by the Association's office. The member is obliged to advise the association of any changes.

22

THANK YOU
Questions and Answer

23

