





MAKING MEDICINES AFFORDABLE

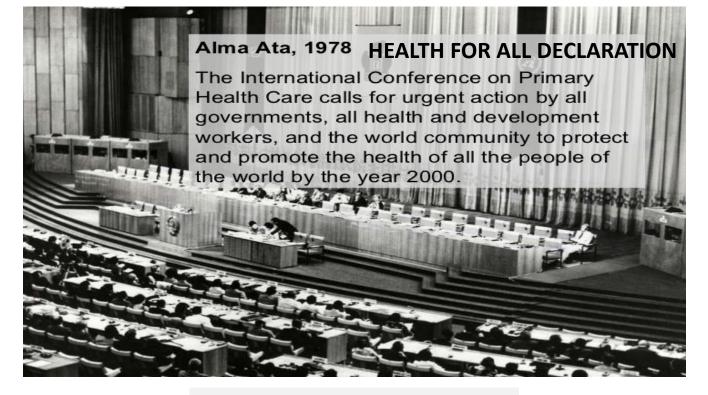
Reaching the Unreached

An Initiative that received

Prime Minister's Award for Excellence in Public Administration

Dr. Samit Sharma IAS

Secretary, Social Justice and Empowerment Department, (Ex- Collector & DM, Chittorgarh) Govt. of Rajasthan

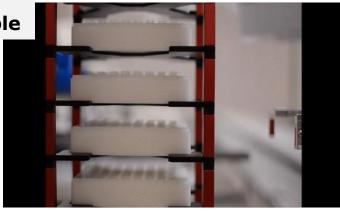


M

The Challenge of Making Medicines Affordable



V/S



THE TEEMING MILLIONS OF OUR COUNTRY

THE PHARMACEUTICAL INDUSTRY

STAKEHOLDERS: PLAYERS OF THE GAME



Pharma Industry

- Usually keeps profit before people's health
- Unethical promotion
- Misleading claims



Prescribers

- Some lack updated objective drug information
- Succumb to promotion
- Failure of ethics regulatory body
- Pressure to prescribe
- Misleading beliefs about efficacy



Chemists

- Sale of non essential drugs.
- Over the counter sale of useless drugs
- Nexus with doctors



Drug Regulators

- Overpricing
- Availability of irrational drugs



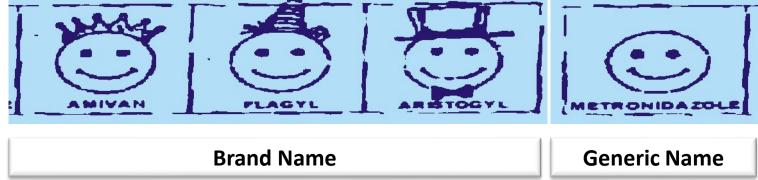
Patients

- Vulnerable
- Medically illetrate
- Inability to choose

ARTIFICIAL MONOPOLY THROUGH BRANDS & UNETHICAL PROMOTION

The Same with **Different Names**





ANTIDIABETIC DRUG : GLIMEPIRIDE 2 MG Price for 10X10 TABLETS*



Price of Brands in market: Amaryl Rs 1386.6 (For 100 tablets)



RMSC Price: 12.9

S.no.	Tender Price	Price Quoted
1	CIRON DRUGS AND PHARMACEUTICALS PVT LTD	12.9
2	Medicamen Biotech Limited	13.64
3	Zim Laboratories Ltd	13.66
4	Rhydburg Pharmaceuticals Ltd	13.97
5	ARBRO PHARMACEUTICALS LTD	14.27
6	UNICURE (INDIA) PVT. LTD.	14.43
7	Overseas Health Care Pvt. Ltd.	14.69
8	WINGS PHARMACEUTICALS PVT. LTD.	15.87
9	Next Wave (India)	17.47
10	Innova Captab	19.18 *

TRADE SECRET....!!



FUTURA PRODUCT LIST

Product Name	Pack	Composition	MRP	PTR
A B Mai Injection	2 ml	α-β Arteether 150 mg / 2ml	105.00	13.00
Aceloflam MR Tabs	10's	Aceclofenac 100 mg + Paracetamol 325 mg + Chlorzoxazone 250 mg	64.00	1330
Aceloflam Plus Tabs	15's	Aceclofenac 100 mg + Paracetarnol 325 mg	74.00	11.00
Acelofiam Plus Tabs	10's	Aceclofenac 100 mg + Paracetamol 325 mg	45.00	7.60
Acelofiam Plus Tabs (Alu Alu)	10's	Aceclofenac 100 mg + Paracetamol 325 mg	56.00	9.50
Aceloflam SP Tabs	10's	Aceclofenac 100 mg + Paracetamol 325 mg + Serratiopeptidase 10 mg	78.00	16.20
Acelofiam Tabs	10's	Aceclofenac 100 mg	35.00	5.30
Aceloflam XP Tabs	15's	Aceclofenac 100 mg (Micronized) + Paracetamol 325 mg	80.00	11.80
Alcal D Syrup	150 ml	Calcium Carbonate 625 mg eq to Elemental Calcium 250 mg + Vitamin D3 125 IU / 5 ml	61.00	22,10
Alcal D Tabs	15's	Calcium Carbonate 1.25 gm (from organic source of Dyster shell) eqv to Elemental Calcium 500 mg + Vitamin D3 250 mg IU	42.00	6.70
Alceff Novo 250 Cat	10's	Cephalexin 250 mg	59.08	20.80
Alceff Novo 500 Cap	10's	Cephalexin 500 mg	131.22	39.00

M.G DRUGS ZYDUS GERMAN REMEDIES PRICE LIST

ITEMS	PACK		COMPOSITION	RATE	mrp
		INJ	ECTIONS		
ACTIVA 1ml. Inj	1 X1ML	INJ	Diclofenac Sodium 25mg	3.10	15.00
	•		CAPSULE		
CAL G CAL-D3 SOFT CA	1 X4CAP	CAP	calcium cap 4 wale	12.25	117.50
ENERJEX-40 SOFTGEL C	1 X15CAP	CAP	Lycopene Multivitmin+Ginseng & Multimineral Soft gel	25.00	195.00
Germox 250 Cap	20 x 10	CAP	AMOXYCILLIN 250 TAB	10.75	20.35
GERMOX 500 Cap	1 X10CAP	CAP	Amoxycillin 500mg	17.60	64.50
ITRAGEE -100MG Caps	1 X4CAP	CAP	Itraconazole 100mg	15.30	100.00
ITRAGEE -200 Caps.	1 X4TAB	CAP	Each tablet contains:	30.00	175.00
OMERAX CAP	1 x 10	CAP	OMEPRAZOLE 20	5.50	27.25
OMERAX D CAP	1 x10	CAP	OMEPRA + DOMPRE	6.50	51.64
			OINTMENTS		
G-Dine Oint(GERM0067	250 gm	OMT	Povidone lodine 250 GM	72.00	248.00
ACTIVA GEL	30 gm	ONT	DICLOFANAC GEL	9.25	48.95

Super Distributor for Rajasthan M/s Rahul Medical & Surgical Agency

E-8, Nu-lite Colony, Tonk Road
Jaipur-302018
Tel: 2724097, 3246212, 5539372 Mob: 98290-66768

el: 2724097, 3246212, 5539372 Mob: 98290-66768		•	/	
RODUCT	PACK	MRP	PRICE-RETAL	PRICE-STK
			VAT-EXTRA	VAT-EXTRA
st Aid Surgical Tape	1/2x9.1m	390.00	184.31	165.30
st Aid Brand/Tape 0.5" st Aid Brand/Tape 1"	24inch 12 Inch	390.00	177.84 177.84	159.50 159.50
st Aid Plasters (new)	300	600.00	205.44	184.25
cigene Mint/Orange tab	10's	6.20	3.46	3.10
ctiflu tab	20x10	12.00	5.37	4.82
ctiflu Plus tab	10x10	18.00	7.76	6.96
micip 100 Inj(Amikacin 100mg+Methylparaben 0.08%	2ml Vial	20.00	4.29	3.85
micip 250 Inj	2ml vial	42.00	6.13	5.50
micip 500 Inj	2ml Vial	72.00	8.27	7.42
mpysin 500 Inj(Ampicillin Sodium 500mg injn)	500mg	9.00	5.21	4.67
penorm Syrup(Cyproheptadine Hyd2mg)	200ml	55.00	24.57	22.04
penorm Tab(Cyproheptadine 4mg)	10x5x10	10.00	3.90	3.50
CES Caps (Anti-oxidant)	10	33.00	9.70	8.70
zimax 250 tab (Azithromycin Andh250m)	10x6	60.00	35.59	31.92
zimax 500 tab	10x3	60.00	35.59	31.92
urnheal cream (Silver Sulpha+Chlorhexid)	15gms	28.00	9.53	8.55
asonova Condoms (Black)	3+1	12.00	6.75	6.05
asonova Condoms (Purple)	3+1	12.00	6.75	6.05
efasyn 250 tab (Cefuroxime Axetil 250)	10x4	150.00	61.05	54.75
efasyn 500 tab	10x4	285.00	117.08	105.00
efix 100 tab(Cefixime 100mg tablets)	10's	180.00	51.74	46.40
efix 200 tab(Cefixime 200mg tablets)	10x4	120.00	39.42	35.35
efix Ds (Cefixime Dry Syrup/50mg/5ml	30ml	65.00	28.43	25.50
eftaz 1000 ln j (ceftazidime 1gm)	15ml bot	355.00	73.59	66.00
ephadex 125 DT (Cephalexin 125mg)	20x10	39.90	9.92	8.90
ephadex 250 Capsules	10x10	69.90	17.54	15.73
ephadex 250 DT Tab	20x10	79.95	20.35	18.25
ephadex 500 Caps	10x10	129.95	31.78	28.50
ephadex Dry Syup	30ml	27.90	10.93	9.80
ephadex Drop	10ml	35.90	12.71	11.40
etcip Tab(Cetrizine Hydro 10mg)	10x5x10	33.65	2.10	1.88
ETCIP-L (Levocetirizine 5mg)	10x10	32.00	7.63	6.84
etcip Syrup	30ml	18.00	7.37	6.61
heston Cold Syp(Cetrizine2mg+Para125 Pseudocyhedrine 15mg)	60ml	25.00	11.44	10.26
1 Schoolphiculine Torrig			-	

PATIENTS ARE AT DISADVANTAGE

Problem: 1 Medicines are overpriced

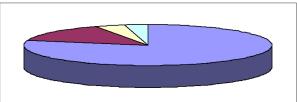
(COMPARATIVE PRICES OF GENERIC AND BRANDED DRUGS)

Use	Name of Drug	Pack size	RMSC Tender price (In Rs.)	Equivalent Popular Brand	MRP (Rs.)
ANALGESIC	DICLOFENAC SODIUM TABLET IP 50 MG	10 TAB STRIP	0.9	VOVERAN 10 Tab	32
CHOLESTEROL LOWERING	ATORVASTATIN TABLET IP 10 MG	10 TAB STRIP	2.5	ATROVA (ZYDUS) 10 Tab	94.00
DIABETES	GLIMEPIRIDE TABLET IP 2 MG	10 TAB STRIP	1.3	AMARYL (AVENTIS) 10 Tab	125
BLOOD THINNING DRUG	CLOPIDOGREL TABLET IP 75 MG	10 TAB STRIP	5.5	PLAVIX (SANOFI AVENTIS) 10 Tab	51.50

Problem: 2 Medicines are beyond the reach of our people.

- As per WHO 65% of the Indian population lacks regular access to essential medicines.
- The expenditure on health is the second most common cause for rural indebtedness.
- Over 23% of the sick don't seek treatment because they are not having enough money to spend.
- •Over 40% of hospitalized patients have to borrow money or sell their assets to get themselves treated.

Problem: 3 Expenditure on medicines make people poor.



Private out of pocket expenditure	79%
State govt.	14%
Central govt.	4%
Private investment	3%
Private insurance	0 – 1%

RESULT OF THIS EXPLOITATION







SUFFERING

POVERTY

LOSS OF HUMAN LIFE

A SITUATION OF POVERTY AMONGST PLENTY

- ON ONE HAND IS A ROBUST PHARMA INDUSTRY
- 3rd LARGEST PRODUCER OF DRUGS IN THE WORLD
- EXPORTS DRUGS WORTH Rs 80,0000 CRORES TO MANY COUNTRIES



ARTIFICIAL COST BARRIER

- ON OTHER HAND THERE IS THE HIGHEST DISEASE BURDEN
- MORE THAN HALF OF THE POPULATION DON'T HAVE ACCESS TO ESSENTIAL DRUGS
- THOUSANDS OF PATIENTS
 CONTINUE TO SUFFER OR DIE
 AS CANNOT BUY DRUGS



SOLUTION - PROVIDE MEDECINES AT LOW COST / FREE

SUSTAINABILITY OF PHARMACEUTICAL INDUSTRY



TO TAKE CARE OF PEOPLE'S HEALTH BY PROVIDING AFFORDABLE MEDICINES

STRATEGY ADOPTED FOR MAKING MEDICINE AFFORDABLE:

1. DOCTORS SENSITIZED

- 1. Prescribe drugs by generic (Salt) name
- Use of essential drug list
- 3. As per StandardTreatmentGuidelines
- 4. Rational Prescription

2. FAIR PRICE MEDICINE SHOPS

- Quality Drugs are provided at low prices at Cooperative Generic Medical Stores & life line drugs stores run by RKS.
- 2. Transparent procurement through open tender system
- 3. 20% profit for self sustainability.
- 4. 16 Generic shops to reach CHC/ block level.

3. DEMAND GENERATION

- Created patient awareness about generic drugs and drug prices.
- 2. Display of comparative rates outside shops.
- 3. Adv. on TV, Social Media
- 4. Hoardings in Hosp.

Indian Medical Council

(Professional Conduct, Etiquette and Ethics) Regulations, 2002

(Published in Part III, Section 4 of the Gazette of India, dated 6th April, 2002)

MEDICAL COUNCIL OF INDIA

NOTIFICA

New Delhi, dated 11th March, 2002

No. MCI-211(2)2001/Registration. In exercise of the powers conferred under section 20A read with section 33(m) of the Indian Medical Council Act, 1956 (102 of 1956), the Medical Council of India, with the previous approval of the Central Covernment, hereby makes the following regulations relating to the Professional Conduct, Etquatte and Ethics for registered medical noralitineses, namely.

Short Title and Commencement: (1) These Regulations may be called the Indian Medical Council (Professional conduct, Efiguette and Ethics) Regulations, 2002. (2) They shall come into force on the date of their publication in the Official Gazette.

CHAPTER I

1. CODE OF MEDICAL ETHICS

A. Declaration: Each applicant, at the time of making an application for registration under the provisions of the Act, shall be provided a copy of the declaration and shall submit a duly signed. LOW COST (GENERIC) MEDICINE SHOP



1.5 Use of Generic names of drugs: Every physician should, as far as possible, prescribe drugs with generic names and he / she shall ensure that there is a rational prescription and use

Different models of "FAIR PRICE MEDICINE SHOPs"

Life Line Drug Stores

Co-operative Medical Stores

Jan Aushadhi Kendra







IN YEAR 2011 SCALED UP AS CHIEF MINISTER'S FREE MEDICINE SCHEME





CHALLENGES FACED

Disagreement by some Doctors

- Refrain from prescribing drugs by generic name.
- To be assured about quality of drugs









Market competition ensures that private medical shops also reduce their prices

Protests by MRs and Chemist's associations.



• दवा प्रतिनिधियों की हड़ताल, वाहन रैली निकाली

कोटा संभाग के 700 से अधिक दवा प्रतिनिधि गुरुवार को हड़ताल पर रहे और शहर के प्रमुख मार्गों से वाहन रैली निकाली। दवा प्रतिनिधि तथित भ्रष्टाचार, मुनाफाखोरी, दवा प्रतिनिधियों के वैद्य काम का हनन.

को लेकर देशभर में हड़ताल पर हैं। म्नाफाखोरी पर सरकार लगाम राजस्थान मेंडिकल एवं सेल्स पहुंचे। वहां सभा को संबोधित करते हुए यूनियन के प्रदेश अध्यक्ष हर्ष स्याल और उपाध्यक्ष सकेश लिए जो आचार संहिता बनी है,



IMPACT

1. INCREASE IN NUMBER OF PATIENTS IN GOVT. HOSPITALS



निशुल्क दवा से बढ़े 67 प्रतिशत मरीज

भास्कर न्यूज | झालावाड़

नेशुल्क दवा वितरण योजना को 2 अक्टूबर को एक साल पूरा हो रहा है। इस दवा योजना ने एक साल में ही इतना प्रभाव जमाया कि जिले के सरकारी अस्पतालों में ही 67 प्रतिशत मरीज बढा दिए। यह संख्या तो केवल आउटडोर (ओपीडी) की है। आईपीडी में भी 61 प्रतिशत मरीज बढ़े हैं। इन मरीजों को अस्पताल में भर्ती कर निशुल्क इलाज उपलब्ध कराया गया है। इसी का नतीजा है कि जिले में नेशुल्क दवा वितरण योजना के बेहतर प्रबंधन और उत्कृष्ट सर्विस के लिए पूरे राजस्थान झालावाड जिला तीसरे नंबर पर आया है। ांगलवार को एक साल पुरा होने पर झालावाड जेले को जयपुर में सम्मानित किया जाएगा। नेशुल्क दवा वितरण योजना से सबसे अधिक फायदा ग्रामीण क्षेत्र की गरीब जनता को हुआ है। इन लोगों को बीमार होने पर अस्पताल जाने से पहले अपनी जेब टटोलनी पड़ती थी। अगर जेब में रुपए हों तो इलाज कराते थे नहीं तो



ड्यालावाड. जिला अस्पताल में इलाज के लिए पंजीयन करवाते रोगी

384 प्रकार की दवाएं वितरित

जिले में एक साल में 384 प्रकार की दवाइयां व 104 प्रकार के सर्जिकल आइटम मरीजों को उपलब्ध कराए गए हैं। हालांकि सरकार ने एक साल में 400 प्रकार की दवाइयां उपलब्ध कराने का दावा किया था। उधर चिकित्सा प्रशासन का मानना है कि 38 4 प्रकार बवाओं में वे सभी बवाइयां आ गई हैं. जिनकी मरीजों को आवश्यकता थी।

आज से दवा के साथ वितरण पञ्च भी मिलेगा

2 अक्टूबर से मरीजों को निशुल्क दवा वितरण के साथ मुख्यमंत्री चिकित्सा दवा वितरण पत्र भी पत्र भी दिया जाएगा। इसमें पत्र से मरीज को यह जानकारी मिल सकेगी कि उसे जो निशुल्क दवाड्यां मिली हैं वह कितने की है बाजार र

Year	Beneficiaries (in Crores)
2011-12	3.78
2012-13	6.59
2013-14	5.81
2014-15	8.23
2015-16	9.31
2016-17	11.46
2017-18	11.51
2018-19	12.63
2019-20	14.16

राजस्थान पत्रिका

जयपुर, रविवार, ७ जुलाई २०१३

के ओपीडी में दो गुना

एसएनएस वर्षों के दौरान आउटडोर, इनडोर मरीजों और होने से पहले आउटडोर मरीजों की संख्या जांचों की संख्या में काफी बढ़ोतरी हुई है। अस्पताल प्रशासन ने तीन साल के आंकडे जारी किए, जिसमें सामने आया कि निःशुल्क दवा व जांच योजना शुरू होने के बाद अस्पताल पर मरीजों का भार बढ़ गया। अस्पताल अधीक्षक डॉ.वीरेन्द्र सिंह ने बताया

जयपुर. एसएमएस अस्पताल में पिछले दो कि मई 2011 में निःशुल्क दवा योजना शुरू 76593 थी। यह मई 2013 में 1 लाख 79 हजार 171 तक पहुंच गई। आईपीडी में मई 2011 में मरीजों की संख्या 12269 थी, जो मई 2013 में 15579 हो गई। तब रक्त जांचों की संख्या 2 लाख 58 हजार 994 थी, यह अब 3 लाख 92 हजार 498 हो गई है।

IMPACT

2. DECREASE IN OUT OF POCKET EXPENDITURE

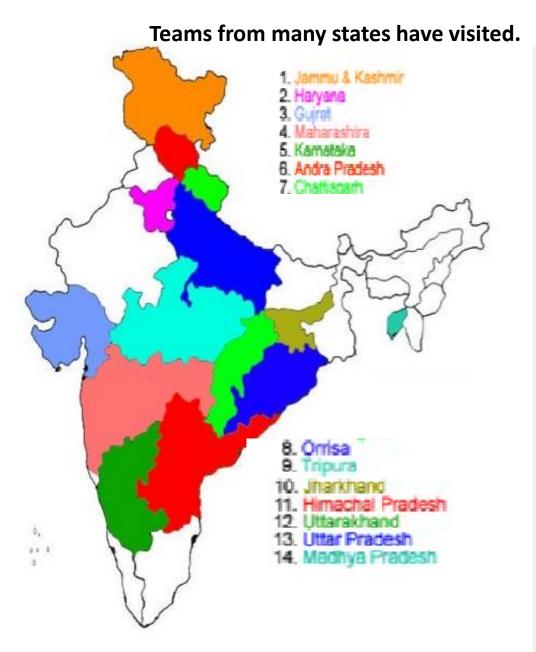
- Everyday we are giving drugs to more than 3 Lac patients
- •The average cost per patient is around Rs.30



Free health schemes saving precious money of poor people Propriemary and STATE A CO. girts below via pours of ago, old

SMILING PATIENTS & THOUSANDS OF LIVES SAVED

RAJASTHAN IS A ROLE MODEL AND AT RANK NO. 1 IN FREE MEDICINE SCHEME



Other Team Visits

- Medicines Procurement Department, Govt. of Nepal
- North Korea Team of Govt.
 Officials
- Nepal :Centre for Labour and Social Studies
- Students from Tufft's University,USA and many Indian Universities
- United Club,Guwahati.
- **BPPI**, Gurgaon
- > UNFPA Team
- > WHO & PHFI
 Team
- > USAID Team
- > Officers of Central Secretariat
 Services from Institute of
 Secretariat Training &
 Management, Department of
 Personnel & Training, GoI
- > Open Society Foundation

JOURNEY SO FAR ..

2009

दी नागीर सडकारी उपभोक्ता होतमेल भण्डार कि.दारा संघादित मेहीकाह दुकान

REPLICATED IN OTHER DISTRICTS OF **RAJASTHAN**

2011



CHIEF MINISTER'S FREE MEDICINE SCHEME IN RAJASTHAN

2012



SCHEME FOR "FREE MEDICINES FOR **ALL" IN PUBLIC HEALTH FACILITIES 12TH FIVE YEAR PLAN**

2012



FREE MEDICINE AND FREE DIAGNOSTIC SCHEME INCLUDED IN NHM PIP

2013



CHIEF MINISTER'S FREE DIAGNOSTIC SCHEME IN RAJASTHAN



FEATURED ON SATYAMEV JAYATE SHOW ON STAR PLUS

JOURNEY SO FAR ..



BHARATIYA JAN AUSHADHI PARIYOJANA WAS STARTED

2021-22



PRIVATE SECTOR GENERIC STORES

FEB, 2017

The National Pharmaceutical Pricing Authority fixes the ceiling prices of stents





| New Fixed Price | New Fixed Price | Rs 24,000-Rs 1.5 lakh | Rs 30,000 | Rs 1.7 lakh-Rs 2 lakh | Rs 30,000 |

Metal Stents : Rs 7,500

The prices will be effective from 14 February 2017.

Big relief to lakhs of heart patients undergoing coronary angioplasty.

Over six lakh stents were estimated to have been used in India in 2016.

PRICES OF CARDIAC STENTS SLASHED

2019



CELEBRATION OF JAN AUSHADHI DIWAS

APR, 2017

Times of India

Law soon to ensure doctors prescribe cheaper generic drugs, assures PM

Sushmi Dey / TNN / Updated: Apr 18, 2017, 08:46 IST



KEY HIGHLIGHTS

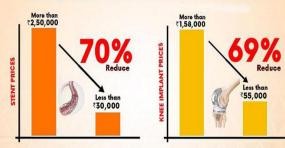
The PM outlined a series of measures planned by the health ministry in line to regulate cost of medical care in the country

The health ministry has recently issued a draft gazette notification making it mandatory for pharma companies to carry generic name of drugs on packs



AUG, 2017

government has once again proved its commitment to make better health facilities affordable



After stent, price of knee implants got reduced by by 69%

PRICES OF KNEE IMPLANTS CAPPED

LET'S HOPE THAT NO INDIAN DIES FOR WANT OF MEDICINE

(A dream to be transformed into reality)



THANKS