

Rich Bagger's Talking Points for ECOSOC

It also helps us capitalize on research done into specific disease targets—research which might lead to treatments for a range of diseases, not just one.

We are “following the science” in discovery, and it is leading us to insights that we can either follow, or pass on to groups more closely engaged in NTD work.

(Pause)

As for building partnerships, we are finding that collaborations with not-for-profit and academic groups can capitalize on the strengths of both parties.

For example, Pfizer opened its compound library to groups such as the WHO. This library has more than FOUR MILLION compounds—including ONE MILLION already proven safe in humans.

We can also bring a new perspective to these groups, helping them sort out which compounds in their research pipelines have the best chance of succeeding.

We can also work closely with them to determine the best approach for clinical trials. We have a tremendous amount of clinical trial know-how, and our partners have a sharp sense of what will work in the field. This kind of collaboration can be very powerful.

(Pause)

One point we have to make concerns the age-old question of sustainability. The most powerful driver of sustainability, we believe, is the partnership emerging with a medicine that is commercially viable.

Even though we are one of the world's largest corporate donors of any type, and believe in long-term philanthropic partnerships...we have gone a step

By that I mean that when these partnerships are struck, we have to make the interests of the respective parties subordinate to the goals of the partnership.

We have to be willing to invest in the partnership over the long haul.

Pfizer's work with the International Trachoma Initiative, for example, started more than ten years ago, and has a vision that runs through 2020.

That vision, to eliminate blinding trachoma by 2020, cannot

Many of them have superb records of achievement, and are more than willing to involve the corporate community.

I advise a sharp focus for companies ju

It's expanded throughout Africa, to Asia, Latin America, and even Europe and the United States—and it's an important "best practice" to consider for companies wanting to ramp up their involvement in the fight against NTDs.

In summary, the roles that corporations can play in this fight are limited only by our respective imaginations...and by our willingness to put partnerships ahead of company interests.

That's a hard road, but public-private partnerships are the only road that will take us to where we want to go—taming the diseases that are all too often out of sight and out of mind.

Thank you.