

Goals/ Definition

Business case for developing a deliverable product.

Business Case, deliverability assessment, strategic demand forecast and COGS reports and cost effectiveness report.

CRITERIA	SAMPLE CONTENT REQUIREMENT	GUIDELINES FOR LEVEL OF DETAIL NEEDED AT EACH GATE
<ul style="list-style-type: none"> ▪ Strategic demand Forecast 	<ul style="list-style-type: none"> • The demand forecast will include refined iterations of : <ul style="list-style-type: none"> • Target countries for introduction • Target populations/sub-populations • Timing and speed of introduction specific to identified countries • Product accessibility and availability • Predicted coverage rate • Expected volumes and pricing • Sensitivity analysis based on key assumptions and drivers of forecast 	<ul style="list-style-type: none"> ▪ BMGF provides methodology
<ul style="list-style-type: none"> ▪ COGS 	<ul style="list-style-type: none"> • The COGS analysis will include refined iterations of: <ul style="list-style-type: none"> • Product price, volume, and revenue based on commercial scale production • Variable and fixed costs (for all areas in COGS methodology) • Licensing expenses and incomes • Grants, loans and outstanding debts related to the product • Related product sales • Expected price, aligned with TPP & BMGF strategy • Initial allocation and partner negotiation around shared and indirect costs 	<ul style="list-style-type: none"> ▪ BMGF provides methodology