

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