



LEVERAGING MERCK'S BUSINESS AND SCIENCE EXPERTISE

Harnessing our culture of invention and achievement to help move the needle on the complex challenge of maternal mortality

Merck for Mothers — Merck's 10-year, \$500 million global initiative to end preventable maternal deaths — builds on the company's legacy of invention and 125 years at the forefront of global health with groundbreaking programs to eradicate river blindness, prevent cervical cancer and address barriers to HIV/AIDS care around the world. Our contribution extends far beyond a financial commitment — we are tapping into the company's vast pool of talent to help ensure that women have a healthy pregnancy and safe childbirth.

We're currently working with over 90 partners in more than 30 countries and have collaborated with leading multilateral and government agencies, health provider associations, major foundations and global and local NGOs, including the World Health Organization, Bill & Melinda Gates Foundation and the CDC. Halfway through the initiative, *Merck for Mothers* has improved access to quality maternal healthcare and family planning services for more than 6 million women around the world.

Every day, Merck for Mothers deploys the expertise that drives the company's success in business to improve millions of women's lives.

Here are examples of the diverse ways the company is helping save women's lives:



DEVELOPING LIFE-SAVING PRODUCTS

Carbetocin is a commonly-used drug to stop post-partum hemorrhage, a leading killer of women in childbirth. However, it is ineffective in areas with inconsistent refrigeration. To address this need, we are collaborating with the World Health Organization to develop a heat-stable version of carbetocin, which will make this life-saving intervention available to more women around the world.

MERCK RESEARCH LABS has supported both the design and execution of a 30,000-women clinical trial. Assuming positive trial results in early 2018, the **CORE PRODUCT LAUNCH TEAM** will help guide the strategy for product introduction, market access and pricing to help make this new drug available in low- and middle-income countries at an affordable price.

have been able to drastically reduce bottlenecks in the government-run supply chain for contraceptives and other essential medicines in Senegal, a country with a high rate of maternal mortality and poor access to lifesaving contraceptive products.

The Supply Chain Management Team helped conduct risk analysis, impact and costing assessments of the contraceptive supply chain at health facilities and developed revenue projections and margin redistribution scenarios. These analyses influenced the government's decision to outsource parts of the supply chain to private logistics providers who are better equipped to ensure reliable access to contraceptives. Now, more than 3.2 million women have increased access to modern contraceptives.

“ *I greatly appreciate the opportunity to share the tools we use to evaluate real world evidence. By demonstrating the value of an innovative supply chain model that eliminates stockouts of contraceptives from an economic perspective, our team could provide further insight to the government's decision to expand access to family planning across Senegal.* ”

ERIK DASBACH, EXECUTIVE DIRECTOR, OUTCOMES RESEARCH



TRANSFORMING SUPPLY CHAINS FOR ESSENTIAL MEDICINES

Working with Merck's **SUPPLY CHAIN MANAGEMENT TEAM** and external partners including the Bill & Melinda Gates Foundation, we



BUILDING THE EVIDENCE BASE FOR INVESTING IN MATERNAL HEALTH

Merck's **CENTER FOR OBSERVATIONAL AND REAL-WORLD EVIDENCE (CORE)**

EPIDEMIOLOGY TEAM is helping develop a compelling financial case for responding to a growing problem in the U.S.: severe complications during childbirth that may have life-long effects on a mother's health, known as severe maternal morbidity (SMM).

“ *The CORE team's expertise in outcomes research and health economics – along with clinical research data – was leveraged to conduct a novel analysis estimating the cost of SMM in the US. We are proud to have worked with MfM to expand the knowledge base on SMM by proposing areas of intervention that could result in significant savings for the US healthcare system.*

DR. FELICIA ALLEN-RAMEY, EXECUTIVE DIRECTOR, MERCK CORE



SPURRING DIGITAL INNOVATION

Merck's **HEALTHCARE SERVICES AND SOLUTIONS TEAM** – with expertise in data collection, storage and sharing, intellectual

property management and other technology skills — is an essential part of *Merck for Mothers'* efforts to develop transformative digital tools for both health care workers and the patients they serve. As technology is revolutionizing health care delivery around the world, these colleagues help us define our investments in this rapidly changing arena, implement projects at scale and maximize impact.

CASE STUDY



Together for Her Health: *Merck for Mothers* is supporting the development of Together for Her Health – a web-based platform that empowers women to demand quality by rating the quality of care they receive during labor and delivery. Merck Fellows collaborated with partners to create a sustainable business plan for scaling the platform in rural and urban settings across India.

Merck for Mothers' employee engagement programs provide opportunities for dedicated, talented colleagues to channel their passion and make a measurable difference in women's lives.

We believe that providing high-performing Merck colleagues coveted opportunities to contribute to projects with clear social impact enhances their leadership skills, develops their technical abilities and strengthens their personal connection to inventing for life. Using the same skills they practice in their days jobs, employees have contributed to *Merck for Mothers* through:

THE MERCK FELLOWSHIP FOR GLOBAL HEALTH

More than 40 employees from across the company have been deployed to work on *Merck for Mothers'* projects in India, Uganda and Zambia. Through highly competitive, three-month assignments, the fellows work side by side with *Merck for Mothers'* partners on the ground to solve problems affecting the quality and delivery of maternal health care. Fellows have helped *Merck for Mothers* partners bring a business mindset to the challenge of delivering health services for women.

“ *During my fellowship, I worked with the White Ribbon Alliance, a Merck for Mothers-supported NGO in India...The immersive learning experience over 90 days helped me uncover latent skills, appreciate organizational complexity and energized me to become an alliance builder and a change catalyst. I have learned to listen, seek first to understand and collaborate effectively across functions and cultures.*

SIVA MURTHY, DIRECTOR, U.S. PAYER MARKETING ONCOLOGY

MERCK FOR MOTHERS AMBASSADORS PROGRAM

Over 475 Merck employees are designated as “ambassadors” of the initiative. As internal representatives, they are responsible for raising awareness of *Merck for Mothers'* work and driving enthusiasm among employees across the company to contribute to our mission. Ambassadors lead several internal programs and activities — such as phone recycling fundraisers, events to prepare post-natal kits for new mothers and “Lunch n' Learn” sessions — and promote opportunities for other employees to participate and become ambassadors themselves.

How can we tap your team's business and scientific expertise to save pregnant women's lives?

We want to hear from you!

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