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April 7, 2000

Sandra Thurman
Whitehouse Office of National AIDS Policy
733 Jackson Place
Washington, DC 20503



Dear Ms. Thurman:

On behalf of the Bill & Melinda Gates Foundation and The Merck Company Foundation, we invite you to participate in a two-day meeting to discuss the status of the *African Pilot Initiative* focusing on the improvement of HIV/AIDS care, which was reviewed at the January Foundation meeting in Seattle. In keeping with both Foundations' dedication to combating major diseases in the impoverished areas of the world, we have agreed to collaborate on this important endeavor.

The proposed meeting goals include reviewing the specific details of the *African Pilot Initiative* for the group, defining critical success factors and outlining potential next steps for the program. Specific objectives of the meeting are as follows:

- to provide potential partners with the details of the initiative
- to examine the level of interest that each organization has in the concept
- to discuss and agree upon the breadth and depth of the program
- to explore regions or countries where the program can be implemented

Following the meeting, the Bill and Melinda Gates Foundation and The Merck Company Foundation will work together to establish a network of partners and to formalize the additional relationships that are necessary in order to make the multi-faceted program a long-term success.

Our discussion is scheduled for May 8th, starting at 1:00 PM at the Bill & Melinda Gates Foundation in Seattle with plans to continue on May 9th until 12:00 PM. We also cordially invite you to join us for dinner on May 8th.

On behalf of the *African Pilot Initiative* team, we want to thank you in advance for your participation in this important meeting. We look forward to your contributions. If, however, you cannot attend, please feel free to nominate a delegate to join us in your stead.

If you have any comments, questions or suggestions concerning any aspect of the meeting please do not hesitate to call me at 908-423-1126 or send an e-mail [macdonal@merck.com]. We will follow up shortly to confirm your participation and provide you with additional, logistical, details.

Sincerely,

A handwritten signature in dark ink, appearing to read "Guy Macdonald", with a stylized, wavy line extending from the end.

Guy Macdonald
On behalf of
The Merck Company Foundation

Jeffrey L. Sturchio
Executive Director, Public Affairs
Europe, Middle East & Africa
Human Health

Merck & Co., Inc.
One Merck Drive
P.O. Box 100, WS2A-55
Whitehouse Station NJ 08889-0100
☎ +1 908 423 3981
GSM +32 75 66 6779
Fax +1 908 735 1839
Internet jeffrey_sturchio@merck.com



February 18, 2000

Ms. Sandra L. Thurman
Director, Office of National AIDS Policy
The White House
736 Jackson Place
Washington, DC 20503

Dear Ms. Thurman :

It was good to see you on Wednesday with Guy Macdonald and Tom Bombelles to discuss the African pilot project idea. We appreciated your enthusiastic response and will certainly keep you posted on our progress.

I know that Guy Macdonald will be back in touch with you shortly (if he hasn't been already) to pursue the question of collaboration with USAID in this area.

Don't hesitate to contact us if we can answer any questions or provide additional information about the pilot project idea. For your information, I'm enclosing a brochure that provides additional background on some of the other projects we've undertaken recently to help address HIV/AIDS around the world.

Best regards,

Cc: Bombelles
Macdonald

Jeffrey L. Sturchio
Executive Director, Public Affairs
Europe, Middle East & Africa
Human Health



MERCK

Merck & Co., Inc.
WS2A-55
One Merck Drive
Whitehouse Station NJ 08889-0100
☎ +1 908 423 3981
GSM +32 75 666779
Fax +1 908 735 1839

jeffrey_sturchio@merck.com

Global Voices

**Merck Sharp & Dohme's
Commitment to HIV Care**



MSD

Jeffrey L. Sturchio
Executive Director, Public Affairs
Europe, Middle East & Africa
Human Health

O-Merck

Merck & Co., Inc.
One Merck Drive
P.O. Box 100, WS2A-55
Whitehouse Station NJ 08889-0100
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GSM +32 75 66 6779
Fax +1 908 735 1839
Internet jeffrey_sturchio@merck.com

August 5, 1999



Ms. Sandra L. Thurman
Director, Office of National AIDS Policy
The White House
736 Jackson Place
Washington, DC 20503

Dear Ms. Thurman :

It was a pleasure to meet you yesterday. Thanks again for taking the time to see me, Samir Khalil, Shannon Herzfeld, and our other colleagues from PhRMA to discuss the important issues of HIV/AIDS in Africa and how the private sector can work together with the Administration and other stakeholders to respond effectively to this international crisis. We appreciated your candor and positive approach to focusing on how to build partnerships to address the challenge of AIDS in Africa and elsewhere in the developing world.

In an April address in Harare on "Making a Difference for Africa," WHO Director-General Gro Harlem Brundtland articulated a similar approach based on the "benefits of cooperation." She noted that "we know that the sum of a partnership is much larger than the piecemeal efforts of individual participants. When people with different backgrounds come together with a shared purpose, creativity is released and expertise is used in new and constructive ways." That's the spirit that informed our discussion yesterday, and we look forward to collaborating to make a difference for people living with HIV and AIDS in Africa.

The recent report of the mission you led to Sub-Saharan Africa sketched a compelling agenda for the road ahead; we are eager to "join forces for LIFE," and look forward to exploring with you concrete ways in which Merck and our pharmaceutical industry colleagues can participate in the Administration's initiative as your plans unfold. We welcome your offer to convene a follow-up meeting with yourself, the Vice President's office, and USTR on the compulsory licensing issue as a preliminary step; I understand that Shannon Herzfeld will be in touch with your office shortly about this (we discussed trying to do this between the White House leadership summit on September 7 and the Gore-Mbeki meetings on September 23-24).

Samir Khalil and I also appreciated your generous comments about the MECTIZAN Donation Programme at the outset of the meeting. I thought you might be interested in the

August 5, 1999

Page 2

enclosed brochure we produced to commemorate the tenth anniversary of the Programme. The MECTIZAN experience has taught us several valuable lessons about how to mobilize resources in successful public/private partnerships to address significant health problems in the developing world. (In one sense, of course, MECTIZAN is unique -- effective treatment requires only one annual dose, easily administered, with no major side effects. But it nonetheless provides an instructive case study in the interrelations of scientific and clinical research, corporate social responsibility, and the challenges of health and development.) Some of the lessons I see in this experience include:

- the need to focus scientific and clinical research resources on feasible targets for clearly important health priorities;
- the critical importance of partnerships among private and public sector organizations to control a dreadful disease;
- the essential role of distribution mechanisms and healthcare infrastructure in ensuring that medicines like MECTIZAN get to those who need them; and
- the continuing need for coordination, communication, and commitment from all stakeholders in the process.

These principles help to inform Merck's current efforts to address the impact of HIV and AIDS in Africa and other areas of the developing world. As I mentioned yesterday, in addition to our continuing research efforts to discover and develop new and better antiretrovirals, to define better the clinical utility of CRIXIVAN (indinavir) and STOCRIN (efavirenz), and to develop a safe and effective HIV vaccine, Merck is involved in a number of related initiatives. For instance, we are supporting pilot programs to train physicians and other healthcare professionals in Senegal, Uganda, and Cote d'Ivoire; sponsoring the Enhancing Care Initiative (coordinated by the Harvard AIDS Institute and the Francois-Xavier Bagnoud Center for Health & Human Rights at the Harvard School of Public Health) to customize concrete, practical improvements that will help to advance the quality, delivery, and outcomes of HIV care for men, women, and children living with HIV/AIDS; and developing collaborations with UNAIDS and the WHO, focusing in the first instance on physician training and education and on infrastructure development.

We would welcome the opportunity to schedule a future meeting with you and your colleagues at the Office of National AIDS Policy to review Merck's portfolio of both international and domestic HIV/AIDS initiatives. We'll contact your office to scout some possible dates after the summer holidays. In the meantime, I thought you might like to see the enclosed narrative of the discovery and development of CRIXIVAN, Merck's protease

August 5, 1999

Page 3

inhibitor for the treatment of HIV infection. Written by two historians at The Johns Hopkins University, "Confronting AIDS" provides a vivid account of the risks and rewards of drug development, and highlights the complexity and contingent nature of successful efforts to combat HIV, which has proven such a wily adversary over the years. (Please let me know if you can use additional copies of either the MECTIZAN brochure or "Confronting AIDS.")

I look forward to continuing our conversation.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeffrey L. Sturchio". The signature is written in a cursive, flowing style.

Dr. Jeffrey L. Sturchio

cc: Shannon Herzfeld, PhRMA
Samir Khalil, Merck & Co., Inc.

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Jeffrey L. Sturchio
Executive Director, Public Affairs
Europe, Middle East & Africa
Human Health



MERCK

Merck & Co., Inc
WS2A-55
One Merck Drive
Whitehouse Station NJ 08889-0100
☎ +1 908 423 3981
GSM +32 75 666779
Fax +1 908 735 1839

jeffrey_sturchio@merck.com

Global Voices

Merck Sharp & Dohme's
Commitment to HIV Care



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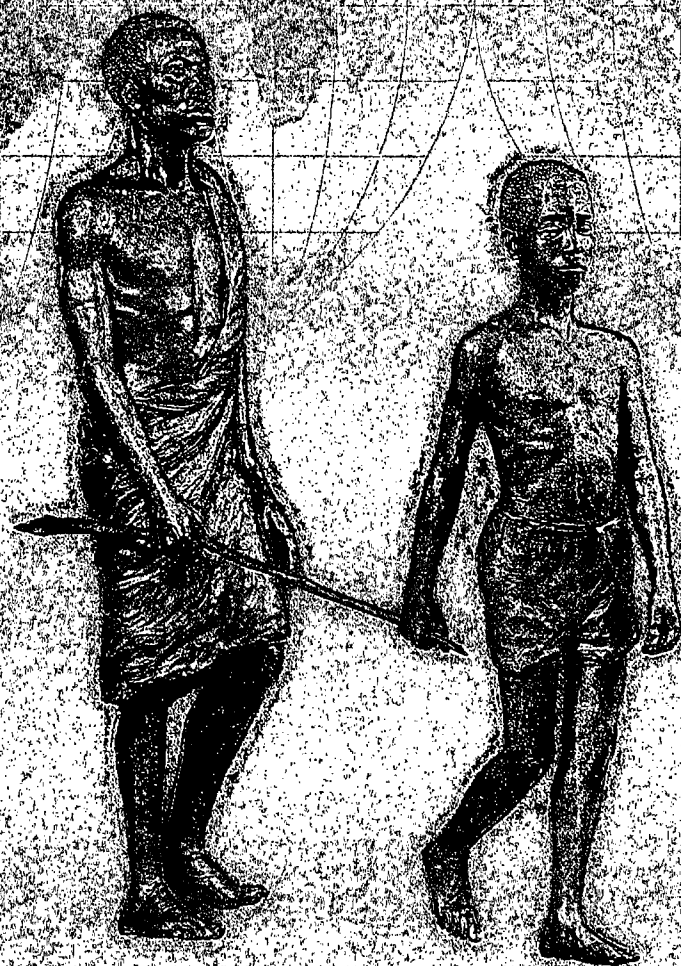
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one annual dose — treat one of
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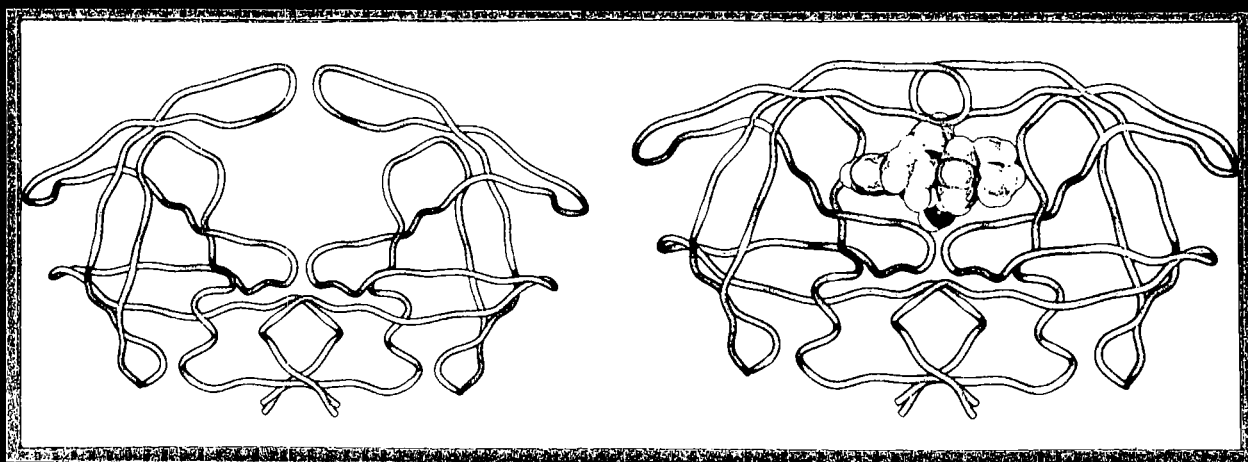


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CONFRONTING AIDS