Access to Healthcare

Improving access to healthcare is a global challenge. The issue is especially challenging in developing countries, where poor infrastructure, political instability, poverty, lack of education, restrictive regulatory environments, and inadequate availability and affordability of medical products can all limit access. Addressing this challenge requires cooperation among governments, non-governmental organizations, corporations, medical professionals and others.

Baxter works to improve access to healthcare globally through:

- Advancing public health
- Base of the pyramid initiatives
- Product donations
- The Baxter International Foundation awards and grants
- Public policy efforts

Baxter's philanthropic arm, The Baxter International Foundation, focuses on increasing access to healthcare worldwide. Grant recipient Projeto Arrastão provides dental care and education to children in the Campos Limpio region of São Paulo, Brazil.
Advancing Public Health

Baxter’s diverse portfolio is focused on treatments that help save and sustain lives. As a global, diversified healthcare company, Baxter applies a unique combination of expertise in medical devices, pharmaceuticals and biotechnology to research and create products that advance patient care worldwide. Through individual business units and corporate research and development (R&D), Baxter strives to provide new products as well as training and education to meet the needs of current and future patients. Additionally, the company’s base of the pyramid initiative strives to better serve the needs of patients at the lowest end of the economic spectrum. Examples of Baxter’s latest efforts include:

Improving Care for Hemophilia Patients

As a leading manufacturer of products that help save and sustain the lives of people with hemophilia, Baxter is committed to improving patient treatment and care. The company is also working to provide medical professionals with educational opportunities to increase their effectiveness in addressing the disease. In 2011, to help orthopedic surgeons in Latin America improve their knowledge of common medical procedures needed by hemophilia patients, Baxter sponsored several training sessions led by a team of expert physicians at the Centro Médico Imbanaco’s Hemophilia Treatment Center in Cali, Colombia. Twenty-eight participants learned basic hemophilia treatment principles, as well as laboratory techniques, nursing care and emergency responses for dealing with these patients.

Educating Anesthesiologists

Education for anesthesiologists from developing countries is one of the largest unmet needs in the field of anesthesiology, according to the World Federation of Societies of Anaesthesiologists (WFSA). Since 2008, working with the WFSA, Baxter has sponsored high potential anesthesiologist trainees from developing countries to attend the World Congress of Anesthesiologists as well as major regional anesthesiology congresses in an effort to enhance education and medical care for individuals and countries that do not have sufficient funding for such activities. One major benefit for scholars attending such congresses is to develop an international network of anesthesiologists that will further support them.

The company is also contributing to other educational initiatives: In 2011, thanks to a grant from Baxter, the Colombian Society of Anesthesiologists launched a Teach the Teacher program to help young anesthesiologists from Colombia and other countries in Latin America improve their teaching skills. Participants gain experience in teaching others how to manage complex situations in a simulated operating room environment.

The company also supported the development of a two-disc set of teaching materials related to obstetric anesthesia. The CDs contain articles, lectures and refresher courses around the safe and appropriate anesthetic management of obstetric patients, and have been made available to anesthesia providers in developing countries. Since 2010, more than 3,000 CDs have been distributed.

Addressing Drug Shortages

During the last five years, many countries, including Canada, the United Kingdom, the United States and others have increasingly experienced shortages of pharmaceutical products. This complex issue stems from intertwined factors including shifts in clinical practices, wholesaler and pharmacy inventory strategies, raw material shortages, changes in hospital and pharmacy contractual relationships with suppliers and wholesalers, adherence to distribution protocols mandated by the U.S. Food and Drug Administration
(FDA) and other regulatory agencies, individual company decisions to discontinue specific medicines and spikes in demand due to natural disasters.

Baxter is committed to finding solutions to the drug shortage issue that are balanced and involve stakeholders across the supply chain and distribution spectrum. The company has a longstanding commitment to increasing access to its treatments, and its extensive portfolio offers multiple options for clinicians and patients to address their supply needs through similar products or drugs that are available in slightly different delivery forms that may be suitable alternatives for the product that is in short supply.

In numerous cases during the last few years, Baxter has worked to help patients continue to receive the treatments they need. For example, the company has accelerated production to meet increased demand arising from competitor shortages of several IV products.

Baxter has also collaborated with professional associations and government agencies to develop clinical guidance for health providers that have had to shift their standard practices as a result of product shortages. For example, Baxter recently sponsored the first ever summit to address IV nutrition safety, in collaboration with the FDA and the American Society for Parenteral and Enteral Nutrition (ASPEN), the Institute for Safe Medication Practices and the American Society of Health-System Pharmacists, among others. Recommendations from the safety summit were published in ASPEN’s *Journal of Parenteral and Enteral Nutrition*
Base of the Pyramid

A key aspect of Baxter’s approach to expand access to healthcare is developing product and business model innovations targeted at those at the “base of the pyramid” (BoP), the approximately 4 billion people worldwide who each live on less than $1,500 annually and have limited access to the healthcare market.

In 2011, Baxter continued its collaboration with Dr. Stu Hart from Cornell University, and the Enterprise for a Sustainable World (ESW). Baxter’s Base of the Pyramid (BOP) team, composed of company representatives from environmental health and safety, ethics and compliance, research and development, manufacturing, and commercial leads from the Medical Products and BioScience businesses, hired representatives from ESW to interview 30 Baxter business leaders from around the world to understand where and how the company is currently selling products in regions with high BoP representation or has technology well suited for use in the BoP. To identify future opportunities and approaches in this area, the team also began a review of the company’s emerging technology portfolio.
Product Donations

Baxter donates products to help improve access to healthcare worldwide. In 2011, the company donated more than $47 million in products to assist people in 75 countries (see map). Baxter donates products that recipient organizations have requested specifically, including intravenous (IV) solutions, pharmaceuticals and hemophilia products. Baxter's Global Community Relations team manages the donations process, guided by Baxter's Global Product Donation Policy, which covers areas such as licensing, expiration and dating, accounting and tax laws, and export requirements.

The Global Community Relations team works with supply chain managers and others at Baxter to identify opportunities to donate products, matching available inventory to patient need. In some cases, the company donates excess products that might be classified as hazardous waste if destroyed, which has the added benefit of helping Baxter reduce waste and associated expenses.

To help improve the efficiency and effectiveness of the product donation process and facilitate timely, targeted support to communities in need, Baxter focuses its efforts on proactive strategic product donations. This approach also supports a reduction in waste, since the donor organizations know in advance what to expect from Baxter and are less likely to receive unneeded supplies.

During 2011, Baxter continued to work with its humanitarian aid partners – AmeriCares and Direct Relief International (DRI) – to pre-position product to be available for emergencies as well as to meet ongoing needs in underserved communities. AmeriCares, an international disaster-relief and humanitarian-aid organization, airlifts critical medicines, medical supplies and other aid to areas suffering humanitarian crises resulting from natural disasters or political strife. Direct Relief International, a non-profit, non-sectarian humanitarian-assistance organization, provides medical assistance to victims of poverty, disaster and civil unrest. Baxter collaborates with these two organizations – which have complementary missions, yet different focus areas and local partnerships – to develop a yearly product donation plan. This helps ensure that Baxter contributes most needed products to stabilize supply in least developed and developing economies, and that the company's products are first on the scene following disasters and tragedies.

Baxter products with long shelf lives were shipped to aid partners in the first and fourth quarters of 2011 to provide organizations a steady supply of medicines for ongoing support as well as critical therapies to offer in times of crisis. For example:

**Horn of Africa** – The region experienced its worst drought in more than half a century in 2011, with widespread famine and cholera cases. AmeriCares sent Baxter IV solutions to Somalia from pre-positioned stock as well as additional shipments in the first quarter of 2012.

**Pakistan** – DRI shipped medical products to assist in the aftermath of the October 2011 floods.

**Vermont, United States** – A free clinic here received Baxter IV solutions through DRI in the aftermath of Hurricane Irene as it responded to the influx of new patients with respiratory illnesses and nutritional needs.

**El Salvador, Guatemala, Honduras and Nicaragua** – DRI shipped Baxter products here in early 2011 for hurricane preparedness that were used for emergency response during the October mudslides and flooding in these countries.
Baxter continues to fine tune its product donations list to provide products that will be first on the scene following disasters and tragedies while also helping organizations meet their ongoing needs.

Addressing a Cholera Outbreak in Haiti

Strategic shipments from Baxter positioned AmeriCares to pull from inventory and provide IV solutions to treat dehydration resulting from a severe cholera outbreak in Haiti in October 2010 following the January 2010 earthquake. This potentially deadly diarrheal disease is a risk after any disaster – particularly earthquakes – due to poor sanitation and a lack of clean water. During the outbreak, which continued well into 2011, AmeriCares donations of medicines and supplies reached hundreds of patients treated at the Centre de Sante La Grace du Bon Samaritain, a clinic serving the population of Cazale, Haiti and the surrounding rural mountain villages. The clinic is run by AmeriCares partner, Real Hope for Haiti. “The early donations from AmeriCares were literally what allowed us to treat the first cholera patients who came to our door – even before we knew it was cholera,” said clinic director Lori Moise, RN.

Responding to Crises in Japan and Thailand

In 2011, Baxter’s long-standing relationships with AmeriCares and DRI helped facilitate timely, targeted support in response to the earthquake and tsunami that struck the east coast of Japan in March 2011. Baxter donated more than 4,000 units of intravenous (IV) antibiotics and other IV solutions through AmeriCares. Baxter employees in Japan also worked to ensure that patients in the affected areas had access to essential medical products. They reached out to 1,200 peritoneal dialysis (PD) patients in the region to make sure they could still conduct their treatment. With many roads closed shortly after the disaster, Baxter worked closely with its supply chain partners to provide life-saving dialysis products to patients in need.

Baxter took part in similar relief efforts when Thailand was hit by extreme rainfall and flooding in October and November of 2011. The company coordinated an emergency shipment of IV solutions to the country and worked closely with the distributors, PD centers, hospitals and the Thai government to ensure that the country’s PD patients had access to the supplies needed for their dialysis therapy regardless of their location. Baxter also provided first aid kits and other necessities to local residents and offered assistance to Baxter employees impacted by the disaster.

Baxter continues to work with these donor partners to assess ongoing relief needs in these countries.

World Federation of Hemophilia Global Alliance for Progress

Baxter also facilitates access to healthcare through support of non-profit organizations such as the World Federation of Hemophilia, an international non-profit organization dedicated to improving the lives of people with hemophilia and related bleeding disorders. Baxter is the founding sponsor of the organization’s 10-year Global Alliance for Progress (GAP) program, which works to improve the diagnosis and treatment of hemophilia in developing countries. Since its launch in 2003, GAP has diagnosed more than 27,000 patients with bleeding disorders – including 23,000 with hemophilia – in 18 countries, and educated and trained more than 13,000 healthcare professionals and regulators.

Through the World Federation of Hemophilia and AmeriCares, Baxter has donated approximately $20 million worth of factor replacement therapy to those living with hemophilia in underserved countries.
Patient Assistance Programs

Baxter maintains a number of U.S. patient assistance programs to help ensure continuous access to product in the event of an insurance lapse, for those who qualify.

Additionally, in order to support the community and access to healthcare, Baxter is a long-time supporter of Patient Services, Inc. (PSI), a non-profit organization that provides financial assistance to patients with rare disorders to help them afford their health insurance coverage. Over the last 13 years, Baxter has contributed more than $7.5 million to PSI's programs that support patients with bleeding disorders, alpha-1 antitrypsin deficiency (AAT) and primary immune disease. Through these efforts, PSI assisted more than 700 patients with these disorders in 2011.

In 2010, Baxter launched the myPN Support program, a patient assistance program in the United States aimed at supporting patients who qualify with continued access to certain parenteral nutrition (PN) drug therapy, and in 2011, expanded the program to include both U.S. citizens and non-citizens who are legal residents. For more information, please see the section on Baxter’s patient and caregiver services and programs.

Other Initiatives

When healthcare professionals travel overseas to provide charitable medical care to under-served populations, they often work in hospitals and clinics lacking modern surgical suite materials. Baxter's BioSurgery hemostatic and tissue sealant products as well as anesthesia products are some of the most requested Baxter products in these situations. During 2011, AmeriCares sent 36 shipments with Baxter products to 24 countries in support of medical missions.

The Global Community Relations team also works closely with the Partnership for Quality Medical Donations (PQMD) to benchmark Baxter’s practices and disaster response services. The organization’s mission is to collaborate with member companies and humanitarian aid organizations that share a commitment to advancing effective drug and medical supply donation practices. In 2011, the Global Community Relations team developed an internal training program to educate managers on Baxter’s Global Product Donation Policy. The program launched in January 2012 as a required training for all Baxter directors and above globally.
Case Study:
The Baxter International Foundation

Patients receive assistance from an AmeriCares India mobile medical clinic, a project funded in part by The Baxter International Foundation. Photo credit: AmeriCares

The Baxter International Foundation’s primary focus is increasing access to healthcare worldwide. In 2011, the Foundation donated more than $4 million (actual payments, excluding future commitments) in 23 countries. This included $1.1 million in grants to organizations outside of the United States and more than $700,000 to 774 organizations through the Foundation's Dollars for Doers and Matching Gifts programs that support employees’ philanthropic contributions. The majority of the grants were based on recommendations from Baxter employees, targeted to improve the quality and accessibility of healthcare for the disadvantaged and underserved in local communities. The Foundation also supports three prize programs that recognize organizations and individuals who demonstrate excellence in community service and healthcare research, and it has a long-standing commitment to the education of employees’ children through Foundation scholarships.

Grants awarded in 2011 fulfilled local needs to increase access to dental care, mental health, and other healthcare services for children, the uninsured, veterans, and the elderly. Recipient organizations included the following:

- **Austria** - Nuenerhaus, in Vienna, to expand medical care for the area’s homeless through the hiring of a general practitioner and medical assistant and the provision of medical supplies.

- **Costa Rica** - Asociacion Aldeas SOS de Ninos de Costa Rica, in Santa Ana and Tres Rios, to fund two full-time psychology professionals to provide mental health services for orphaned children.

- **India** - Plan International India, in New Delhi, to empower the community and enhance the capability of more than 1,500 mothers to effectively manage and respond to children's health needs through home-based care and also to address the primary healthcare needs of approximately 5,000 children through the establishment of a primary health center and outreach health services.

- **United States** - Delta State University, in Cleveland, Mississippi, to fund a community counseling center focused on play therapy for children.

See a complete list of recent Baxter International Foundation grants with additional detail.

The Baxter International Foundation sponsors prizes that recognize excellence in community service and healthcare research. These are among the most prestigious in the healthcare field.

**Foster G. McGaw Award**: Each year, The Baxter International Foundation, in conjunction with the American Hospital Association (AHA) and Health Research & Educational Trust, presents the $100,000 Foster G. McGaw Award to a U.S. healthcare organization that provides innovative programs that improve community health and well-being. In 2011, Mt. Ascutney Hospital and Health Center in Windsor, Vermont received this honor for its broad-based efforts to improve the lives of its most vulnerable community members. Mt. Ascutney Hospital and Health Center is a non-profit community hospital with a renowned inpatient rehabilitation unit, therapeutic pool and physical therapy department as well as acute care, transitional care, hospice and skilled nursing care services. The hospital was recognized for several major initiatives focused on building a community health infrastructure, preventing substance abuse, providing...
access to care through a free clinic, connecting residents to social services and providing senior housing. (See Case Study).

**William B. Graham Prize:** Working with the Association of University Programs in Health Administration, The Baxter International Foundation awards the William B. Graham Prize for Health Services Research to recognize major contributions to public health through innovative research. Edward H. Wagner, MD, MPH, a professor of health services at the University of Washington School of Public Health, received the $50,000 award in 2011 for his work in chronic illness management, cancer care and the aging and geriatric populations. Wagner founded the Group Health Research Institute (GHRI) in 1983, a non-proprietary, public-domain research institution within the Group Health healthcare system. As director until 1998, Wagner's commitment to scientific inquiry led the GHRI's mission to improve healthcare through leading-edge research, innovation and dissemination. In 1992, he established GHRI's MacColl Institute for Healthcare Innovation, which he still directs. His team developed the Chronic Care Model, an evidence-based framework that seeks to improve the delivery of safe, effective and collaborative care to patients.

**Episteme Award:** In conjunction with the Honor Society of Nursing – Sigma Theta Tau International – the Baxter International Foundation awards the Episteme Award to a nurse who has contributed significantly to nursing knowledge development, application or discovery that results in a recognizable and impactful public benefit. Kathleen R. Stevens, EdD, MS, RN, ANEF, FAAN, a professor of nursing at the University of Texas Health Science Center at San Antonio (UTHSCSA), received the $15,000 award in 2011 for her multifaceted approach to evidence-based quality improvement. As founding director of the Academic Center for Evidence-Based Practice, a UTHSCSA School of Nursing Center of Excellence, Stevens has advanced interdisciplinary evidence-based quality improvement and patient safety through workforce education and engagement with the goal of turning research into action and improving healthcare and patient outcomes in the community. She also developed the Improvement Science Research Network, a virtual research network that enables its members to conduct collaborative research, exchange information and network. This online network accelerates the testing and translation of clinical and health services research into practice.
Case Study: Making a Difference in India

AmeriCares India launched a two-year pilot project in 2011 to provide critical on-site medical services and free medicines in Mumbai’s Andheri slums. The mobile medical clinic project seeks to reach families who struggle every day with inadequate housing, unsanitary conditions, and a lack of safe drinking water and proper nutrition. It is funded partly through a two-year $85,000 grant from The Baxter International Foundation.

Six days a week, two fully-equipped mobile medical vans, each staffed with a doctor and pharmacy assistant, travel through the slums to assess and treat the immediate health care needs of more than 100 patients a day. Every week, about 1,200 patients receive treatment through the program. The team also provides proper referrals when necessary.

“With India’s slum population rising each year, AmeriCares mobile medical clinics are more crucial than ever,” says Dr. Purvish Parikh, vice president and managing director of AmeriCares India Foundation. “Squalid living conditions in the Andheri slums have led to widespread infection, disease, dehydration and malnutrition in children under five. Since our program began, we have become a trusted primary health care provider and have conducted more than 25,000 patient visits—and we expect the project to grow and adapt in upcoming months and years.” In 2012, the organization plans to expand the program to three vans to better serve this vulnerable and disenfranchised population.

The mobile medical clinic also works to identify and care for patients with chronic diseases such as diabetes and hypertension, and to provide them with a continuous supply of free medicines. AmeriCares maintains electronic health records for all patients to monitor the program and to facilitate patient follow-up.

Baxter employees have also volunteered to support this project. In October 2011, approximately 25 Baxter Mumbai employees joined the staff of AmeriCares in the Andheri slums to distribute medicines and collect data from more than 150 households about dietary and sanitation habits, and medication and vaccine needs. AmeriCares will use this information to better understand the needs in that region and improve healthcare delivery to this population in the future.
Case Study:
Improving Access to End-stage Renal Disease Care in Asia Pacific

Baxter is the world's leading innovator and supplier of peritoneal dialysis (PD) products for end-stage renal disease (ESRD), or kidney failure. PD is a self-administered therapy that can be managed by patients at home and can offer numerous benefits. Residual (or remaining) kidney function may be better preserved in patients treated with PD as compared with those treated with in-center hemodialysis (HD)\(^1\), \(^2\), \(^3\), \(^4\), \(^5\), and patients treated with PD before transplantation may have better survival rates than those treated with in-center HD.\(^6\)

PD home therapy can also be particularly impactful in emerging economies where many people with kidney disease go untreated due to expense and lack of access to dialysis treatment centers. Baxter works with governments to institute adequate reimbursement for PD and strives to make the therapy cost-effective and accessible through local manufacturing, home delivery and product innovation, along with training and education.

In 2008, for example, the government of Thailand implemented a “PD First” policy, encouraging the use of PD over in-center HD to expand access to treatment and for patients, while also controlling costs. As a result, the number of PD patients in Thailand has increased sharply, from about 1,000 in January 2008 to more than 10,000 at the end of 2011. Baxter projects the number of PD patients in Thailand to reach 35,000 in the next five years. Several countries throughout the Asia Pacific region, including India, Malaysia, Taiwan and Vietnam, are evaluating and implementing similar policies to help drive increased access to PD and manage the growing need for renal disease treatment with limited healthcare resources. In Hong Kong, which has had a PD First policy for nearly 20 years, PD penetration is about 80% of all dialysis patients.

Training and Education

Baxter also explores public-private partnerships to provide dialysis training and education that will advance professionals’ in-depth knowledge of available dialysis treatments, enabling them to adequately inform patients regarding ESRD treatment options. In 2008, the company established Baxter Scientia Asia Pacific, an education and research training program delivered through partnerships with Peking University Third Hospital and Sun Yatzen Hospital in Guangzou, China. Baxter Scientia strives to enhance treatment outcomes by offering a range of high quality education and research programs on PD to nephrologists and nurses throughout the region. Since inception, approximately 1,200 healthcare professionals in Asia Pacific have participated in the program.

In 2006, Baxter also introduced a community Chronic Kidney Disease (CKD) education and intervention initiative in collaboration with the Beijing Community Health Service Association. By the end of 2011, the program had trained about 1,000 community doctors in CKD identification and treatment. Those physicians have since identified more than 4,000 CKD patients from over 20,000 at-risk individuals.