

Pooled procurement, regional solidarity and the value agenda

September closed with a packed regional calendar: PAHO's 63rd Directing Council reshaped the Revolving Funds, and OECD, the IDB and the World Bank released their flagship regional health report. At Thera, a new advisor joined, two TheraTalks aired, and our monthly column turned to MedTech. The through-line is the one we return to most: turning approval and innovation into real, equitable access. Let's create value together.

THERA IN ACTION

The firm added senior depth in care delivery, carried its advanced-therapies perspective to Heidelberg, and kept the TheraTalks series running through the month.

NEW ADVISOR · SEP 10

Josefina Bascuñán Arellano joins as Senior Strategic Advisor — Healthcare Delivery & Integrated Care

Bascuñán Arellano strengthens Thera's capacity on how services are organized and delivered — integrated, people-centered care being the practical test of whether policy reaches patients.

[Read more →](#)

GLOBAL ECOSYSTEMS · HEIDELBERG

Thera at the K-Biotech Innovation Day: building bridges from Latin America to translational-medicine ecosystems

Sebastián Millar, Thera's Senior Strategic Advisor for Advanced Therapies & Precision Medicine, took part in the K-Biotech Innovation Day in Heidelberg — organized by the bioRN Life Science Cluster — where South Korean biotech and medtech startups presented work in AAV capsid engineering, digital gait analysis, multi-omics early diagnostics and liquid biopsy. His reading for the region: LATAM doesn't just need to "incorporate innovation," but to build better pathways to evaluate, adapt, finance and implement health technologies — connecting science, industry, regulation, clinical practice and access from the earliest stages.

[Read the reflection →](#)

THERATALKS · THIS MONTH

Watch on [YouTube](#) and follow on [LinkedIn](#).

EPISODE 7 · SEP 11

Evidence-based health policy, HTA & precision medicine, with Oscar Flores (Cabildum Consulting)

How health technology assessment and sound evidence can anchor smarter coverage decisions — and what that means for bringing precision medicine into the region's health systems.

[Watch Episode 7 →](#)

EPISODE 8 · SEP 25

Advanced therapies, precision medicine & health-system readiness, with Sebastián Millar

Thera's advanced-therapies advisor on what it actually takes for health systems to be ready for cell, gene and precision therapies — from evidence and financing to delivery capacity.

[Watch Episode 8 →](#)

COLUMN OF THE MONTH · EL ECONOMISTA

From regulatory approval to healthcare value: MedTech's new agenda in Latin America

Thera's column argues that for medical technology, regulatory approval is only the starting line. The harder, more consequential question is value: whether a device, diagnostic or digital tool actually improves outcomes, fits the way care is delivered, and earns its place in constrained budgets. For LATAM, that means moving MedTech policy beyond market authorization toward health technology assessment, procurement that rewards outcomes, and real-world evidence.

It's the MedTech expression of Thera's "Effective Access" thesis: innovation only counts when it reaches patients and demonstrably improves their lives — and that depends on the rules and institutions that sit between approval and delivery.

[Read the full column →](#)

GLOBAL OUTLOOK · THIS MONTH

OECD / IDB / WORLD BANK · SEP 28

Health at a Glance: Latin America and the Caribbean 2026 is released

The third edition of this flagship report, prepared jointly by the OECD, the Inter-American Development Bank and the World Bank, benchmarks health status, financing, workforce and system performance across 33 countries — with dedicated thematic chapters on quality of care and on inequalities in health and healthcare. It is one of the most comprehensive evidence bases available for the region's policymakers.

[Read more →](#)

WHO · MEDTECH & ACCESS · SEP 25

WHO expands its prequalification programme to more medical devices

WHO announced a major expansion of prequalification to cover a wider range of devices — including computer-aided detection software for tuberculosis screening (CAD-TB) and sexual and reproductive health products. With some 70% of countries reporting weak regulatory systems for health products, the move is a concrete lever to widen access to quality-assured medical technology.

[Read more →](#)

PAHO · POOLED PROCUREMENT · SEP 29

PAHO Member States approve strengthening of the Regional Revolving Funds

At the 63rd Directing Council, member states agreed to bring the Revolving Fund for Access to Vaccines and the Strategic Fund under a single Regional Revolving Fund framework — a more integrated, flexible mechanism for accessing vaccines, medicines, diagnostics and devices. Over the last biennium the Funds helped protect an estimated 170 million people through pooled procurement and shared financing.

[Read more →](#)

SPOTLIGHT ANALYSIS

Pooled procurement and regional solidarity: what the Revolving Fund reform signals for access

Two September milestones speak to each other. The OECD/IDB/World Bank report documents persistent inequalities in health and healthcare across Latin America and the Caribbean; days later, PAHO's members voted to integrate the Regional Revolving Funds. Read together, they frame both the problem and one of the region's most proven responses: when countries pool demand and share financing, they secure quality-assured products — increasingly including high-price medicines for cancer, multiple sclerosis and rare diseases — at prices none could command alone.

For Thera, this is "Effective Access" operating at regional scale. But pooled procurement is a mechanism, not a guarantee: its reach still depends on essential-medicines selection, HTA-based prioritization, sustainable financing and the delivery systems that get products to patients. The reform is an opening; converting it into measurably narrower access gaps is the policy work that follows.

LATAM IN FOCUS · THIS MONTH

PAHO · ACCESS TO MEDICINES · SEP 28

PAHO Director's Annual Report charts gains in access amid mounting threats

Covering July 2025 to June 2026, the report highlights progress in disease elimination, immunization, maternal health and access to essential medicines — while warning of setbacks such as the loss of the region's measles-free status. Notably, the Revolving Funds expanded into high-price medicines for breast and prostate cancer, multiple sclerosis and rare diseases, using pooled procurement to secure major price reductions.

[Read more →](#)

PAHO · HEALTH SECURITY · SEP 30

Countries of the Americas adopt a new strategy to strengthen health security

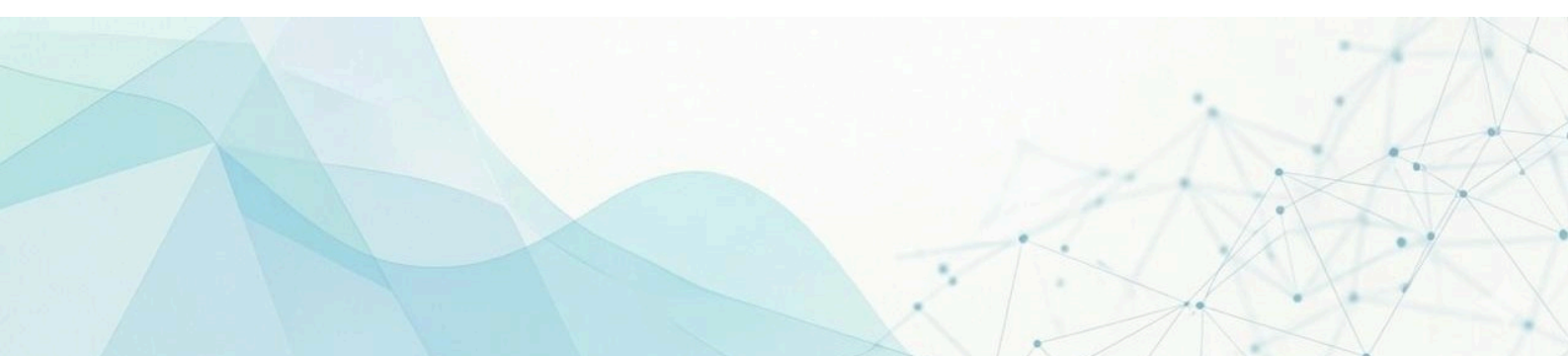
Also at the 63rd Directing Council, member states endorsed a new regional strategy to bolster preparedness and response — reinforcing the resilient, well-governed health systems that underpin both routine access and emergency readiness across the Americas.

[Read more →](#)

Let's create value together

From diagnosis to demonstrable impact — talk to Thera about your access and policy challenges.

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