

# Partnering to create market-based solutions with measurable impact

PATH is the leader in global health innovation. An international nonprofit organization, we save lives and improve health, especially among women and children. Since our founding in 1977, we have leveraged the expertise and resources of corporate partners to create market-based solutions that lead to large-scale, sustainable impact—solutions that can change the course of disease, transform health, and save lives.

## ACCELERATING INNOVATION TO SAVE LIVES

PATH accelerates innovation across five platforms—vaccines, drugs, diagnostics, devices, and system and service innovations—that harness our entrepreneurial insight, scientific and public health expertise, and passion for health equity. By mobilizing partners around the world, we take innovation to scale, working alongside countries primarily in Africa and Asia to tackle their greatest health needs. Together, we deliver measurable results that disrupt the cycle of poor health.

For nearly 40 years, PATH has been a pioneer in translating bold ideas into breakthrough health solutions, with a focus on child survival, maternal and reproductive health,

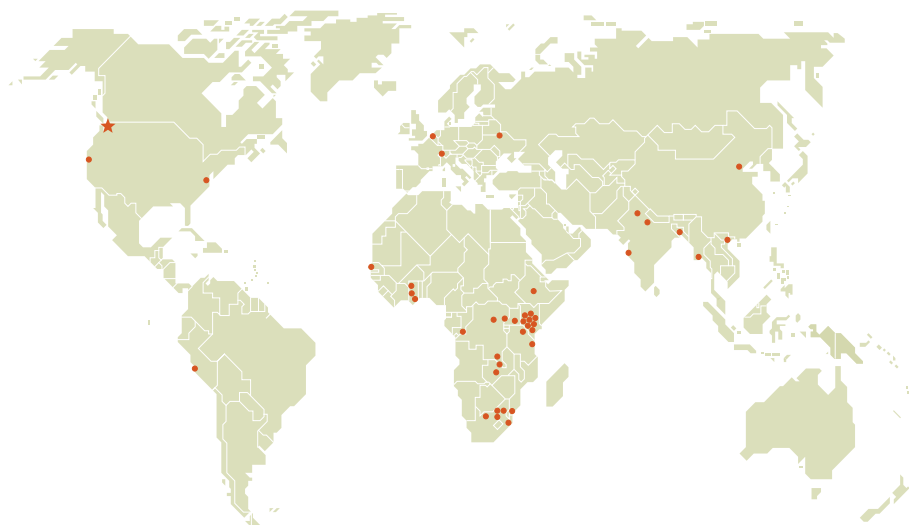
and infectious diseases. With headquarters in Seattle, Washington, PATH has 1,300 employees and offices in 20 countries. PATH's 2014 budget was US\$335 million, with support from foundations, governments, corporations, multilateral agencies, nongovernmental organizations, universities, and individuals.

## THE POWER OF COLLABORATION

Collaboration is essential to the success and sustainability of our work. We engage and connect hundreds of diverse partners in the private, public, and nonprofit sectors—from the community to the global levels—to accelerate lifesaving ideas. We are proud to partner with some of the world's leading companies to develop and deliver new vaccine and drug treatments, breakthrough health technologies, and powerful tools and strategies to improve health.

We have an extensive network of relationships at the local, country, and global levels and the ability to conduct in-country research, trials, and market analysis. We are a trusted convener, with the ability to mobilize partners across borders, sectors, and disciplines.

## PATH'S GLOBAL PRESENCE



### Africa

DR Congo, Ethiopia, Ghana, Kenya, Mozambique, Senegal, South Africa, Tanzania, Uganda, Zambia

### Asia

Bangladesh, China, India, Myanmar, Vietnam

### Europe

Belgium, Switzerland, Ukraine

### Latin America

Peru

### North America

United States (headquarters in Seattle, Washington)

## OUR CORPORATE PARTNERSHIPS

Our Corporate Engagement team works with companies to create tailored partnership opportunities that match each company's resources and expertise with our unique strengths to deliver both health impact and business value. While each partnership is unique, most fall into one of the following categories: philanthropic, technical, marketing/advocacy, and signature partnerships.

### Philanthropic partnerships

Many companies wish to make a difference through corporate philanthropy and to engage their employees through related giving or volunteering opportunities. Our philanthropic relationships with companies can include program-specific grants; cause marketing; employee giving; or donations to our Catalyst Fund, which allows us to support new initiatives, leverage major grants, and meet critical organizational needs.

- **PATH and Microsoft**

Microsoft and its employees joined forces with PATH to provide a lifesaving vaccine to children in Asia through an innovative employee engagement campaign that also helped increase participation in Microsoft's on-site personal health screenings for employees.

### Technical partnerships

We work with corporations through technical partnerships that allow companies to reduce the risk of bringing new technologies to low-resource markets while driving social impact. PATH helps companies tailor innovations to low-resource settings through clinical research, intellectual property transfers, and technical assistance. We also assist with go-to-market strategies, product and pipeline assessments, supply chain improvements, and licensing and distribution of PATH innovations.

- **PATH and Merck for Mothers**

PATH and Merck for Mothers are collaborating to identify innovations with the greatest potential to help save women's lives during pregnancy and childbirth. This unique alliance brings together product developers, maternal health experts, and business strategists to evaluate and advance high-impact technologies designed for low-resource settings.

### Marketing/advocacy partnerships

Through our marketing and advocacy partnerships, we work with marketing and corporate affairs experts to engage consumers, leveraging PATH's industry reputation and brand. We also leverage PATH's existing program and country networks to raise visibility and awareness for our corporate partners in priority markets. Finally, we work with government and regulatory affairs experts to create policy impact at the national and international levels.

- **PATH and the ExxonMobil Foundation**

Since 2006, the ExxonMobil Foundation has supported PATH's Malaria Vaccine Initiative to ensure informed decision-making around the development and possible implementation of malaria vaccines.

### Signature partnerships

Our signature partnerships are characterized by mission alignment and measurable results. They combine the resources, capabilities, and active engagement of our corporate partners with PATH's technical expertise, on-the-ground experience, and global health networks. These unique relationships are built on shared values to create broad-based partnerships that accelerate lifesaving ideas and mobilize resources to bring innovations to scale.

- **PATH and BHP Billiton Sustainable Communities Trust**

BHP Billiton Sustainable Communities Trust supports the Window of Opportunity initiative led by PATH to improve the health and development of children in the first 1,000 days of life. The initiative focuses on strengthening health and development systems in areas where the global resources company has a presence in South Africa and Mozambique.

## PARTNER WITH US

We welcome new partners in creating innovative, market-based solutions that can bring health within reach for everyone.

Please contact our Corporate Engagement team to explore opportunities for your organization.

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[www.path.org](http://www.path.org)

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