

ATAC's annual rating of drug company policies and practices

Gilead Sciences	
<i>Grading Categories</i>	<i>Grade</i>
Drug Development Portfolio and Plan— <i>Develops innovative treatments, designs safe and effective clinical trials.</i> Gilead has HIV, hepatitis C, and drug-blood-level boosting agents in development. It has a record of collaborating with other companies in the development of fixed-dose combination pills. Recruitment of women and people of color in its trials has been about average.	B-
Access to Drugs— <i>Ensures the earliest and broadest possible access of its HIV drugs.</i> Gilead has a patient assistance program and a co-pay assistance program. Though it began working on its co-pay program earlier than most other companies, it is among the least generous. Gilead provides free drugs for research outside of the company.	C+
Pricing— <i>Prices its products responsibly.</i> Gilead has met with the treatment activist community on pricing issues and has kept the price of its coformulated drugs equal to the price of their component drugs. Gilead has also agreed to a price freeze through 2010. However it took a steep price increase in 2008 before the price freeze took effect, and the price of Viread (tenofovir) has increased more since launch than any other HIV drug.	C+
Community Relations— <i>Engages the HIV community on trial design, company conduct and marketing efforts.</i> Gilead generally seeks input from the community on its trial designs, though not always early enough to allow for protocol changes. The company responds in a timely manner to written correspondence.	B-
Marketing Practices— <i>Engages in marketing practices that are ethical and honest.</i> Gilead has generally not engaged in negative or fear-based advertising. It did receive an FDA warning letter about promotional practices that overstated the benefits and underplayed the risks of its drugs.	C+
Average Grade:	C+
Suggestions for Improvement: Gilead needs to consult with the treatment activist community on trial design and development in a timely manner that will allow for input to be incorporated into research plans. The company should not offer reimbursement and price concessions with one hand and take price increases with the other. The community would like Gilead to cover 100% of co-pays.	