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Dr. Marilyn Dix Smith  
Founding Executive Director  
ISPOR  
3100 Princeton Pike  
Building 3, Suite E  
Lawrenceville  
NJ 08648, USA

Dear Marilyn

#### **ISPOR SOUTH AFRICA PROPOSAL**

As you might be aware, the South African chapter of ISPOR is now almost two years old and had its first conference in 2008 which was attended by approximately 80 delegates as well as Diana Brixner.

During our first Board meeting for 2009, the Board had an in-depth discussion about the future, relevance and value-add that a local chapter brings to a country and specifically South Africa. We are confronted with a relatively low interest in pharmacoeconomics in South Africa, limited finance and limited time from Board members. We debated the value proposition that a local chapter brings to a country and whether it does not in actual fact duplicate what ISPOR is doing. An example of duplication is local and international membership fees.

Given these constraints, the Board resolved that:

- We will continue to organise the annual South African conference, however in collaboration with other stakeholders such as health insurers, representative trade organizations of pharmaceutical companies, academics and the state sector; and
- We will continue with working group activities to address relevant South African issues such as thresholds etc.

The Board is however concerned about charging local membership fees for these limited activities and hereby formally request that you present the following proposal to the ISPOR Board for consideration.

- Given US\$-ZAR exchange rate, the ISPOR membership fees are high for South Africans. This will apply to most developing countries;
- To expect members to pay membership fees for both the local chapter and ISPOR is not feasible and limits growth of membership both locally and internationally;
- From a membership perspective, ISPOR provides the most value given the access to the web based content, Value in Health etc. The local chapter cannot compete with this value proposition; and

- We therefore request that the ISPOR Board consider changing its membership rules for developing countries. We propose that a single discounted membership fee be charged by ISPOR that will automatically imply membership of the local chapter as well. The local chapter will manage the administration of membership applications through its local office. A percentage of membership (40%?) fees will be retained by the local chapter to cover costs of local activities.

We believe that this will not only grow membership locally, but also internationally and therefore request that the ISPOR Board consider our proposal favourably.

Regards

Tienie Stander  
President: ISPOR South Africa