

# A new business model is needed to drive antibiotic development

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The current business model for antibiotics is plagued by market failures and perverse incentives that both work against conservation efforts and provide insufficient rewards to drive the development of much-needed new treatments for resistant infection according to Kevin Outterson, from Boston University School of Law, Boston, US and Chatham House, UK, and colleagues in an Essay published in *PLOS Medicine*.

In their Essay the authors outline how a business model that delinks rewards from sales volume of an antibiotic could work. In addition they describe critical issues that need to be overcome to make this business model a reality so that [new antibiotics](#) could be developed and conserved to avoid the development of resistant bacteria.

The authors conclude, "[t]he UK's [Antimicrobial Resistance] Review, led by Lord Jim O'Neill, proposed that "a successful intervention must partially or fully 'de-link' profit from sales" ... With this growing focus on antibiotic delinkage, we see the need for a global conversation that applies delinkage principles to address access, conservation, and innovation of antibiotics in concert and not in isolation."

**More information:** Outterson K, Gopinathan U, Clift C, So AD, Morel CM, Røttingen J-A (2016) Delinking Investment in Antibiotic Research and Development from Sales Revenues: The Challenges of Transforming a Promising Idea into Reality. *PLoS Med* 13(6): e1002043. [DOI: 10.1371/journal.pmed.1002043](https://doi.org/10.1371/journal.pmed.1002043)

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