



# Snapshot of Accomplishments Madagascar

October 2022 to March 2023

<b>ACTIVITY OBJECTIVES</b>	<ol style="list-style-type: none"> <li>1. Improve quality of private sector services for better supply quality.</li> <li>2. Ensure youth markets drive demand and improve access/ supply to hard-to-reach urban and peri-urban population.</li> <li>3. Consolidate and further capacitate public private dialogue (PPD) platforms to better engage private providers and encourage stewardship.</li> <li>4. Mobilize financial resources to improve private sector capacity, responsiveness, and financial sustainability</li> </ol>
<b>GEOGRAPHIC FOCUS AREAS</b>	Antananarivo (Analamanga Region), Boeny Region
<b>HEALTH AREAS</b>	Family Planning; Maternal and Child Health; Nutrition
<b>TECHNICAL AREAS</b>	Financing; Market Information; Stewardship; Supply and Demand
<b>REPORTING PERIOD</b>	October 2022 to March 2023

## Key Results

- Held a Self-Assessment Process on Organizational Skills (PACO) workshop with 13 member organizations of the Groupement du Secteur Privé de la Santé.
- Conducted three focus groups with private and public providers to identify gaps and potential solutions in access to finance for the health sector;

- Signed a sub-award and three partnership agreements via Memoranda of Understanding or MoUs (with the Faculty of Medicine of Majunga (FacMed), the Direction des Institutions de Formation des Paramédicaux (DIFP), and the Association des Médecins Communautaires de Madagascar (AMCMAD), respectively) to improve collaboration between public and private sectors and implement technical training in the selected priority region, Boeny. The MoUs with FacMed and DIFP seek to improve the training of qualified agents entering the medical field, ensure the achievement of the skills necessary to meet the priority needs of the country, and increase the efficiency of the quality and diversity of the courses taught by the FacMed and DIFP. FHM Engage's collaboration with AMCMAD aims to ensure AMCMAD's inclusion in GSPS activities, to reinforce capacity and staff training, and to support each other in health initiatives.

## Key Accomplishments

### Opened new doors for enhancements in health product distribution and training of providers through market description work

FHM Engage conducted a market description analysis, gathering comprehensive information on supply, demand, and consumer uptake of family planning (FP), maternal, newborn, and child health (MNCH), and nutrition products and services in Madagascar. The detailed results provide inputs and orientation to work plan activities. As a follow-on, FHM Engage partnered with local actors such as importers and wholesalers to brainstorm potential improvements for in-country product distribution. One result of this coordination is that, with FHM Engage support, contraceptives manufacturer Woman Care Global has started exploring possibilities to do business in Madagascar and are interested in importing their product portfolio into the country.

### Initiated improvements for supply and service delivery for youth and hard-to-reach populations

FHM Engage worked with the Federation of Health Mutuelles to understand mechanisms that could support and facilitate access to integrated FP/MNCH/nutrition services for youth and hard-to-reach populations. The Federation includes eight health mutuelles (insurance providers) with various health financing mechanisms. FHM Engage also co-developed an action plan to engage with AMCMAD (Community Health Workers' Association) to promote health care services in peri-urban and rural areas, including to young people. AMCMAD is comprised of approximately 30 rural cabinets spread over five regions. FHM Engage collected data and conducted analyses to understand the different experiences of the Federation, AMCMAD, and other free and prepaid health care that exist or have existed in Madagascar.

### Created new opportunities via public private stakeholder dialogues

FHM Engage selected Boeny, a region in northwestern Madagascar, as a pilot region for training for private providers and conducted public private stakeholder dialogues in the region. The project simultaneously began recruitment for a local sub-awardee organization to carry out private provider training in Boeny. During a field trip to Boeny in February 2023, FHM Engage coached the Regional Public Health of Boeny (DRSP) team on public private partnership (PPP) approaches. FHM Engage visited and provided training on “Private sector specificities, PPP and stakeholder coordination” to in-need private facilities identified during modules under the predecessor SHOPS Plus project.

## Initiated PPD advancements throughout health sector with subaward signature

FHM Engage continued to coach the Grouping of the Private Health Sector (GSPS) and its key members, as well as the Association of Private Hospitals in Madagascar (AHPM) to improve their organizational capacity and their vision towards the PPD with the Ministry of Health. To further support this work, including recruitment of organizations into GSPS, a subaward was signed with an international organization, Federation Ouest Africaine du Secteur Prive de la Sante (FOASPS). With FHM Engage support, GSPS hosted a Self-Assessment Process on Organizational Skills (PACO) workshop with 13 of its member entities to identify improvement needs and build a stable organizational base.



OPERATIONS & FINANCE MANAGER NONO RAMANOROMILA, TECHNICAL ADVISOR ANDRINIAINA RAKOTONDRABE, & PROGRAM MANAGER LIANE NICOLE MARIE RAHARINIRINA, ENGAGE IN PROJECT OFFICE ACTIVITIES IN ANTANANARIVO, MADAGASCAR, JANUARY 2023. CREDIT: FHM ENGAGE

## Achieved business viability through co-designing financing solutions

As bottlenecks and gaps in access to financing aggravate the health sector, FHM Engage conducted three focus groups with a variety of stakeholders – medical practitioners, dispensaries, hospitals, clinics, banks, and microfinance institutions – to identify root causes and potential solutions for these concerns.

*Cover banner photo: USAID’s Senior Technical Advisor on the Private Sector Team within the Bureau for Global Health Andrea Bare (third from the left) participates in a meeting organized by FHM Engage during the USAID AOR visit April 2023. Credit: FHM Engage.*

Frontier Health Markets (FHM) Engage is a five-year cooperative agreement (7200AA21CA00027) funded by the United States Agency for International Development. We work to improve the market environment for greater private sector participation in the delivery of health products and services and to improve equal access to and uptake of high-quality consumer driven health products, services, and information. For more information, email [fhm-engage@fhm-engage.org](mailto:fhm-engage@fhm-engage.org).