



Summa and the Clinica Materno Infantil Sanangel

Summary: A loan can be used to integrate reproductive and other maternal health services into a pediatric clinic.

Background

In the past, public health goals were achieved through vertical programming, which often led to limited, and at times unsustainable, results. Recently, there has been a move to integrate health care services, particularly maternal and child health (MCH) care, to maximize positive health outcomes. There are a number of arguments for integrating services. It can reduce the time-related costs of seeking health care, which can be a critical factor for lower-income people. In addition, a one-stop shop makes it more likely that a mother will address her own health needs as well as those of her children. Public health practitioners increasingly view service integration as a strategy to promote the use of family planning services. A recent study¹ suggests that contraceptive use among women is positively associated with the intensity of MCH service use. Service integration can be a strategy to increase MCH care use, including family planning.

There is also a financial rationale for integrating services. A health care provider that diversifies its service range is likely to attract more customers and be more profitable. Family planning typically has a narrow profit margin, which discourages private providers from offering it as a

stand-alone activity. Private providers are more willing to promote family planning services if they can integrate them into a package of more profitable MCH services.

In 2000, the Summa Foundation was approached by the Clinica Materno Infantil Sanangel, a commercial health care provider that was operating a small pediatric clinic in Managua, Nicaragua. Sanangel wanted advice on how to improve its operations. The Summa Foundation suggested that Sanangel integrate maternal health care into its pediatric practice. By offering women's health services, Sanangel could target the large number of women who come through the clinic every day with their children. The Clinica Sanangel would be able to provide a one-stop shop for mothers who are too busy to go to more than one clinic to meet their families' health needs. Furthermore, the clinic is strategically located near two universities in Managua, so it would be easy to market the new services to this young adult population. The owners of the clinic agreed with this assessment and decided to request a loan from the Summa Foundation to add maternal health services, including family planning and reproductive health.

Objective

The primary objective is to integrate MCH care at the Clinica Sanangel, thereby increasing the utilization of high-quality family planning and reproductive health services. The loan also seeks to expand pediatric health services.

Loan Structure

Summa provided a direct loan to Clinica Sanangel to add maternal health services to the pediatric clinic. The loan was used to add a maternal health consultation room, a pharmacy, and laboratory; expand the clinic; procure additional equipment, including an ultrasound machine; and refinance the existing mortgage.

Technical Assistance

The Summa Foundation provided assistance in strategic planning and business analysis to help the Sanangel management integrate maternal health services. Summa also assisted them in developing a management information system to track service utilization, prescriptions, pharmacy sales, inventory, and financial and patient records accurately. This system is essential as Sanangel manages the expansion of the clinic, multiple services, and a new client base.

1 Hotchkiss D, J Rous, E Seiber, A Berruti. 2002. The Influence of Maternal and Child Health Service Utilization and Access to Private-Sector Family Planning Services on Subsequent Contraceptive Use: A Multi-country Study. Washington DC: USAID/Commercial Market Strategies Project.

Outcomes

Since the loan was provided two years ago, Sanangel has successfully integrated maternal health services into its operations. It hired four gynecologists and dedicated a consultation room to women's health care. As a result of the loan, five new services are being offered: diagnostic imaging, family planning, general obstetrics and gynecological (OB/GYN) care, pharmacy, and laboratory services. The loan is having a positive impact on quality by increasing options for the clients of Clinica Sanangel (see Table 1).

By March 31, 2003, OB/GYN visits, including family planning services, represented 15 percent of total visits to Clinica Sanangel. Family planning visits accounted for 8 percent of total visits (see Figures 1 and 2 for the change in service mix as a

result of the loan). In terms of method, intrauterine device (IUD) insertions account for 89 percent of the couple years of protection generated by Sanangel. Injectables are the next most popular method, followed by oral contraceptives (OCs). Summa expects the utilization of maternal health and family planning services to continue to grow over the loan term.

The addition of maternal health services at Sanangel has not had a negative effect on the provision of pediatric care. During the first two years of the loan, pediatric services grew by 40 percent. This trend is expected to continue.

Table 1. New services offered as a result of the loan

New Service Offered	Date Service Initiated
Imaging Services (ultrasound)	April 2001
Family Planning (IUDs, injectables, OCs, counseling)	April 2001
General OB/GYN Services	April 2001
Pharmacy and Laboratory Services	May 2001

Figure 1. Baseline — March 2001

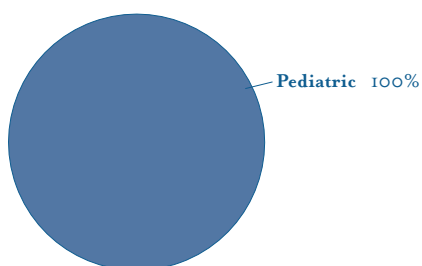
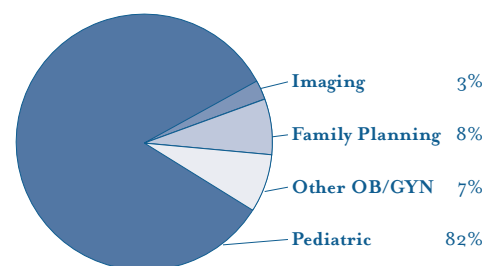


Figure 2. Service Mix — March 31, 2003



More Information

For more information or to download a copy of this *Investment Brief*, please visit the Summa Foundation website at www.summafund.com.



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The Summa Foundation, a not-for-profit investment fund, provides financing and technical assistance to the private and commercial health sectors in developing countries. Summa's goal is to stimulate and expand the role of the private sector in the delivery of affordable health services and products. Summa considers proposals for a broad range of health projects, but focuses primarily on maternal and child health, including reproductive health and family planning.



Summa currently operates under the United States Agency for International Development's Commercial Market Strategies (CMS) project. Implemented by Deloitte Touche Tohmatsu (Contract No. HRN-C-00-98-00039-00) and subcontractors (Abt Associates, Inc. and Population Services International), CMS works throughout the developing world to expand the role of the private sector in the delivery of quality reproductive health care.



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