



Summa and C&J Medicare

Summary: A loan to a preferred provider can improve the quality of care and expand services that are covered by employer contracts.

Background

In many developing countries, access to quality health care for lower-income groups is constrained by a lack of health financing. National health insurance plans either do not exist or only cover a small portion of the population. Private health insurance is typically affordable only to the wealthy. As a result, in many countries large private companies have been forced to fill this void, either by offering health care on site to their employees and their dependents or by contracting with private providers to cover a package of health services. Companies either negotiate with health insurers to provide coverage to employees and dependents, or, when this is not possible or affordable, they cover the medical costs directly. These companies are motivated to provide employee health benefits for a number of reasons. Some are driven by a sense of corporate social responsibility. In some countries, companies are required by law to provide employee health coverage. In most cases, companies are concerned with their bottom lines. Good employee health means fewer absences, less turnover, and higher productivity. In many cases, the cost of covering a limited package of health care services, including preventive care, is cheaper than the cost of a sick, unproductive work force. Whatever the reason, the fact that many large companies in developing countries provide

health benefits for their employees and dependents represents a real opportunity to leverage positive public health outcomes.

In Ghana, the Summa Foundation provided a loan to C&J Medicare (C&J), a commercial health service preferred provider that has developed a niche in contracting with companies to provide health care for employees and dependents. C&J runs in-plant clinics for four large companies. It also has contracts with 54 companies to provide health care to employees and dependents at its medical facilities. Each of the contracts varies, but most cover a yearly check-up and general, primary health care. The companies have varying track records in covering preventive health services, such as HIV/AIDS education, testing, and counseling, as well as voluntary family planning services. C&J covers approximately 11,000 employees and dependents and estimates that 70 percent of its clientele are lower income and that the majority are women and children.

C&J, however, was not able to meet the needs of this clientele because of its limited facilities. The majority of clients were being seen at its main clinic, a small, rented facility in downtown Accra. The clinic has only three consultation rooms, four beds, and an outpatient waiting room that seats 21 people. As a result of these space constraints, C&J frequently had to turn clients away and had to limit the amount of

maternal and child health (MCH) services that it could provide to dependents in order to meet the occupational health needs of the employees who were covered. C&J responded to this imperfect situation by requesting a loan from the Summa Foundation to construct and equip a small hospital to increase its capacity. The Summa Foundation recognized this as an ideal opportunity, not just to improve the quality of care and expand MCH services through employer contracts, but also to work with employers to expand coverage of preventive health services, including family planning and HIV/AIDS education, testing, and counseling.

Objective

The main objective of this intervention is to improve and expand MCH care and HIV/AIDS services through a preferred provider that contracts with employers in Ghana.

Loan Structure

Summa provided a direct loan to C&J to complete construction of, equip, and refinance a small hospital that will more than double its capacity. As a result of the loan, C&J will add a surgical theater and stand-alone pharmacy; increase inpatient and outpatient capacity;

improve diagnostic ability with X-ray, ECG, and ultrasound machines; and promote family planning and HIV/AIDS education, testing, and counseling.

Technical Assistance

In conjunction with the Commercial Market Strategies (CMS) project, Summa is providing technical assistance to C&J to maximize the impact of the loan. CMS is providing training to C&J clinical staff in family planning service delivery, including long-term methods, and voluntary counseling and testing for HIV/AIDS. CMS also is assisting C&J in negotiating with employers to expand coverage of HIV/AIDS workplace programs and family planning services.

Outcomes

As a result of the loan and technical assistance to C&J, Summa expects to see a considerable expansion in MCH services. C&J opened the new hospital in January 2003, and staff already have received training in HIV/AIDS voluntary counseling and testing. The C&J laboratory technician also received training in laboratory diagnosis of HIV/AIDS. C&J staff are scheduled to receive training in family planning service delivery and counseling, including longterm methods, such as Norplant, tubal ligations, and vasectomies. One room at the new hospital is dedicated to family planning and HIV/AIDS consultations. C&J has produced a new brochure and a series of radio and television advertisements that promote the new services. It is projected that C&J will have more than 39,000 MCH visits during the loan term.

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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