

Working to improve health market performance for better health and financial protection for the poor The Center for Health Market Innovations (CHMI) is a global network of partners that collects, analyzes and disseminates information about Health Market Innovations in developing countries with the goal of accelerating the diffusion of successful models.

**FOCUS ON HEALTH MARKETS** Health markets are an important part of health systems in many countries, supplementing and operating in parallel to government sponsored public delivery. In at least 17 countries in Asia and 16 countries in Africa, including many of the world's most populous nations (China, India, Pakistan, Bangladesh, and Nigeria), more than half the total health spending comes from private, out-of-pocket payments. And in most of these countries, poor people rely on private health care providers for a large portion of their care. But poor patients do not always seek the kind of care that will make them healthier, and providers of drugs and services do not always act in the patient's best interest, resulting in poor health and catastrophic expenditures for the poor. While health markets present challenges, when they are well-monitored and regulated, they can be a source of creative new approaches with the potential to achieve better quality, greater efficiencies, and increased access to care for underserved populations.

## HEALTH MARKET INNOVATIONS

**Health Market** Innovations are programs and policies—implemented by governments, nongovernmental organizations (NGOs), social entrepreneurs or private companies that have the potential to improve the way health markets operate. These programs and policies harness transactions that occur between patients and private health care providers to promote better health and financial protection, especially

#### Under-performing Health Market **Improved** Health Market Health Market **Innovations Current State** Desired state Organizing Delivery Programs that reduce fragmentation and · Lots of fragmented and Most providers licensed informality of health care delivery often informal providers Few standards and **Financing Care** Adequate standards Programs that mobilize funds and give purchasing power to the poor Low consumer Greater consumer knowledge knowledge Regulating Performance • Unnecessary or Good quality, without harmful care Programs that set standards, enforce and overprovision promote quality care The poor can't afford care The poor have **Changing Behaviors** · Impoverishing health Health costs don't Programs that educate and train consumers and providers to seek and deliver better care Target populations receive proven health interventions Proven interventions often not received by **Enhancing Processes** target populations Programs that apply new technologies and operational processes to improve quality, access or cost Outcomes **Outcomes** • Improved Health Status Poor Health Status • Little or no Risk Protection Adequate Risk Protection Low Consumer Satisfaction Greater Consumer Satisfaction

for the poorest and most vulnerable.

CHMI focuses on five categories of health market innovations with potential to improve the performance of the marketplace (see figure above).



#### WHAT THE CENTER FOR HEALTH MARKET INNOVATIONS DOES

DISSEMINATE INFORMATION ON INNOVATIVE PROGRAMS Through a global network of partners, CHMI collects information on innovative programs in more than 100 countries. The online CHMI programs database offers interactive, comparable, visual information about a constantly growing number of programs – now more than 600. Users can search by Program Type, Health Focus, Country of Operation, Target Population, Legal Status and Target Geography.

# ANALYZE HIGH-POTENTIAL INNOVATIONS

CHMI uses its rich information on programs around the world to identify and analyze emerging innovative models that could be scaled-up or adapted in other countries. CHMI works to better understand which emerging program models truly have the potential to improve health and financial protection in health markets.



### Make Connections To Encourage Diffusion

Donors and investors rely on CHMI's comprehensive database of programs—derived from in-country mapping and crowd-sourcing from innovators—to identify promising candidates for funding. Innovators use CHMI information to learn from other programs around the world and find implementing partners in their own countries. CHMI's database is also a tool for researchers studying the private sector's role in the health marketplace.

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