



Celebrating Achievements

Private Sector Health

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SHOPS is funded by the U.S. Agency for International Development.

Abt Associates leads the project in collaboration with:

Banyan Global

Jhpiego

Marie Stopes International

Monitor Group

O'Hanlon Health Consulting

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Private Sector Health

- Project overview
- Celebrating achievements
- Today's agenda



SHOPS agreement overview

- 5 year leader with associates, 1 year extension
- Two AAs (Jordan and Nigeria)
- Led by Abt Associates with
 - Banyan Global
 - Jhpiego
 - Marie Stopes International
 - Monitor Group
 - O'Hanlon Health Consulting



Strategic objective

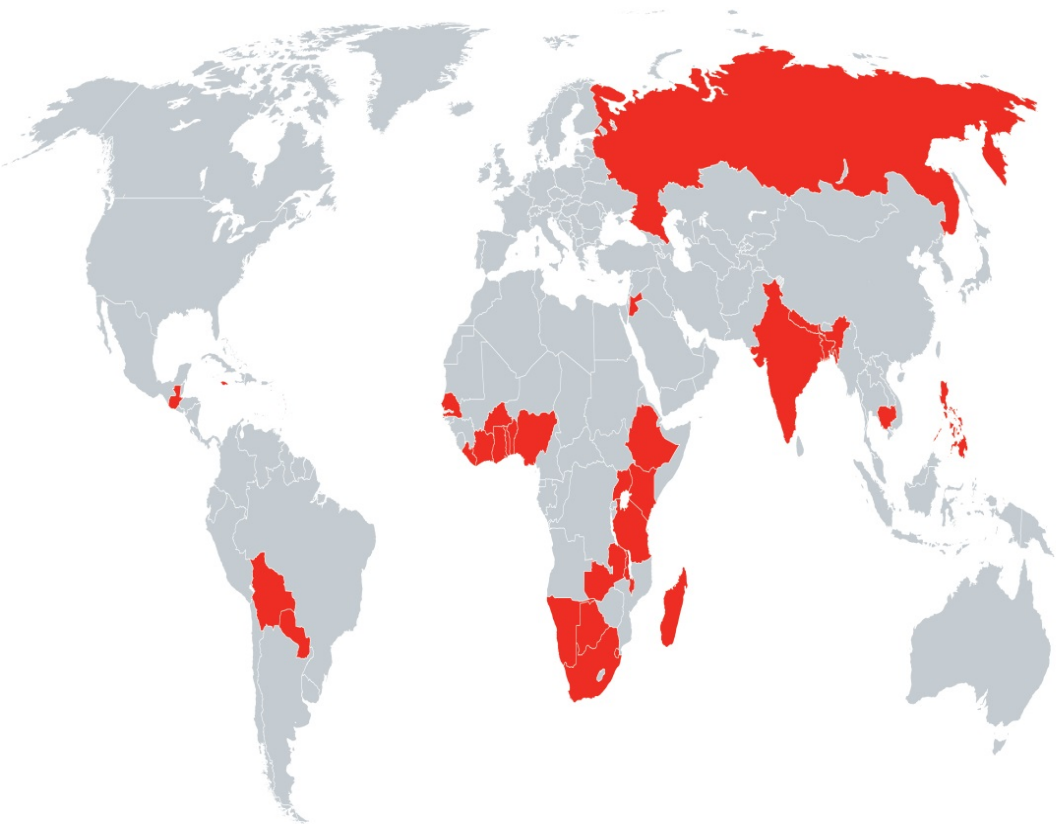


Increase the role of the private sector in the sustainable provision and use of quality FP/RH, HIV and AIDS, MCH, and other health information, products, and services.

Demand for SHOPS was strong and diverse

- Leader and associates will be fully funded.
- Demand from a wide range of countries and multiple funding sources:
 - Family planning
 - Maternal and child health
 - HIV and AIDS
 - Malaria
 - WASH
 - Feed the Future
 - Economic Growth
 - Regional bureaus

SHOPS worked in over 30 countries



Africa

Benin	Kenya	South Africa
Botswana	Madagascar	Tanzania
Burkina Faso	Malawi	Togo
Cote D'Ivoire	Namibia	Uganda
Ethiopia	Nigeria	Zambia
Ghana	Senegal	Zimbabwe

Asia

Bangladesh	India	Nepal
Cambodia	Jordan	

Latin America & Caribbean

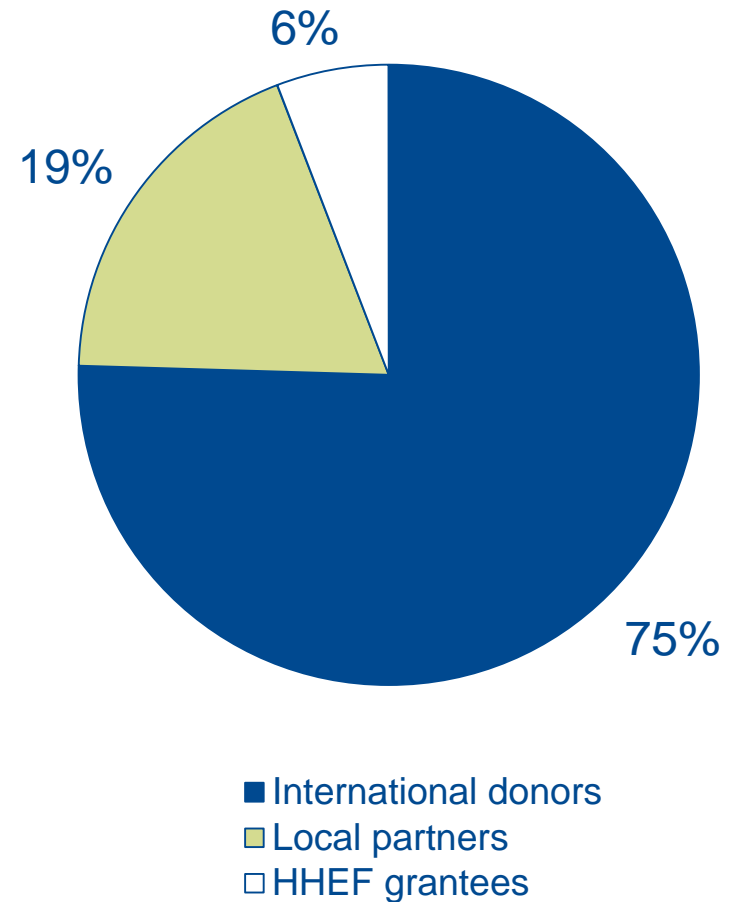
Bolivia	Guatemala	Peru
Caribbean	Paraguay	

Eastern Europe

Russia

SHOPS far exceeded cost share target

- Expected to nearly double original cost share target (20%).
- Diverse range of international and local sources.



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SHOPS results framework

Strategic objective: Increase the role of the private sector in the sustainable provision and use of quality FP/RH , HIV & AIDS, MCH, and other health information, products, and services.

IR 1: Enabling environment

- Global
- National

IR 2: Generate and disseminate knowledge

IR 3: Strengthen private sector contributions to the health system

- Supply
- Demand
- Sustainability
- Equity
- Quality

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IR1: Enabling environment

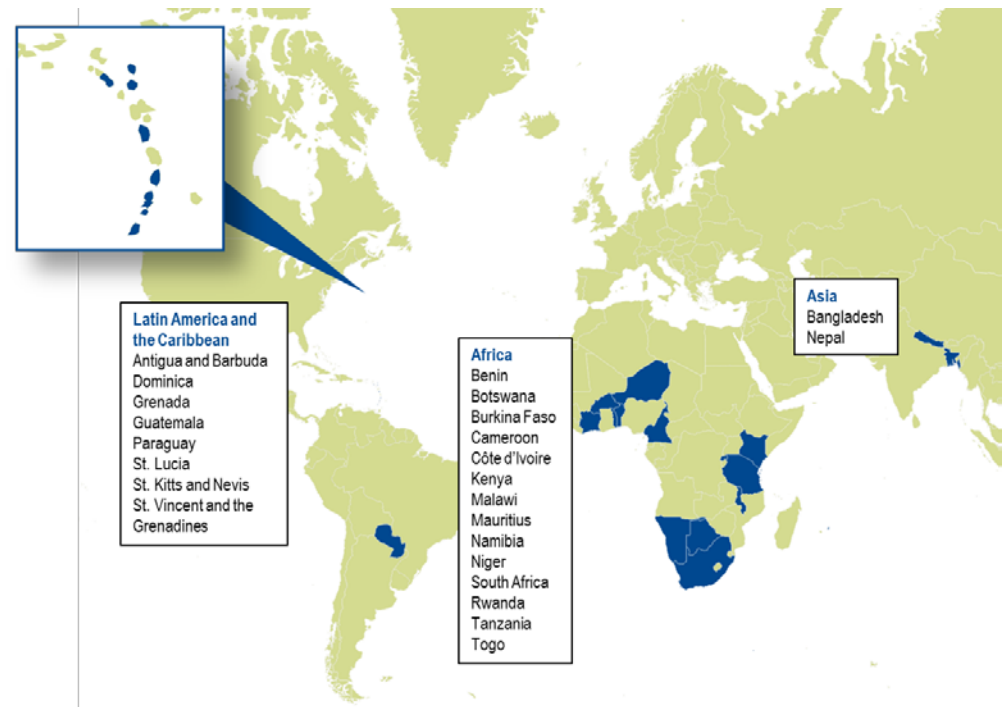
SHOPS fostered an enabling environment for private health provision at the global level

19 global partnerships established to provide leadership in private health sector programming.



SHOPS improved understanding of the private sector at the country level

Private health sector assessments conducted in **24** countries.





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PEPFAR
U.S. President's Emergency Plan for AIDS Relief



Strengthening Health Outcomes
through the Private Sector

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[Stakeholder
Questions](#)

[Resources](#)

[Frequently Asked
Questions](#)

ASSESSMENT to ACTION

A Guide to Conducting
Private Health Sector Assessments



Comprehensive web-based tool

Resource documents provide examples, templates, and detailed guidance:

- Interview guides
- Example scopes of work, report outlines, and graphs
- Tips on conducting analysis, presenting findings, and formulating recommendations
- Team member roles and responsibilities

Example of fieldwork schedule (Botswana)

Invitation
Towards Increased Public-Private Cooperation in Health
Private Health Sector Assessment Findings and Recommendations
May 16, 2013
9:30 - 11:30am
Lansmore Masa Square, Gaborone, Botswana
Light refreshments will be provided
Please RSVP to me at shops@usaid.gov

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Public Sector Central Bank

Introduction
Most developing countries have a Central Bank, whose role is to support the economic policy of the government. The Central Bank's licensing and regulating commercial banks as well as deposit-taker some cases oversees the insurance industry. Although this is not with the Central Bank to learn more about financing issues particularly if there is interest in establishing a Development Credit underwritten by USAID.

Questions

- What private-sector health entities have you worked w/
- What are the financing needs of the private health sr
- Is there a DCA in place?
- Do you think commercial banks would be more w/ if there were a loan guarantee (such as a DCA) in p...
- Does the Central Bank regulate the health insurance industry? If n...
- government does?
- If the Central Bank regulates the insurance industry, what regulations are in place specific...
- targeting health insurance?
- What kind of reporting is required from health insurance providers to the Central Bank?
- Do any regulations exist that are specifically designed to increase access to insurance for low-income populations?

Typical Timeline for a Private Health Sector Assessment

Activity	Oct	Nov	Dec	Jan	Feb	Mar
Plan						
Develop scope of work						
Identify team members						
Identify key stakeholders						
Schedule meetings with key stakeholders						
Desk Review and Question Development						
Conduct background research & document review						
Perform secondary data analysis						
Develop questions tailored to targeted stakeholders						
Field Work						
Conduct stakeholder interviews						
Conduct field visits						
Preliminary analysis						
Debriefing with key stakeholders						
Analysis and Report Writing						
Develop outline for report						
Continue analysis and formulate findings and recommendations						
Use preliminary findings and recommendations with key stakeholders						
Submit draft report to USAID and other reviewers for comment prior to dissemination						
Dissemination						
Disseminate findings to local stakeholders						
Finalize report						

Network for Africa: Public-private linkages for health

- Nearly 250 members from across Africa's public and private health sector.
- Common goal of sharing experiences and best practices in public-private partnerships.
- Sustainability ensured with transfer to Africa Capacity Alliance.



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IR2: Generate and disseminate knowledge



SHOPS used multiple channels to disseminate knowledge

- **70+** publications
- **Over 200** external presentations to over **6,400** attendees
- More than **70,000** unique visitors to the website



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IR3: Strengthen private sector contributions to the health system



SHOPS increased the supply and distribution of priority health products and services

- Brokered **19** pharmaceutical partnerships
- **10** products introduced
- Over **one million** FP methods provided
- **6.3 million** treatments for childhood diarrhea sold
- **32,000** HCT sessions conducted



SHOPS implemented SBCC campaigns to improve knowledge and demand

- **15 SBCC campaigns** in 10 countries
- Approximately **25 million** reached with health messages



Community outreach generated demand for family planning services in Jordan

- Home visits from NGO community health workers providing counseling and vouchers
- Focus on areas with low CPR, high unmet need, and high poverty
- RCT revealed 48% increase in modern method uptake



SHOPS ensured the sustainable delivery of products and services



- **1,800 loans** (\$12.6 million) to private providers.
- **3,750** trained in business and financial management.
- **40** NGOs with improved capacity and sustainability.

SHOPS developed the ProCapacity Index to improve NGO sustainability

- Quantitative measures across three areas:
 - Financial
 - Programmatic
 - Organizational
- Index allows for comparisons
- Identifies vulnerabilities and comparative advantages



SHOPS reduced barriers to achieve equitable access to private sector services



- More than **200,000** have access to HIV benefits as part of an expanded insurance package
- Nearly **74,000** low-income women redeemed vouchers for FP and MCH services

SHOPS launched the Health Enterprise Fund

- \$6 million from USAID matched by DFID
- Launched in three countries: Ethiopia, Kenya, and Nigeria
- 16 entrepreneurs selected as grantees
- Grant funding, technical assistance, and links to onward investors



Afya Research Africa is increasing access to care in rural Kenya

- 11 health kiosks in hard-to-reach areas
- Co-owned by communities
- Health services to 10,000+
- 9 kiosks recovering 100% of operating costs



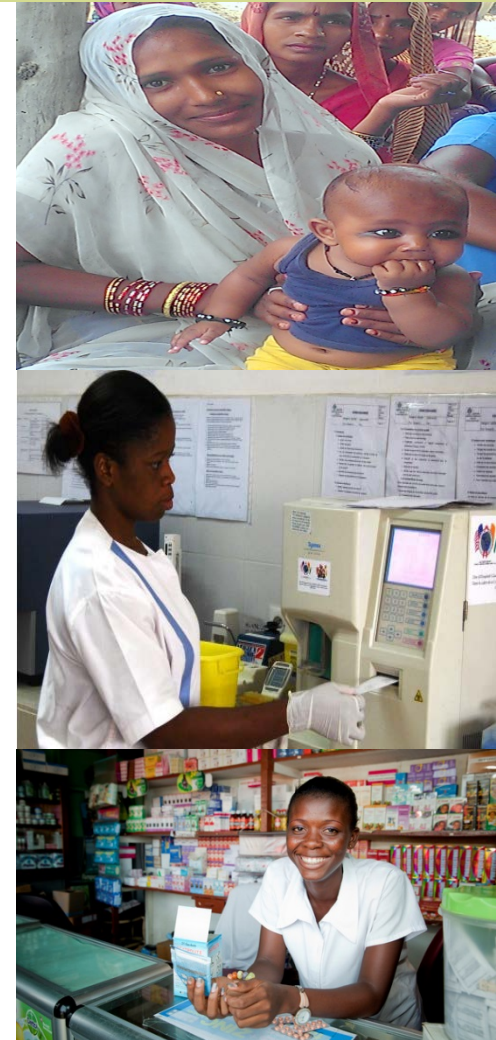
SHOPS improved private provider skills and strengthened service quality



- **54,240** private providers with improved clinical knowledge and skills
- **10,341** received supportive supervision to improve service quality

SHOPS strengthened health outcomes

- Achieved impact across health areas at global, regional, and local levels
- Video celebrating achievements of 3 successful field programs:
 - Increasing FP method choice and improving service quality in **India**
 - Increasing access to HIV services in **Côte d'Ivoire**
 - Scaling up zinc to treat childhood diarrhea in **Ghana**



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Agenda

- | | |
|----------------------|--|
| 10:00 – 10:30 | From Evidence to Practice: Highlights from SHOPS Research |
| 10:30 – 12:00 | Plenary Panel: Trends and Achievements in Private Sector Engagement |
| 12:00 – 1:30 | Lunch and Expo |
| 1:30 – 3:00 | Concurrent Sessions
<i>Family Planning</i>
<i>Maternal and Child Health</i>
<i>HIV and AIDS</i> |
| 3:00 – 3:30 | Coffee Break |
| 3:30 – 4:00 | Closing Plenary: Reflections on the Day |
| 4:00 – 4:15 | Concluding Remarks |

