



## Snapshot of Accomplishments Tanzania

October 2022 to September 2023

<b>ACTIVITY OBJECTIVES</b>	<ol style="list-style-type: none"> <li>1. Support public and private stakeholders to apply the market development approach (MDA) to improve uptake of health products, information, and services to ensure an optimal total market.</li> <li>2. Strengthen stewardship capacities to better leverage private sector resources.</li> <li>3. Mobilize domestic resources to improve private sector capacity.</li> </ol>
<b>GEOGRAPHIC FOCUS AREAS</b>	National
<b>HEALTH AREAS</b>	Family Planning; HIV/AIDS; Maternal and Child Health
<b>TECHNICAL AREAS</b>	Financing; Rules, Regulations, and Norms; Stewardship; Supply and Demand
<b>REPORTING PERIOD</b>	October 2022 to September 2023

### Select Accomplishments

#### Supported Youth Capacity Building and Engagement in the Health Sector

FHM Engage supported youth engagement in the health sector in several ways throughout the year. Beyond participation at youth-organized forum, FHM Engage collaborated closely with a local organization called the Tanzania Health Summit to develop and launch the Kuza Project, a financial

literacy program aimed at providing necessary financial literacy skills to young health professionals. At this stage, the Kuza Project has trained 166 young people.

In line with the focus on youth programming, FHM Engage also organized a discussion between USAID/Tanzania Family Planning Advisor Dr. Boniface Sebikali and leaders from various health student associations including the Tanzania Medical Students Association, Tanzania Pharmaceutical Students Association, Tanzania Dental Students Association, Tanzania Medical Laboratory Students Association, and Tanzania Midwifery Students Association. The objective of the meeting was to understand the various activities these associations are conducting in the community, the kind of support they are already receiving, and their needs. There was also a detailed discussion on their perceptions on the challenges of FP access especially for youth.

## Developed a Private Sector Platform for Improved Private Sector Visibility in Tanzania

One of the most significant barriers to data-use in Tanzania is siloed information systems that can differ in database structure, formats, granularity, units of measurement, availability, frequency, and more. With partner Zenysis Technologies, FHM Engage developed the Tanzania Market Analytics Platform for Health (T-MAP), a web-based analytical tool, to harmonize and integrate the data from various sources (both private and public) into a single workspace to allow for easier data analysis, visualization, dissemination, and use. T-MAP now “houses” data from a variety of sources: public sector, social marketing organizations, commercial suppliers, and select private sector pharmacies.

T-MAP currently includes two dashboards: 1) a condom dashboard and 2) a private sector health facilities map. Each of these tools serves a slightly different purpose or use case. The condom dashboard promotes the utilization of total market data for decision-making (including procurement decisions) in close collaboration with the Condoms Sub-Committee to improve condom programming. The private sector map uses service information/geo locations of pharmacies to support introduction and scale up of priority health products. It links private pharmacies (and potentially ADDOs) with public and private health facilities to support private sector delivery of family planning (FP) and HIV products and services. Both the condom dashboard and the private sector map are tools to be used to strengthen stewardship capacity to better leverage private sector resources in programming.

## Supported Private Sector Suppliers of FP Commodities to Estimate Current and Potential Private Contraceptive Market Size and Value in Tanzania

In Tanzania, insufficient market intelligence of the contraceptive market has led to struggles for private actors to accurately forecast demand, leading to supply chain issues. With partner Metrics for

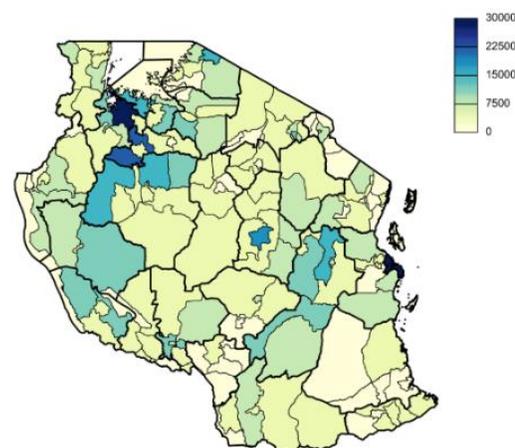


LAUNCH OF THE KUZA PROJECT, CO-DEVELOPED WITH THE TANZANIA HEALTH SUMMIT, CREATED TO ENHANCE FINANCIAL LITERACY AMONG HEALTH CARE STUDENTS AND PROFESSIONALS. CREDIT: FHM ENGAGE



MEMBERS FROM A VARIETY OF HEALTH STUDENT ASSOCIATIONS IN TANZANIA MEET WITH A USAID REPRESENTATIVE TO DISCUSS FP ISSUES. CREDIT: FHM ENGAGE

Management (M4M), FHM Engage developed a data-informed methodology for estimation of the current and potential private contraceptive market size and value in Tanzania. The developed methodology was shared with commercial and social marketing FP suppliers in Tanzania to discuss the findings of new research designed to estimate the current and potential private contraceptive market size and value in Tanzania. The methodology allows for describing the volume and geographic distribution of current and potential new private sector contraceptive clients as well as the market value of their purchases. The discussions with the private suppliers also aimed at learning from the group how the findings can meet the information needs of private sector companies' considering entering or expanding their activities in the Tanzania contraceptive market.



MARKET SIZING MAPPING SHOWS POTENTIAL MODERN CONTRACEPTIVE USERS IN TANZANIA, OR THE NUMBER OF YOUNG WOMEN WITH AN UNMET NEED FOR CONTRACEPTION OR USING A TRADITIONAL METHOD BY DISTRICT. CREDIT: FHM ENGAGE

## Supported Private Financial Institutions to Increase Lending to Private Providers

FHM Engage enhanced institutional capacity of financial institutions to strengthen their lending practices to health market actors by conducting stakeholder meetings to develop tailor-made, health sector bank lending products with the Development Finance Corporation's Guarantee to reduce collateral burden for borrowers. CRDB, a commercial bank in Tanzania, was then able to offer loans with a seven times greater value to private health providers – from about 10 billion Tanzanian shillings in 2021 to over 70 billion Tanzanian shillings by 2023. Loan recipients included for-profit, non-profit, and faith-based organization (FBO) health facilities, drug shops and pharmacies, and distributors who provide services to both rural and urban populations. This effort is contributing to an improved enabling environment for private sector health services so more Tanzanian families and communities can access high-quality health care and supporting the mobilization of domestic resources for private sector capacity.

*Cover banner photo: FHM Engage's Tanzania Chief of Party Farhan Yusuf attends a forum organized by young health professionals at Muhimbili University of Health & Allied Sciences entitled "The role of technology and innovation in strengthening the resilience and self-reliance of medical and pharmaceutical supply chains in Tanzania," to speak about opportunities that young people have to participate in private sector supply chains. Credit: FHM Engage.*