



USAID
FROM THE AMERICAN PEOPLE

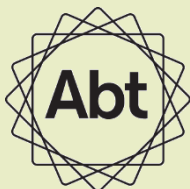


Strengthening Health Outcomes
through the Private Sector

GAINING GROUND IN THE PRIVATE SECTOR – NIGERIA EXPERIENCE

Ayodele Iroko

June 10, 2013



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

Presentation Overview

- Introduction to Nigeria
- Private Health Sector Workforce
- Reasons for Implementation in the private sector
- Project Sites
- Results Framework
- Collaborating Partners
- Program focus
- Program interventions
- Project Results
- RCT Highlights
- Mapping results
- Mystery Clients Results
- Project Activities
- Challenges
- Moving forward



Introduction to Nigeria

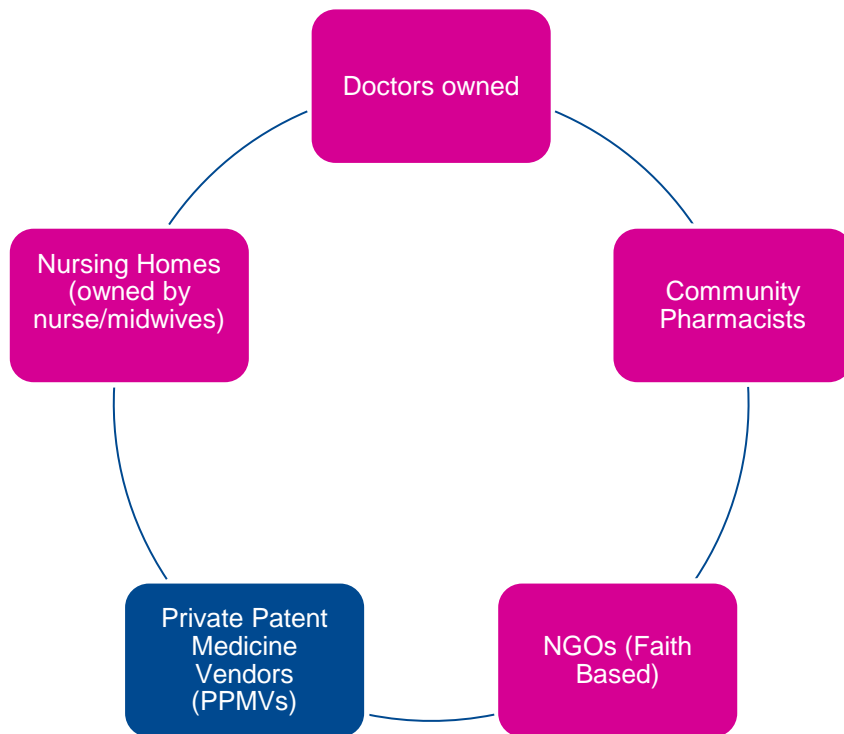


- Population: 162,470,737 (World Bank 2011)
140,003,542 (NPC Census 2006)
- WRA: 30,800,779 (UNFPA)
- CPR (modern): 9.7% married (NDHS 2008)
10.5% for all women
- Unmet Need: 20.2% (World Bank 2008)
- Growth Rate: 2.83% (NPC Census, 2006)
- Total Fertility Rate: 5.7 (NDHS 2008)



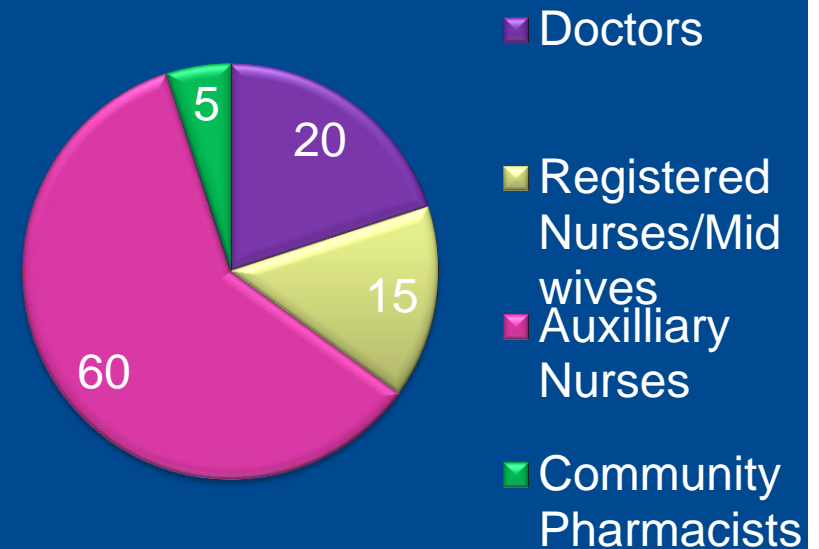
Private Health Sector Workforce in Nigeria

FP Private Providers (facility type)



Private Facility Workforce (NDHS 2008)

Average Distribution



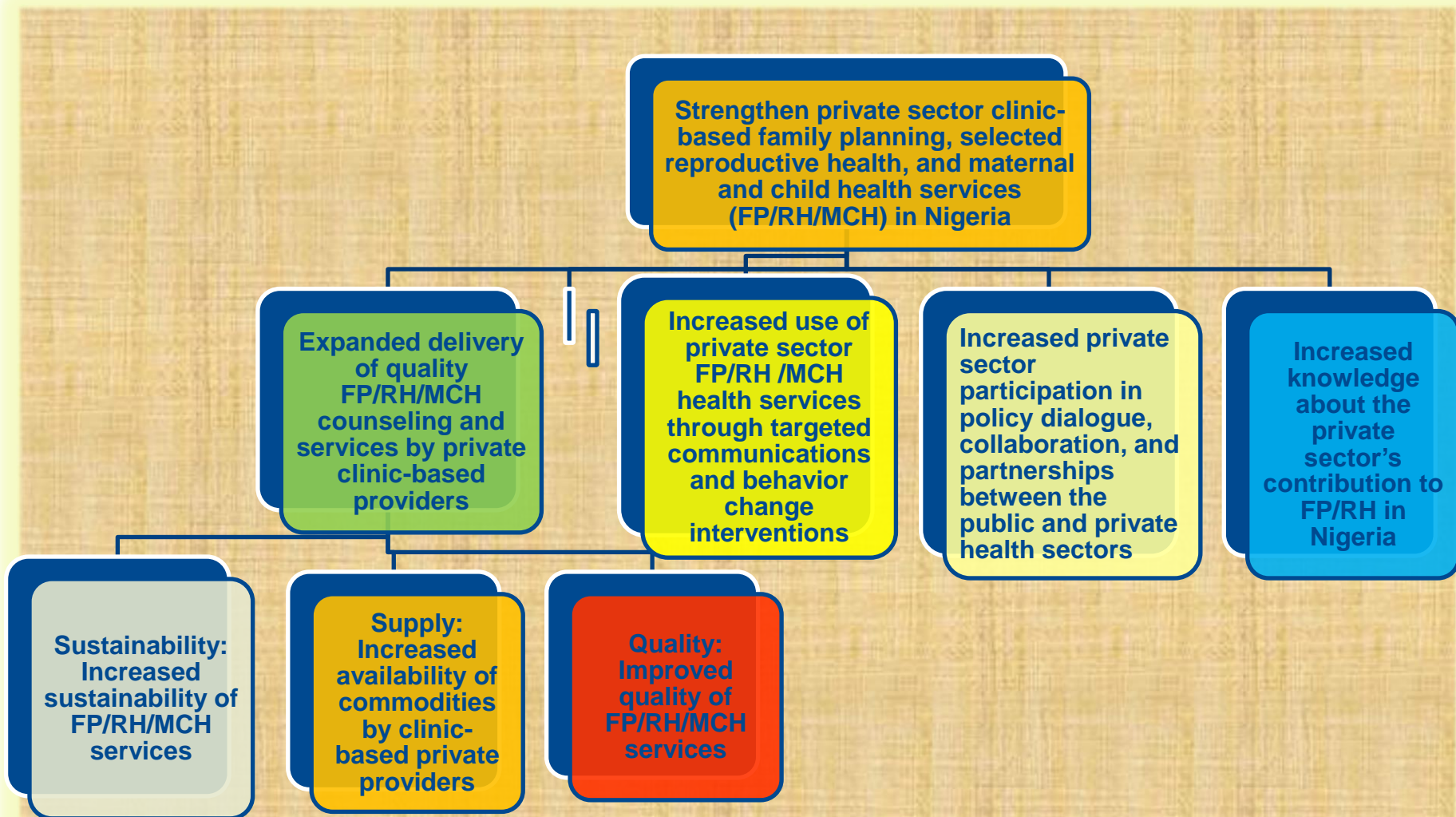
Reasons for Implementation in the Private Health Sector in Nigeria

Over 60% of modern method users access FP services in the private sector, closer to the community – almost the first port of call

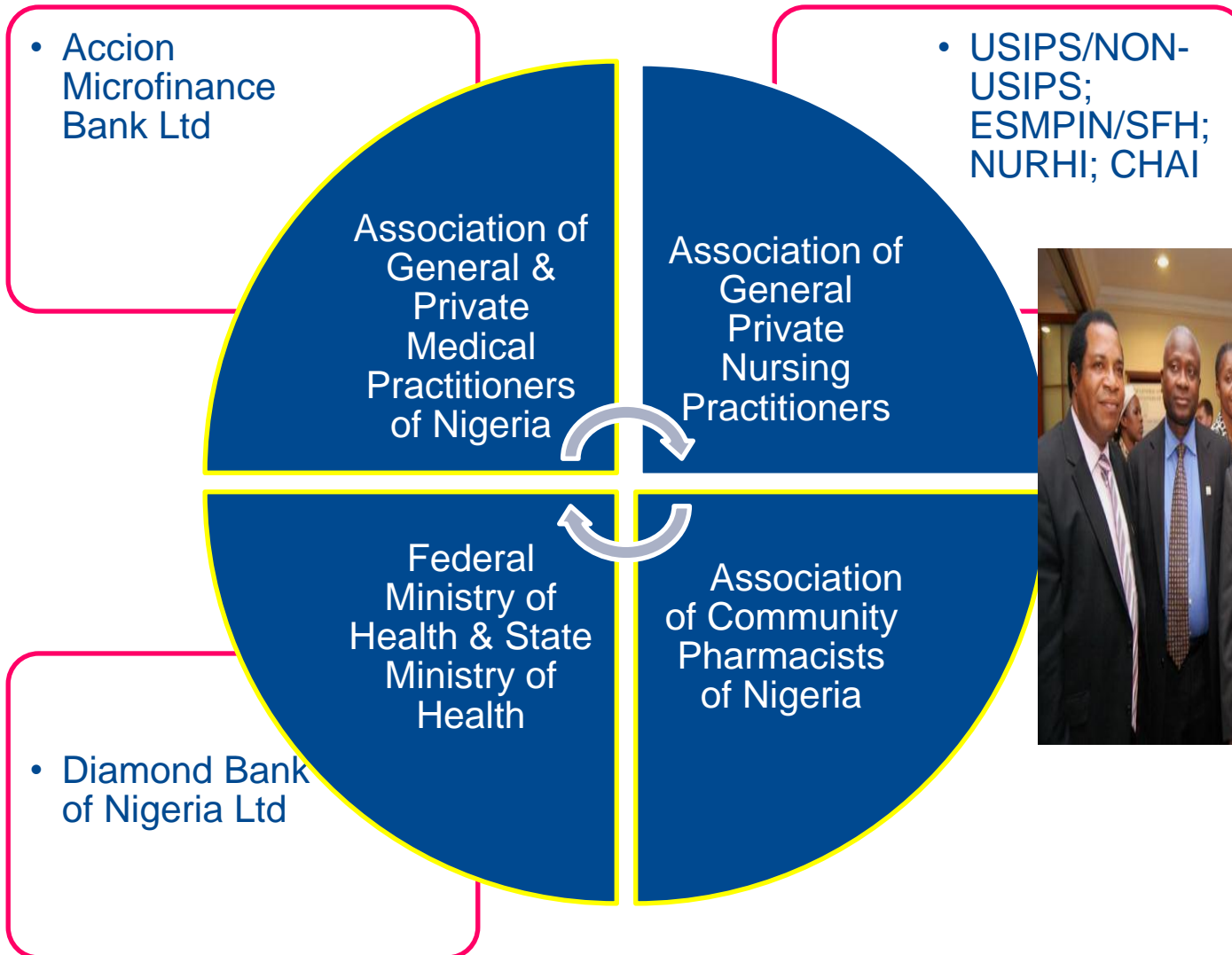
Inability of the Public sector to meet the health demands of the total population. Weak and low functional government primary health care center

Low quality of service provision in private health facilities (needs improvement). Non maximization of opportunities available resources in the private sector. Need to close gaps in health systems (public-private partnership)

Results Framework

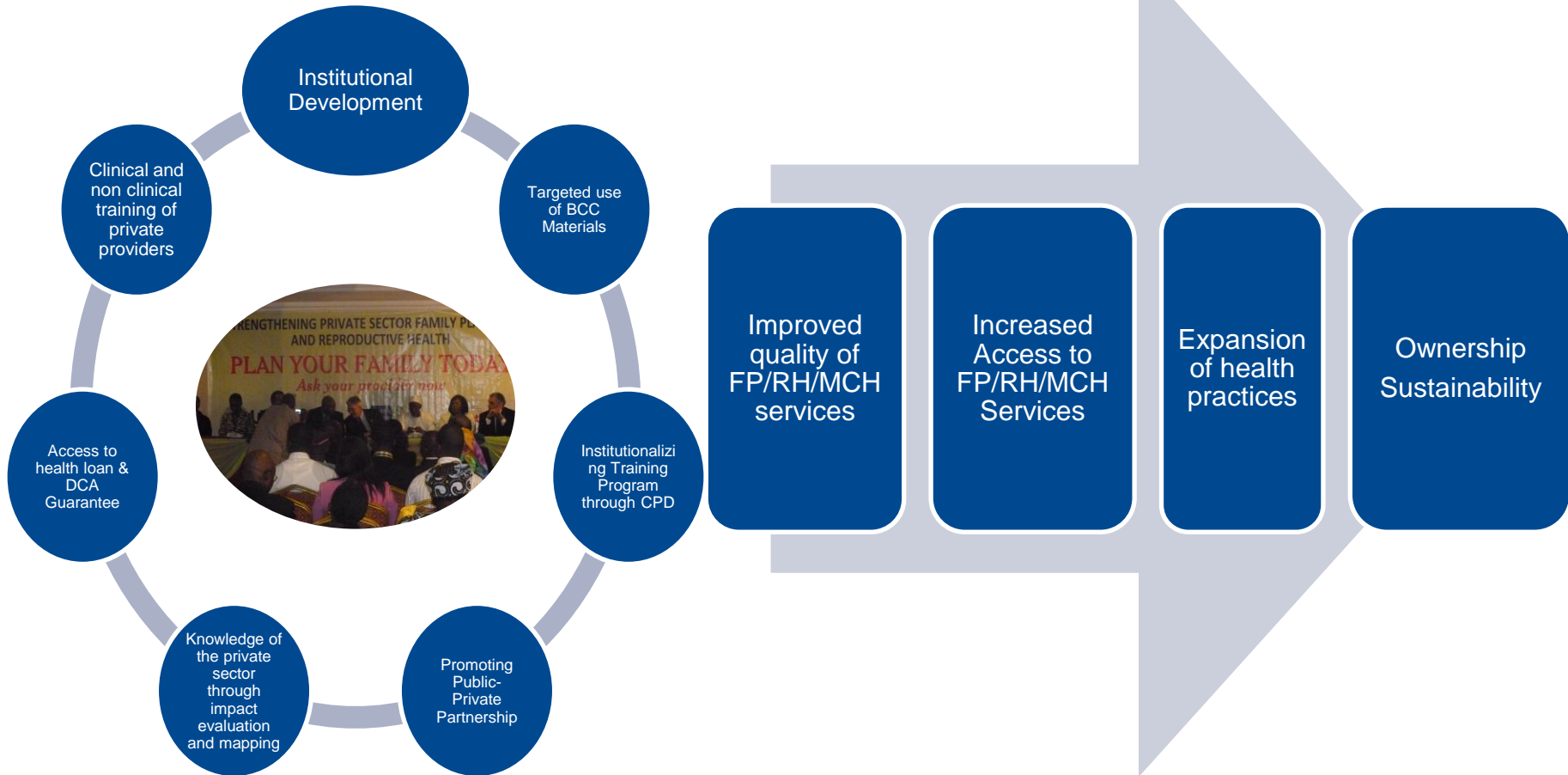


Collaborating Partners

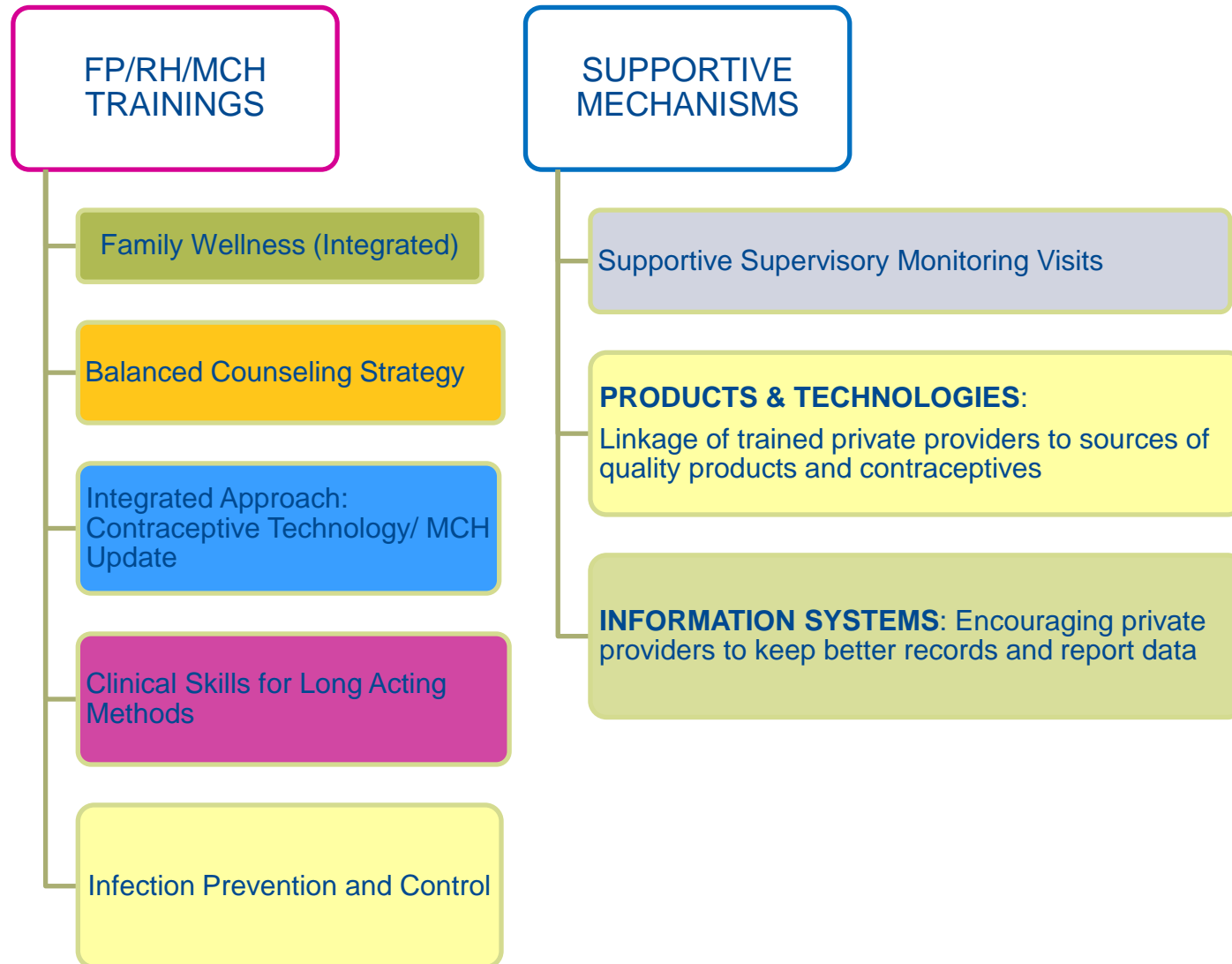


Program Focus

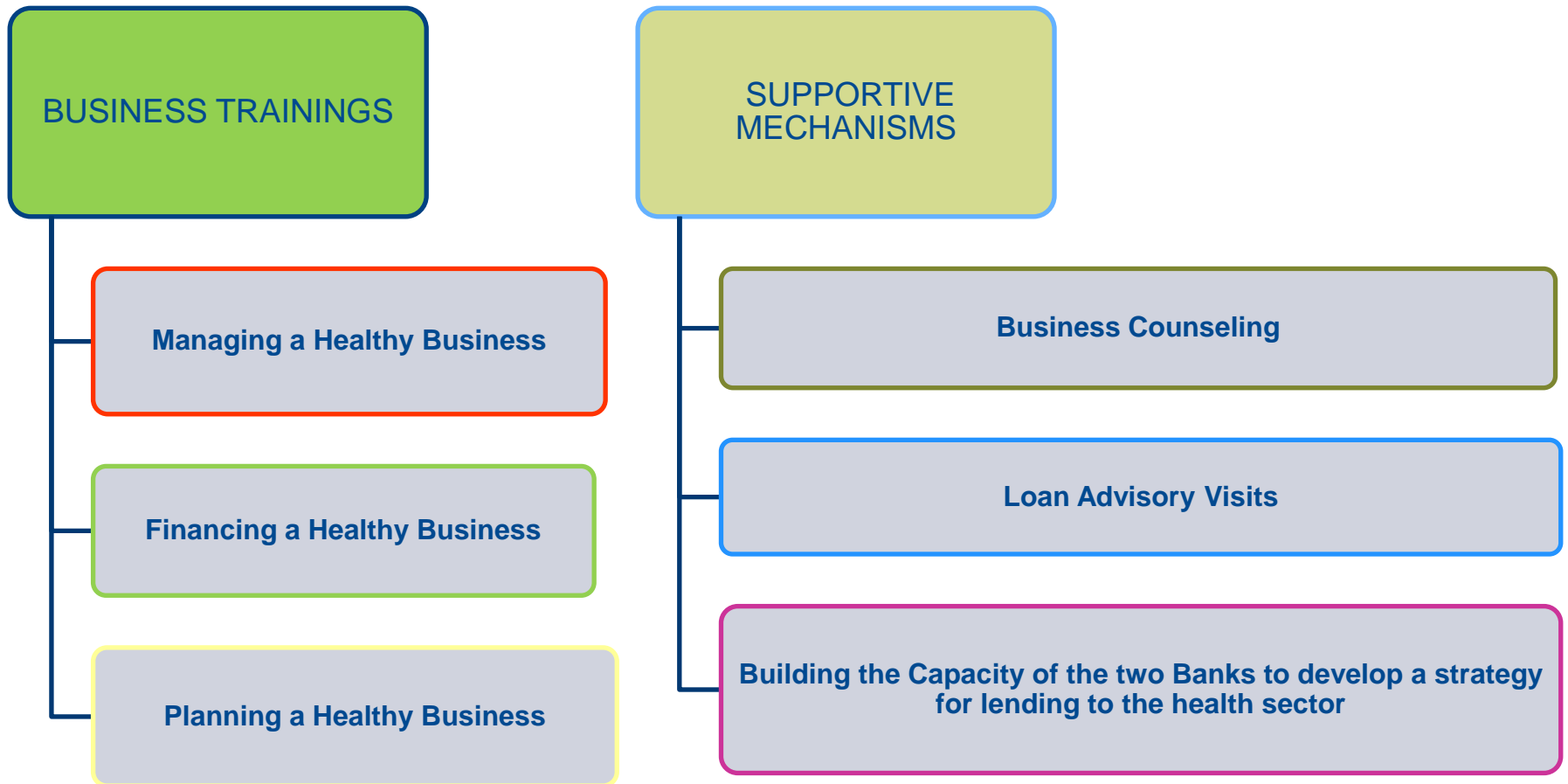
INPUTS



Strengthening Service Delivery: Health

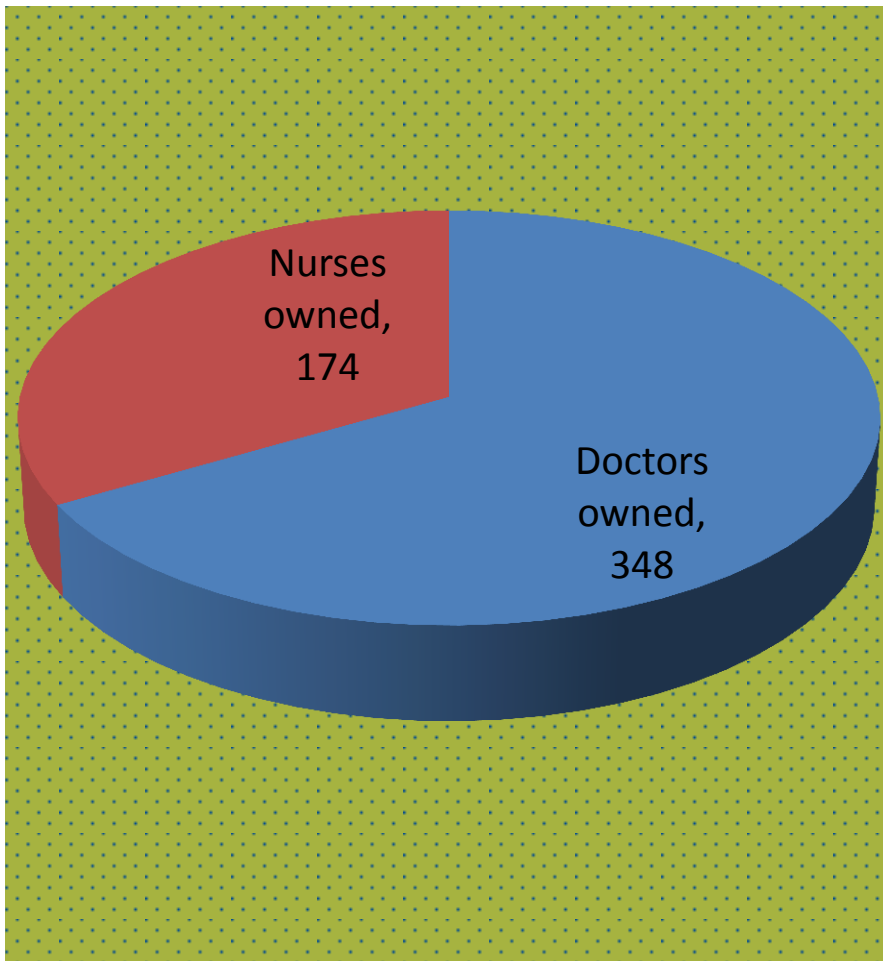


Strengthening Service Delivery: Business

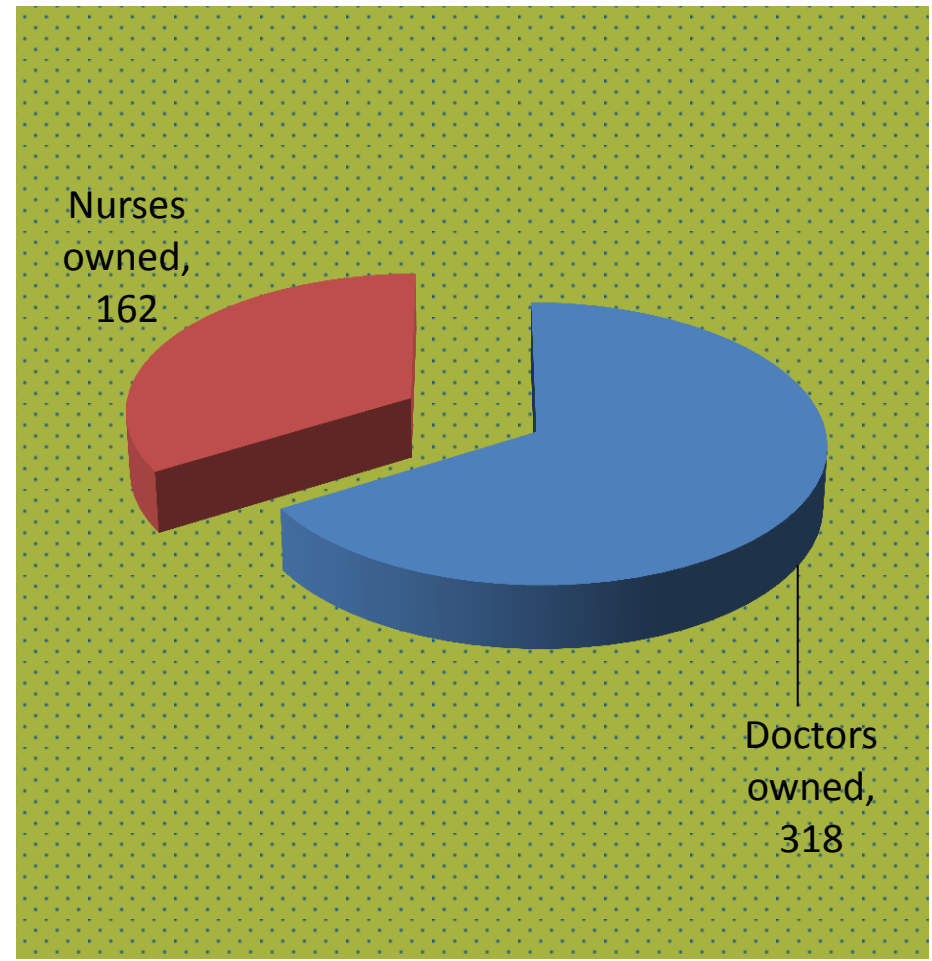


Project Results: Training

FACILITIES TRAINED (RH/MCH)



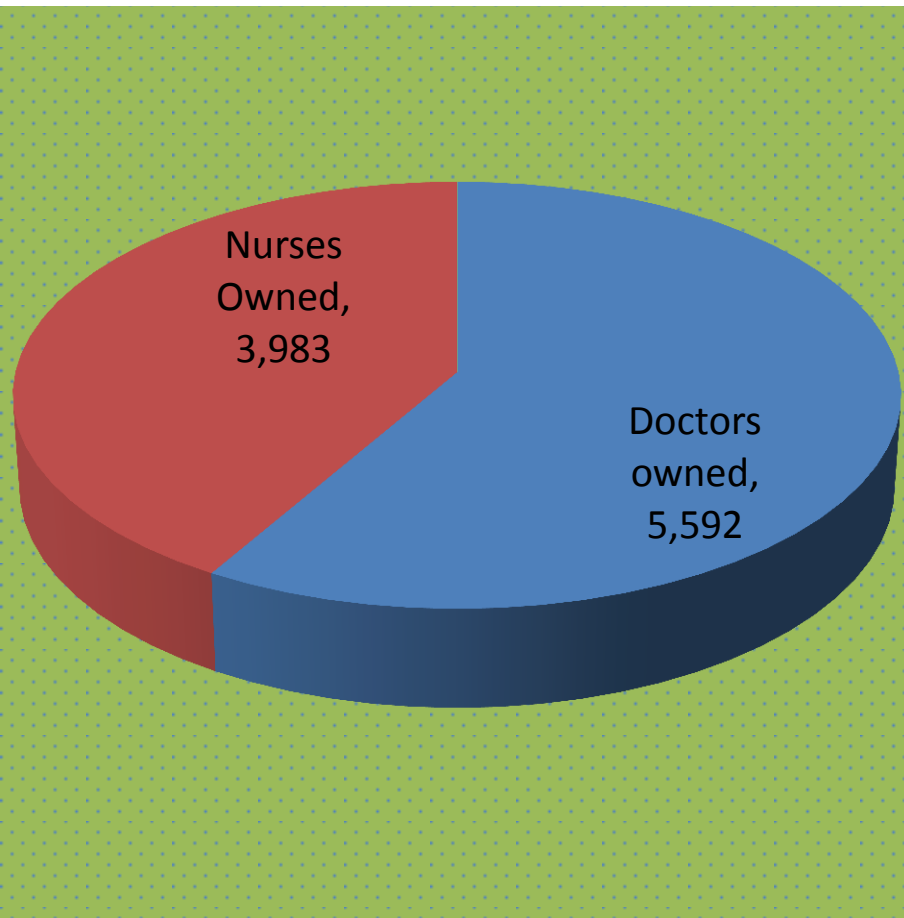
FACILITIES PROVIDING FP SERVICES



Project Results: Service Statistics

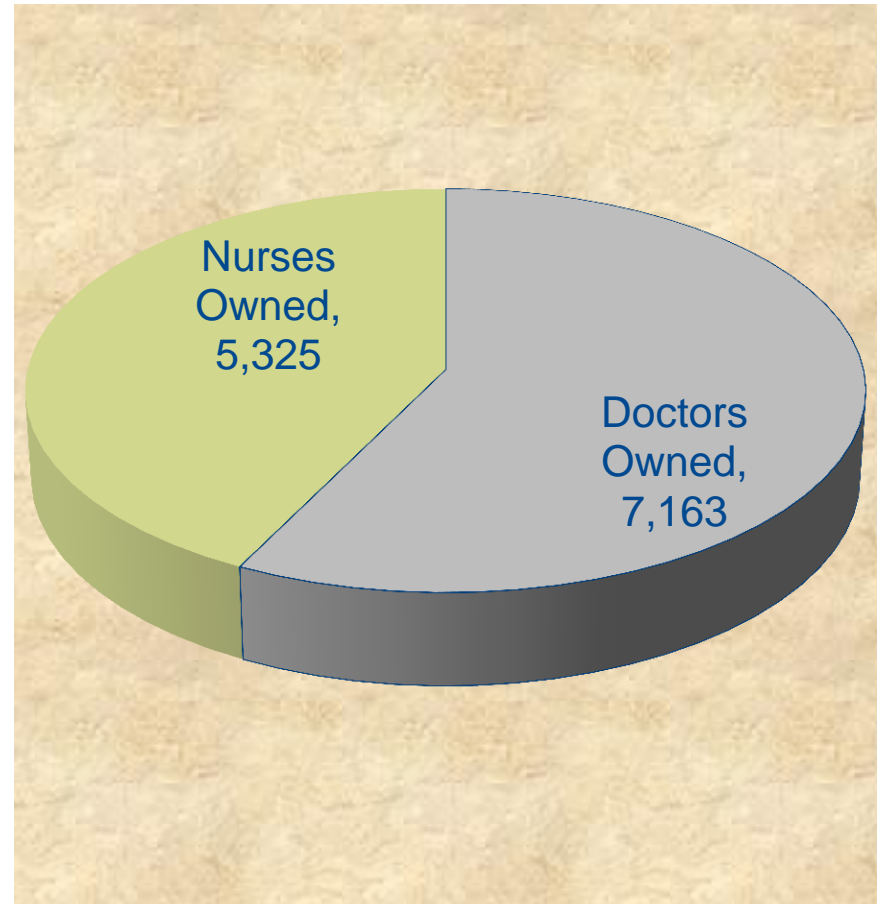
SERVICE STATISTICS (FY 2012)

CYPs



SERVICE STATISTICS (FY 2013)

CYPs

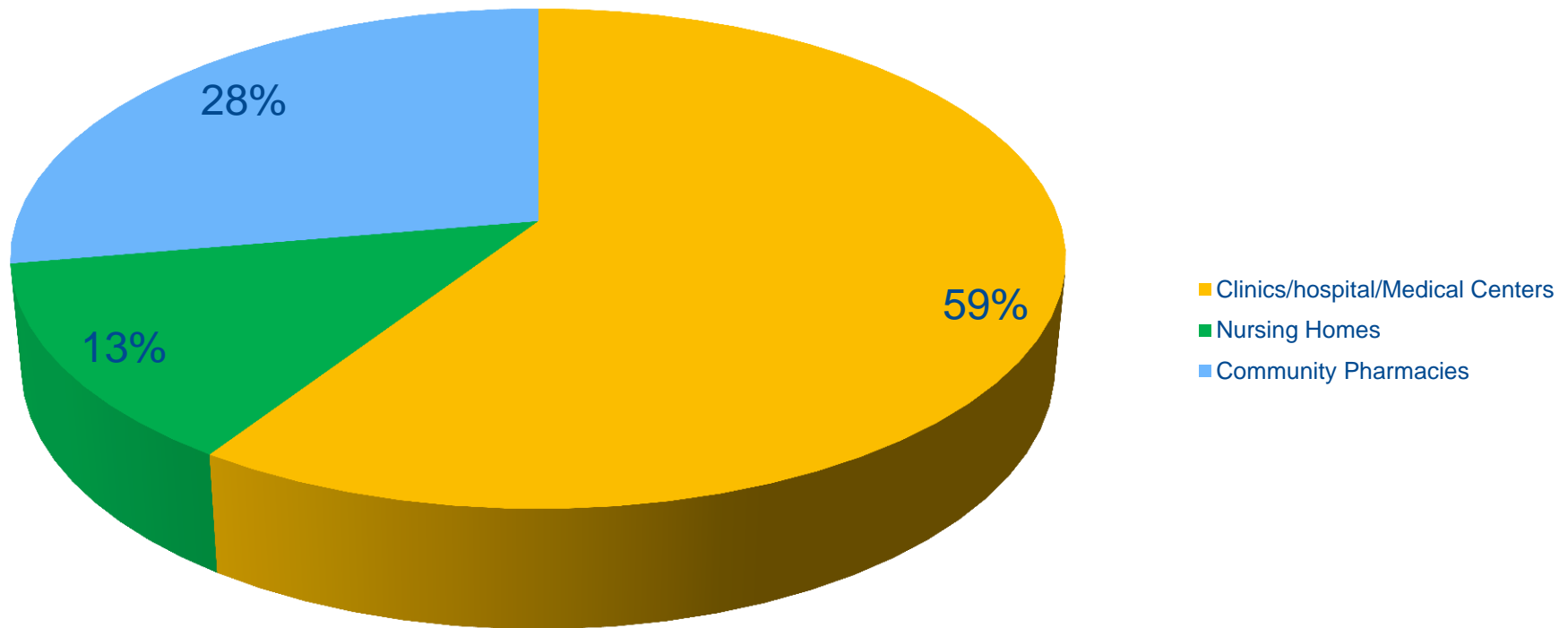


RCT HIGHLIGHTS

- Mapping
- Mystery Client Survey
- Baseline Survey

MAPPING RESULT: 5,086 facilities Mapped

Facility Type Mapped



Research: Mystery Clients Results

Mystery client interviews were conducted at 937 private health facilities (not yet engaged by SHOPS)

METHOD RECOMMENDED

IUCD (83%)
Injectables (76%)
Pills (59%)
Implants (23%)

FP CLIENTS ACCESS

30% of facilities only reached 10 clients in the last 12 months

GAPS IN SERVICE PROVISION

In 32% of visits, providers did not ask any pregnancy related questions and in 75% of visits providers did not ask clients about any major health problems

CONCLUSION

Need for Capacity building for private providers and strengthening of FP methods mix at the facilities for quality improvement

Facilities were selected based on whether they offered family planning services and have not benefited from SHOPS training.

Project Activities: Institutional Capacity



Demand Creation: Community Volunteers trained as Community Health Promoters to mobilize for FP uptake



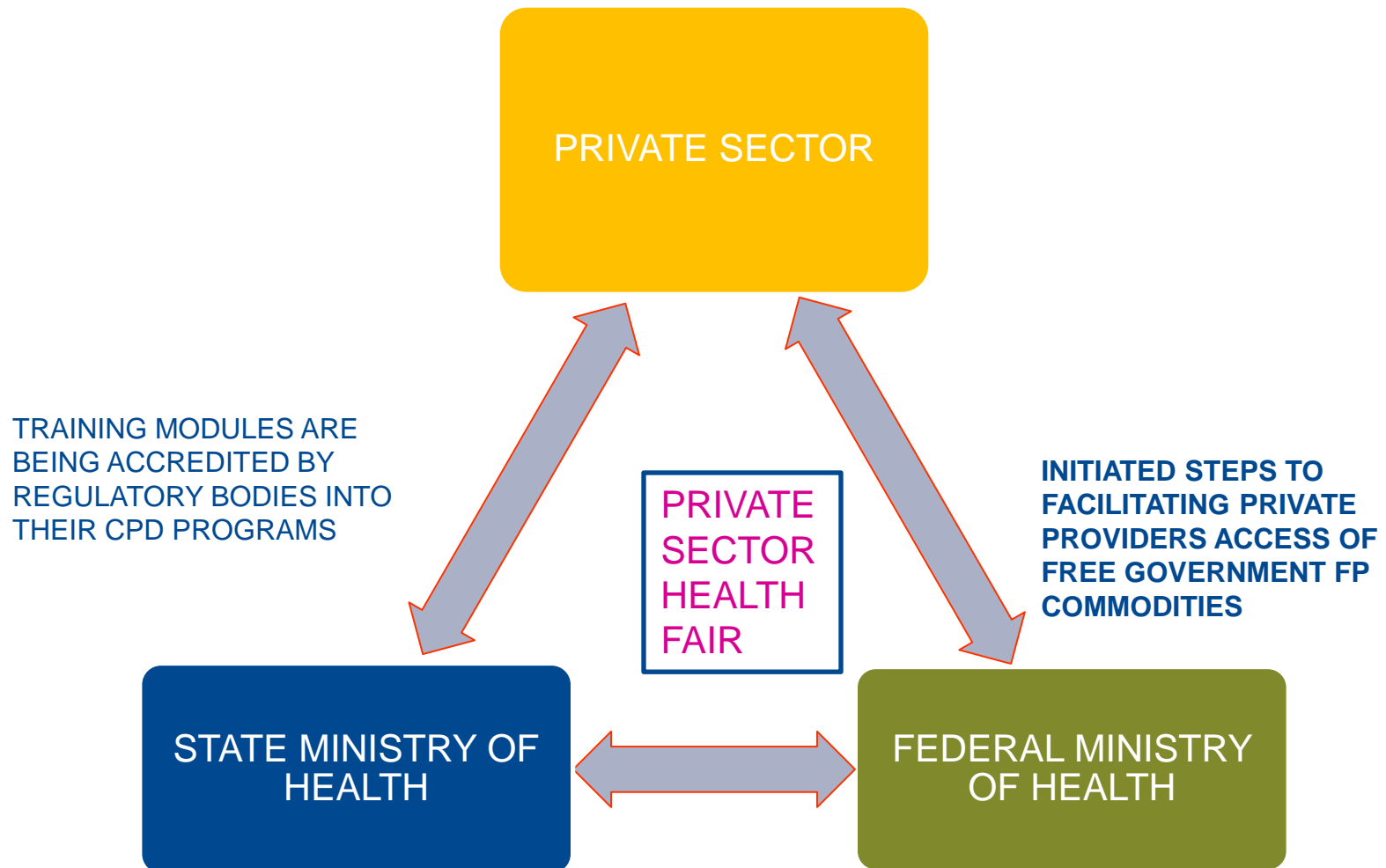
Workplace Implementation: Integration of FP/RH/MCH issues into Workplace facilities service provision (ongoing)



Extending capacity building into faith based facilities to increase clients access



Project Activities: Policy

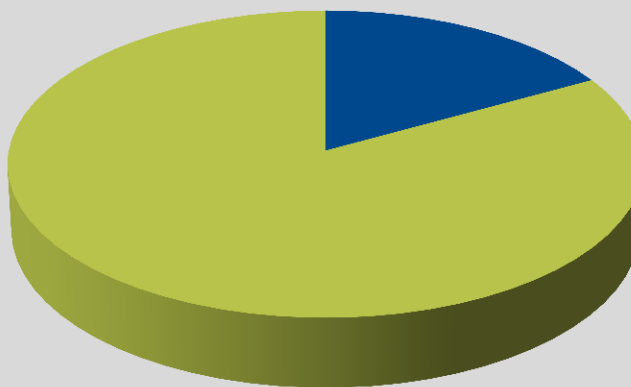


Project Results: DCA Update

Loan Disbursement by Bank

Bank	Value (N'000)	Value Dollar(@158)	Percentage
Accion	73,615	465,918	17
Diamond	347,039	2,196,449	83
Total	420,654	2,662,367	100.0

Loans Disbursed By DCA Banks



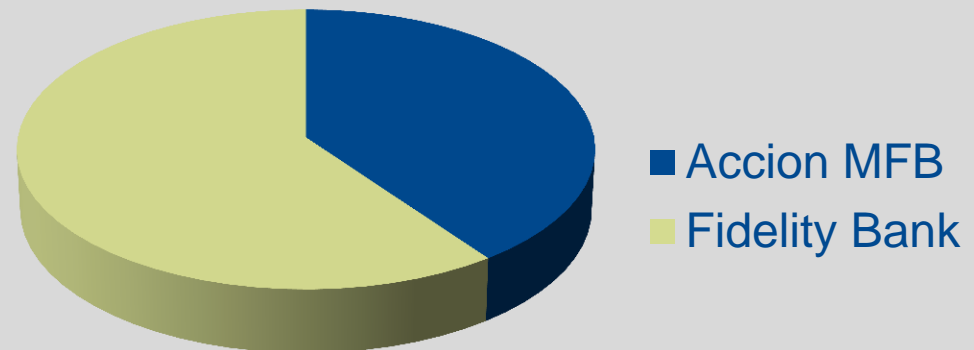
- Accion MFB
- Diamond Bank

Project Results: NON-DCA Update

Loan Disbursement by Bank

Bank	Value (N'000)	Value Dollar(@158)	Percentage
Accion	57,660	364,937	40
Fidelity	88,190	558,165	60
Total	145,850	923,102	100.0

Loan Disbursed By Non-DCA Banks



SUSTAINABILITY: REGULATORY BODY

MEDICAL & DENTAL COUNCIL OF NIGERIA

Managed Care &
Family Wellness
(MCFW)

CTU/MCH UPDATE
(ongoing)

PHARMACIST COUNCIL OF NIGERIA

- Family Wellness Module
- Managing a Healthy Business
- Financial a Healthy Business (ongoing)

SUSTAINABILITY: GOVERNMENT

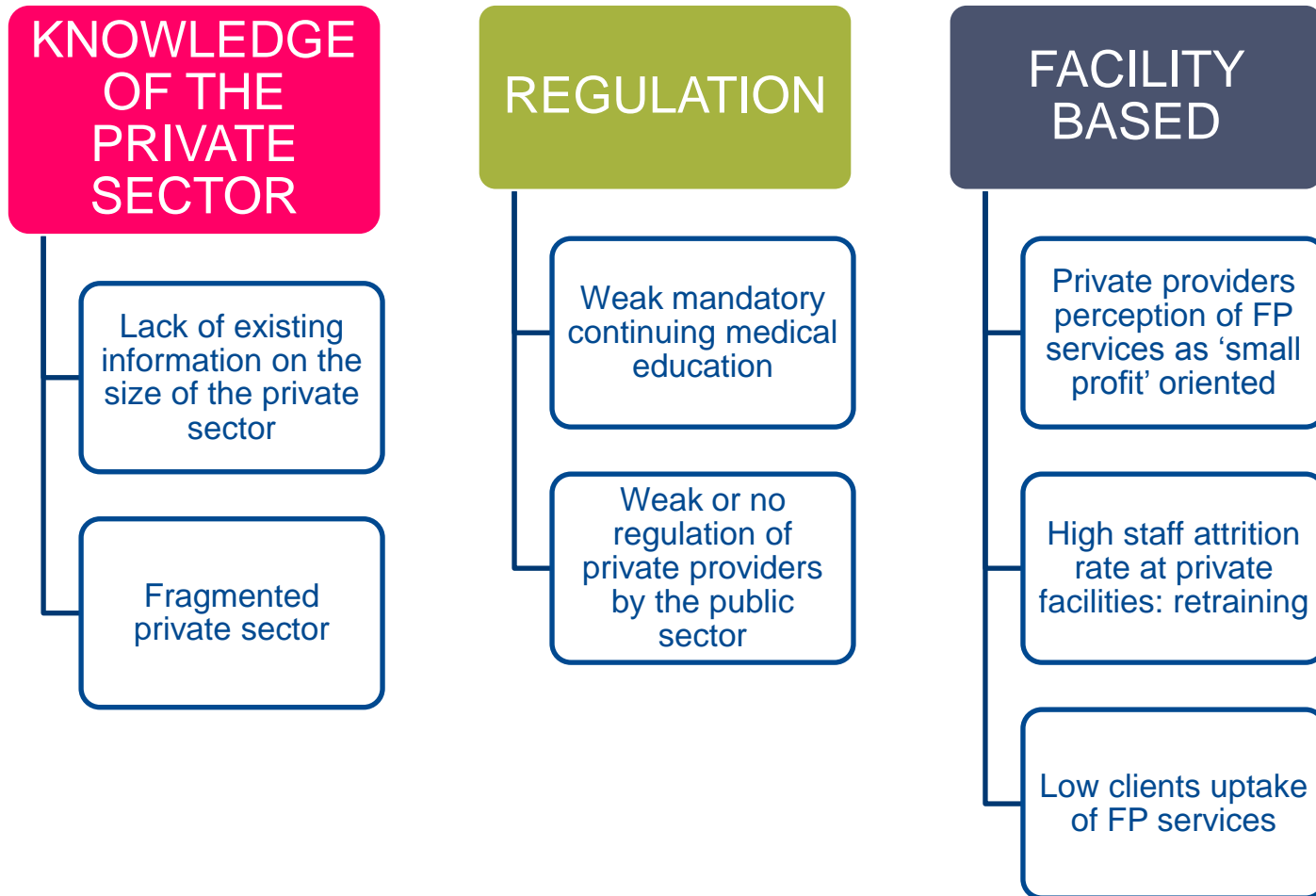
FEDERAL MINISTRY OF HEALTH

- Involvement of private sector partners in health committees
- Plan to include private facilities in access of free government FP commodities (concept paper being processed)

STATE MINISTRY OF HEALTH

- SMOH recognition of private providers efforts in improving quality service delivery
- Active participation of SMOH during the trade fair.
- SMOH involvement of private providers representatives in the State Council of Health meetings

CHALLENGES



CHALLENGES

CLIENTS PERCEPTION

Low uptake of FP services – ignorance, myths and misconceptions

RECORD KEEPING

Bad Record Keeping and low level reporting

SECURITY/ENABLING ENVIRONMENT

Security issues in the Northern part of the country

CHALLENGES

TRAINING INSITUTIONALIZATION

Weak professional
associations

TRAINING SCALE UP

Medical & Dental Council
slow and weak process of
enforcing Continuing
Professional
Development

Moving Forward.....

- Scale up of capacity building of private providers to improve quality of FP services, increase uptake and improve on business practices.
- Scale up the strategy of Community Health Promoters to mobilize the community and increase demand for FP services
- Provide technical backstopping to trained facilities to be involved in demand creation activities
- Intensive supervisory monitoring visits to trained facilities to encourage application of knowledge gained from trainings to improve quality of service provision

Moving Forward.....

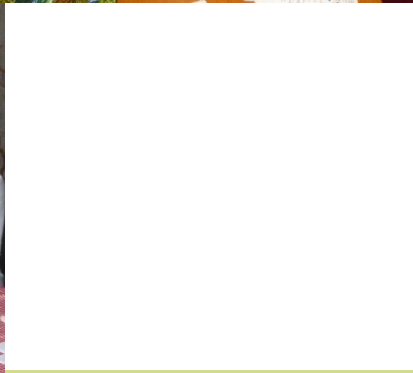
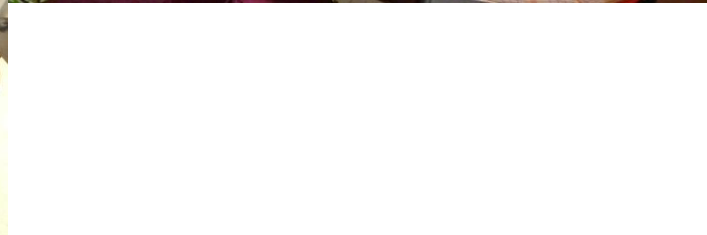
- Pilot mobile data collection for FP service statistics at facilities sites and promote efficient and effective data reporting
- Maximize the opportunity of DCA market demonstration effect to provide necessary backstopping to interested banks to expand health loan program
- Continue to promote Public Private Partnership and Private-Private Partnership (PPP): Pilot and possible scale up of private sector access of government free FP commodities program
- Selective approach in future in the type and number of service delivery sites we scale up into to ensure value for money.

OUR VISION, OUR RESOLVE

WE ARE RESOLVED:

- Continue to contribute our quota to improving the quality of FP/RH/MCH services in Nigeria
- To leverage and synergize with the shops leader
- Collaboration with other USIPs and other donor related funded projects within the project scope
- Serving as the leader on knowledge about working with the private health sector in Nigeria

Thank you





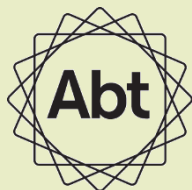
USAID
FROM THE AMERICAN PEOPLE



Strengthening Health Outcomes
through the Private Sector

SPSFP RH Nigeria Novel House Plot 3, Block J, Otunba Jobi Fele Way Alausa, CBD, Ikeja, Lagos- Nigeria

www.shopsproject.org



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