



# Engaging the Private Health Sector to Sustain National HIV Responses

At the end of 2012, approximately 35 million people were living with HIV. Many developing countries struggle in sustaining and accelerating gains made in HIV prevention, care, and treatment over the past 10 years with donor funds. The private health sector is often overlooked as a resource despite the integral role it plays in most national health systems and its ability to bring additional resources—human, financial, and infrastructure—to support government efforts. The SHOPS project aims to increase country ownership and sustainability of the HIV response by applying evidence-based approaches to increase efficiency in private sector service delivery and more effective use of local resources.

## Increasing Access to Care and Treatment

SHOPS works globally to strengthen the private sector's role in sustaining the HIV response:

- Worked with private health insurers in Namibia to include voluntary medical male circumcision as a preventive benefit—a global first.
- Leveraged local resources by creating directories of private providers in the Caribbean and private medical labs in Tanzania.
- Trained and supervised private providers to deliver quality tuberculosis and antiretroviral therapy services in partnership with the Malawi Business Coalition Against HIV/AIDS.
- Worked with the Private Nurses Midwives Association of Tanzania to expand the scope of practice to allow private nurse-midwives to deliver PMTCT B+.
- Established a private provider network in partnership with the government of Côte d'Ivoire to deliver anti-retroviral therapy sustainably.
- Worked with the private health insurance industry to introduce affordable insurance products to low-income groups.
- Built the evidence base on the role of the private health sector in the HIV response.



Jessica Scranton

*The SHOPS project aims to increase country ownership and sustainability of the HIV response.*

## SHOPS Project Expertise

*“The SHOPS team has the experience and proven practical tools to guide [USAID] missions in engaging the private sector globally. Two areas spoke to our team: (1) how to strengthen public sector stewardship of private health sector resources; and (2) how to better partner with the private corporate sector to leverage innovation, skills, and resources.”*

Kendra Phillips, division chief,  
Implementation Support, Office of HIV/AIDS  
(formerly health and HIV/AIDS officer,  
USAID/Barbados and the Eastern Caribbean)

## SHOPS Technical Approach

The SHOPS project provides a range of technical assistance approaches tailored to each country context, addressing gaps and increasing country ownership and sustainability. SHOPS seeks to maximize the role of the private health sector in HIV prevention, care, and treatment by:

- Conducting country assessments to document current and potential private sector contributions
- Initiating dialogue between public and private health sector stakeholders to improve coordination and multisectoral planning
- Building the capacity of private providers
- Improving the sustainability of NGOs through the diversification of revenue
- Brokering public-private partnerships by bringing together stakeholders, structuring agreements, and providing ongoing support
- Expanding the health work force by increasing options for students to finance their education at private medical training institutions
- Building the evidence base on the private sector role through research and analysis
- Documenting financing mechanisms, such as contracting out and insurance, that leverage the private sector and expand access to services



Gilbert Kombe, Abt Associates

*Private labs often play an integral role in national HIV responses.*

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For more information about the SHOPS project, visit: [www.shopsproject.org](http://www.shopsproject.org)



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