

Outline of initiative to engage private markets for equitable coverage of health technologies in Africa

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BILL & MELINDA
GATES *foundation*

Private providers and markets are important for a range of priority technologies and issues

Highly relevant

- Long-term family planning
- Attended and institutional delivery
- Dx/Rx of childhood pneumonia
- Zinc/ORS for childhood diarrhea
- RDT and ACT for malaria
- Dx/Rx for TB
- Male circumcision

- Rational use of antibiotics
- Control of counterfeit drugs
- Financial protection for the poor

Somewhat or potentially relevant

- ANC, PNC
- Cervical cancer screening and treatment
- ITN
- Immunization
- Nutrition counseling

**Draft list:
suggestions welcome**

We understand problems in private health markets...

Supply

- Fragmentation
- Inadequate access to capital
- Poor clinical and client management skills
- Lack of basic business skills
- Poor quality and availability of commodities and equipment
- Poor standards, absence of accreditation mechanisms
- Lack of accountability mechanisms
- Input financing, where available, not linked to performance
- Inappropriate market incentives

Demand

- Lack of awareness, understanding of health
- Low ability to pay
- Absence of mechanisms for prepayment, bulk purchasing, risk-pooling

..that imply a set of solution requirements...

Supply:

Organize to strengthen and realign incentives

- Organize provider networks
- Facilitate providers' access to capital
- Develop performance-based contracting
- Increase skills and training of providers
- Ensure access to quality-assured, appropriate commodities and equipment
- Articulate quality standards and accreditation systems
- Develop quality improvement processes
- Develop accountability mechanisms

Demand:

Inform, attract and empower

- Educate consumers
- Promote healthy behaviors
- Increase demand for quality care
- Deploy demand-side financing mechanisms

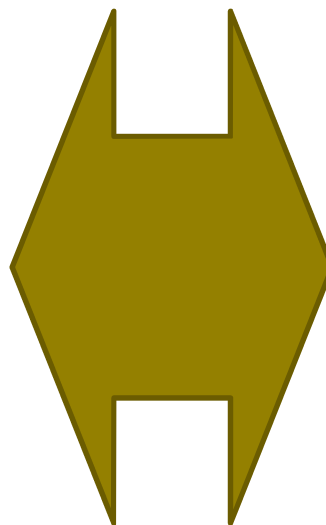
... and a corresponding program model...

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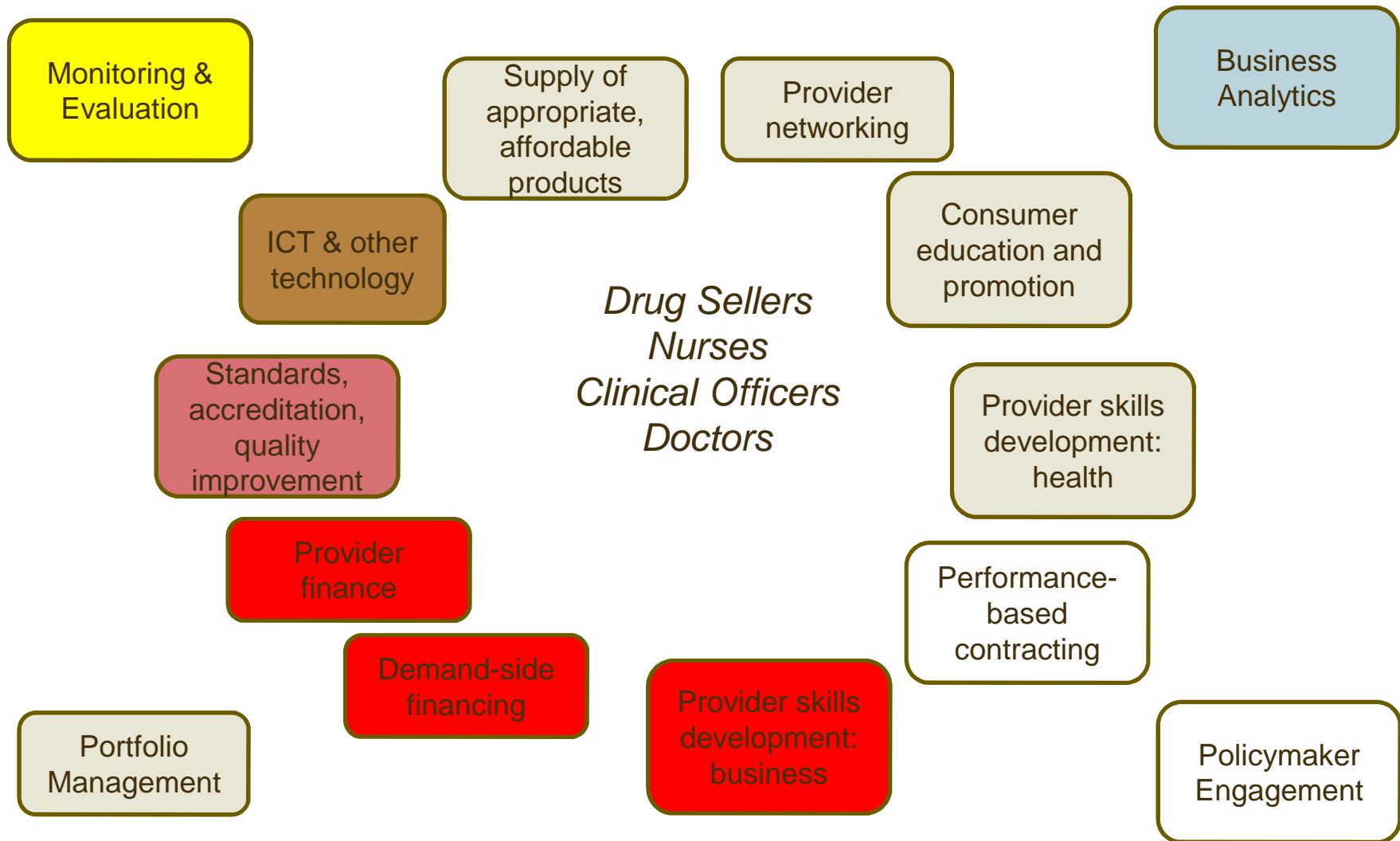
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Enabling

- Develop and deploy IT systems to enable management to scale
 - Analyze business models
 - Monitor and evaluate interventions
- Engage policymakers in policy dialog for reform
- Manage a portfolio of interventions

... requiring clusters of competencies...



The elements of a potentially powerful partnership...



SOCIETY FOR FAMILY HEALTH

Possible grant goals and objectives

- To improve coverage of priority technologies amongst the poor in Africa
- To increase “value for money” in the health sector in Africa



- To increase and improve pro-poor engagement of the private health sector and health markets in Africa



- Demonstrate feasibility and effectiveness of integrating provider networks with demand-side financing to scale in x countries/states of Africa, by 2020.

Illustrative success indicators

- Reduced mortality and morbidity
- DALY averted
- Net program cost per DALY
- Change in coverage of priority interventions amongst poor
- Reductions in OOP health expenditure
- Change in provider behavior, quality of care
- Demonstrated host government commitment to private provider networks and financing mechanisms
- Number, proportion of providers actively engaged
- Number, proportion of network clients benefiting from demand-side financing
- Changes in consumer knowledge and attitudes

Core Principles

- This is all about achieving and demonstrating DALY impact—to scale and efficiently—through population-level changes in coverage of prioritized technologies
- We hypothesize that this can be done by combining three promising core ideas that need each other, namely:
 - Networking of diverse, independent providers to build capacity and realign incentives
 - Empowering consumers through communications and demand-side financing
 - Deploying innovative ICT technologies
- We realize that this will take time and that there will be much learning and adaptation along the way, but we are planning for scale rather than pilot projects
- This must be Africa-based: we will invest in mission-driven, entrepreneurial organizations that have demonstrated long-term commitment to pursuing these issues and that are grounded in Africa
- Our funding is catalytic and must be highly leveraged