

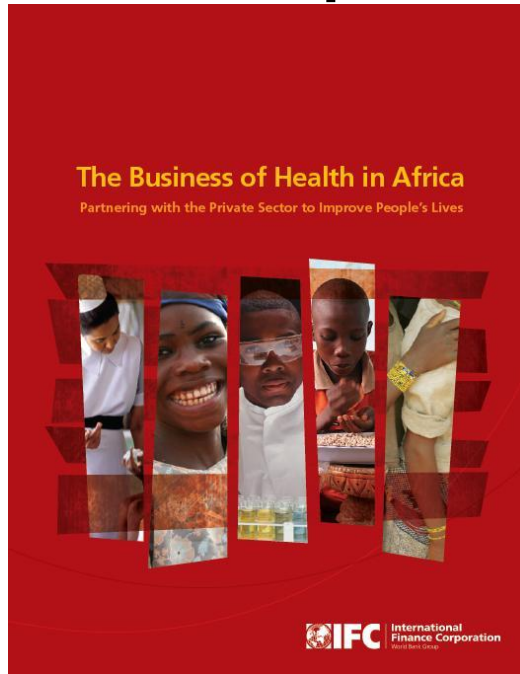
# Healthy Partnerships



**How Governments Can  
Engage the Private Sector  
to Improve Health in Africa**

# Context of Health in Africa initiative

## 2007 Report



- Policy, Analysis, Investment
- Addressing private sector constraints
  - Operating environment
  - Access to finance
  - Risk pooling or insurance
  - Human resources

# The Power of Two

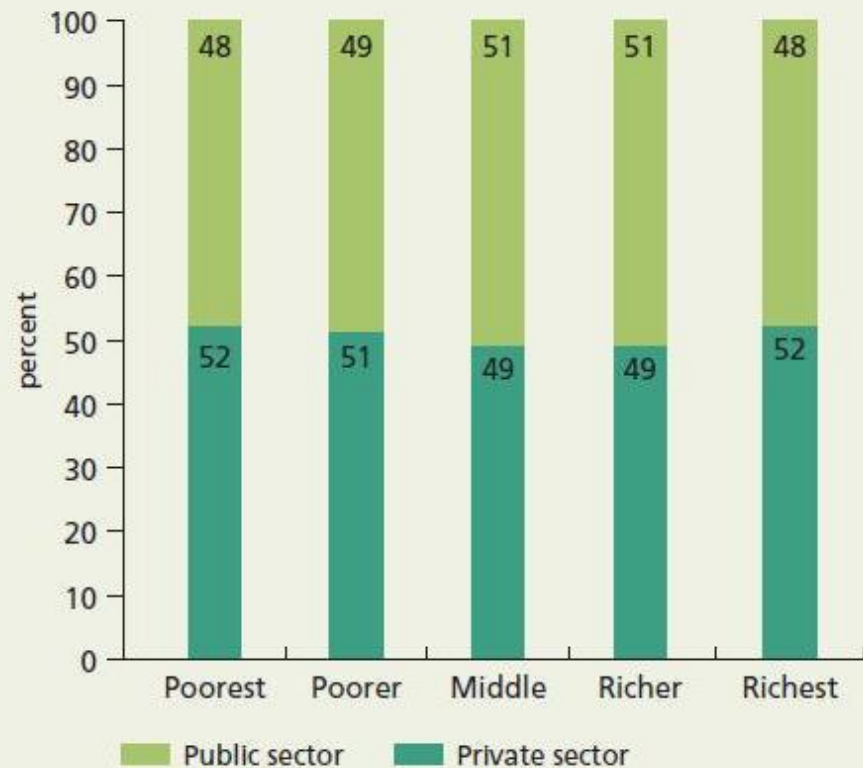
- Seeing with two eyes
  - Seeing the full health sector, with its public and private components
- Working with two hands
  - Both partners in the health sector, public and private, need to work together



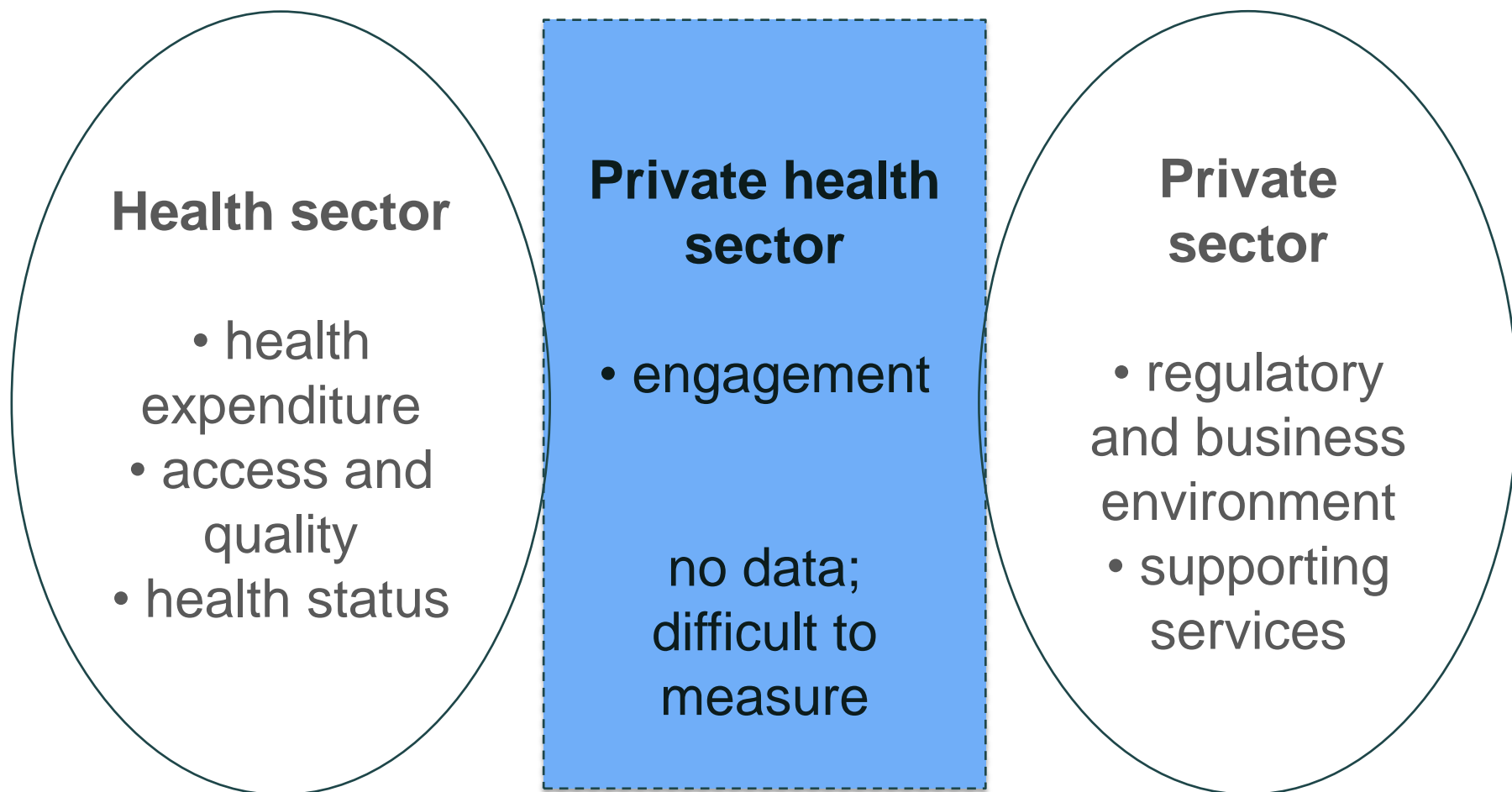
# Starting point: 3 observations

1. Health systems improvements are urgent
2. Private sector: half of all services
3. Operating environment: constraint to improved contributions by private sector

Source of Health Care by Wealth Quintile for Households in Sub-Saharan Africa



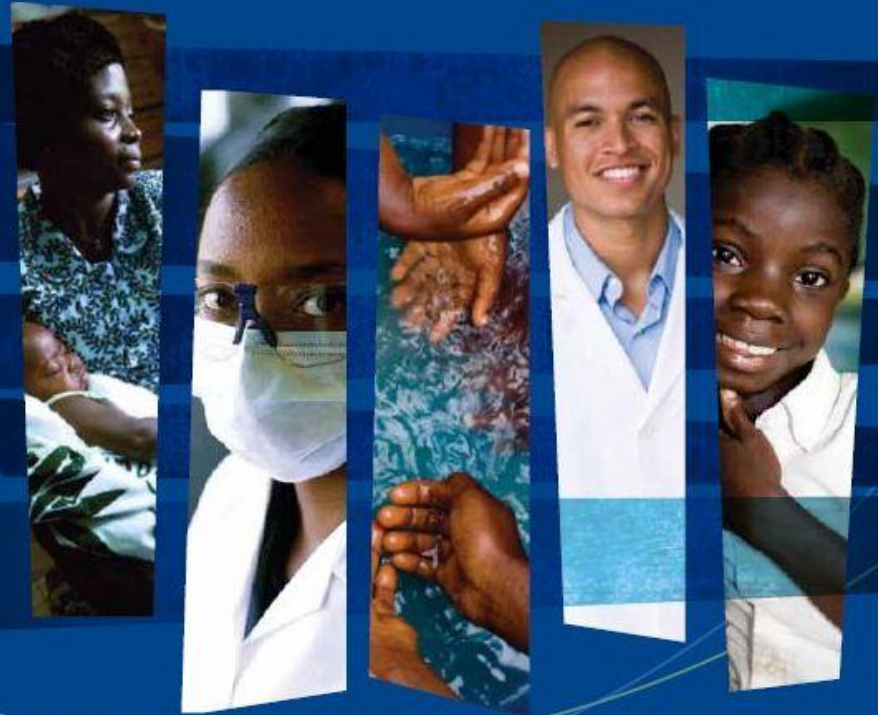
# What's an operating environment?



- Systematic assessment of engagement
- In-depth interviews in 45 countries
- Good examples of what works well
- Informing and motivating reform

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# Waiting for utopia vs. practical change now?



# What constitutes engagement? 5 elements.

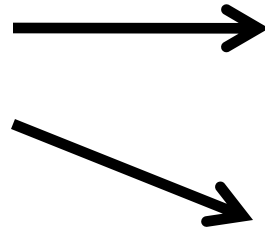
1. Policy & dialogue
2. Information exchange
3. Regulation
4. Financing
5. Public provision of services



# 1. Policy and dialogue: low implementation

Out of **45** countries ...

**39** countries have  
a policy toward the  
private health sector



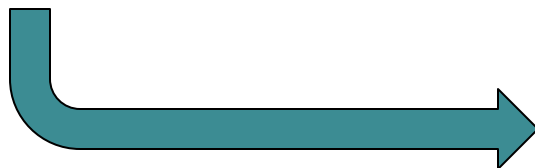
**12** countries  
implement policy

**27** countries  
do **NOT** implement

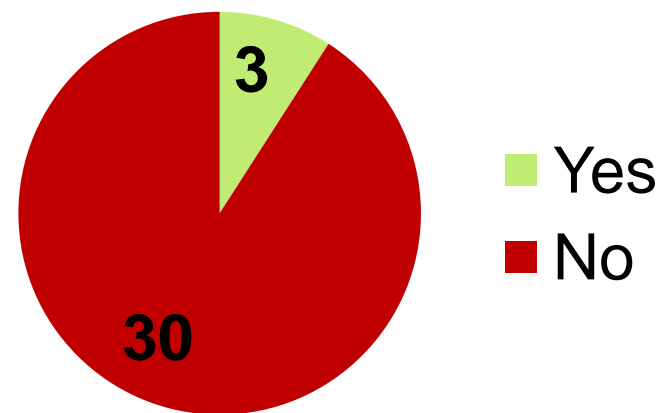
**30** countries have weak dialogue or none at all

## 2. Information exchange: too low

- **33** countries require private facilities to provide information



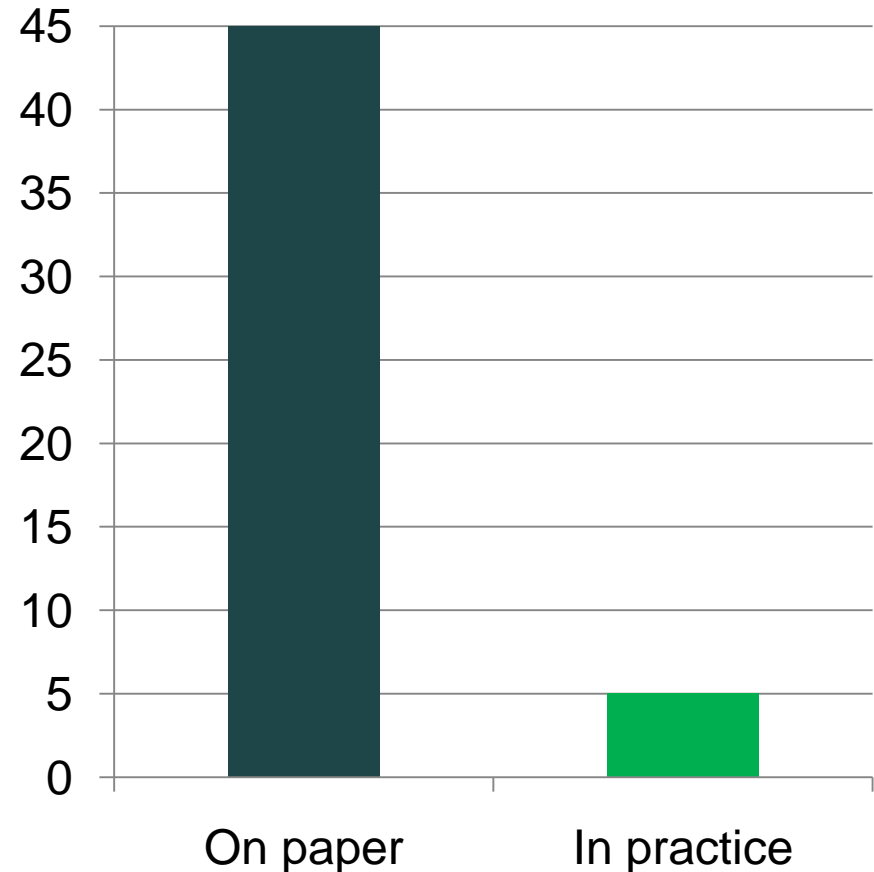
Information reaches the ministry



# 3. Regulation: lack of prioritization

■ Comprehensive registry of private facilities in only **6** countries

### Quality inspections



# 4. Financing: a key instrument

- In **18** countries, contracts with private providers
- In **16** countries, financial incentives
- Technically, politically difficult
- Expansion of insurance – a **“game changer”**



# 5. Public provision of services: frequent

- Inclusion in public health programs (e.g. ARVs, immunization)
- Inclusion at times conditional on compliance



# Engagement scores across the region

Country	P&D (10)	Inf. Ex. (8)	Reg. (13)	Fin. (6)	PPS (2)
Burundi	3	2	5	4	1
Kenya	9	5	7	2	2
Rwanda	8	6	7	6	2
Tanzania	8	5	7	2	2
Burkina Faso	8	6	8	2	1
Nigeria	8	5	8	2	2
Chad	3	2	4	0	1
DRC	2	2	5	1	1
Mauritius	8	8	11	4	1
South Africa	9	5	13	3	2

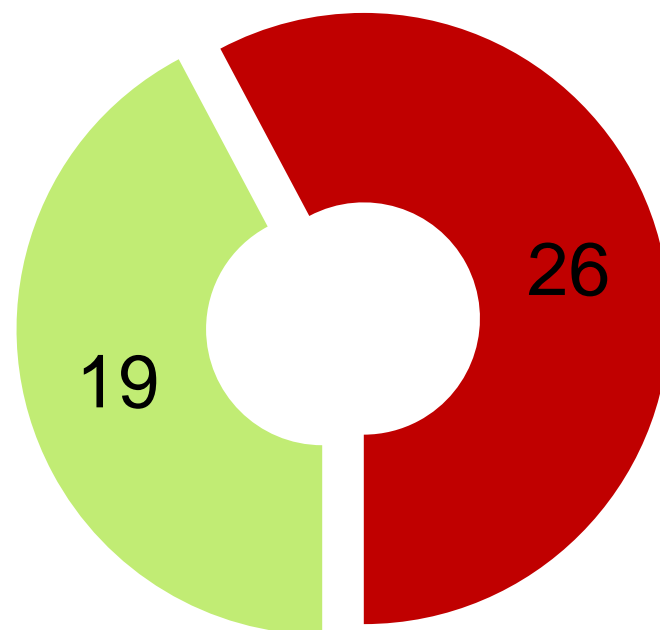
# Private health sector has to step up

Government needs a counterpart to engage with

- Credible
- Capable
- Representative

## Private health sector organization

■ Organized ■ Not organized



# Key findings of the Report

- Concrete steps are not being taken
  - In effect, half of the population is abandoned
  - On paper, things are good. In practice, they are not
  - Regulations are inconsistent with current practices and the capacity to enforce
- Good instances of engagement in interventions and disease programs are not enough
  - Engagement must be systematic and deliberate
- The organization of the private sector matters



**What is next?**

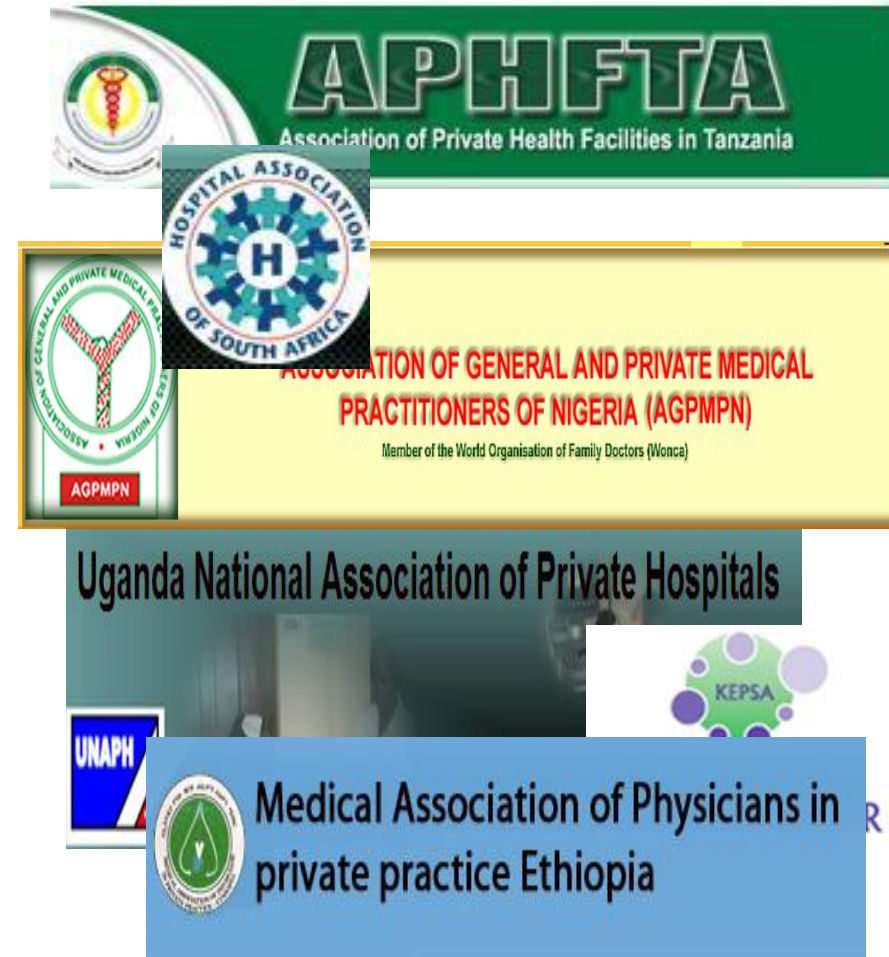


# Recommendations: governments

- Government must lead
- Quick wins
  - Establish effective dialogue
  - Know who is doing what
- Start now
  - Review policies and practices
  - Focus on implementation
  - Expand insurance
  - Support quality enhancements

# Recommendations: Private Health Sector

- Organize;  
then, seek dialogue
- Encourage members to
  - Formalize
  - Join provider networks
  - Build capacity in clinical practice  
and in business management



# Recommendations: Donors, third-parties

- Support engagement and take active role, if requested
- Include private sector in country support programs
- Align programs with priorities coming out of dialogue

# Resources ready to use right now

- In addition to ongoing work, toolkit is ready for use
  - Concrete guidance on engagement, private sector assessment, and capacity building
- All publications are online for your use and distribution
  - Also in-depth country studies and further analytical work

■ [www.wbginvestmentclimate.org/health](http://www.wbginvestmentclimate.org/health)

# The Power of Two

