



USAID
FROM THE AMERICAN PEOPLE



Strengthening Health Outcomes
through the Private Sector

SHOPS Project Malawi: *Improving Health through Comprehensive Public-Private Approach*

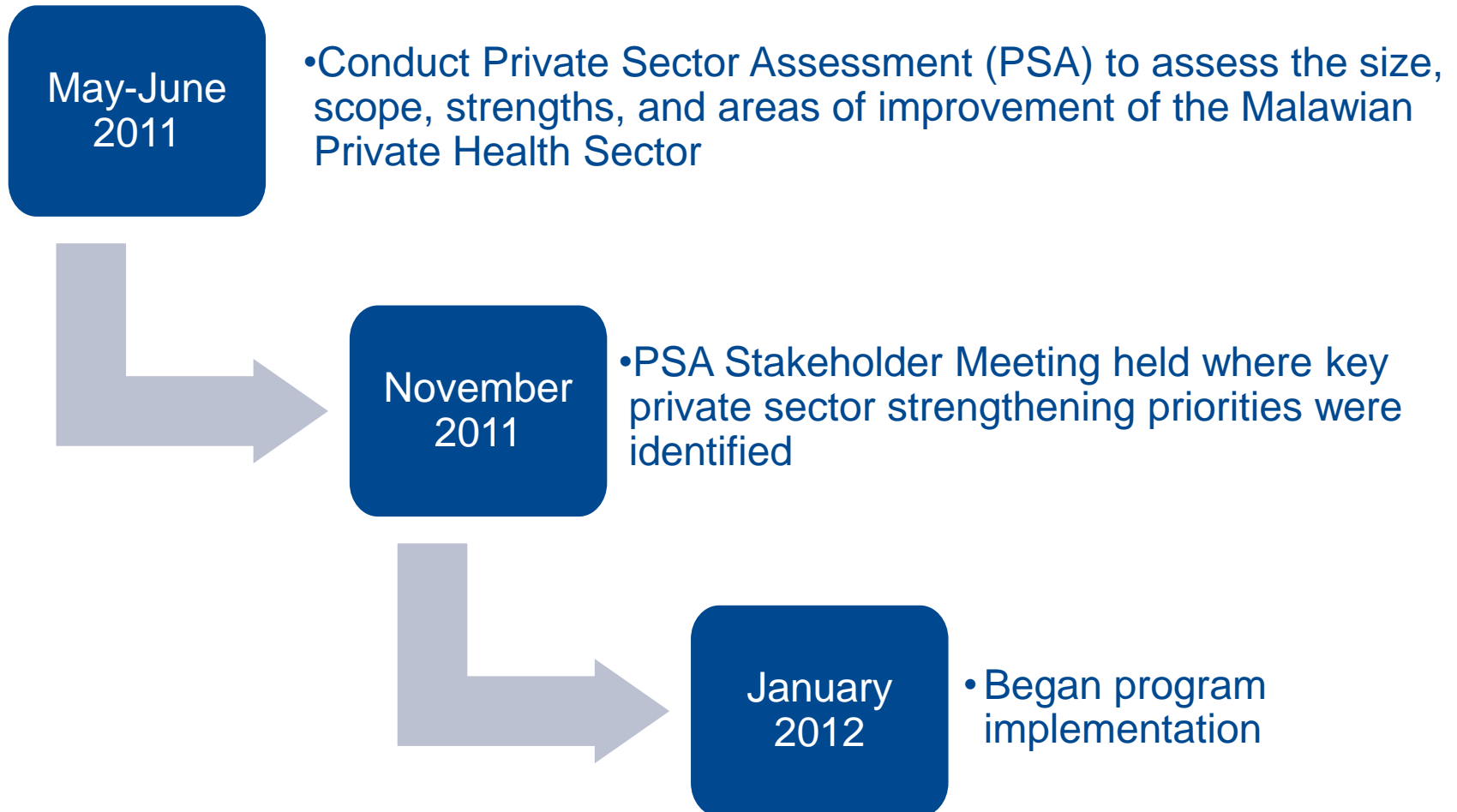
Timothy Kachule
Chief of Party

June 3, 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

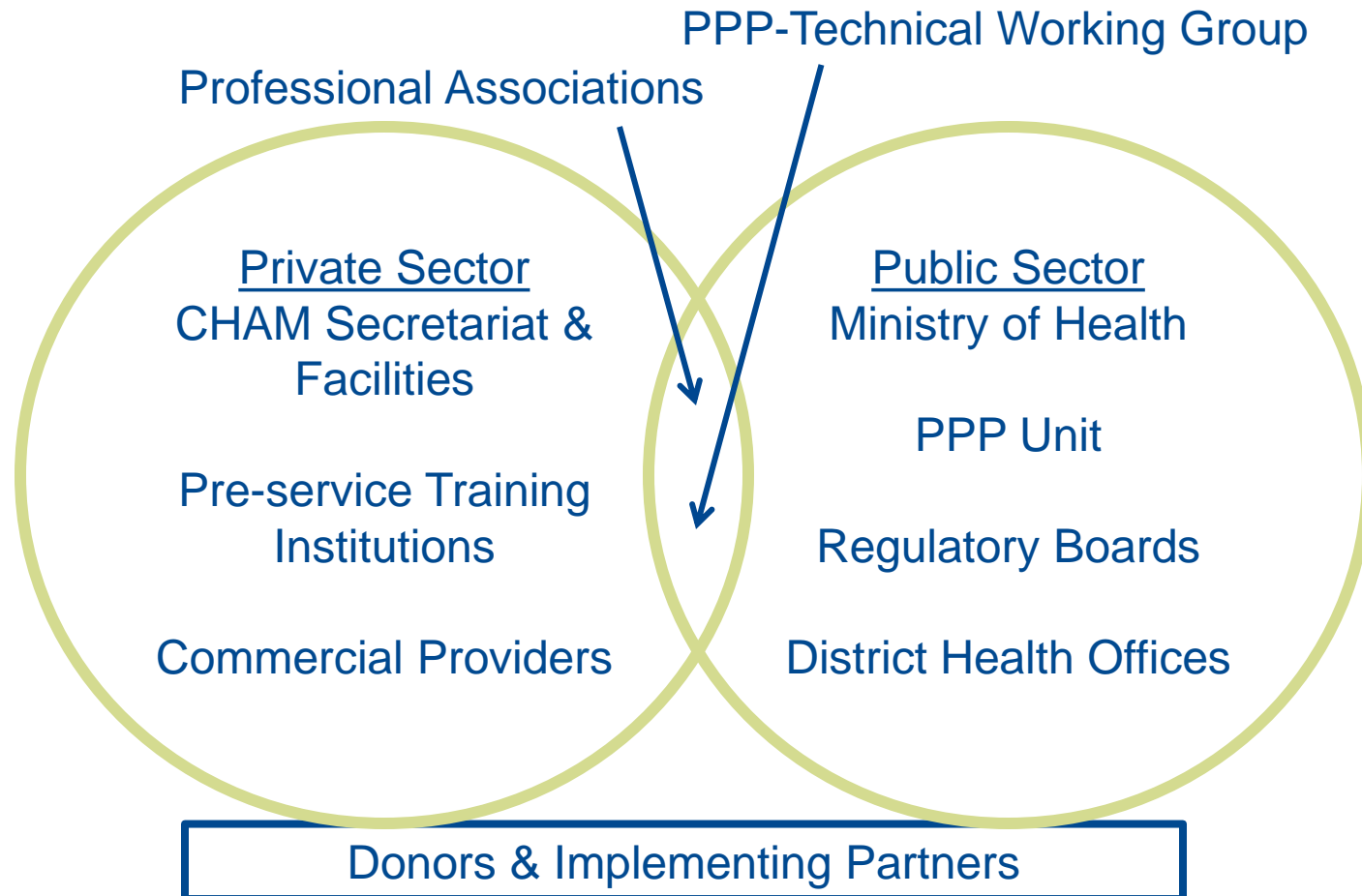
SHOPS Malawi: How did we get there?



Private Sector Assessment: What are the priorities?

- Stakeholders identified four overarching objectives in private sector capacity building based on the findings of the PSA
 1. Strengthen the enabling environment for PPPs
 2. Strengthen the capacity of not-for-profit organizations to delivery quality priority health services in a sustainable manner
 3. Increase the role of the commercial private sector in the delivery of priority health services
 4. Increase overall demand for child health related products and services

SHOPS Malawi Program Comprehensive Approach: Who are we working with?



Overview

- The 8 successes:
 - Re-energizing the PPP-TWG
 - SLA Revision with MOH and CHAM
 - Assessment of CHAM facilities using ProCapacity Index™ tool
 - Private Sector Mapping
 - Management Trainings to Family Planning Providers
 - Revised M&E Tools for Regulatory Boards
 - Professional Associations Coordination
 - Expanding HIV/TB Services through the Private Sector

Re-energizing the PPP-TWG and assisting in establishing a PPP Unit within the MOH

Challenge

No guiding principles on PPPs for health

SHOPS Response

Bolster the PPP-TWG to take on the leadership role in developing these guidelines

Major Outcomes

PPP Unit TOR approved by MOH; PPP Strategy for health in development; Strong private sector participation in TWG

“We all know that the public sector cannot do it all. It is limited in its capacity, so we should utilize the private sector to provide complimentary services. That’s why PPPs are important.”

Rebuilding partnerships and contracting mechanisms between the MOH and CHAM

Challenge

Outdated SLAs that are difficult to administer

SHOPS Response

Facilitate review of guiding MOU and new SLA structure with 69 CHAM facilities and MOH district and zonal offices

Major Outcomes

Revised SLA guideline that reflects input from all stakeholders developed, and costing analysis in progress



Increasing sustainability through assessment of and assistance to CHAM facilities

Challenge

CHAM facilities' unsustainable business model

SHOPS Response

Conduct ProCapacity Index™ on member facilities to pinpoint key financial, programmatic, and organizational management areas in need of improvement

Major Outcomes

9 facilities indexed and institutional strengthening plans developed; 7 interventions initiated



7 CHAM Interventions for Sustainability Improvement



Facilitating the growth of the private sector by mapping all private providers in Malawi

Challenge

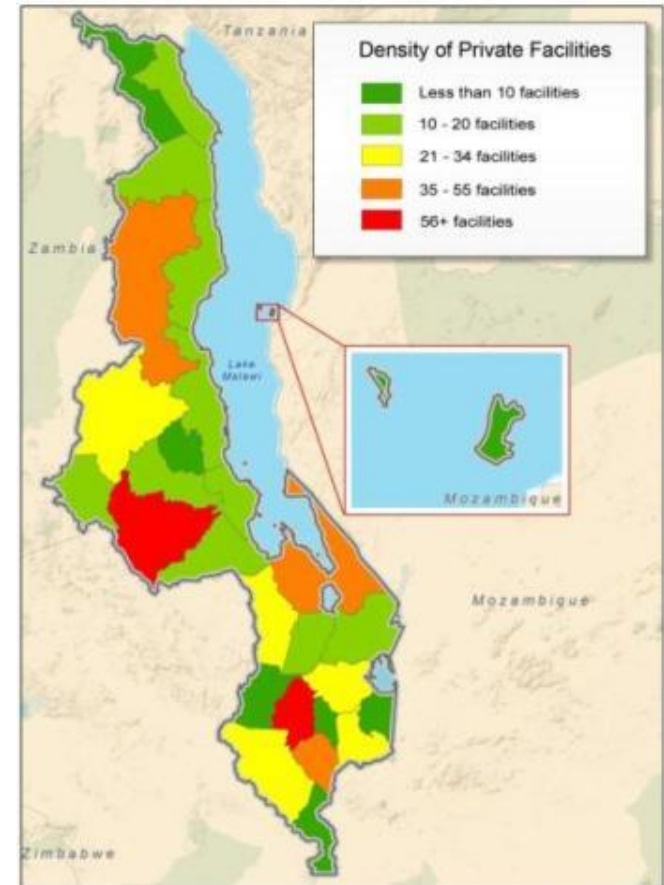
No comprehensive list of private providers

SHOPS Response

Conduct mapping exercise with aim to identify all private providers

Major Outcomes

A comprehensive database of 763 facilities; used database to identify providers for various trainings, including HIV and MNCH



Increasing access to family planning by improving operations of private practices

Challenge

Small private providers, including social franchise operators providing FP services, lack business skills to grow their practice



SHOPS Response

Provide training in financial and business management to 85 social franchise owners and commercial clinics

Major Outcomes

Reduced stock outs at facilities and providers feel more empowered to grow their business

Improving standards of care through revised M&E tools for health regulatory boards

Challenge

M&E tools without clinical standards

SHOPS Response

Provide forum for public and private sector stakeholders to come together with the boards to revise the M&E tool and establish standards of care



Major Outcomes

Clinical standards approved by all stakeholders; 54 supervisory visits made and facilities evaluated with this new standard

Improving coordination by organizing and strengthening the professional associations

Challenge

Disorganized and weak health professional associations

SHOPS Response

Bring 18 health professional associations together to network, share information, and learn from each other to strengthen their advocacy and communication roles

Major Outcomes

Network of knowledge sharing established; associations participate in strategic planning and governance workshop

“This is exactly what happens with SHOPS assistance – we can plan, prioritize, and actually implement.”

Increasing access to HIV/TB services through the Private Sector

Challenge

Public Sector cannot respond to the demand of the country's HIV/TB service need

SHOPS Response

Support Malawi Business Coalition of AIDS (MBCA) to train more private sector providers to provide HIV/TB services

Major Outcomes

29 providers trained in HIV/TB co-infection management and treatment; supportive supervision visits conducted



Key Messages: What Malawi has gained from the SHOPS activities

- Key stakeholders from both the public and private sectors are together on a path towards better coordination
- More awareness on where, why, and how the private sector can complement public sector efforts
- Instilling collaborative approach to developing better regulations, products, and services
- Stronger level of trust among all stakeholders



Stronger enabling environment for private sector growth and PPPs, ultimately to benefit the Malawian population in getting access to affordable, quality health services

Next Steps: What SHOPS is working on this program year

Provide TA to develop operational plan and Strategy for the newly established PPP Unit with the PPP-TWG

Continue CHAM strengthening interventions and build capacity of local champions

Use the mapping database to identify and train private providers on MNCH

Assess the use of water treatment products under a variety of distribution mechanisms

Respond to Cholera/diarrhea outbreaks and floods as requested

Work with associations to link them to GDA with US health professional associations



USAID
FROM THE AMERICAN PEOPLE



Strengthening Health Outcomes
through the Private Sector

Timothy Kachule
Timothy_Kachule@shopsproject.com

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