



HANSHEP Health Enterprise Fund Expo Video Transcript

Introduction: Context in Kenya/Ethiopia

USAID Representative - Barbara Hughes, Director, Office of Population and Health, USAID/Kenya

One of the ways to encourage sustainability in a health system is to engage the private sector. Our theory is that if you take the people who could afford to get their care in the private sector out of the public sector then it allows the resources available for the people who won't ever really be able to afford the private sector to be better focused and targeted and take some of the burden off of the government. The flip side has to be that the private sector has to be able to offer care that is affordable and quality. We're very interested in encouraging dialogue between investment organizations and entrepreneurs, the cross-fertilization between entrepreneurs.

USAID Representative – Bedan Gichanga, Health Systems Specialist, USAID/Kenya

There's a lot of innovation in this country but the problem with that innovation is that it doesn't meet capital. A lot of the innovation that has been happening has died because there was nothing to nurture it. There was no capital flow to it. If you look at the banking sector here, it has been very reluctant to put money to the health sector.

SHOPS Representative – Colm Fay, Abt Associates

The main goal of the Health Enterprise Fund is to identify innovative enterprises that may not quite be ready for investment but that show promise, show opportunity and with the right kind of capital injection through the grants we're providing, with the right kind of technical assistance, we can take those enterprises to a point where they're more ready for investment.

USAID Representative – Bedan Gichanga

So what the challenge fund I think will help do is allow that space between the innovators and capital to meet and eventually, from that, we can get investments.

Introduction to the event

Entrepreneur – Dr. Bola Tafawa, Equity Group Foundation

It's great to be here. I got here very early in the morning just to feel the energy of the investors coming in, their fellow entrepreneurs are going to be here, the small providers.

Entrepreneur – Tigest Tamrat, Health InnoVision

so this morning, when I looked at the brochure, all the different companies and all the different entrepreneurs, it was a little bit daunting to see all the amazing idea that are going on but at the same time it feels really kind of an honor to be part of that community.

SHOPS Representative – Caroline Quijada, Abt Associates

SHOPS is a global project and one of our mandates is to help build knowledge and to share evidence around what works in private sector health programming in HIV/AIDS, family planning, child health and maternal health. Through events like today, we're continuing to build evidence on what is really out there, what's working, how do we scale up these small businesses and what support do they need.

SHOPS Representative – Mbogo Bunyi, Abt Associates

The SHOPS project seeks to increase the role of the private sector in health service delivery. Some just need some assistance in terms of scale, some just need some assistance in terms of organization of how they can package this and do it better but what has struck me most is that they understand the need and they have the solutions.

Investor – Christine Kapkumus, Acumen Fund

From microinsurance to clinics to diagnostics to sanitary pads- so it's been a really rich mix of different people, they clearly understand what they are talking about, so I'm very impressed with the quality of the innovators.

Entrepreneur – *not shown in video*

There's people who want to be successful, everybody wants to be able to say that they have a successful business but the main objective is to also be improving health outcomes which in my mind is the best reason to be in the business in the first place.

Panel discussion (focus on Investor Panel)

USAID Representative – Bedan Gichanga

I couldn't help but feel, sitting at the back of the room and listening to the investors speak, that if I was an innovator I would think, wow, at least there is opportunity.

Entrepreneur – Dr. Kibret Tuffa, Tebita Ambulance Pre-Hospital Emergency Medical Service

From the panelist discussion I have seen that people are very much interested to work with private sectors. There is opportunity to work together with equity.

Entrepreneur – Getachew Woldegebreal, East Hemisphere Electro-Mechanical Solutions PLC

I learned that there are a group of investors that are interested in impact not just financial returns.

Expo and Networking

SHOPS Representative - Caroline Quijada, Abt Associates

I think the best part of the day for me was the expo- walking around, seeing everyone's innovations.

Entrepreneur – Dr. Davis Musinguzi, The Medical Concierge Group

I think one of the greatest benefits that any participant can take from this experience is just being able to interact with fellow participants and be able to get value out of what their experience has been.

Entrepreneur - Dr. Bola Tafawa, Equity Group Foundation

Getting ideas from other people, getting to talk to other people, getting to think about how other people are addressing the problems we all are facing on the ground trying to provide affordable, high-quality healthcare to the masses.

Entrepreneur – Tiffany Diage, Sagean, Inc.

There seems to be a lot of information sharing, which is essential in getting any of these businesses off the ground. You have to be able to talk to other like-minded people to be able to be successful.

Conclusion/Next steps

SHOPS Representative – Caroline Quijada, Abt Associates

I've been involved with the idea of the Health Enterprise fund since the very beginning of the SHOPS project and just watching it really grow and sort of blossom into something live and successful for me has been incredible.

SHOPS Representative – Colm Fay, Abt Associates

We're uncovering a lot of activity and a lot of really good work that wasn't widely known or wasn't widely publicized.

Investor – Lilian Simiyu, Business Partners International

The projects are there, it really is now the onus is on us as investors to find ways of reaching those people and reaching those entrepreneurs because they are there and that's one of the things that this has proved to me.

SHOPS Representative – Caroline Quijada, Abt Associates

If we can help remove some of the hesitancy or sort of the risk involved in investing in private sector health, I think that there's going to be huge growth in strengthening the role of the private health sector in delivering primary health services and helping to achieve health outcomes.

Entrepreneur – Dr. Davis Musinguzi, The Medical Concierge Group

Projects like SHOPS are going out of their way to create the environment to make it possible for us to thrive.

Entrepreneur – Ms. Margaret Oyugi, Jubilee Insurance Company Limited

We are all having one big dream, which is to give affordable health care. And I think at the end of it all we are all beneficiaries of each others' ideas.

Entrepreneur – Dr. Kibret Tuffa, Tebita Ambulance Pre-Hospital Emergency Medical Service

I claim myself as that I'm a social entrepreneur. In 2008 I just jumped to the market, buying three ambulances after I mortgaged my house. Gaining this type of opportunity really motivates you and certifies you that you are in the right track.

Investor – *not shown*

I am inspired, I'm telling you.