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## **PRIVATE SECTOR WORKING GROUP CONSULTATIVE MEETING**

### **October 26, 2010**

### **Meeting Minutes**

#### **SUMMARY OF MEETING TO RE-LAUNCH PSWG UNDER SHOPS**

At the October 26<sup>th</sup> meeting the PSWG re-launched under SHOPS, beginning with a review of PSWG goals and a discussion on possible short and long-term PSWG activities. Participants agreed on the continued importance of a forum such as the PSWG to share lessons learned and to increase coordination of private sector health activities. In general, participants agreed that the initial PSWG goals remain relevant and important to PSWG activities and expanded upon them in more detail. The group also expressed interest in expanding the PSWG membership to include non-US based donors and implementing partners, and donor field staff, through virtual channels. Moreover, meeting participants would like to establish a four-year work plan that sets priorities for PSWG activities, agree on several collective actions, and define a concrete results-framework that will allow the PSWG to measure its success by the end of the SHOPS project. SHOPS will send a survey to both meeting participants and a broader group of individuals who were unable to attend the October meeting to finalize the PSWG goals, objectives and activities. The next PSWG meeting will be in January 2011.

#### **BACKGROUND:**

On Tuesday, October 26, 2010, the Private Sector Working Group (PSWG) convened under USAID's Strengthening Health Outcomes through the Private Sector (SHOPS) project. Participants included:

- USAID staff (the Global Health Bureau, Office of Population and Reproductive Health and Office of Strategic Planning, Budgeting, and Operations; Africa Bureau; Global Health Initiative);
- Several implementing partners such as Futures Group International, AED, Marie Stopes International, Population Services International, DAI, Chemonics, Cardno Emerging Markets USA, Results for Development, and CapacityPlus; and
- Representatives from Bill & Melinda Gates Foundation and The World Bank Group.

#### **REVIEW AND UPDATE OF PSWG OBJECTIVES:**

The PSWG began under PSP-One in May 2005 with the objective of improving the implementation and coordination of private sector health programming. Initially, the PSWG consisted of USAID staff, approximately 15 implementing partners, and others, such as CGD. The group focused on sharing information, delivering technical presentations including outside experts, and implementing a joint activity, which was the development of an e-Learning module on private sector health basics.

The initial goals of the PSWG were to:

1. Improve implementation of private sector programs in health
2. Foster acceptance of and support for private sector participation in health services and products
3. Contribute to private sector work across all health sectors

Participants made several comments to update and refocus the original PSWG goals. In particular, the group decided to place greater emphasis on the PSWG's purpose to network and share information. In addition, the group views the PSWG as a mechanism to foster greater coordination and possible collaboration on technical and field activities. Some participants also expressed the need to reach a consensus on what area of the private sector (NGO, FBO, commercial) will be the focus of PSWG objectives and activities. Below are some of the additional comments that help elaborate the PSWG's objectives.

### **Goal 1: Foster acceptance of and support for private sector participation in health services and products**

- A. Mainstream private sector health activities and expand target audience to include other USG agencies (CDC, State Department, etc) involved in health in addition to USAID and other international donors located in Europe
- B. Include private sector representatives, investors and service providers from the field in mainstreaming efforts
- C. Serve in an advisory capacity for new initiatives –such as USAID's Global Health Initiative (GHI) and DFID's HANSHEP that are in the process of being defined
- D. Assist the private health sector to better understanding how to work with international donors and foundations

### **Goal 2: Network and share information among PSWG members**

- A. Share information between implementing partners and donors on private sector activities
- B. Increase coordination, communication, and networking for current private sector projects allowing for tangible collaboration (in person and virtually)
- C. Create a safe space to share both successes and failures in working with the private sector
- D. Utilize PSWG members as a sounding board / resource when confronted with programmatic challenges

### **Goal 3: Improve implementation of private sector programs in health**

- A. Create an inventory of and better linkages to private sector field programs such as USAID bilateral and those of other donors
- B. Improve dialogue and coordination between US- and European-based organizations implementing private sector activities
- C. Seek opportunities for collaboration between PSWG members

### **Goal 4: Contribute to private sector work across all health sectors**

- A. Apply private sector expertise to other health areas not currently working with the private sector
- B. Move beyond engaging private sector for services and products to include other private sector entities in health system
- C. Place more emphasis on the linkages between private sector engagement and health system strengthening

### **EXPANSION OF THE PSWG MEMBERSHIP:**

Participants in the PSWG re-launch meeting were asked who should be included in the PSWG beyond the group in attendance at the meeting. Responses included the following:

- Additional donors such as European-based donors (e.g. DFID, KfW, GFTAM) and foundations
- Broaden USG participation from USAID (see above)
- Field staff of donor partners (e.g. private sector champions among USAID Field Missions)

The meeting participants discussed how to include other organizations not based in DC and explored technology as a means to interface with international partners. One participant suggested the PSWG analyze USAID's Microlinks website as a possible example of technology to help the group stay connected. Suggestions included creating a virtual space for PSWG participation:

- Virtual space would have an "open" area for all interested in learning about the PSWG and its activities which include access to:
  - PSWG technical presentations
  - PSWG meeting notes
  - PSWG event calendar and
  - Information on PSWG joint activities
- Virtual space would have a "closed" area for PSWG member staff only, including a:
  - Discussion board
  - Shared calendar of events / projects

### **ACTIVITIES:**

Participants want to meet on a quarterly basis. Part of the meeting should be dedicated to networking and sharing information. The other part can include technical presentations, which will be made available on the SHOPS website. The technical presentations can be on a range of technical areas and include:

- International experts on specific health topics
- PSWG member organizations global leadership (e.g. research, tools and methodologies) and field programs
- Donors' description of their private sector approach and country programs
- Private sector entities working in developing countries

PSWG member organizations can also take advantage of the opportunity when field staff are in DC and plan to have them present at a scheduled PSWG meeting.

In addition to the quarterly meetings – where some PSWG members will attend virtually – some participants suggested one of the quarterly meetings be a one-day in-person meeting. The purpose of the meeting would be to look back at the year's experience and lessons in private sector efforts and to discuss emerging trends for the upcoming year.

There was insufficient time to solidify ideas for the PSWG's first year. Participants suggested creating short and long-term PSWG work plans to guide PSWG activities. Furthermore, members stressed the importance of defining results to evaluate the success of PSWG activities.

### **NEXT STEPS:**

SHOPS will send a survey to both meeting participants and a broader group of individuals who were unable to attend the October meeting. The survey is intended to seek further input on PSWG goals, objectives and activities. After the survey, SHOPS staff will send out a revised version of the PSWG goals, objectives and activities, which PSWG members will finalize through email consensus. The next PSWG meeting will be in January 2011.