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SHOPS
Strengthening Health Outcomes
through the Private Sector

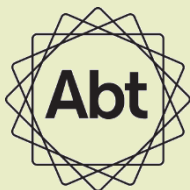
Partnerships in Practice: SHOPS Examples from the Field

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SHOPS is funded by the U.S. Agency for International Development.

Abt Associates leads the project in collaboration with

Banyan Global

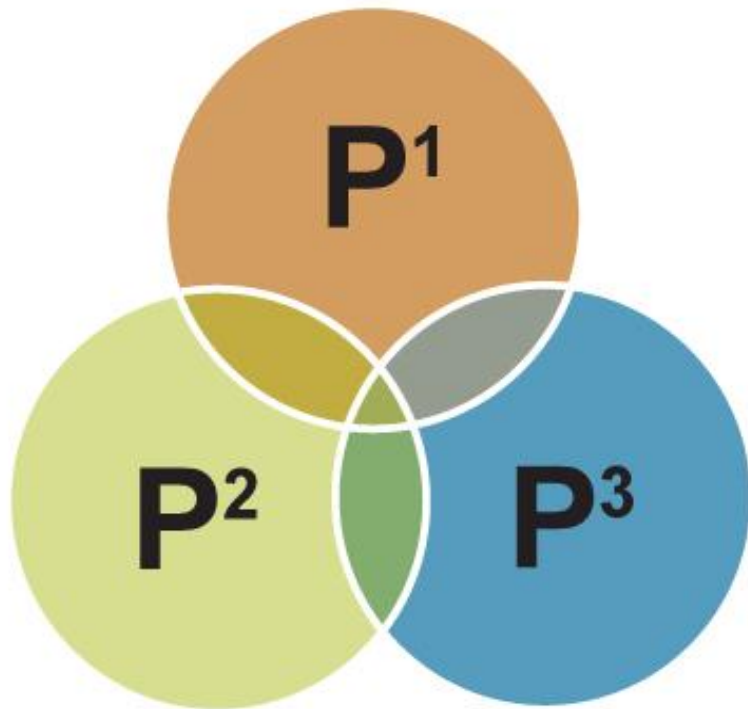
Jhpiego

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Three levels of private sector engagement



P1: Public-Private Interaction:

Emphasis on *communication* of information to assist each entity.

P2: Public-Private Dialogue:

Emphasis on *cooperation* around an issue of mutual interest.

P3: Public-Private Partnership:

Emphasis on *collaboration* formalized in a contract that is jointly designed and implemented.

Source: USAID SHOPS Project led by Abt Associates (2011)

P¹

Guatemala: Facilitating public private interaction to sustain the HIV response

Rationale:

- High risk population preferred private sector, yet these providers:
 - Were largely excluded from HIV/AIDS training
 - Had low knowledge of HIV/AIDS laws and protocols
 - Often conducted HIV tests without counseling
 - Did not report positive cases to public sector



Opportunity:

- USAID-funded assessment provided opportunity to document and disseminate private sector role; create linkages with national response

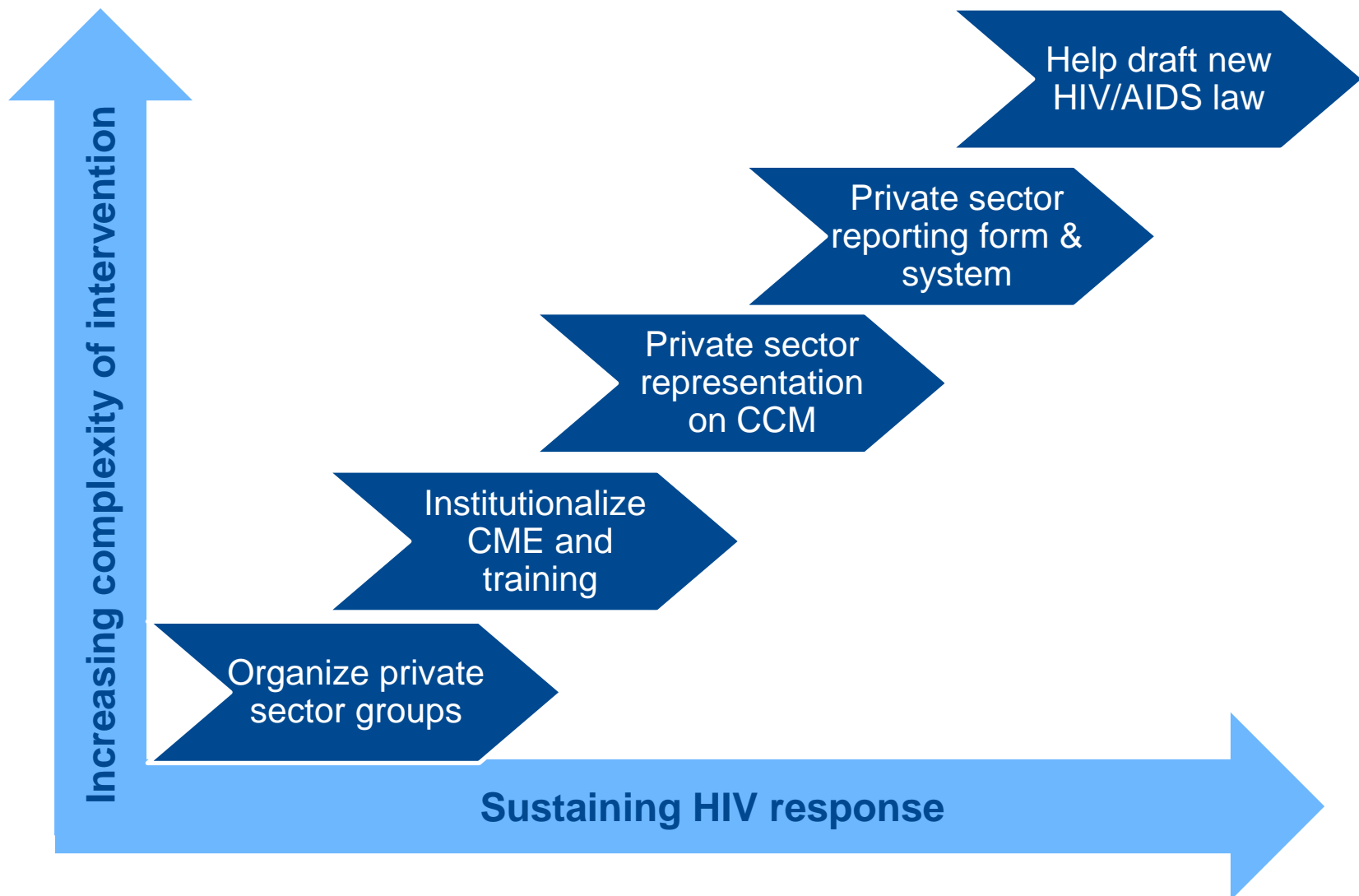
Partners:

- Private sector coalition (COSSEPP) and National HIV/AIDS Program

Goal:

- Engage private providers to improve quality of HCT and support national HIV response

Guatemalan private sector response to HIV/AIDS



P²

Kenya: Dialogue leads to country ownership of health policy reforms

Rationale:

- Working with private sector is government priority (Vision 2030)
- MOHs interested in working with private sector to address major health challenges

Opportunity:

- Private sector well organized; yet resources untapped
- “Bridge” needed between public and private sectors



Partners:

- PPP-Health Kenya comprised of public, commercial and not-for-profit health actors

Goal:

- Dialogue, consensus and action on necessary policy reforms (*Policy Roadmap*)

PPP-Health Kenya instrumental in policy reforms



- Mobilizing private sector actors to participate in **all** policy reform initiatives
- Disseminating information to private health sector groups
- Monitoring progress in implementing “*Policy Roadmap*” and holding government accountable for change
- Advocating for specific PPPs in health and tracking progress

PPP-HK has changed the policy landscape and enabled broad ownership of the reform process

P³

Namibia: Partnering with the private sector to increase access to male circumcision

Rationale:

- 2015 MoHSS target of 80% VMMC (> 400,000 men)
- Uptake has been low in the public sector (< 7,000 men)

Opportunity:

- 70% of all doctors work in private sector and 16% of Namibians covered by private medical insurance

Partners:

- MoHSS, private providers, private medical insurance

Goal:

- VMMC is covered as an HIV prevention benefit by private medical insurance, thus increasing access to and uptake of the procedure

The partnership process in Namibia

- ✓ MC TWG leads national strategy with SHOPS input
- ✓ MC TWG spells out explicit private sector role in Mission and Vision of national VMMC strategy
- ✓ SHOPS developed VMMC tariff for medical insurance
- ✓ NAMAFA accepted tariff proposal 14 October 2011
- ✓ VMMC covered as an explicit benefit by 1 January 2012



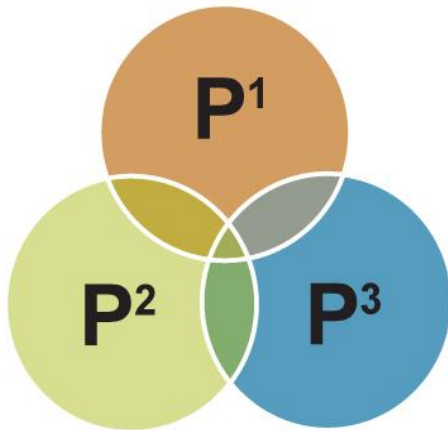
Namibia 1st African country to cover VMMC as preventative benefit under private medical insurance

A wealth of partnership opportunities



Private sector can contribute to aspects of the health system **beyond** service delivery!

Lessons learned on PPPs



P1 – Interaction

- Ongoing communication overcomes mistrust and suspicion
- MOH responsible for fostering and sustaining communication with *all* actors in health system

P2 – Dialogue and Cooperation

- Dialogue critical to capturing all perspectives in policy reforms, which increases ownership and likelihood of implementation

P3 – PPPs

- Successful PPPs require more formal mechanisms and good partnership practices:
 - Such as joint leadership, shared risks and benefits, open communication

Lessons for Ministries of Health

- Dedicated staff with new skills may be required
- Need to develop policy framework and guidelines to facilitate PPPs



- Donor support needed to initiate the PPP process and provide technical assistance
- Private sector assessments provide critical information and often serve as starting point



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Thank you

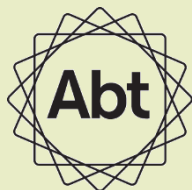
Gracias

Merci

Cám ơn

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