

# PRIVATE SECTOR FEDERATIONS:

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EAHF, the Journey  
A Sound Investment for the Private Sector

Accra, Ghana  
May 20, 2014



# Presentation Outline

- Setting the stage
  - Challenges in working with the private sector
  - Why the private sector is organizing itself
  - Stages in private association development
  - Different models in organizing the private sector
  - Similar process to develop associations
  - Challenges confronting new private associations
- Investment areas

# Challenges in organizing the private sector

- Numerous
- Diverse and involved in all aspect of the health system
- Busy, duplication of efforts, same errors
- Competitive with each other
- Uninformed about the public sector and how it operates
- Lacks insight to policy , regulation and how it works

***.....in short, not organized***

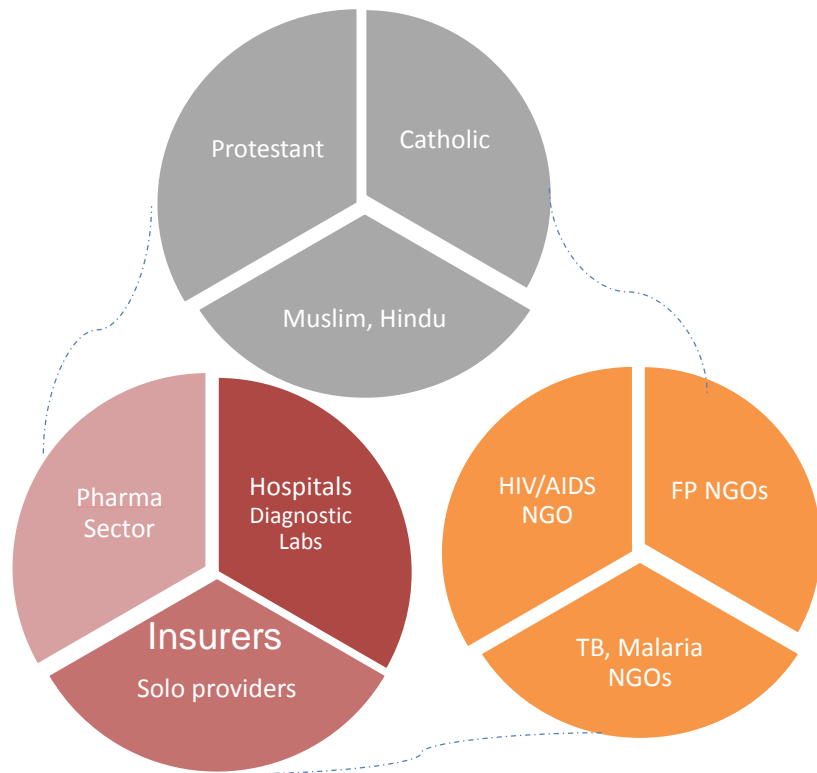
# Reasons why the private sector has organized

- Unified and speaks with a single voice
- Focused on issues of concern to all and not just on one's own issue
- Informed about the public sector and organized to meet its needs
- Strategic in identifying opportunities to partner with the public sector

***.....in short, organized and influential***

# How to move the Private Sector from Point “A”

..... to Point “B”



Private Companies



Private Unified Bodies

# Growing Experience of Umbrella Organizations

## Healthcare Federations

- EAHF-East Africa Health Federation
  - KHF- Kenya
  - UHF- Uganda
  - RHF - Rwanda
  - APHFTA-Tanzania

## Association of Private Providers

- APHFTA-Tanzania
- PHP Consortium-Kenya
- MAPPE-Ethiopia

## Inter-Faith Groups

- Kenya FBO Health Sector Coordinating Committee
- IRCU



## Alliances

- PHSAG-Ghana
- KEPSA - Kenya

## Business Coalitions most common in HIV/AIDS

- Ghana
- Namibia
- Malawi
- Many more

## NGOs Bodies

- HENNET
- Heraf

# Different Models Organizing the Private Sector HealthCare Federation

## At Platform Level

### ▪ EA Health Platform

PSOs and CSOs at EAC level

### Federations

- Kenya Health Federation
- Uganda Health Federation
- Private Health Sector Alliance of Ghana
- Rwanda “in development”
- East Africa Healthcare Federation

### *Association of Associations*

Main functions are:

- Representational
- Policy and Advocacy
- Self-regulation
- Coordination and collaboration
- Information on the private sector



# Different Models Organizing the Private Sector

## Private Provider Associations

### **Professional and Provider Associations**

- Association of Private Health Facilities in Tanzania (APHFTA)
- MAPPE – Ethiopia
- PHP Consortium – Kenya
- Society for Private Dental and Medical professionals – Ghana
- MAT , KMA, UMA – professional associations



**Medical Association of Physicians in  
private practice Ethiopia**

### ***Facility/Provider Associations***

Main functions are same as Federations but also provide member support in:

- Clinical and other types of training
- Accreditation
- Ethics and standards
- Group purchase for drugs and equipment maintenance
- Access to finance and business training



# EAHF Model for unifying the private Sector



Private Healthcare Federation



Faith Based Organization



NGO's in Health



Corporate Health Sector



Professional Associations

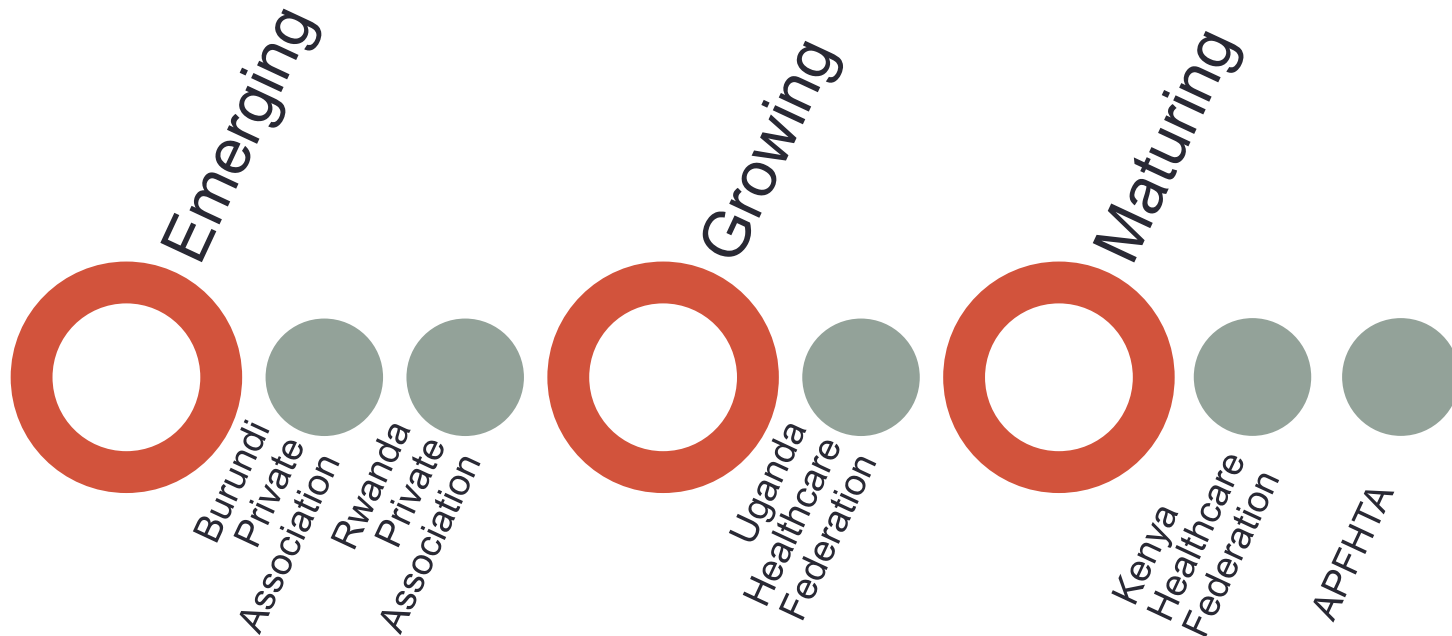


Institutional Associations

# Challenges to Emerging Private Associations

- Opposition from the public sector
- Reluctance from the private sector to join competitors
- FBOs/NGOs hesitant to join with private sector in some countries and in other countries it may have a different vision
- Donors support one sector over another (e.g. FBOs/NGOs)
- Private sector vested interest in maintaining status quo
- Lack of institutional capacity
- Limited funding

# Stages of Private Association Development



# Common Needs to Institutionalize Private Associations in West Africa

- Conduct targeted analysis
  - Conduct private sector assessments in West African countries
  - Monitor and track legal/regulatory reforms at the regional level through the focal point(s) to ensure pro-growth policies are being promoted and harmonization is at its optimum.
  - Make the business case for investing in the private sector :
    1. demonstrate cost savings and efficiencies by working through the private sector
    2. demonstrate the health sector as an engine of GDP

# Common Needs to Institutionalize Private Associations in West

## ■ Build institutions

- Invests in individual secretariats (Burundi and Rwanda)
- Support a secretariat and HQ for the regional association (like EAHF)
- Facilitate east-west-south Africa sharing of technical assistance and sharing of best practices in organization development and PPPs
- Provide technical assistance to build leadership and governance capacity
- Help each association draft a business plan to put them on path towards financial sustainability
- Strengthen WAHF linkages with West Africa Business Unit / Council and beyond
- Work towards forming AHF with combining the East, South and Central Africa initiatives

# Needs

- Build capacity in private professional and institutional associations' core functions
  - Professional development through CPD and other mechanisms
  - Self regulation of member's quality of care
  - Conduct policy analysis, advocacy and lobbying strategies
  - Promoting investments in health care (access to finance, GMP, trade barriers, innovation and technology, business training and development)
- PPP Implementation (organized along PSA recommendations)
  - TA to analyze and structure recommended PPPs
  - Seed money to implement recommended PPPs

# Keys to Success

- A leader with vision and passion
- Flexibility and ability to adapt to changing environment
- A positive working relationship with the government
- An effective Secretariat representing members' views and advocating on their behalf
- Diversified and reliable sources of funding
- Activities/services that bring “value” to members
- Public-private forum bringing together all umbrella associations together with agreements on rules of engagement



# 1<sup>st</sup> EAHF Conference and Launch 3<sup>rd</sup> May 2012 – Kampala, Uganda





# Award Night – EAHF Conference 2012



# EAHF Communique signed



Uganda



EAC



Tanzania



Kenya


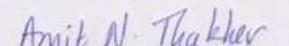


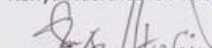
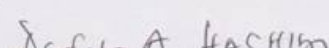
## Communiqué

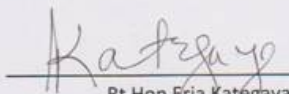
### East African Healthcare Federation

On this day of 3<sup>rd</sup> May 2012 in Kampala, we the private sector healthcare umbrella bodies from the East African states, namely Uganda, Kenya & Tanzania, hereby adopt the formation of the East African Healthcare Federation (EAHF) with the objective of improving overall healthcare in the region in partnership and collaboration with other stakeholders.

   
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Uganda Healthcare Federation

   
\_\_\_\_\_  
Kenya Healthcare Federation

   
\_\_\_\_\_  
Association of Private Health Facilities in Tanzania

Witness   
\_\_\_\_\_  
Rt Hon Eria Kategaya



# Exhibitors from Private Sector



# Delegates at the EAHF 2013 in Tanzania





***2<sup>nd</sup> EAHF Conference, February 2013, Dar-es-Salaam, Tanzania***  
Recognizing the role of the Private Health Sector in the East African Region



# 3<sup>rd</sup> EAHF Conference in Nairobi



The poster features a central graphic of a globe with a white arrow pointing towards the African continent. To the left of the globe are silhouettes of a male doctor with a stethoscope and a female nurse holding a clipboard. To the right of the globe is a blue line graph with an upward-pointing arrow and binary code (01010101) overlaid on it. The background is a light blue gradient.

**EAHF**  
EAST AFRICA HEALTHCARE FEDERATION

**CREATING BUSINESS OPPORTUNITIES IN HEALTHCARE IN EAST AFRICA CONFERENCE 2014**

Hosted by  
**Kenya Healthcare Federation**

**March 2nd- 4th**  
**Safari Park Hotel, Nairobi**  
**[www.eahf.net](http://www.eahf.net)**

**APHFTA**  
Tanzania Private Health Sector

**UF**  
UGANDA HEALTHCARE FEDERATION

**RWANDA**  
HEALTHCARE FEDERATION

**BURUNDI**  
HEALTHCARE FEDERATION



# Safari Park EAHF 2015





[www.eahf.net](http://www.eahf.net)

650 Delegates 18 countries 11 topics



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Dr. Jean Nyirinkwaya  
Rwanda



Dr. Chloe Ndayikunda  
Burundi

Photos by A'lan Mola

For the most recent updates and details on EAHF Conference 2015 in Kigali, Rwanda log on to [www.eahf.net](http://www.eahf.net)

# Thank you for your Time



The Health Sector Board for KEPSA

