



Unleashing the Potential of the Private Sector

A Market Development Approach to Reaching Family Planning Goals

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This Evening's Speakers



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**DEPUTY DIRECTOR OF
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Bill & Melinda Gates
Foundation



Opening Remarks

Shyami DeSilva
Deputy Director
of Population and
Reproductive
Health, USAID





Dr. Aguima Frank Tankoano

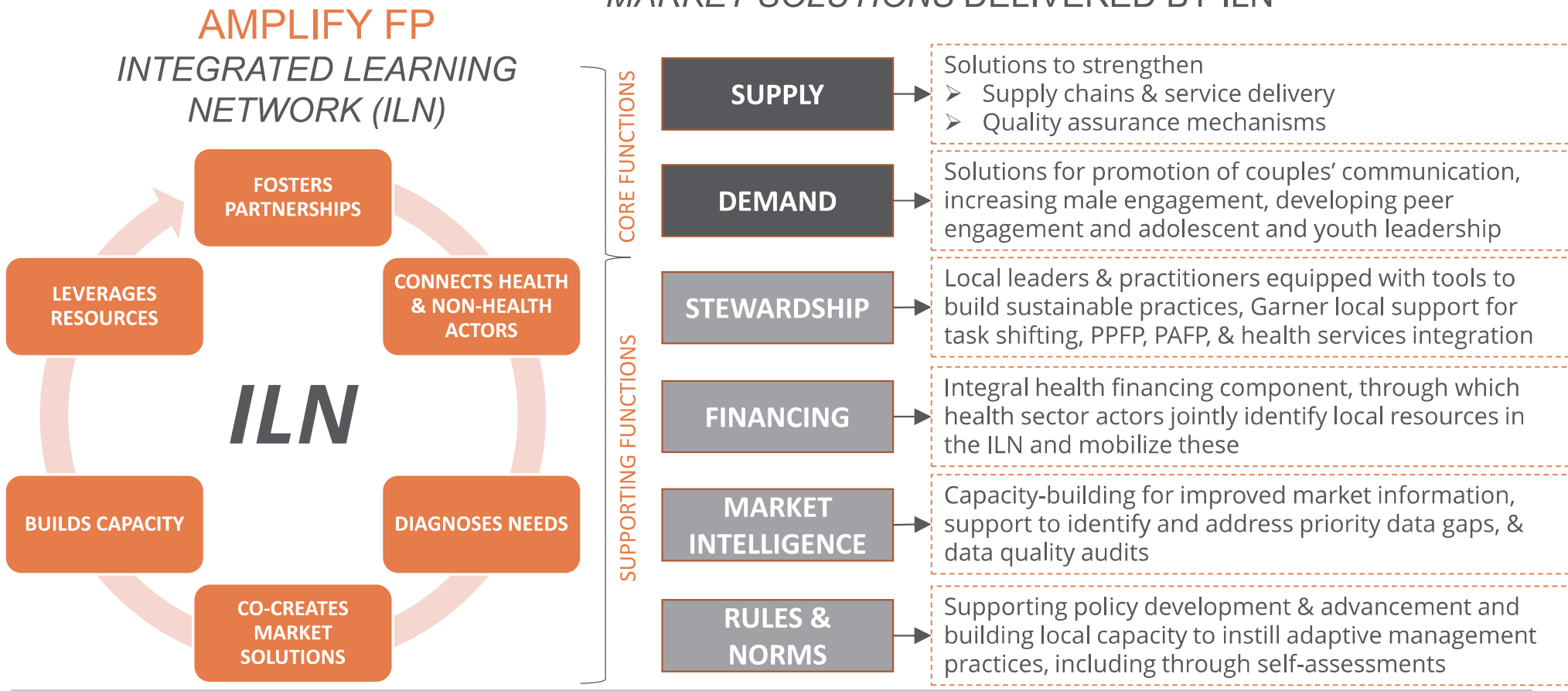
Chief of Party,
USAID Amplify Family Planning (AmplifyFP) Project,
Pathfinder International

USAID Amplify Family Planning (AmplifyFP) Project

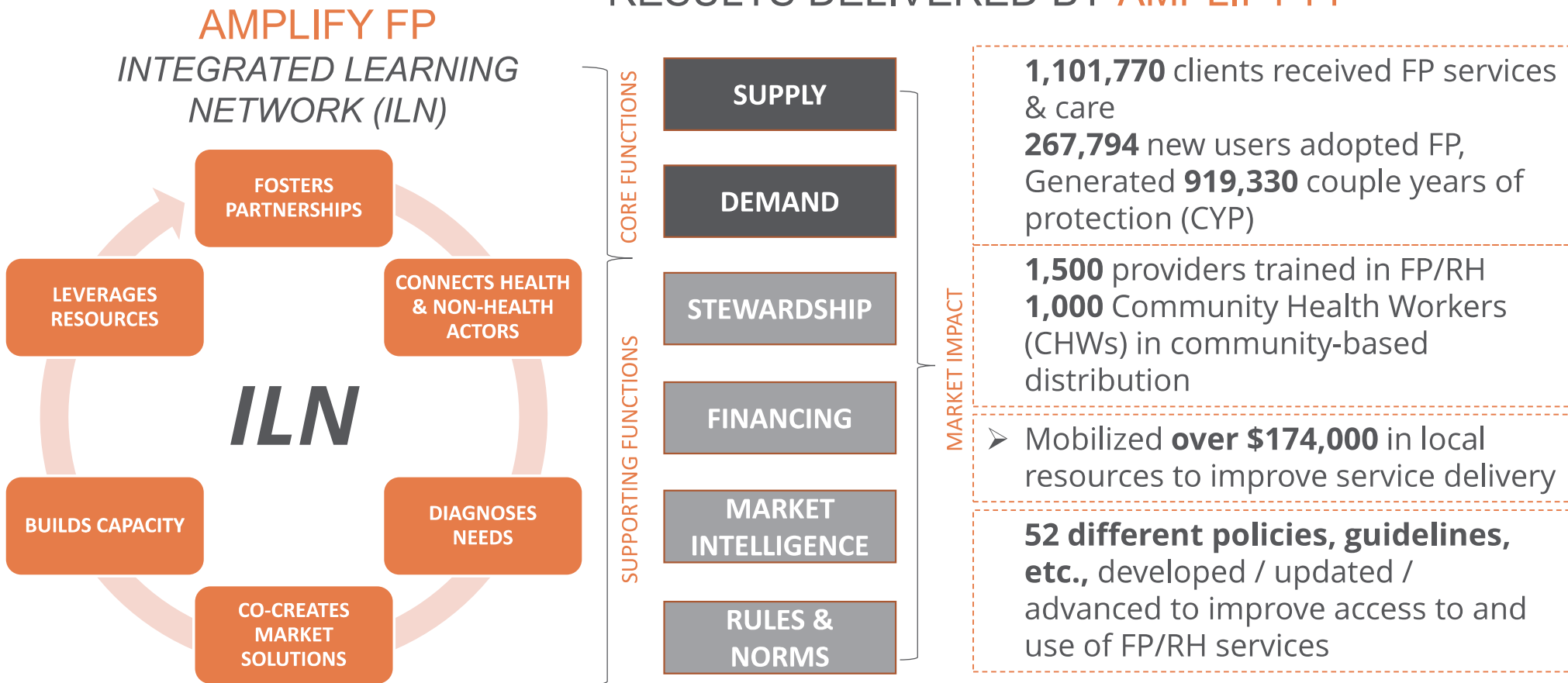
- Launched in 2018
- Aimed at **mobilizing** and **expanding access** to, and **utilization** of, quality family planning services
- Works in four countries in West Africa: **Burkina Faso**, **Côte d'Ivoire**, **Niger**, and **Togo**, with a focus on **poor and underserved urban** populations
- Includes emphasis on strengthening the **sustainability** and **scale-up** of postpartum (PPFP) and postabortion family planning (PAFP) services in target districts in each country
- Facilitates Health System Strengthening through the **Integrated Learning Network (ILN)**
 - Connects service delivery and non-health actors
 - Facilitates joint identification of needs, co-creation of solutions, joint efforts to mobilize resources, and working together to fill gaps and improve services
 - Fosters partnership, dialogue, and learning
 - Gathers and leverages resources to create more efficient and effective service delivery

AMPLIFY FP

MARKET SOLUTIONS DELIVERED BY ILN



BY DEC. 2021
RESULTS DELIVERED BY **AMPLIFY FP**



USAID AmplifyFP used an integrated approach in the respective mixed health systems.

In what specific ways did USAID AmplifyFP engage and support the private sector?



Ndeye Fatou Tall

Technical Advisor,
USAID Senegal Building Resilient Health Systems
(BRHS) Project,
Chemonics International

USAID Senegal Building Resilient Health Systems Project: Private Sector Engagement for Health

- Five-year USAID-funded project with goal of **strengthening the pillars of the health system at the central level** (October 2021 - October 2026)
- Intervention strategy based on an **iterative "results management" approach**, focused on private sector engagement
- Public sector approaches to engage the private sector:
 - **Build individual and institutional capacity** in the public and private sectors
 - Support **partnership initiatives** between public and private actors to meet the demands for health services



USAID Senegal Building a Resilient Health System Project



Public and private stakeholders gathered to advocate for increased resource mobilization for the health sector. November 2017.

Revitalization of the PP MSAS - ASPS Dialogue

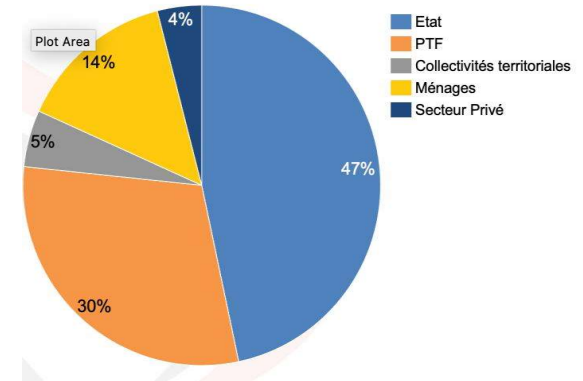
Capacity-building of MSAS decision-makers on private engagement mechanisms (CSR and PPP)

Elaboration of a tool for the exchange of information and good practices (PPP Bulletin)

Development of data reporting tools adapted to the private sector in terms of service delivery and human resources (DHIS2 and iHRIS).

Evaluation of the pilot program on the integration of private providers into CMU to facilitate scaling up.

Distribution of NSSP 2019-2023 Resources



Current projections up to 2023, estimated by adjusted growth rates to account for CMU programs (- 1% annual growth rate)

USAID Senegal Building Resilient Health Systems Project

Key Takeaways:

- The permanent relationship between public and private actors helps to **remove barriers** and **strengthens the commitment** of the private sector.
- The capacities of the public and private sectors must be strengthened in a sustained manner in order to achieve **harmonious collaboration** between the different parties.
- The private sector is a diverse group; the public sector needs to **identify private stakeholders who are willing to support advocacy among their peers** for their involvement in the implementation of health programs.

Next Steps:

- **Build on the results of the pilot programs and good practices** in private sector engagement to facilitate scaling up
- Support PPP initiatives by **strengthening the technical capacities** of public and private actors

Can you please provide more details
on the role of interlocuters for the
private sector?



Morgan Simon

Market Dynamics Lead,
USAID Global Health Supply Chain Program -
Procurement and Supply Management (GHSC-PSM)
Project,
IBM

USAID GHSC-PSM Purpose and Objectives


To ensure an uninterrupted supply of public health commodities that save lives.



GLOBAL COMMODITY PROCUREMENT AND LOGISTICS



COUNTRY SUPPLY CHAIN SYSTEMS STRENGTHENING



GLOBAL COLLABORATION

USAID GHSC-PSM By the Numbers: Family Planning/Reproductive Health Task Order



\$10.5M
DELIVERED
In Q4, FY2022



\$237M
of FP/RH
commodities
DELIVERED



\$586M
COST SAVINGS
on FP/RH
commodities

Three Levers to Support Market Sustainability

Reduce transaction costs

- Lowering structural hurdles to interacting in the market, such as by simplifying, smoothing, or rationalizing orders

Increase market information

- Generating new data, aligning existing analyses, or improving the visibility of existing data to reduce asymmetries of information

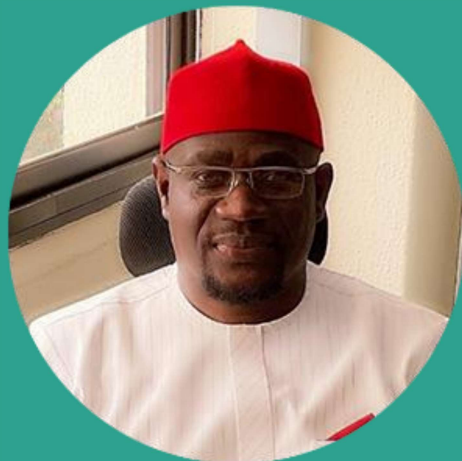
Balance supplier and buyer risks

- Offsetting financial risks borne by suppliers in order to make market engagement more attractive

USAID GHSC-PSM Market Health Assessment Approach

Dimensions	Key questions and output metrics	Types of market-shaping impact
Global capacity	Is there sufficient supply to meet demand? <ul style="list-style-type: none"> Supply and demand gap Existence of demand forecast Forecast accuracy Lead times, global level stockout rate 	<ul style="list-style-type: none"> Closure of supply-demand gap Lead time reduction Improved forecast accuracy
Affordability and funding	Is pricing affordable? <ul style="list-style-type: none"> Price relative to substitute and peer markets % supply base utilized Funding and demand gap Projected funding 	<ul style="list-style-type: none"> Sustained price decrease One-off gain from accelerating market transition
Supply risk	Is there a sustainable, secure supply of these products? <ul style="list-style-type: none"> Number and diversity of suppliers Margins / price relative to cost Product registration coverage Scalability of capacity 	<ul style="list-style-type: none"> Reduction in supplier concentration risk <ul style="list-style-type: none"> New suppliers/sites Improved registration coverage
Product quality and appropriateness	Are there quality products that meet user needs? <ul style="list-style-type: none"> Effective products with regulatory approvals Quality of products Appropriateness based on target customer needs Incentives for innovating improved products 	<ul style="list-style-type: none"> Increased product effectiveness, safety and/or reduction in side effects Increased R&D pipeline

Does USAID GHSC-PSM consider
localization when assessing
market health?



Emeka Emmanuel Okafor

Chief of Party,
IntegratE Project,
Society for Family Health Nigeria

Overview

Proof-of-concept that Community Pharmacists and PPMVs have the capacity to provide a wider spectrum of FP and PHC services than they are authorized to provide by law



Funded by BMGF and MSD for Mothers



Women of reproductive ages living in underserved areas of Lagos and Kaduna states



Lagos and Kaduna states



Nov 2017 to Sept 2021

Strategic Approach

Strengthening Quality of Service Delivery

- Building capacity of CPs and PPMVs for **expanded FP & PHC** supporting PCN/SMOH in designing and implementing **supervision model**
- Creating **referral and linkages** between CPs/PPMVs and comprehensive health centers for continuum of care
- Improve **supply of commodities**



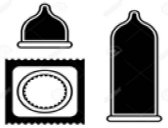
Enabling Environment

- Support PCN to design and pilot the **Tiered Accreditation model**
- Strengthen the **capacity of PCN to supervise** CPs and PPMVs
- Revision of **TSTS policy** and other policies that will enable CPs and PPMVs provide wider spectrum of FP and PHC services

Generating Evidence for Change

- Design and **implement research agenda** to inform policies and programs
- Monitoring & Evaluation

Key Results



810,935

Condoms distributed



140,158

Oral pills given



43,874

Injectables delivered



9,628

Implants inserted



293,601 women accessing FP services from about 1,073 trained providers (CPs/PPMVs)

101,335 women, of whom about 35% are new FP clients who may not access FP if the providers were not trained



62,051

Couple years of protection



17,871 unintended pregnancies averted. Fewer unintended pregnancies means fewer maternal and child deaths

How would you describe the regulatory agency's role in helping to sustain this system change?

Closing Remarks

Patricia Odero
*Deputy Director of
Family Planning,
Bill & Melinda
Gates Foundation*



Q&A

Thank you!
Merci!
Gracias!
Obrigado!
ขอบคุณ