

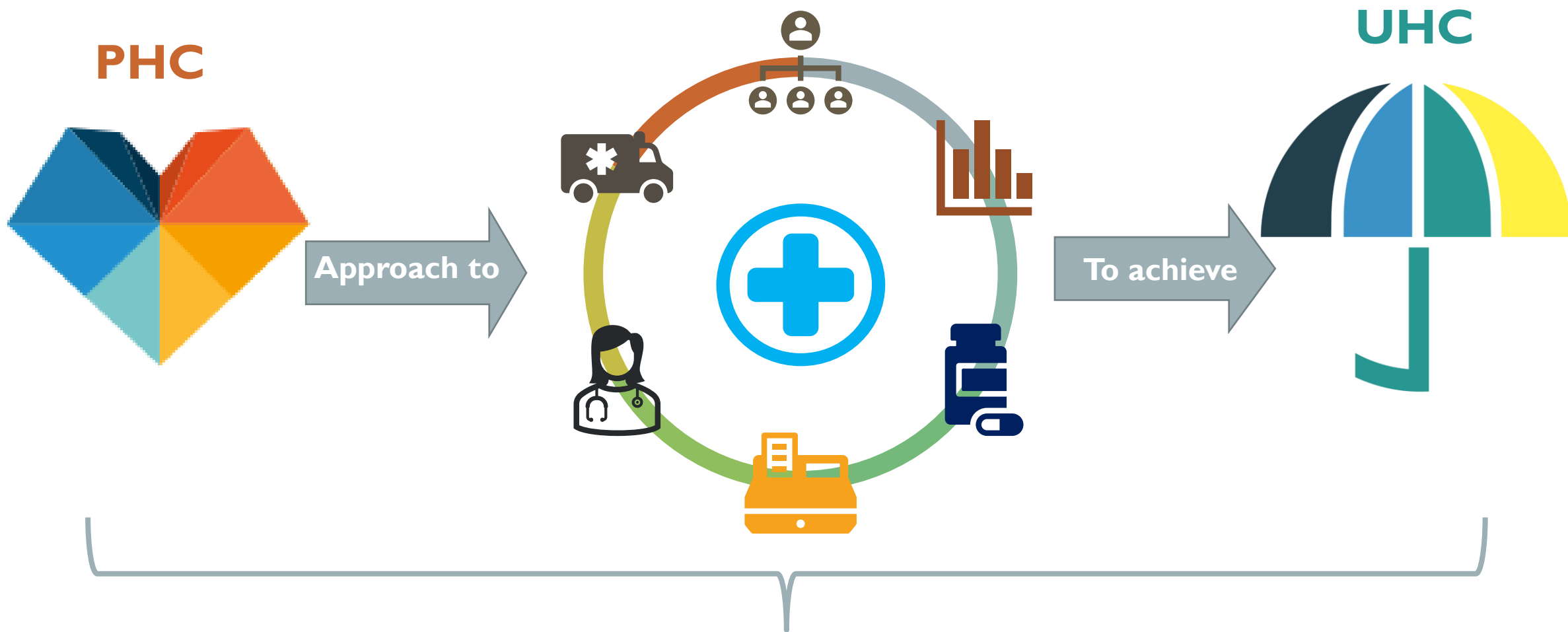


World Health
Organization

**ENGAGING THE
PRIVATE SECTOR
TO DELIVER
QUALITY MNCH
SERVICES**



STRONG HEALTH SYSTEMS



Country should embrace the **full capacity and opportunities** within its health systems to deliver safe, high-quality, affordable healthcare to the population



There is a growing role of the private sector in health



Emerged as a critical player in ensuring access to health, especially in **rural areas**.



Introduced **innovation, efficiency and quality** related gains in the delivery of health goods and services.



Served as a **critical collaborator** of health systems across countries in the face of the **COVID-19** pandemic.



+ 35%

of health care services are provided by the private sector in the WHO African region



1/5

births in LMICs is delivered via the private sector



The Private Sector

«Individuals and organizations that are neither owned nor directly controlled by governments and are involved in provision of health services. It includes for-profit and not-for-profit entities, providers in the formal and informal sectors, and domestic and international actors, charities, faith-based and non-governmental group»



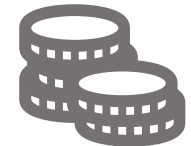
Private sector organizations can be involved in:



Directly providing private health services



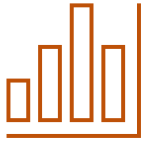
Providing health products



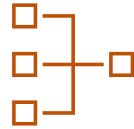
Financing private health services and products



There are bottlenecks to solve for a productive engagement



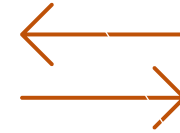
Lack of data on and from the private sector



The private sector is not integrated in governments processes



The private sector is just seen as a source of financing



Misalignment between public and private actors



Lack of resources and technical skills

The growth in scope and role of the private sector is too often NOT complemented by the **regulation, monitoring and evaluation**, and **government oversight** needed to

STEWARD both sectors as ONE



STRATEGY REPORT | *Engaging the private health service delivery sector through governance in mixed health systems*

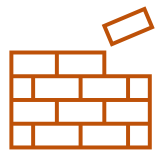


Engaging the private health service delivery sector through governance in mixed health systems:

strategy report of the WHO Advisory Group on the Governance of the Private Sector for Universal Health Coverage



A **well-governed health system** in which public and private actors **collectively deliver** on public health goals, health security, UHC and health systems resilience.

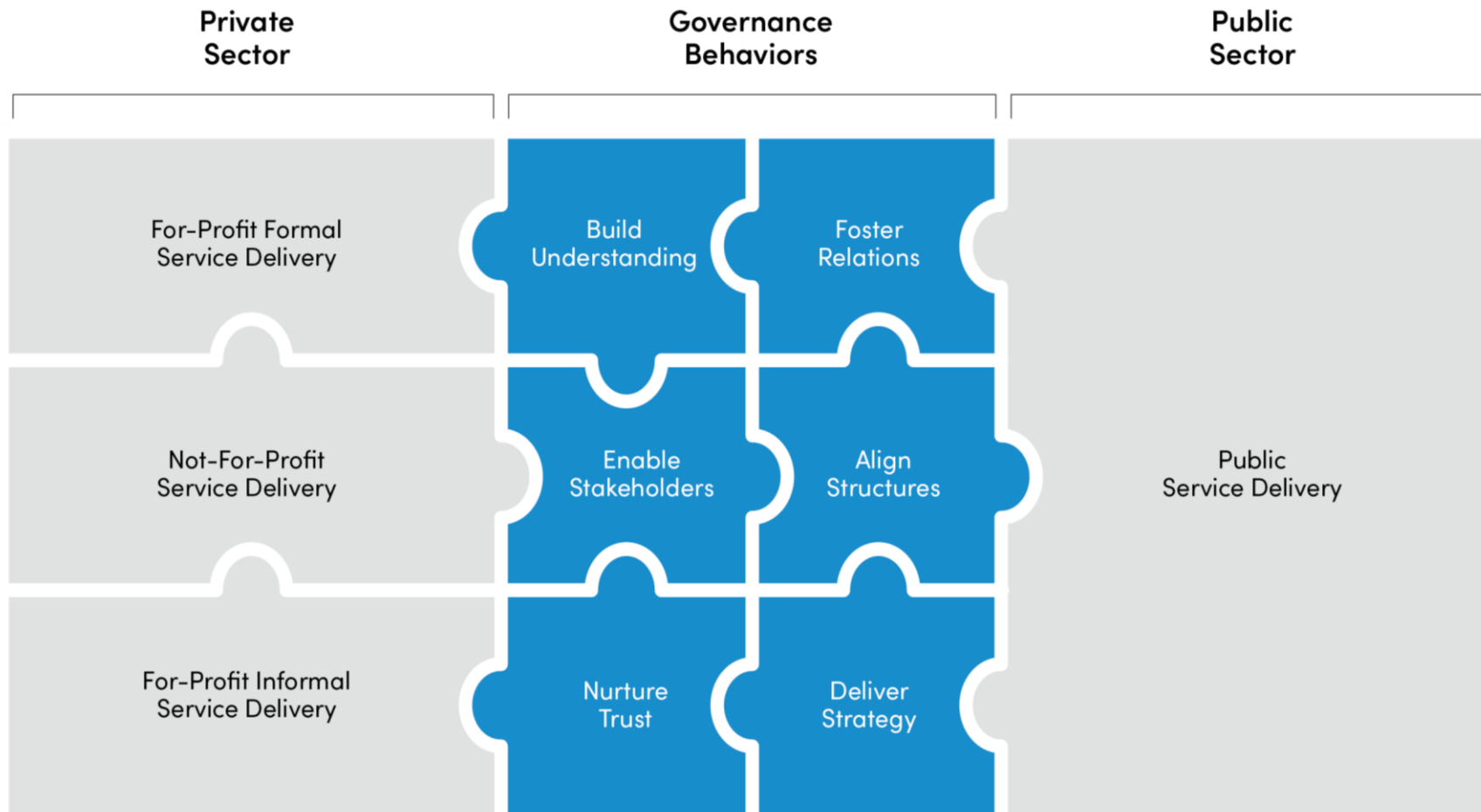


Building **consensus** around the means and strategies of **engaging the private sector** in health care service delivery.





The six governance behaviours | A socio-ecological approach



Given the heterogeneity of the private sector, different behaviors would be prioritized for different groups

Countries would focus on developing different behaviors relative to the maturity of their health systems and the role of the private sector. Failures and setbacks are to be expected in the process.*

Work on private sector governance should also strengthen governance in the public sector.**

They do not prescribe norms and values to behaviours, as these should be **contextually determined**.

They recognize that behaviours change is not a quick fix but a series of **connected actions** that should be approached consistently.



GHANA NATIONAL HEALTH POLICY | *recognizes the support from the private sector to address inequities in access to quality health services*

The healthcare delivery system “*will work in formal strategic partnerships with the local government systems as well as private sector stakeholders. Pluralism in service delivery will be encouraged and supported*”.

Policy implementation plan:

- Ensure effective **coordination, collaboration and harmonization** of the various stakeholders.
- **NHP Focal person** to coordinate sector’s responsibilities per the policy.
- Establish a **private health sector advisory group** within the MoH to oversee the implementation of the private health sector policy.
- Transform and upgrade the **Private Sector unit** into a division to focus effectively on policy development and guidance.



MINISTRY OF HEALTH
REPUBLIC OF GHANA

National Health Policy: Ensuring healthy lives for all

Revised Edition

January 2020



GHANA UHC ROADMAP | recognizes the private sector as a strategic partner needed for service delivery

A major strategy for UHC control is to establish workplace centered health care.

For this, the roadmap identifies that **the private sector** is critical to ensure no one is left behind.

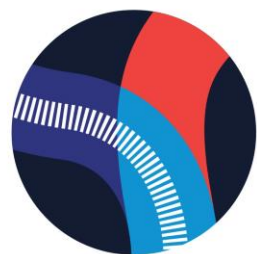
WHO can provide tools, resources and technical support needed for the country to effectively engage with the private sector in health in a way that is consistent with UHC principles through the WHO's Country Connector on Private Sector in Health



**GHANA'S ROADMAP
FOR ATTAINING
UNIVERSAL HEALTH COVERAGE
2020 - 2030**



Ministry of Health



COUNTRY CONNECTOR

on Private Sector in Health

An initiative to help country governments improve their capacities to work with the private health sector by strengthening their capacity to manage mixed health systems.



Respond to countries' needs and demands, building their capacities to work with the private sector



Support the efforts of global health actors that works with governments and other partners to address health issues



Share and amplify cross-country learnings on health system governance and public policy toward the private sector in health



A successful example of private sector engagement



Access to quality care and facilitation of female doctors in medical practice



Connect a large network of predominantly female doctors to patients using video and audio consultation

→ Doctors can consult from a place of comfort, and patients can access the same quality of services as they would do with a physical doctor



Contracting arrangements with the government, (reimbursement of the services were more cost-effective than government operation of basic health care units)

This prompted the development of a national telemedicine policy, launched as a Presidential initiative. The government has also developed a national framework to regulate digital health.



Why engaging with the
private sector for quality
MNCH services?



Engaging the private sector in delivering quality maternal, newborn and child health services

A step-by-step workbook to inform analysis and policy dialogue



Purpose of the workbook



To assist Ministries of Health, health managers and practitioners in engaging with private sector on delivery of quality maternal, newborn and health services in lower- and middle-income countries (LMICs).



It suggests approaches and steps supported by various types of guiding tools and learnings in the process.

- It is not intended to be prescriptive, as the process should be **adapted to suit the needs** of the country where it is being used.
- It is **facilitated by WHO guidance** and there is a technical team available for regular consultations, country exchanges and peer review webinars.
- The process has been informed by the experience and lessons learned from Ghana and Nigeria.



A stepwise approach

Step 1 **Get organized – core concepts**

Step 2 **Prioritize MNCH problem(s) and describe public/private mix for services**

Step 3 **Collect data on policies, governance tools and behaviours relating to MNCH problem**

Step 4 **Analyze and summarize data**

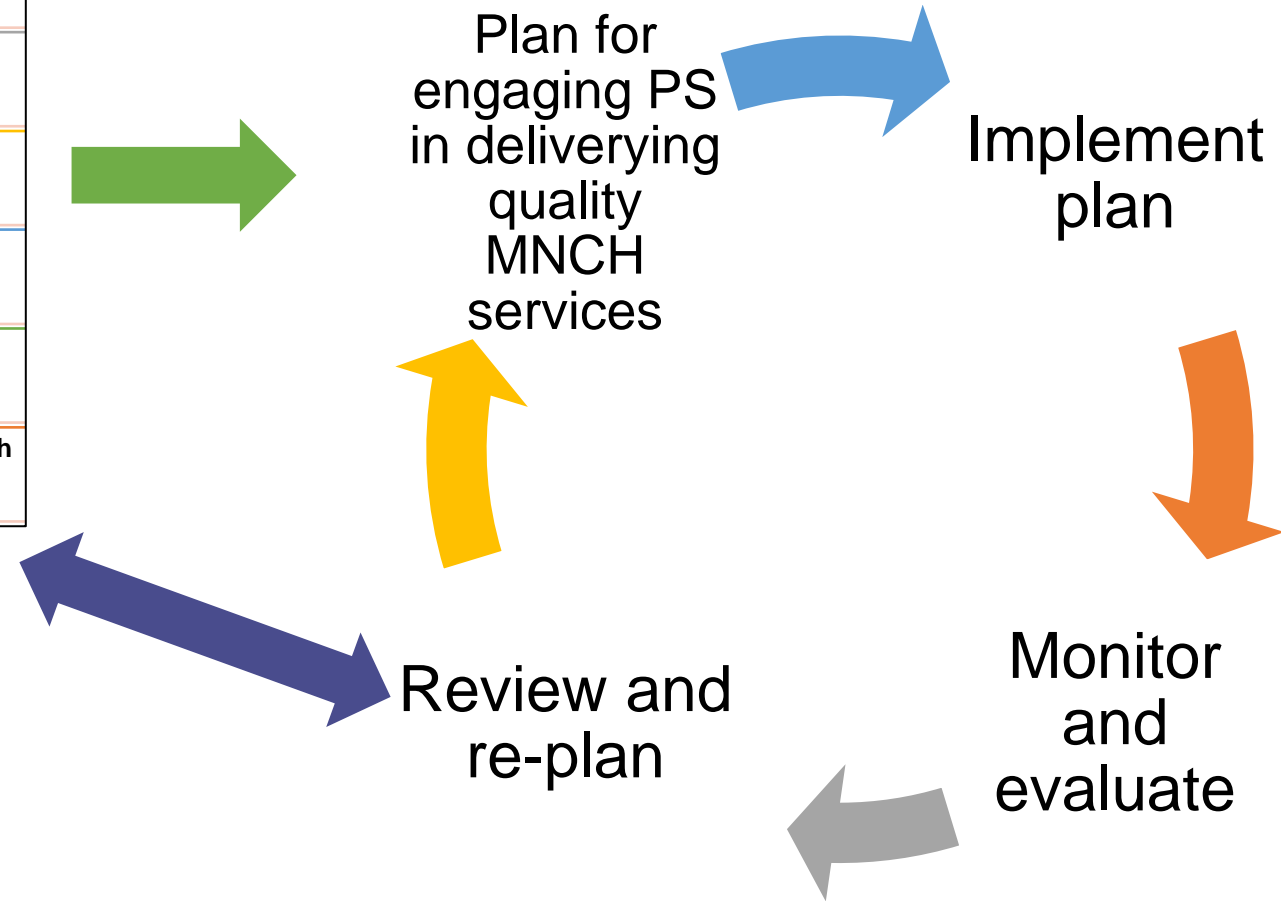
Step 5 **Develop draft recommendations and background report**

Step 6 **Validate findings and recommendations through a multi-stakeholder consultation, and develop an implementation plan**



A continuing process

| | |
|--------|--|
| Step 1 | Get organized – core concepts |
| Step 2 | Prioritize MNCH problem(s) and describe public/private mix for services |
| Step 3 | Collect data on policies, governance tools and behaviours relating to MNCH problem |
| Step 4 | Analyze and summarize data |
| Step 5 | Develop draft recommendations and background report |
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Step 1 | Get organized – core concepts



Ministry of Health to:

- 1) Commits to engage and/or strengthen private sector in delivering MNCH services
- 2) Form a technical working group that can help take the process forward and finally
- 3) Agree on the approach, including main concepts, for engaging the private sector.



A functioning technical working group, an agreement on the approach and concepts and an overview and plan for the process.



Introduction and glossary



Step 2 | Prioritize MNCH problem(s) and describe public/private mix for services



To focus the process on important MNCH issues, so that outcomes and recommendations at the end are specific and actionable.

This is done by:

- 1) Prioritizing the MNCH problem(s) to be addressed
- 2) Describing the public/private mix for services supporting them
- 3) Mapping the relevant stakeholders

- Relevance
- Opportunity
- Feasibility

- What are the problems
- Who are the suppliers



Identification of the most important MNCH problem(s), where engaging private sector would be important for improving availability, accessibility, acceptability and quality of MNCH services



MNCH problem analysis;
Public-private mix analysis
and Stakeholder analysis



Step 3 | Collect data on policies, governance tools and behaviours relating to MNCH problem



- 1) Collect data, based on a plan that defines data needs and sources relevant to the prioritized MNCH problem(s) to be addressed in step 2
- 2) Identifies data collection tools
- 3) Includes key stakeholders

DATA ON

Policies that have implications for the MNCH problem

Governance tools relevant for the MNCH problem

Governance behaviours which have implications for the MNCH problem



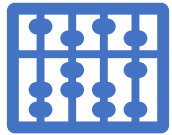
A set of data in the following domains: 1) Status of policies that have implications for the MNCH problem; 2) Status of policy tools relevant for the MNCH problem and 3) Status of the governance behaviours which have implications for the MNCH problem



Policy, Policy tools and Governance behaviours analysis



Step 4 | Analyze and summarize data



Summarize and analyze the data collected in the previous steps

Policy analysis: Enter policies relevant to MNCH problem and public private mix of services. Analyse them with regards to implementation status. Summarize the analysis.

Tools analysis: Complete table for the most relevant governance tools for the delivery of MNCH services in relation to the problem. Rank up to five of the tools most critical to the problem. Summarize the selected tools and gaps.

Behavioural analysis: For each of the six governance behaviours, analyse them using the questions in the w/sheet and score them using the drop-down menu. Summarize gaps for each of the behaviours as pertains to the MNCH problem.



A summary for the analyses of all dimensions of the public/private mix for services in relation to the MNCH problem



Policy, Policy tools and Governance behaviours analysis and Summary



Step 5 | Develop draft recommendations and background report



Develop draft actionable recommendations and draft a preliminary report

Develop recommendations for each domain – MNCH service delivery, policies, governance tools and behaviours

Develop a preliminary report as the background document for the multi-stakeholder workshop



A preliminary report with draft recommendations that are discussed and validated by key public and private actors/stakeholders involved with provision of MNCH services



Summary and Recommendations



Step 6 | Validate findings and recommendations through a multi-stakeholder consultation, and develop an implementation plan



Jointly review and validate findings and recommendations of the preliminary report through a multi-stakeholder consultation and based on this, develop an implementation plan

- Jointly review and validate the findings and recommendations of the preliminary report
- Identify opportunities for further engaging the private sector to deliver MNCH services
- Propose models and a plan for private sector provision of MNCH services
- Propose models for the implementation and monitoring of the plan



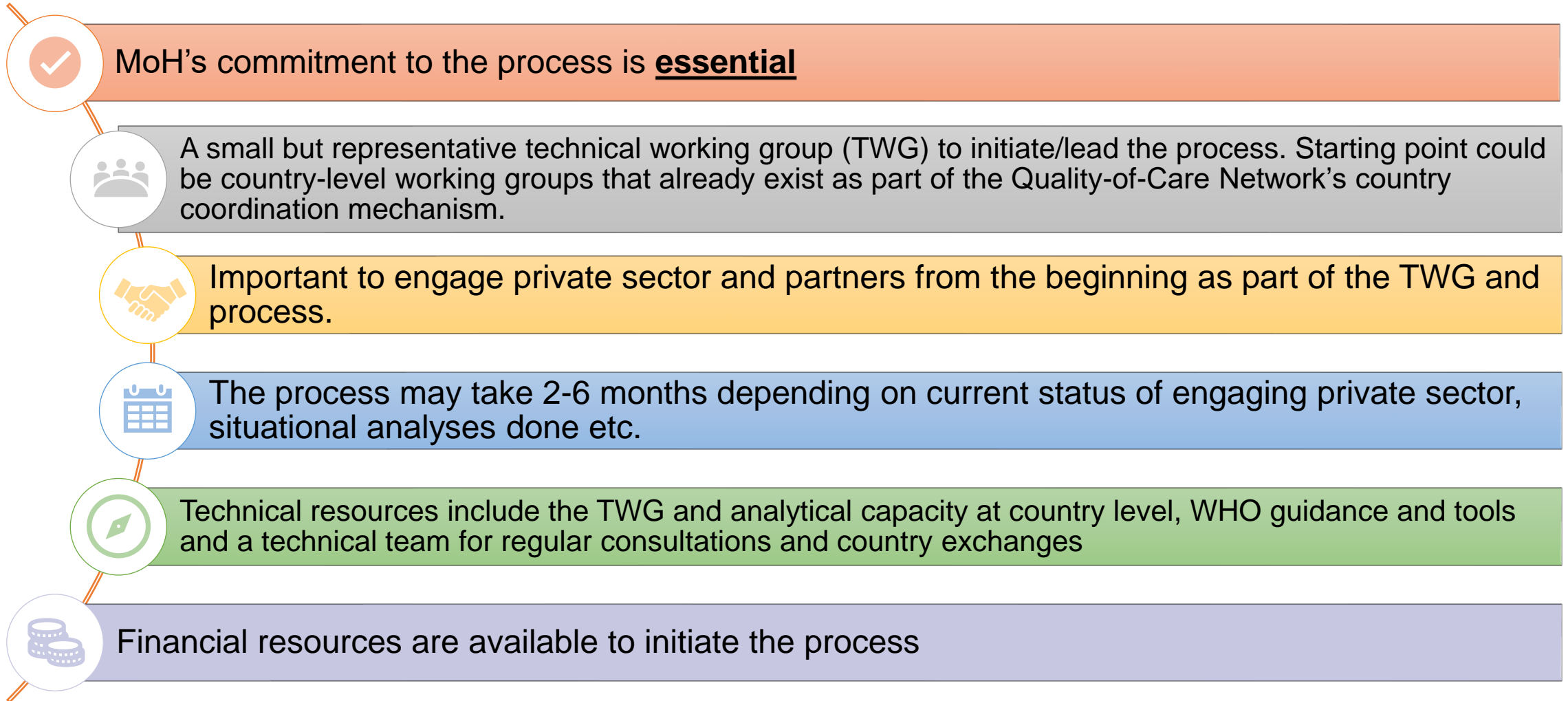
A validated report with findings and recommendations to be presented at relevant policy levels and more widely, as well as an implementation plan



All sections



Organization and resources





**MANY
THANKS!**



Let us
ALIGN
FOR PUBLIC HEALTH