



## Saving Client Sara: Tackling Financing Sustainability for Social Franchise Networks



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# Global Setting

## Declining Donor Support

Concerns about decline in donor funding globally and nationally is moving SF networks to adopt more financially sustainable models

## Expanding Choice of FP Methods

Private sector critical for FP as a vehicle for increasing subsidized access and assuring a range of commodities and services across all income groups and all social groups

## Addressing Fragmentation

As countries mobilize resources towards UHC agenda, need to address fragmentation to reduce inefficiencies and expand population coverage

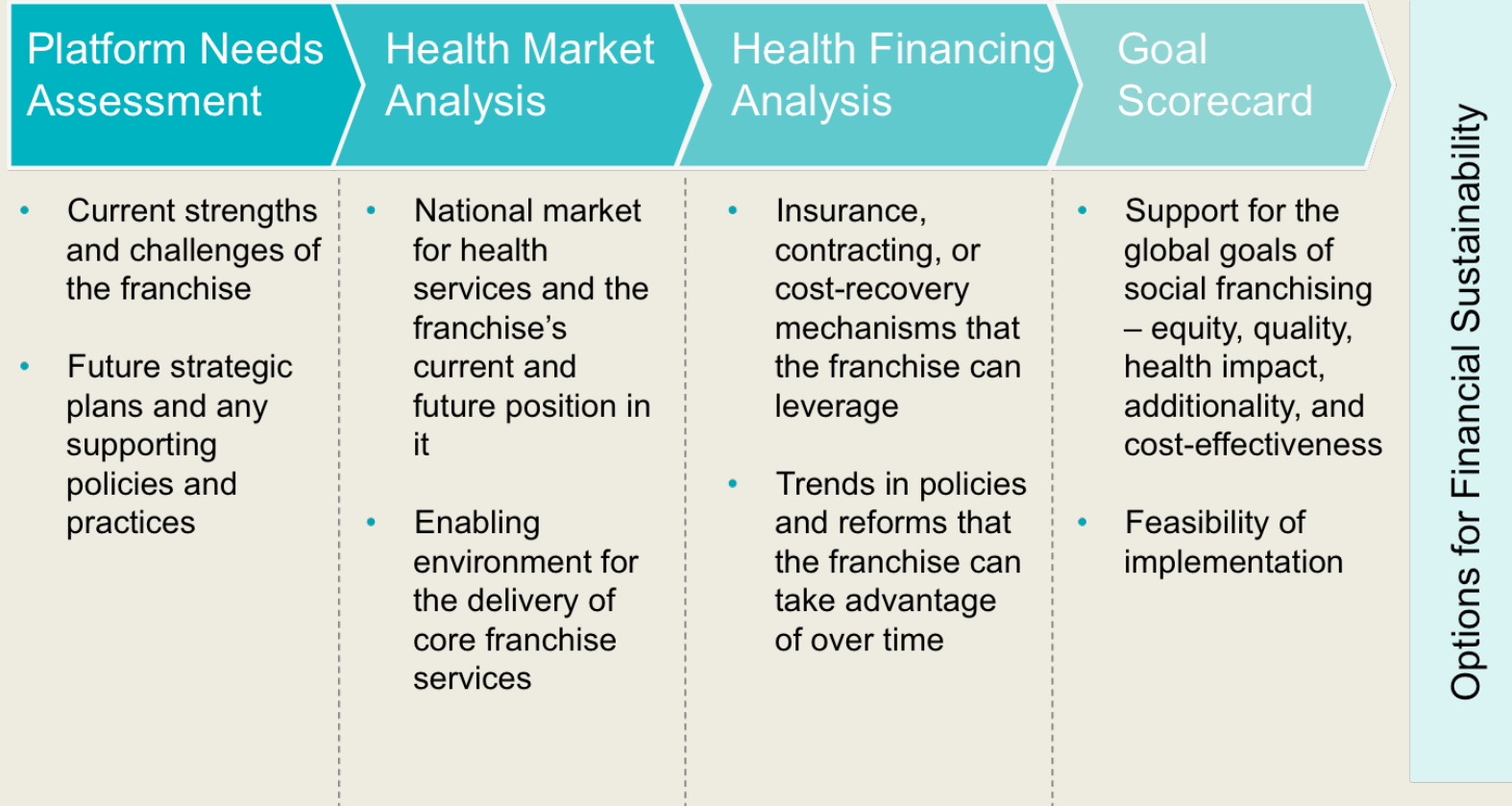
# The SIFPO2 Project

The SIFPO2-supported partnership between **PSI** and **R4D** aims to increase the capacity of PSI and affiliated social franchising networks to leverage domestic financing, enhance FP service delivery, and reduce fragmentation in the health market in the context of UHC.

## Goals:

- Define role for PSI at the interface of public financing and private delivery
- Develop strategies for financial sustainability that support goals of quality, access, equity, additionality, and cost-effectiveness

# Framework





Developing Options for the Financial Sustainability  
of the Confidence Franchise in Birani

# CASE STUDY

# The Confidence Franchise

## Scope of the franchise:

- National, and moderately sized. Equal urban vs. rural distribution
- SRH offerings are core services, but the program has added IMCI, malaria, CCSPT, and HIV services

## Strengths of the franchise:

- High-quality services, skills in behavior change communication
- Clients are largely Q1, Q2, and Q3
- 40% of franchisees enrolled with NHIS, but mostly large clinics and hospitals in urban areas

## Challenges of the franchise:

- Projects are heavily donor reliant, with relatively non-fungible funding
- Franchisees largely receive out-of-pocket payments from clients
- Franchisees have difficulty meeting NHIS accreditation standards and receiving payments

# Health Financing Mechanisms

## National Health Insurance Scheme

### Challenges

- Covers largely formal sector, with voluntary schemes for informal sector
- Capitation payment standard across public and private sector; public sector receives input subsidies

### Opportunities

- Looking to expand to rural areas
- Often works with intermediaries for claims processing and payment

## Global Financing Facility for RMNCAH

### Challenges

- No private sector representation in developing investment case
- Public sector has mixed record on managing RBF; added reporting burden on facilities

### Opportunities

- Expected to roll-out through NHIS in poor and underserved areas
- RBF payment rewards high quality and access for Q1/Q2 clients

# Health Market Landscape





# Options Analysis

## *What?*

- Brief description of the idea

## *Why?*

- Challenges/opportunities the idea is targeting

## *How?*

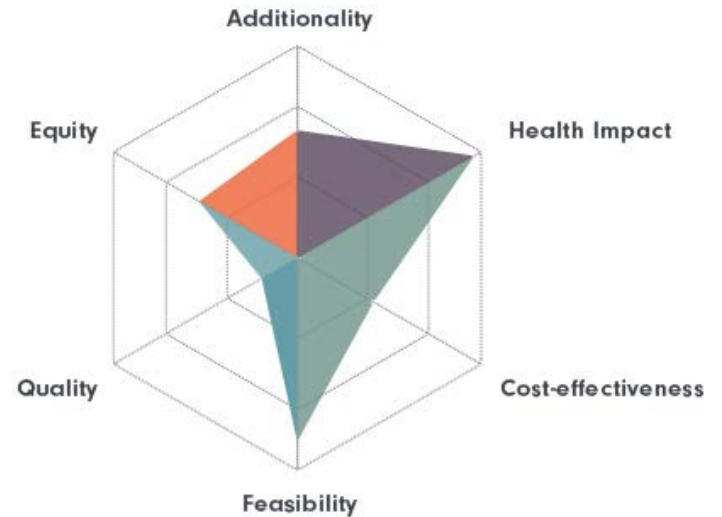
- Mechanism for implementing this idea

## SWOT Analysis

- Main strength, weakness, opportunity, and challenge for implementation
- One point per quadrant

## Stakeholder Analysis

- Main benefit for client, franchisee, franchisor, and other partners
- One point per quadrant





**THANK YOU!**

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