



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

Platform Needs Assessment	Health Market Analysis	Health Financing Analysis	Goal Scorecard
 Current strengths and challenges of the franchise Future strategic 	 National market for health services and the franchise's current and 	 Insurance, contracting, or cost-recovery mechanisms that the franchise can 	 Support for the global goals of social franchising – equity, quality, health impact,
plans and any supporting policies and	future position in it	 Inverse call Ieverage Trends in policies 	additionality, and cost-effectiveness
practices	 Enabling environment for the delivery of core franchise services 	and reforms that the franchise can take advantage of over time	 Feasibility of implementation

Options for Financial Sustainability

Developing Options for the Financial Sustainabil of the confidence Franchise in Birani CASE STUDY

The Confidence Franchise

Sagecliff

Swynford

Riverpond

Summermarsh

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Marshbarrow

Grassacre

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 Deeprose 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

PPP Policy under development and set to include private sector

Shift to RBF for all health purchasing

Private Sector underutilized but addresses both supply and demand side factors

Local Govt. Authorities drawing Up Comprehensive Health Plans with private sector

Association of Private Health Facilities (APHF) organizing private sector at National level

WeCare international carrying out bulk purchasing for private facilities **Confidence** Franchise

Supportive Functions



Rules

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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