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Strategies for Private Sector Engagement and PPPs in Health

Private Health Sector Assessments (PHSA)

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Teaching points

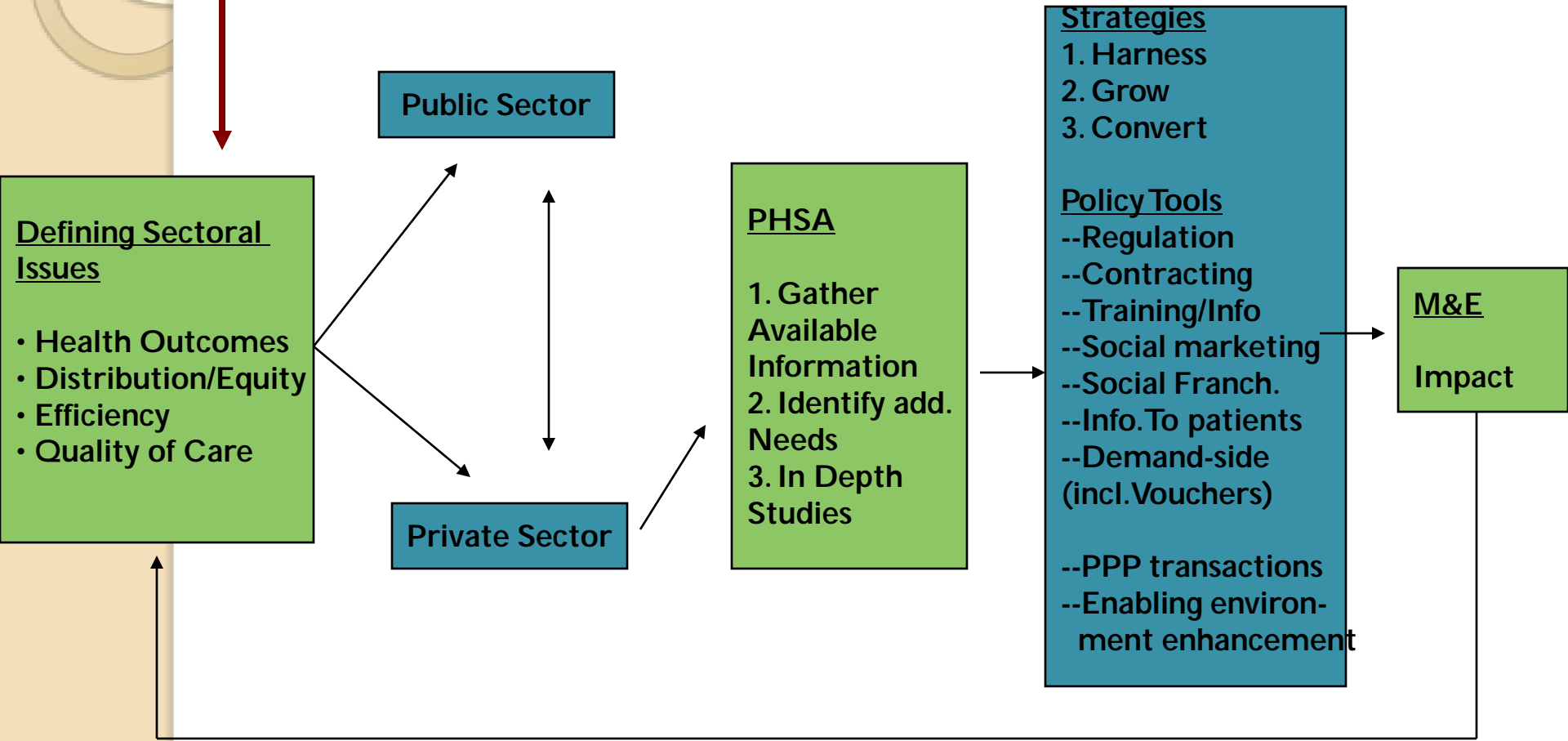
- **PHSA is often critical to achieve private health sector policy improvements**
- **Success is policy change, not a report**
- **Policy options guide assessment content**
- **Key ingredients are altered to fit context**

Session Outline

- **Thinking through a PHSA**
 - **What questions would you ask**
 - **How would you go about answering them**
- **What is a PHSA**
 - **Rationale and Objectives**
 - **Three Parts of a PHSA**
- **Application in India**
- **How PHSA links to policy dialogue, policy change & policy implementation**

Basic Framework

Let Us Start Here



Select a Health Sector Issue

1. **Child health outcomes in urban slums**
2. **Low access to health services in rural areas**
3. **High maternal mortality/morbidity in a socially excluded group**

Questions for a PHSA

- What quantitative data would you need to discover if private sector is important or not?
- What quantitative data would you need to formulate a strategy to mobilize the private sector toward your goals
- What kind of qualitative data would you need?
- How would you collect this data? (data sources, techniques)

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What is a PHSA?

- A tool organized to undertake a comprehensive **or** targeted analysis to inform policy change toward the private health sector where appropriate.
- Defines questions that need to be asked
- Includes a plan on how to collect, analyze and present information about the private health sector

What should a PHSA do?

- Develop policy recommendations for enhancing the private sector's contribution to alleviating identified problems
- Enhance health policy decision-making
- Promote public – private dialogue
- Create forward momentum

Conceptual Underpinnings

- The majority of health care goods and services can be effectively provided through the private sector (Private Goods)
- The public sector plays a key role in creating the right conditions for private sector delivery of health services (Market Failures)
- There are instruments available for the public sector to do this job....which ones to use?

Conceptual Underpinnings

- Institutional health economics
- Which engagement strategies work are determined by **measurability & contestability of service/ product.**
- Contestability: ease of entry & exit
- Measurability: how hard or easy to measure the service or product

Q#1: Assess C & M of drug sale and inpatient hospital care

Q#2: Why is contestability different by country?

Sequencing the PHSA

- Part I – Broad overview with the objective of identifying areas/concerns
- Part II – stakeholder consultations
- Part III – Targeted Studies

Part I of a PHSA

Assemble general, easily available data:

- Organization, Financing, Management (including private provision)**
- Basic Country Information (economics and socio-economic)**
- General environment for the private sector**

Part I of a PHSA

Structure of Health Markets

- Who are the providers?
- What is their commercial orientation?
- Who are their clients?
- What services do they provide?
- What is their organizational form?
- Role of public provision in health markets

Part I of a PHSA

Environment for the private sector:

- Government Expenditures as a percent of GDP
- Ownership of economic assets
- Private participation in Infrastructure & Soc. Services
- Judicial/Legal system (Backlogs, delays)
- Security of private property
- Corruption
- Development of the financial system
- Trade barriers, tax rates, exchange rates
- Competition regulation (effectiveness)
- Laws and regulations for NGOs (incentives,

Data for a PHSA

— Secondary Sources:

- Literature reviews,
- Household surveys (LSMS, DHS),
- Health facility surveys
- National Health Accounts

— Primary (qualitative and quantitative)

- Focus groups, informant interviews,
- Provider, facility, consumer surveys



PHSA Part II: Stakeholder Consultations

- Broad and ongoing stakeholder consultations and participation is essential**
- The PHSA provides a good opportunity to start a dialogue**
- Engaging stakeholders will not be easy (continuity and feedback)**

PHSA Part III: Focused Studies

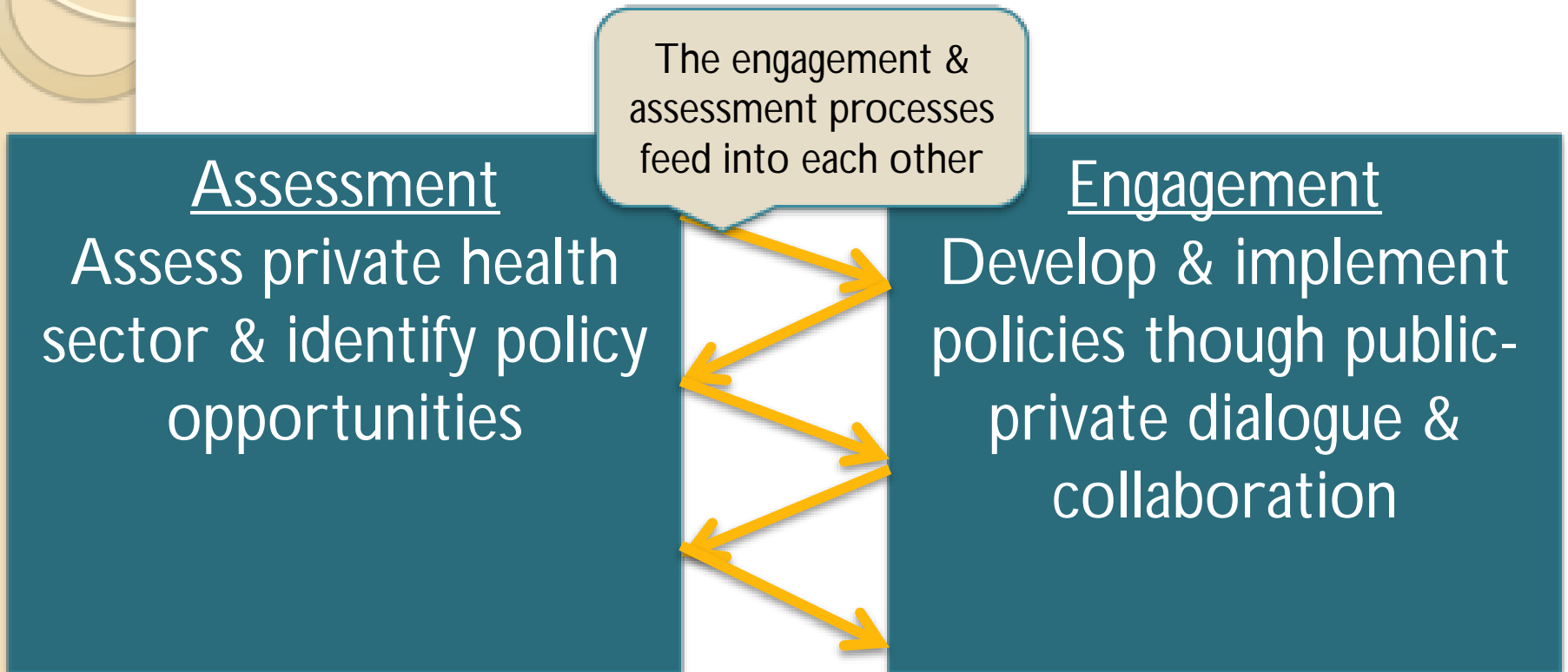
- Which segment of the private sector**
- Type of services**
- Area and population**
- Types of strategies that have worked**
- Identify multi-pronged approaches that target policy-makers, providers and consumers**

Session Outline

Application

Let's discuss your experiences (and questions)

How PHSA links to the Engagement (or public private dialogue) process



Three pillars of enhancing private sector stewardship

