



Private Sector
Health Alliance of
Nigeria

IMPACT | SUSTAINABILITY | VISIBILITY



Annual Report

2018 - 2020



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Chairman's Remarks



Due to the immense period of reflection that the global pandemic has forced us into, it is important to have conversations about the health and economic implications of the global crisis in Nigeria and on the African continent.

As part of plans to compliment governments effort in accelerating improvement in health outcomes in Nigeria and translate the UN's global strategic goals to country owned multi-sectoral interventions, the collective strength and support of private sector organizations has never been more apparent than it is now.

In tackling our biggest challenges – from climate change to global healthcare, we are committed to supporting Private Healthcare transformation in Nigeria and the desire to engage with the Private sector community and donor organizations to build consensus around system gaps and identify opportunities for synergies and collaboration.

I am incredibly proud of the work we have undertaken to do at PSHAN as we remain committed to providing access to lifesaving key healthcare interventions to the Nigerian people across all states.

Jim Ovia

Chairman, Private Sector Health Alliance of Nigeria (PSHAN)

CEO's Summary

Global events over the past year have highlighted the need for us to rally stakeholders & private sector leaders to commit to high-quality interventions through sustainable health systems to ensure better health outcomes in Nigeria.

Beyond the high mortality and morbidity toll caused directly by COVID-19, the pandemic has severely disrupted the provision of many essential health services, particularly in the primary health care space.

It thus reiterates PSHAN's pivotal role within the Nigerian health ecosystem and the need to drive effective collaboration and partnership between stakeholders in our collective efforts towards universal health coverage.

Our experience and unique understanding of the health space significantly enhance our capacity to deliver the PSHAN mission by innovatively pooling the private sector capacity to intervene, so all Nigerians have equitable access to qualitative healthcare and wellness services.

Dr. Tinuola Akinbolagbe

CEO, Private Sector Health Alliance of Nigeria (PSHAN)





About PHSAN

Despite recently observed progress in population health, there remains an urgent need to do more to improve health outcomes, otherwise, Nigeria will be unable to attain the health-related SDGs. Nigeria still accounts for a disproportionate share of the world's burden of child and maternal morbidity.

It is estimated that approximately one million women and children die every year in Nigeria from largely preventable causes. Diseases such as malaria, childhood pneumonia, diarrhoeal diseases and malnutrition account for most childhood deaths. As a result of the private sector's potential to expand access to health services, improve quality of care and complement the public sector's efforts in addressing health system challenges in the country, President Goodluck Ebele Jonathan, Mr. Bill Gates, Alhaji Aliko Dangote, Dr. Muhammad Ali Pate, Mr. Jim Ovia, Mr. Aigboje Aig-Imoukhuede, Mrs. Sola David Borha and other corporate leaders in Nigeria formally endorsed the activation of the Private Sector Health Alliance of Nigeria (PSHAN) to mobilize the broader business and corporate community as well as the private health sector towards a multi-sectoral coalition to improving health outcomes.

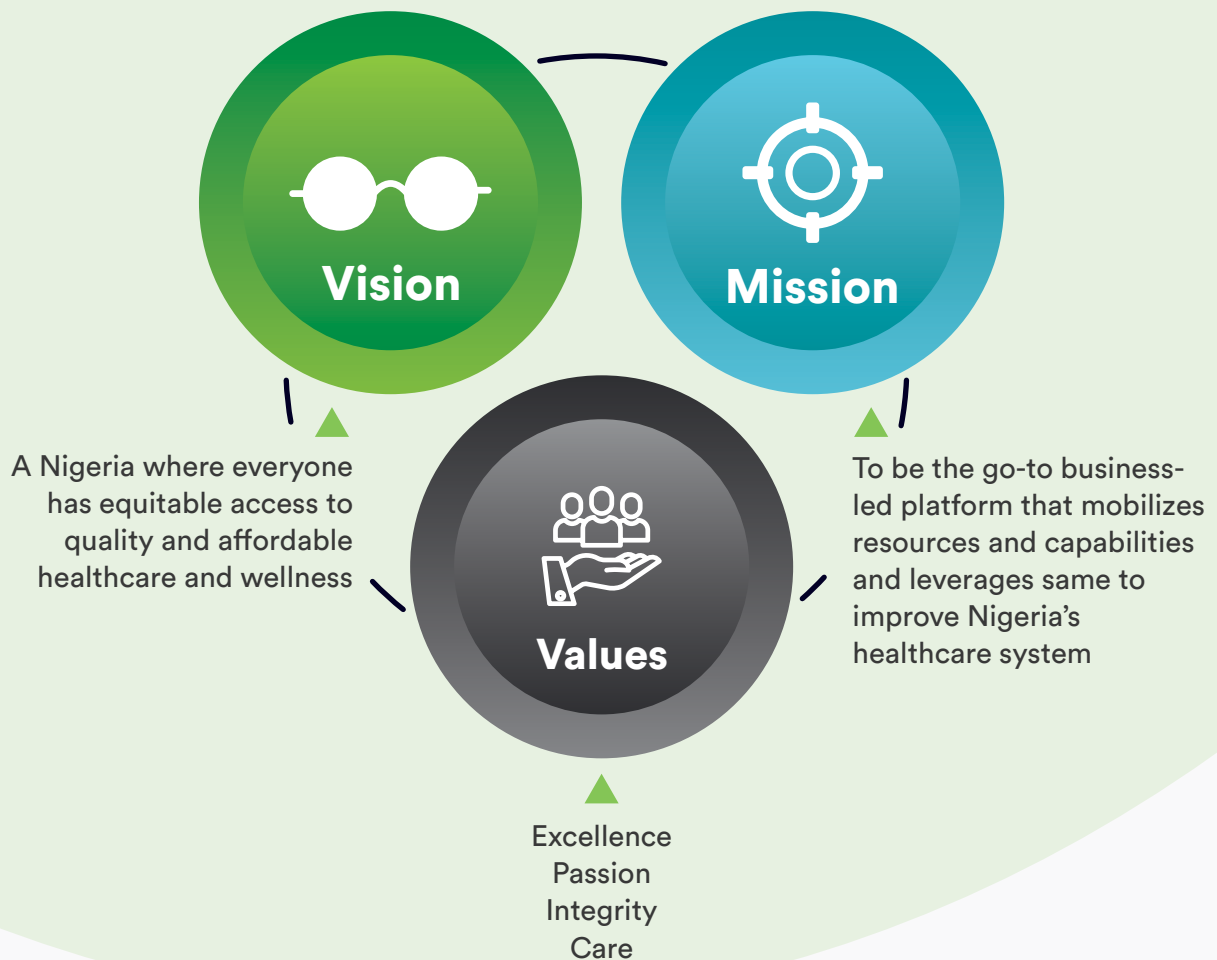
The Private Sector Health Alliance has evolved from a private sector round table for health to a country-owned private sector-led multi-sectoral coalition committed to improving health outcomes. In 2012, President Goodluck Ebele Jonathan formally endorsed the formation of PSHAN as a high-level platform to mobilize business and corporate leaders

towards improving health outcomes to achieve SDGs 4, 5 & 6, reduced child mortality, improve maternal health and combat HIV/AIDS, malaria and other diseases. With a more focused strategy on Innovation, Partnerships, Advocacy, Impact Investment.

The Alliance was launched by Mr. Bill Gates and top business leaders in Nigeria as a country-owned private sector-led multi-sectoral coalition focused on mobilizing the private sector's collective abilities, assets and resources to accelerate improvement in health outcomes. The Alliance strategically leverages the resources, expertise and capabilities of the private sector in Nigeria to yield gains in health.

PSHAN focuses on impact, sustainability and visibility built on the evidence that the Nigerian healthcare sector is relatively flooded with untapped potential. A rapid diagnostic has revealed that the private sector is well-positioned to unlock that potential and realize the synergies required for massive improvements in health outcomes. As a result, the pillars: Innovation, Partnerships, Advocacy, and Policy were established to align operations with strategic priorities.

As a not-for-profit business-led organisation, founded to improve the healthcare system by providing accessible, affordable, and first-rate healthcare solutions to Nigerians, PSHAN has been at the forefront of collaboration with the domestic and international development community to address inequities in access to healthcare services.



Goals



An enabler of high-impact public-private partnerships for improved health outcomes



The go-to knowledge repository for best practices in health philanthropy, health practices in the workplace, and Public-Private Partnerships in healthcare



A catalyst for repurposing, reskilling, and reengineering health sector value chains for better outcomes



A mobilizer of citizens' actions to improve public healthcare delivery

Join The Movement

For individuals and organizations that seek to contribute more positively to the improvement of healthcare access in Nigeria, the following are reasons to join hands together and partner with the Alliance:



Technical expertise and efficient procurement: PSHAN has proven expertise in being able to leverage the funding priorities of international programme funds, donors, and governments in favour of health-related outcomes.



Partnerships allow for stronger advocacy in mobilizing people and public opinion to build greater momentum for policy change locally and nationally.



Strengthened knowledge base, as partnerships allow for a greater exchange and transfer of knowledge between the Alliance and its partners. This will also ensure better aid effectiveness.



Convening power: The Alliance works closely with a number of stakeholders, including public sector agencies, private actors and civil society. Partnering with the Alliance increases civic participation for partner individuals and organizations.



Capacity development: Partnering with the Alliance increases partners' capacity to independently advocate for and enact positive changes in Nigeria, even beyond healthcare.



Networking access to Alliance members and affiliates who are prominent members of society.

Membership Announcement

Organizations and Individuals that want to contribute to the work being done by the Alliance can join as members. Members can support the Alliance's efforts by:

- Participating in and contributing to the membership advisory council, surveys and consultations, and other alliance events.
- Engaging in joint advocacy.
- Participating in and contributing to working groups.
- Sharing and receiving information from the Alliance's network of partners and members.
- Raising funds for joint projects.

Types of Memberships

The Board of Directors of PSHAN regularly reviews and approves applicable benefits and membership fees for each membership category. Membership fees are subject to change on a yearly basis.

There are three classes of membership as listed below:

1 Corporate Membership

2 Individual Membership

3 Association Membership

Admission into each class of membership shall be at the sole discretion of the Board of Directors. Details of specific criteria for admission into each membership class shall be communicated to members at the time of their subscription.



Corporate/Institutional Membership

Nigerian/multinational organizations across various sectors of the economy – Multinational Technology companies, Telcos, Financial Institutions, Investors, Oil & Gas companies, Energy companies, International NGOs, FMCGs, Consulting companies, Manufacturing companies, Multilateral organizations etc.

DIAMOND

GOLD

SILVER

PREMIER



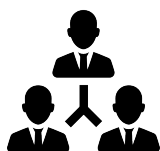
Individual Membership

This category of membership is available to all individuals who meet the general qualifications for membership.

GOLD

SILVER

PREMIER



Association/Network Membership

This category of membership is available to associations, professional bodies and member organizations that meet the general qualification for membership.

Priority Sectors for membership and Partnership:

1. Private companies.
2. Public sector Ministries, Departments, and Agencies (MDAs).
3. Non-Governmental Organizations and other institutions.

PSHAN's Membership Models

1. Private Companies

PSHAN identifies the priority industries below in the private sector as key for partnerships and memberships:

- Healthcare and Pharmaceuticals.
- Agriculture.
- Financial services.
- Conglomerates.
- Real Estate and Construction.
- Consumer goods.
- ICT (including telecoms and satellite providers).
- Industrial goods.
- Natural Resources.
- Energy (Oil, Gas, and Power).
- Aviation.
- Media and Entertainment.
- Hospitality and Tourism.
- Logistics and Maritime.

2. Public sector Ministries, Departments, and Agencies (MDAs)

The Alliance will also seek to form closer ties with relevant public sector agencies and parastatals that are involved in healthcare policy and healthcare delivery in Nigeria.

These include:

- The Federal Ministry of Health.
- State Ministries of Health.
- National Primary Health Care Development Agency.

3. Non-Governmental Organizations and other institutions

The Alliance seeks to improve upon existing partnerships with Non-Governmental Organizations, in addition to pursuing new ones. Partnerships in this sector encompass relationships with:

- Development agencies and partners
- Foundations and International donors
- Research and Educational institutions.



The Adopt -A-Healthcare Facility Program (ADHFP) Overview



The 'Adopt-A-Healthcare-Facility-Programme' (ADHFP) is driven by the belief that the African continent will continue to carry the painful and shameful burden of high disease mortality long after the rest of the world has overcome such challenges unless we address the poor state of healthcare systems at the primary level.

BENEFITS

The ADHFP is a multi-impact initiative with several benefits for Nigeria including:



Reduction in Mortality Rates



Creation of new jobs and health-focused opportunities



Improved public sector accountability



Female gender empowerment



Increased uptake of Micro-Health Insurance



Successful Health Policy Reform

THE GOAL

The goal is to establish a chain of Primary Healthcare Centers (PHCs), across Nigeria's 774 Local Government Areas and apply market-based reforms to provide low-cost health services at decent standards to the poor and vulnerable.

Regulatory Framework, PPP Framework, PHC facility and management standards, Financing Arrangements, Governance Arrangements, Supply Chain Management, and Technology and Systems. The design phase of the initiative would involve the participation of notable development-focused organizations.

DEEPENING THE CONCEPT

The program is expected to deliver key program components such as: Legal and

THE DRIVE/SUPPORT

The ADHFP innovative strategy is in





furtherance of a vision from an earlier stakeholders' roundtable, entailing the delivery of one Primary Healthcare Centre (PHC) in each of Nigeria's 774 Local Government Areas (LGAs) at global standards.

With COVID-19 beaming a spotlight on the weaknesses and inadequacies of our health system, the pandemic has simply reinforced, with devastating effects, the reasons ADHFP was conceptualized in the first place. As the Pandemic spreads, it has become evident to Nigerians that our primary health system must be fixed with urgency, otherwise our people will continue to die needlessly.

FRAMEWORK

ADHFP would be sponsored by a group of Angel Investors and other institutions. These "Angels" would each take responsibility for one or more PHCs as they are expected to build and operate the PHCs for the period of

adoption under strict rules and guidelines.

THE CONSTRUCT

The ADHFP is a multi-impact initiative with several benefits which includes saving lives; improvement in health outcomes; job creation and gender empowerment. Others include a reduction in mortality rates; improved public sector accountability; female gender empowerment; increased uptake of micro-health insurance and successful health policy reform.

INITIAL ENGAGEMENT ROUNDTABLE

Healthcare is majorly driven by the private sector, which serves as the first point of call for over 80% of patients. In total, the private sector currently accounts for around 65% of all healthcare provision in Nigeria. Most Nigerians pay for healthcare services out of pocket. The Private Sector Health Alliance of





Nigeria (PSHAN) seeks to improve the healthcare situation for everyday Nigerians by providing quality and affordable healthcare using ADHFP as a vehicle.

The Adopt-A-Health Facility Program (ADHFP) was conceptualized by Mr. Aigboje Aig-Imoukhuede and the Private Sector Health Alliance of Nigeria (PSHAN) with the primary aim of delivering, at least, one global standard Primary Healthcare Centre (PHC) in each of the 774 Local Government Areas (LGAs) in Nigeria. The proposed initiative will implement a market-based private sector driven intervention to provide low-cost, high volume health services to the public. ADHFP will operate through a chain of integrated Primary Healthcare Centres in each of the 774 LGAs and will be sponsored by corporate bodies, foundations, philanthropists, or investor will also be known as “adopted”.

The primary target market consists of the low-income population, who reside in rural areas and urban slums. Adopters will build or adopt the health facility, take responsibility for all aspects of making it functional, efficient and effective throughout the adoption period which, in the first instance, is 5 years.

PSHAN convened a roundtable of over 40 stakeholders to discuss the PHC Adoption Initiative, put forward learnings from similar programs, concerns, questions, suggestions

and agree on various workstreams that will be required to take the initiative to the next level. The roundtable was moderated by Mr. Aigboje Aig-Imoukhuede, a board member of PSHAN. There was a presentation on the brief history of PSHAN and the Adopt-A-PHC concept note. This was followed by an interactive Q&A session and allocation of stakeholders to various workstreams. Opening and closing remarks were made by Mr. Aigboje Aig-Imoukhuede.

— Mr. Aigboje Aig-Imoukhuede spoke about basic rights and the right to health. He also went further to emphasize the need to serve humanity quoting a passage in the Bible. He stated that there is a need to act in our capacity and also invite others to make a difference in healthcare in Nigeria. He reiterated the need to create a private stakeholder group which can assist the government in improving healthcare in Nigeria, this led to the concept of the PHC Adoption Initiative where each of the 774 Local Government Areas (LGAs) in Nigeria has a functional PHC that can deliver global standard healthcare services to the surrounding communities.

Princess Adejoke Orelope-Adefulire from the Office of the SSA to the President on SDGs lauded the initiative and also pledged her full support.

2020

2020 Activities

GAVI STEP Grant



OVERVIEW OF PROJECT

The GAVI STEP combines traditional learning with on-the-job training in order to help participants develop their problem-solving skills and foster effective team building approaches. The National Primary Health Care Development Agency (NPHCDA), requested that GAVI train 50 Supply Chain (SC) Leaders across the country (Nigeria) by the end of 2018.

GAVI engaged ARC to support the agency by providing the framework for implementation. ARC structural assistance to NPHCDA include:

OBJECTIVES

- Advocate for the adoption of the STEP initiative to the National Logistics Working Group (NLWG).
- Provide support to the NPHCDA for the enrolment of 50 participants on the online STEP platform.
- Support GAVI to identify and train the in-country organization that will lead the STEP facilitation.
- Support GAVI, International Federation of Pharmaceutical Wholesalers (IFPW) and the in-country organization to deliver the one-week classroom training
- Support the STEP Mentorship phase by identifying and engaging private sector mentors for the public health leaders.

MILESTONES & ACHIEVEMENTS



Strengthened knowledge in leadership and management issues which provided an important step in capacity building



Enhanced their communication skills



Strengthened knowledge of conflict management



Highlighted the role of transparency and trust in strengthening bonds with team members



Highlighted the importance of teamwork



NHQI Grant

OVERVIEW OF THE PROJECT

The Nigeria Healthcare Quality Initiative (NHQI) was conceived to address key system-wide constraints that impede the sustained achievement of better health outcomes in Nigeria.

Over the past 5 years, the NHQI has been implemented in 130 primary and secondary (public and private) health facilities in Lagos, Imo and Niger State, in two distinct phases – an initial prototype phase (Nov 2014 – Sep 2017) and a scale-up phase (Nov 2017 – Oct 2020).

THE OVERREACHING GOALS OF THE NHQI WERE TO:

- Reduce facility-based maternal deaths
- Reduce facility-based neonatal deaths
- Improve patient experience and satisfaction

OBJECTIVES AND TARGETS OF THE NHQI GRANT

The initiative sought to achieve these outcomes by:



Improving the quality of Maternal Health Service provision



Empowering healthcare leaders and frontline workers



Increasing patient engagement in healthcare



Improving governance and advocacy for quality improvement in the country; by moving the focus of engagement from inputs to the processes and outcomes of care delivery.



Transition of ARC



The Africa Resource Centre (ARC) was set up as a platform to mobilize stakeholders including the private sector and the academia in supporting health supply chain transformation.

ACHIEVEMENTS



200

Experts signed-up into the Expert pool across 3 countries



20

leaders trained in three countries - (NGR, KEN & GHA)



59

Companies signed-up to support National SC projects

TRANSITIONING

Having Transitioned into a sub-independent centre, ARC continues to work with ministries of health to address the critical

areas for building more efficient and effective strategies for optimal supply chain functioning, focusing on effective and efficient supply chain planning to achieve optimal utilisation of existing asset



2019

2019 Activities

ADFIN/ SARAM

The Aliko Dangote Foundation Integrated Nutrition (ADFIN) Program

The Aliko Dangote Foundation Integrated Nutrition (ADFIN) Program seeks to tackle the scourge of hunger and malnutrition, which is known to contribute to increased susceptibility to diseases and higher death rates. These has led to reduction in cognitive ability for many children which has hampered their ability to fulfil their God given potential and contribute positively to the society.

THE OBJECTIVES OF THE INITIATIVE INCLUDE:



- Treat at least 1,000,000 children with severe acute malnutrition (SAM) using a Community-based Management of Acute Malnutrition (CMAM) approach by 2025
- Reach at least 1,000,000 vulnerable households from communities that contribute the most to the SAM burden with increased self-reliance through cash interventions and livelihoods support by 2025
- Reach at least 1,000,000 vulnerable households from communities that contribute the most to the SAM burden with engendered optimal nutrition, hygiene and care-seeking behaviours by 2025

THE GOAL



The goal of the ADFIN program is to reduce the prevalence of undernutrition in Northern Nigeria by 60% by 2025 by breaking the vicious cycle of poverty and malnutrition through a combination of proven nutrition-specific and nutrition-sensitive interventions.



2018

2018 Activities

Alliance For Epidemic Preparedness & Response (A4EPR)



The programme is aimed at incentivizing healthcare providers to invest in modern disease surveillance systems, laboratory capacity, the health security workforce, and outbreak planning and readiness. Furthermore, the A4EPR approach fostered collective action and cross-alignment collaboration among multiple sectors.

CORE MANDATE:

- To strengthen the capacity of NCDC to prevent, detect, respond to and control epidemic-prone diseases.
- To equip states to take immediate action to protect the health of Nigerians
- To minimize public health risks to Nigerians, strain on the public health sector and associated economic impact of outbreaks
- To facilitate realtime exchange of information on public health risks.

PSHAN and the NCDC launched the Alliance for Epidemic Preparedness and Response (A4EPR) as a platform for enhancing private sector participation towards National Health Security.

40

Over 40 private sector organization present at the launch ceremony

36

36 preliminary commitments made from some corporate private sector companies.



Village Capital Accelerator



The programme provides participant startups with networking opportunities and mentorship sessions, aiming to help them scale quickly and become ready for impact investing.

We looked for solutions to problems surrounding mental health, wellness, hunger, housing, clean air, clean water, and recycling, etc. And we also looked for solutions that help to increase the resiliency of the planet.

Each startup selected for the accelerator had the opportunity to work closely with industry experts, investors, and ecosystem partners to develop the networks they need to scale their impact. All startups in the programme were also invited to join Abaca, Village Capital's global online network that helps entrepreneurs analyse and structure their businesses for investment.

The network also matches them with the right investors and resources.

PSHAN and the SDGs

While PSHAN continues to mobilize private sector's innovation and capabilities in strengthening the Primary Healthcare segment of the health value chain in Nigeria. It remains committed to working in line with the relevant SDGs leveraging on businesses and corporate bodies on improving health outcomes & supporting them in the post-COVID era while helping to strengthen health systems and protect vulnerable populations.



Closing Remarks by The Board of Directors

Ms. Zouera
Youssoufou



Alhaji Aliko
Dangote (GCON)



Dr. Muhammad
Ali Pate



Mr. Jim Ovia (CON)



Mrs. Omobolanle
Victor-Laniyan



Mr. Aigboje
Aig-Imoukhuede (CON)



Dr. Titilayo
Fowokan



It has been an eventful year, and everyone has felt its impact in different ways. We have seen the tremendous efforts by the government to strengthen our public health systems, particularly in the wake of the pandemic, and address inequities in healthcare through multiple stakeholders and we applaud their commitment. This commitment to improving the healthcare sector is also clearly demonstrated by the involvement and active engagement of many corporate organizations, international agencies, and other key private sector players.

We all know first-hand, the daunting work ahead to meet the challenges of preventing and treating communicable and noncommunicable diseases in Nigeria. We need to ensure that we all have the same opportunities for good health regardless of location, ethnicity, educational, or income level.

PSHAN's partnerships, which we have built over the years have the power to produce a huge impact in Nigeria and set the pace for Africa. We are grateful to our members and partners for choosing to believe in our vision and for continuing to support the development and implementation of our initiatives towards the betterment of health in Nigeria.


We take this opportunity to thank the Organized Private Sector, our international partners, and agencies, particularly the Bill & Melinda Gates Foundation and GAVI, the Federal Government of Nigeria, the Federal and State Ministries of Health, the Nigerian Primary Health Care Development Agency and the Nigerian medical community for their gracious support and contributions.

Thank you all.

-Ms. Zouera Youssoufou
On behalf of The Board.



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