

Prospectus Document



Welcome

PSHAN was founded to create a collective change through collaboration.

We invite you to contribute to this collective and help transform the future of Nigerian healthcare.

The Private Sector Health Alliance of Nigeria mobilises public and private partners to improve the state of healthcare in Nigeria.

Only through the support of our members, partners, and contributors can we drive our initiatives forward and make a lasting impact.

We appreciate the opportunity to share our credentials of past success and future plans and invite any comments, questions, or suggestions.



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Company Overview

PSHAN's vision and mission are geared towards mobilising private sector capabilities, assets and resources to improve health outcomes in Nigeria.

The Private Sector Health Alliance of Nigeria creates a compelling opportunity to pool private sector capabilities, resources, assets and expertise across a coordinated platform to complement the efforts of government, partners and implementers to accelerate improvement in health outcomes in Nigeria.

The underlying philosophy behind the Alliance is a collective responsibility and synergistic impact.

Vision A Nigeria where everyone has equitable access to quality and affordable healthcare and wellness.

Mission To be the go-to business-led platform that mobilises resources and capabilities and leverages the same to improve Nigeria's healthcare system.

- Objectives**
- To convene and mobilise private sector organisations to contribute significant resources in supporting the government's public healthcare delivery.
 - To inform and educate private sector organisations on optimal approaches to healthcare philanthropy, healthcare in the workplace, and the design and delivery of PPPs in healthcare.
 - To identify opportunities to enhance value chains in healthcare delivery.
 - To establish a nationwide understanding of the requirements to transform the health sector from the ground up.



PSHAN's EPIC Competitive Advantage Sets Us Apart



Excellence

We are committed to delivering services at the highest level to achieve healthcare initiatives. Our commitment to high service delivery standards is not only a professional obligation but also a moral one. On an individual level, PSHAN employees continually educate themselves and strive to maintain optimal levels of physical, mental, and moral well-being.



Passion

We are driven by our vision of a Nigeria where all people have equal access to quality, affordable healthcare. We are fascinated by the social impact of our activities and initiatives. Our commitment to improving access to healthcare drives us to improve our services every day - and this is reflected in the way we work.



Integrity

We consider integrity a critical part of a person's character and strive to embody this value as an organisation. We have high expectations of ourselves and strive to set the standards we want to see in society. We are consistently open, honest, ethical and sincere and possess a willingness to do the right thing.



Care

We genuinely care about each other, our partners, the communities we serve and the quality of our work. We show compassion and respect for our peers and strive to help each other accomplish our tasks. We treat others with dignity and pay attention to the little details that matter. We do everything we can to protect the PSHAN brand and engage in issues outside our scope of responsibility.



Board of Directors

PSHAN's Board of Directors offers unrivalled insights into the health and business sectors due to their exceptional experience and unmatched excellence in their areas of expertise. Our board members are at the forefront of providing strategic direction in the healthcare sector across their respective areas of knowledge and are also instrumental in decision-making, fundraising, and governance.



Alhaji Aliko Dangote (GCON)

CHAIRMAN DANGOTE GROUP

Aliko Dangote is the Founder and President/Chief Executive of the Dangote Group, the largest conglomerate in West Africa. A committed philanthropist, Dangote made an initial endowment to the Dangote Foundation in March 2014, enabling it to expand its work in health, education and economic empowerment. He sits on the board of the Corporate Council on Africa and is a member of the Steering Committee of the United Nations Secretary-General's Global Education First Initiative. He also collaborates with the Bill and Melinda Gates Foundation to fight polio and is on the board of ONE; the anti-poverty group co-founded by Bono.



Mr. Jim Ovia (CON)

CHAIRMAN ZENITH BANK

Forbes Africa called him the "Godfather of Nigerian banking," and for good reason: since founding Zenith Bank, which began with \$4 million in shareholder funds, he has transformed Zenith into a financial services conglomerate with more than \$16 billion in assets. Today, he is a well-known philanthropist and his foundation awards educational scholarships to the less privileged.



Dr. Muhammad Ali Pate

GLOBAL DIRECTOR WORLD BANK

Dr. Muhammad Ali Pate is the Global Director, Health, Nutrition and Population Global Practice of the World Bank and the GFF (Global Financing Facility for Women, Children and Adolescents) based in Washington DC. He has a wealth of experience in public health systems - from leading Nigeria's Ministry of Health to guiding non-governmental organisations to improve public health in low- and middle-income countries. Dr. Pate is an MD trained in both Internal Medicine and Infectious Diseases, with an MBA from Duke University. Prior to this, he studied at the University College London. He also has a Master's in Health System Management from the London School of Hygiene & Tropical Medicine, UK.



Mr. Aigboje Aig-Imoukhuede (FCIB, CON)

CHAIRMAN CORONATION CAPITAL

Aigboje Aig-Imoukhuede is a lawyer, banker, entrepreneur and philanthropist. He is the Founder and Chairman of Coronation Capital. Previously, he was Group Managing Director and Chief Executive Officer of Access Bank Plc, where he led the bank's transformation into one of Africa's leading banks. In 2012, he was appointed Chair of the Presidential Committee on the Verification of Fuel Subsidies. His supervision of the process is widely recognised for saving Nigeria billions of dollars in fraudulent fuel subsidy payments.



Ms. Zouera Youssoufou

CEO ALIKO DANGOTE FOUNDATION

Zouera Youssoufou is the CEO of the Aliko Dangote Foundation, the largest private foundation in sub-Saharan Africa. She previously worked with the European Union on private sector development in Niger and was a management consultant with Deloitte in Ghana. She is passionate about children, disaster relief and humanitarian aid, health and poverty alleviation.



Dr. Titilayo Fowokan (FCTI, ACIS)

GROUP HEAD DANGOTE INDUSTRIES

Dr. Fowokan is Group Head, Strategic Tax and Compliance, Dangote Industries Limited and oversees the tax affairs of Dangote companies across the Group. She is a fellow of the Institute of Chartered Accountants of Nigeria (ICAN), the Chartered Institute of Taxation of Nigeria (CITN) and the Association of Forensic Accounting Researchers (AFAR).



Mrs. Omobolanle Victor-Laniyan

HEAD OF SUSTAINABILITY ACCESS BANK

Omobolanle Victor-Laniyan is the Head of Sustainability at Access Bank and has worked in sustainability and communication for almost two decades. She monitors emerging trends, programmes, and issues and educates others about sustainability. She mentors sustainability champions in other African financial institutions providing them with the support they need to implement positive change in their institutions.

Our Partners





Healthcare Challenges in Nigeria

The Nigerian healthcare sector is plagued by several issues across the value chain. The country's poor performance in healthcare is largely reflected in its health statistics.



Facility Compliance

Only 1 in 4 healthcare facilities are able to achieve up to 25% compliance with minimum requirements.



Functional Facilities

Only 1 in 5 of about 30,000 healthcare facilities are fully functional.



Vaccinated Children

Only 1 in 4 children receive all recommended vaccines in Nigeria.



Essential Stock

Less than 1 in 5 primary healthcare facilities have essential drugs in stock.



Sub-Standard Drugs

40% of drugs on the market are either fake or sub-standard.



Maternal Mortality

800 per 100,000

Maternal deaths per live births



Under 5 Mortality

132 per 1,000

Under five years deaths per 1,000



Infant Mortality

104.3 per 1,000

Infant deaths per 1,000

Sources: WHO (2019), ReliefWeb (2019) UNICEF (2018), AllAfrica (2020), PharmAccess Foundation (2019), ThisDayLive (2019)



Demand Issues

Accessibility

Millions of vulnerable Nigerians do not have access to basic and affordable healthcare due to inadequate facilities across the country, far distance to care centres and along waiting times. This means that many Nigerians abandon the process of seeking healthcare at an early stage.

Ability to Pay

Nigeria's out-of-pocket spending is one of the highest in the world, with over 76% of the population either having to pay out-of-pocket or only having basic insurance that does not cover secondary or tertiary care.

**Socio-Culture
Issues**

Various socio-cultural issues affect the quality of healthcare in Nigeria, including inequalities across gender distribution, access to health services, culture & religion, nutrition and the country's population demographics.

Supply Issues

**Infrastructure,
Drugs and
Consumables**

The number of treatment facilities has remained relatively low over the last decade. Some of new hospitals have been developed, but these are still unable to meet demand. Basic amenities like electricity, potable drinking water, and poor supply of essential health commodities also play a part in the effective health service delivery in rural areas.

Talent/HR

Nigeria has a big brain drain problem, and between 2018 and 2019 alone, over 1000 Nigerian doctors emigrated to the UK to seek better compensation for their skills. This ongoing issue contributes to the country's low ratio of qualified working doctors.

Funding

Funding is in short supply for the recruitment and retention of quality healthcare professionals. There is also limited funding for additional facilities. These factors have created a trust deficit in the healthcare system.

**Quality of
Service**

There is a perception of low quality of service among Nigerians. Many Nigerians with the financial means to travel out of the country for medical treatment often do so. Service quality also varies significantly from region to region, with urban communities enjoying better service than their rural counterparts.

Governance

There is a poor oversight in operations and facility management at healthcare institutions and facilities. Poor governance contributes to several issues in the Nigerian healthcare system, including a lack of political commitment, inadequate funding, poor record-keeping and data collection and misappropriation of funds. This ineptness has resulted in an over-reliance on secondary and tertiary healthcare institutions to treat common ailments, over-burdening the already insufficient secondary and tertiary health infrastructure.

Sources: World Bank Data (2018)



The Opportunity

Through the help of an organised private sector and participation of the public sector, PSHAN serves to benefit the entire country and create equitable healthcare for all.

Core Objectives

- Bridging the gap between private and public stakeholders.
- Facilitating funding.
- Connecting to communities through structural transformation and improvement.
- Aligning with existing government machinery and key stakeholders to influence primary healthcare service delivery.
- Complying with international best practices for healthcare delivery.

With the help of private sector stakeholders and PSHAN members, we can make a sustainable and collective impact.



01 Improvement of health indices



04 Gender empowerment from improved women's health services



07 Health policy reforms



02 Equitable access to quality healthcare services



05 Job creation and a more reliable healthcare value chain



08 Increased uptake of micro health insurance



03 Compliance with clinical standards



06 Civic engagement and government accountability



PSHAN's Core Programmes

PSHAN's core programmes are rooted in impact, sustainability and visibility to give all Nigerians access to equitable, quality and affordable healthcare.

Adopt-A-Healthcare-Facility Programme

ADHFP

Strengthening primary health centres is key to improving Nigeria's health indicators - currently among the worst in Africa and the rest of the world. The main goal is to establish at least one global-standard Primary Health Centre (PHC) in each of the 774 local government areas in the country.

Problem

Growing inequality, poverty, and the emergence of complex disease patterns combined with financial pressures highlighted the critical importance of a resilient health system.

Opportunity

PSHAN saw an opportunity to establish 774 PHC facilities through existing centres or centres built from scratch to alleviate problems stemming from unequal access to affordable quality healthcare.

Solution

This goal will be reached through collaborative efforts and funding from corporations, philanthropists and investors to fund the adoption of PHCs.

Status

The programme is in its pre-pilot phase with the first two PHCs in Bauchi and Delta states about to be launched and the programme flagged-off officially.

COVID-19 Vaccine Hesitancy Assessment in Nigeria

C-19 VHAN

The objective of the C-19 VHAN study is to understand and strengthen epidemic response in Nigeria in the wake of the COVID-19 pandemic. The assessment seeks to understand the drivers and barriers to COVID-19 vaccination uptake among Nigerians. Our intention is for the results of the study to inform policymakers' decisions to upscale and deploy COVID-19 and other vaccination campaigns.

Problem

Currently, less than 4% of Africa's population has been fully vaccinated, compared with 54% of the US and about 65% of the UK. In Nigeria, only 1.8% of the population has been fully vaccinated.

Opportunity

Information gathered during the study will aid a multitude of health programmes and advocates in Nigeria. The study will also explore integrating the COVID-19 vaccine into routine immunisation schedules.

Solution

A cross-sectional study across Nigerian geopolitical zones will employ demographic surveys and qualitative focus group discussions and interviews.

Status

The C-19 VHAN programme has officially Kicked off in partnership with Sanofi.



PSHAN's Core Programmes

Pandemic, Insecurity, and Emotional Effects

PIE

While the effects of COVID-19 on physical health are easier to observe, the impact on mental health is often overlooked, with disastrous consequences. Many Nigerians have reported that the consequences of physical isolation, economic stress and fear are playing on their mental health.

Problem

Frequent misinformation and rumours about the virus and deep uncertainty about the future are common sources of despair.

Opportunity

PSHAN designed the PIE project to examine the impact of the pandemic, uncertainty, and emotions on the mental health of the Nigerian workforce.

Solution

The PIE project is a multi-sector collaborative partnership involving stakeholders from the private sector to address this problem by engaging human resource professionals who often play a critical role in employee well-being.

Status

The pilot phase of the PIE programme is projected to run for six months and will be deployed in three states across Nigeria. We are currently seeking partners to deploy the study.

COVID-19 Awareness Programme

CAP

The increase in COVID-19 cases, exacerbated by the lockdown, and its economic impact worldwide shows that no one is invincible against this disease. The economic and health implications of the pandemic set the background for the COVID-19 Awareness Programme.

Problem

Misinformation and ineffective risk communication are some of the factors hindering effective control of COVID-19 and epidemics in Nigeria and worldwide.

Opportunity

PSHAN saw an opportunity to raise awareness and eliminate the confusion surrounding the virus at regional, national and global levels.

Solution

The COVID-19 Awareness Programme entails hosting open conversations about the virus during a 12-month period, which will be broadcast live via TV and radio.

Status

The CAP sessions began in November 2021 and airs every month with in-house and external guests from across the healthcare industry, to create awareness of COVID-19.



A Successful Track Record

PSHAN has made a substantial impact through the combined efforts of our partners, members, investors and stakeholders.

NHQI

Nigeria Healthcare Quality Initiative

NHQI was conceived to address system-wide constraints that impede on better health outcomes in Nigeria.

ARC

Africa Resource Centre

ARC mobilises stakeholders, including the private sector and academia in supporting health supply chain transformation.

ADFIN

Aliko Dangote Foundation Integrated Nutrition

ADFIN seeks to tackle the source of hunger and malnutrition in Northern Nigeria by 60% by 2025 by breaking the vicious cycle of poverty and malnutrition.

A4EPR

Alliance for Epidemic Preparedness & Response

A4EPR incentivises healthcare providers to invest in modern disease systems, capacity, workforce, and outbreak planning and readiness.

GAVI STEP

GAVI STEP

GAVI STEP combines traditional learning with on-the-job training to help participants develop their problem-solving skills and foster effective team-building.

HLA

Health Leadership Academy

HLA empowers current and future generations of healthcare professionals with the requisite skills, tools, and capabilities to address context-specific health system challenges.

HSDF

Health Strategy and Delivery Foundation

HSDF was established to improve the quality of decision-making and execution in the health sector by providing analytical support and deploying impactful frameworks.

NHIM

Nigeria Health Innovation Marketplace

NHIM is a country-owned private sector coalition that complements the government's efforts to accelerate health outcomes in Nigeria.

M2Zero

Malaria 2 Zero

M2Zero takes a bold step to disrupt malaria outcomes and catalyse a path towards achieving Nigeria's pre-elimination targets.





Join Us To Improve Healthcare Access Across Nigeria



To effectively improve healthcare delivery and access in Nigeria, adequate funding is critical.

However, inadequate funding across all tiers of government and the private sector has been a major impediment to the development of the health sector in Nigeria. This is where you can help. Fostering humanity and empowerment is possible through collective impact.

Your contributions are managed by a dedicated team of professionals. 85% of member contributions will be allocated to PSHAN programmes, while a maximum of 15% will be used for administrative purposes.

Join us in opening the doors to better healthcare across Nigeria, and make an impact today.

Your PSHAN Network/Association Membership

As a PSHAN member, you will gain access to visionary thought leaders and individuals who are shaping the nation's healthcare.

- Join a network of influential leaders shaping the country's health status and moving it forward.
- Contribute to PSHAN's impactful projects and work towards a more equitable Nigeria.
- Help lead the movement towards universal healthcare access for low-income citizens.



Your Contribution Is In Good Hands

PSHAN exercises due diligence in all areas of the organisation in all areas of the organisation to ensure compliance with global quality standards.

We conduct quarterly audits of our finances and processes in accordance with accounting best practices. Because we place a high value on excellence, our audits are performed by two of the Big Four accounting firms. Our external audits are performed by KPMG, while Deloitte performs our internal audits. These processes are overseen by the Governance and Finance Committee, which is composed of two board members and PSHAN's strategic advisors.

PSHAN maintains a strict financial management policy as outlined in our Financial Policy. As reflected in our values, integrity is at the core of everything we do.

Thanks to the checks and balances firmly embedded in our processes, local and international donors have entrusted us with over N6 billion.

Reporting & Communication

We believe that communication is a two-way street. For this reason, we communicate regularly with members and donors about the progress of our activities. Our annual gala, community town hall meetings, and quarterly partner forum allow us to receive feedback from our members and funders, as well as from the communities we serve, in order to achieve a Nigeria where everyone has equitable access to high-quality, affordable wellness.

The private sector thrives on the profit motive. At PSHAN, our profit motive, as measured by our impact on advancing health, is reflected in our spending priorities. All of our interventions are evidence-based and researched by the Policy Unit. We conduct a cost-benefit analysis at each stage of implementation of our programmes to provide information on scaling up and phasing out. We prioritise interventions with population-wide impact and innovative potential to strengthen the health system.

Excellence is at the heart of our work. Because we work in the health sector, we take deliberate care to ensure that our programmes are implemented with quality and established health sector standards in mind. All of our processes are guideline-based, our staff are trained and operate as an efficient unit that ensures our goals and the needs of the Nigerian health system remain at the highest achievable standard.





Become a PSHAN Member

Profitability and humanity go hand-in-hand.
One cannot exist without the other.

If you want to help us put the building blocks in place to solve the challenges of Nigerian healthcare, show your support and become a member of PSHAN.

Join hands and partner with PSHAN

- **Technical expertise:** PSHAN has proven expertise in leveraging the funding priorities of international programme funds, donors, and governments in favour of health-related outcomes.
- **Partnerships:** Strategic partnerships allow for stronger advocacy in mobilising people and public opinion to build greater momentum for policy change nationally and internationally.
- **Strengthened knowledge base:** Collaborations allow for greater exchange and transfer of knowledge between the Alliance and its partners. This ensures better aid effectiveness.
- **Convening power:** The Alliance works closely with a number of stakeholders, including public sector agencies, private actors and civil society organisations. Partnering with the Alliance increases civic participation for both individual and organisation partners.
- **Capacity development:** Partnering with the Alliance increases partners' capacity to independently advocate for and enact positive changes in Nigeria, beyond healthcare.
- **Networking access** to key stakeholders and partners in the health sector.



Memberships Overview

Corporate & Institutional Membership

This membership category is available to Nigerian and multinational organisations multinational organisations across.

Annual Subscription Fee

View the Corporate Diamond Membership page for detailed benefits.

Annual Subscription Fee

₦40m

View the Corporate Gold Membership page for detailed benefits

Annual Subscription Fee

₦20m

View the Corporate Silver Membership page for detailed benefits.

Annual Subscription Fee

₦10m

View the Corporate Premium Membership page for detailed benefits.

DIAMOND

GOLD

SILVER

PREMIUM

Individual Membership

This category of membership is open to HNIs, Senior Professionals and Executives.

Annual Subscription Fee

₦5m

View the Individual Gold Membership page for detailed benefits.

Annual Subscription Fee

₦2.5m

View the Individual Silver Membership page for detailed benefits.

Annual Subscription Fee

₦1m

View the Individual Premium Membership page for detailed benefits.

GOLD

SILVER

PREMIUM

Association/Network Membership

This membership category is open to associations, professional bodies

Annual Subscription Fee

₦500k

View the Association/Network Membership page for detailed benefits.

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. 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.



PSHAN Leadership Team



Dr. Tinuola Akinbolagbe

Chief Executive Officer PSHAN

Dr. Tinuola Akinbolagbe is an experienced, highly collaborative, team player with relevant board-level experience, and a demonstrable track record in the health and allied sectors. A healthcare administrator with over two decades of experience spanning clinical medicine and health services, health insurance, health ICT, health diagnostics, and the non-profit sector. She holds a degree in Medicine & Surgery, from the College of Medicine, University of Lagos, a post-graduate diploma, and a master's in Public Health from the London School of Hygiene & Tropical Medicine, University of London.



Dr. Anne Ene Adah-Ogoh

HEAD, POLICY PSHAN

Dr. Anne Ene Adah-Ogoh is a Public Health Expert with vast program management experience and 20 years experience in project policy strategy development. Working across several international organizations, Dr. Anne holds a Medical Degree, a Master's in Public Health from the University of Western Cape, South Africa and Certification in Leadership and Management from the University of Washington. She is a member of the global Project Management Institute.



Ota Akhigbe

HEAD, MEMBERSHIPS & PARTNERSHIPS PSHAN

Ota Akhigbe is responsible for forging partnerships and mobilizing funding from high-level players in the organized private sector. She is also the Focal Lead for the ADHFP and is responsible for managing the programme, overseeing the project team, and high-level stakeholder engagements. She has extensive experience in banking (retail, telecoms, Fis), government liaison, coaching, healthcare, and non-profit. Ota is an experienced high-performing leader with technical competence and business acumen. She is regarded as a strategic thinker and approaches her work with compassion, and dedication.



Juliet Ezeani

HEAD, ENTERPRISE RESOURCES MANAGEMENT PSHAN

Juliet Ezeani is a Chartered Accountant and a Fellow of the Association of Chartered Certified Accountants with experience in process and performance management. She has worked in various management and business development roles across the public and private sectors. She is involved with various non-profits, volunteering her skills when possible. She has a Master's degree in International Business and accomplishments in Business and Finance. She is the Head of Enterprise Resource Management at PSHAN.



Afolabi Aiyela

HEAD, CORPORATE COMMUNICATIONS PSHAN

Afolabi Aiyela is a communications and branding practitioner who has gained experience from working in corporate communications, PR, and retail branding. He is responsible for effectively communicating PSHAN's identity, values, and projects, as well as enabling and maintaining collaborations and building networks of stakeholders in the organized business and health sectors. He heads the corporate communications team that handles the creation and execution of branding collaterals, creatives and strategies, social media, content creation, media relations and events coordination targeted at promoting PSHAN



A Collective Responsibility

We believe in the power of collaboration to build a substantial change in the lives of Nigerians.

While PSHAN plays a central role in the Nigerian health ecosystem, we require synergistic partnerships among stakeholders to provide access to life-saving and long-lasting medical interventions to Nigerians in need.

If you are an individual or organisation that seeks to contribute positively to the improvement of healthcare access in Nigeria, please view our Membership Opportunities Document to learn more about the opportunities and benefits of becoming a member of PSHAN.

Contact Us

For more information about becoming a member or partner.

memberships@pschan.org



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A Nigeria where everyone has
equitable access to quality and
affordable healthcare and wellness.