



**Private Sector**

# PRIVATE SECTOR IN THE GFF STRATEGY 2021–2025

**Early phase of GFF private sector support\***: **foundational activities** (public-private dialogue, baseline analytics, knowledge and learning tools, performance-based contracting; integrating private sector in country platforms, assessments of role of private sector in health systems, identifying opportunities to partner for RMNCAH-N outcomes)

**Challenges**: **unintended silos, shift from stand-alone activities to integrated programs, scale of impact, sustainability, capacity of countries and partners**

**GFF 2020 strategy refresh process**: **identified need to engage the private sector to realize the GFF's mission**

- GFF support for scaling private sector engagement **integrated with overall health financing and service delivery objectives**, to **improve RMNCAH-N** outcomes
- Priority to **gender and equity goals** in selection and design of private sector engagement activities

**Pathways for implementation**:

- **Country support to leverage private sector** resources, capacity, expertise and innovation for investment cases
- **Innovative financing** to mobilize private capital in support of investment case priorities

*\*Private sector engagement for GFF includes both for-profit and not-for profit actors*





# RECENT SHIFTS WHAT HAS CHANGED?

## I. Impact of COVID-19

- Private sector role in pandemic response and essential health services
- Countries with existing public-private engagement in health able to pivot/ramp up response
- Supply chain and procurement gaps

## II. Health system resilience

- Countries taking lead on re-imagining health systems, role of private sector in delivering services/products; increased requests for strategic support
- Accompanying need for strong governance and accountability mechanisms

## III. Increasing global development challenges

- Climate change, debt crises, food insecurity, fragility and conflict

# **TAKING STOCK**

## **IMPLEMENTATION OF THE GFF PRIVATE SECTOR ENGAGEMENT: LESSONS LEARNED**



## 1. Country governments are increasing strategic engagement with the private sector in health systems

- **“Whole-of-system” approaches** gaining traction, integrating private sector into overall policies/ reforms in health financing, service delivery, and governance
- **Challenges:**
  - **Countries targeting integrated reforms:** sustaining engagement over longer time frame, building capacity, sufficient financing and technical support from partners
  - **Countries in early stages of private sector engagement** – what support provides most impact?
- Example of GFF support to strategic integrated reforms at scale: Cote d’Ivoire

## 2. RMNCAH-N impact at scale requires greater prioritization of GFF private sector engagement

- **Greater TA and financing needs** for medium-long term reforms on private sector - tradeoff between depth of engagement and number of countries + technical areas
- **Impact also requires equity and gender lens** for proposed private sector engagements (in analytics, design, implementation, results tracking)

### 3. Innovative financing for RMNCAH-N

- GFF partnership with WB Treasury and private investors; Development Impact Bond (Cameroon); loan buy-downs (Guatemala, Vietnam)

- **Challenges:**

**Equity and inclusion being central to design to reach vulnerable women and children** (IDA countries & IFC investments with private providers benefiting from concessional financing while serving poor)

- **Transaction costs vs. volume of financing** (development impact bonds, investment pipeline building)
- **Balancing investor requirements with country needs and priorities**
- **GFF's intermediary role essential:** to leverage private capital so countries can maximize investments in health without high financing costs; concessionalism to increase equity and inclusivity, as bridge to ramp up sustainable public financing

### 4. Building on gender and equity results

- Progress underway with 2021-2025 strategy; potential for GFF private sector window to further **strengthen focus on equity and gender** through country support and innovative financing.
- **Challenge:** Inclusive private sector engagement in service delivery (access, quality) and health financing (affordability) reforms **requires strong government leadership, willingness from private sector**, along with **technical support and financing from partners** in order to succeed; **aligning and sustaining** these over time is critical

### 5. GFF partnership coordination on private sector engagement to maximize resources and results

- Presently partner coordination and collaboration on private sector varies greatly country by country, based on partner priorities, or specific technical areas; potential for greater alignment to scale up impact for RMNCAH-N
- Can build on successful GFF private sector collaborations, and GFF approaches in other areas e.g., SRHR, HRH

**LOOKING AHEAD:**

**GFF PARTNERSHIP APPROACH  
TO PRIVATE SECTOR  
ENGAGEMENT**

# CONSULTATIVE REVIEW

## GFF PARTNERSHIP PROPOSED APPROACH TO PRIVATE SECTOR


### Proposed process

- Time-bound **technical working group** established with IG partners; **external experts** to inform review
- Consultative review process to be **completed by Spring 2024** Investors Group meeting





## DISCUSSION

- What are the priorities for countries on private sector engagement in RMNCAH-N?
  - What are current gaps and opportunities for strengthening support to countries?
  - What are some of the challenges faced: delivery, governance, equity?
  - Do you endorse the proposed process to develop the GFF's approach to the private sector?
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# Discussion

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