



PIH/ZL

National Health Care
Financing Forum

Port-au-Prince, Haiti

April 28, 2015

HEALTH CARE FINANCING AS A PARTNER OF THE PUBLIC SECTOR:

-INVESTING IN HEALTH TO INCREASE ACCESS
AND PROMOTE ECONOMIC GROWTH-

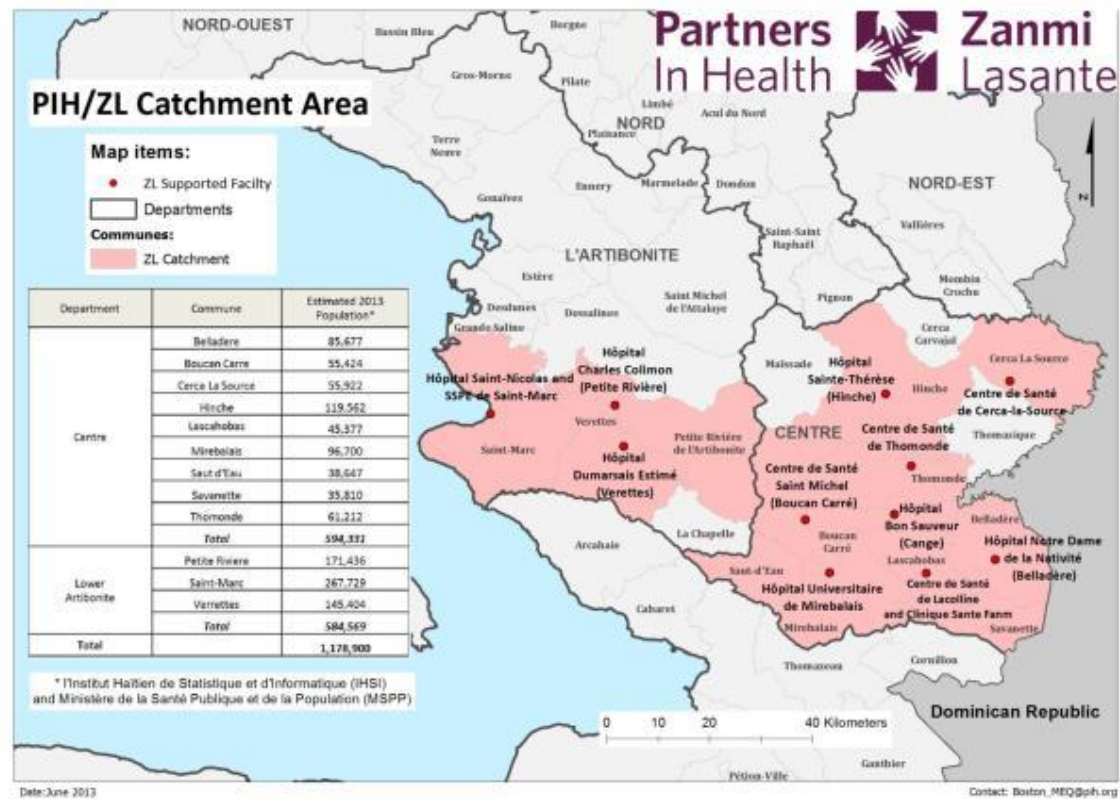
PIH/ZL: Partners of the Public Sector

- **10:** Countries where PIH is partnering with MOH
- **100:** Percent of sites where majority of staff is local
- **10,000+:** Number of employees worldwide
- **100,000,000+:** USD budget for FY15—across all sites
- We cover a primary catchment area of over **2.4 million**
- We provide **community-based care** linked to Health Systems and Academic Partners
 - Committed to **local workforce development**
- **Policy and Advocacy Partners**



PIH/ZL: Partners of the Public Sector

- Over **25 years** in Haiti, partnering with MSPP in 2 departments
- **12 clinical sites** integrating community-based care with hospitals and training
- Largest employer in the Central Plateau: over **5,200 employees**—over 900 at HUM alone
- Budget **~50 million USD**
- Over **600,000 consultations** in the past year
- Primary catchment : **1.2M**
- Tertiary catchment area of HUM: **3.3M**



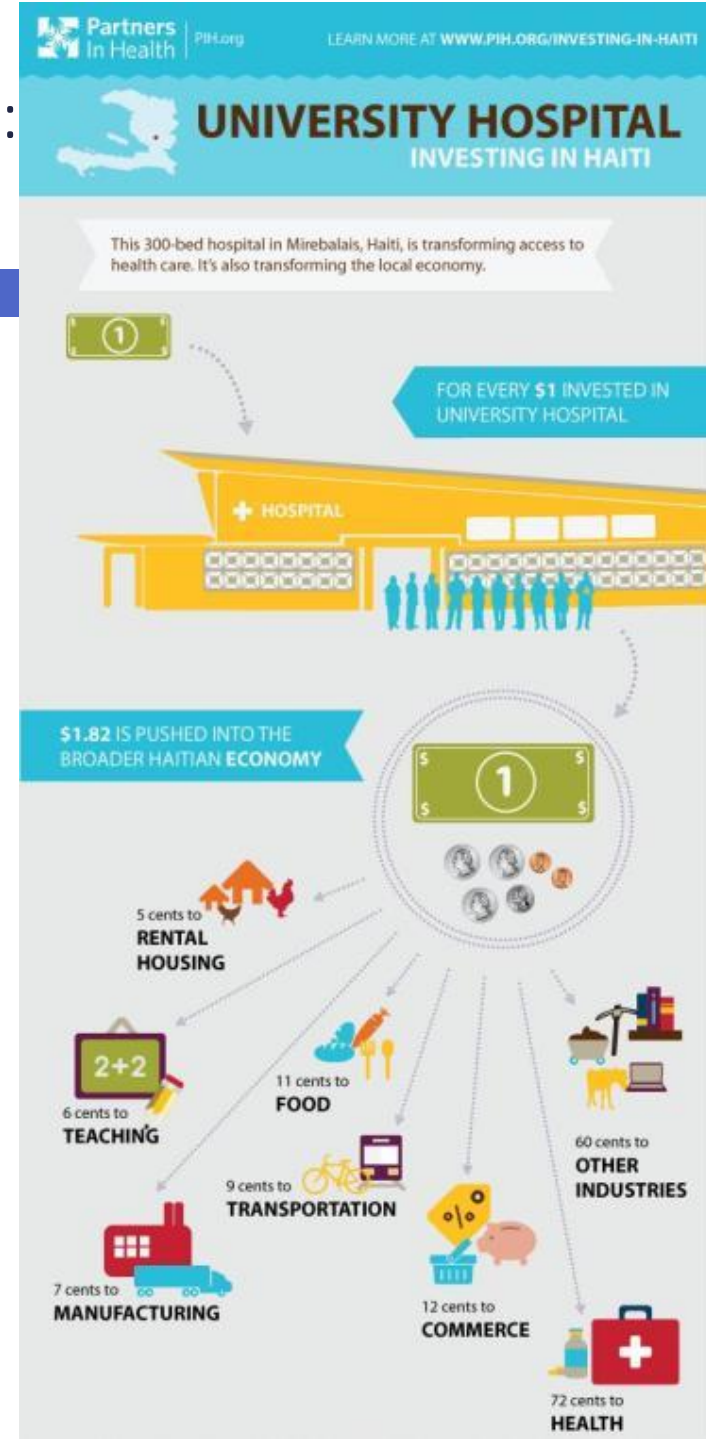
Health Networks as Economic Drivers: 2 Stories—Shared Lessons...

Partners HealthCare (Massachusetts, USA)

- Budget: \$11.5 Billion USD
- Largest Employer in Massachusetts (64,000)
- Driver of life sciences industry, vendors, building trades, local tourism and commerce
- Leading advocate for State and Federal health care reform
 - Affected by Policy (MA first state requiring insurance for all; cost reduction)

Hôpital Universitaire de Mirebalais

- Budget: \$15.6 Million USD
- Largest Employer in Region (900+)
- Every US\$1 in investment already results in US\$1.82 of expenditure in the local economy
- ZL is strong advocate for national financing policy in partnership with MOH



The Revenue Model:

A multi-faceted approach piloted at HUM

PUBLIC SECTOR FUNDING (GOH AND DONORS)

- Establish **recurring Govt Of Haiti** Contribution through budget line item
- Partner with **public sector donors** (bilateral and multilateral...) for greater access

PAYOR CONTRIBUTIONS (INSURANCE/GROUP CONTRACTS)

- Work with Local and International Private Insurance
- Support **Community Based Insurance Models (Mutuelles)**
- Employment and Group (**Diaspora**) based contracts
- Elective care payments and individual fees*

PRIVATE PHILANTHROPY (FOUNDATIONS AND INDIVIDUALS)

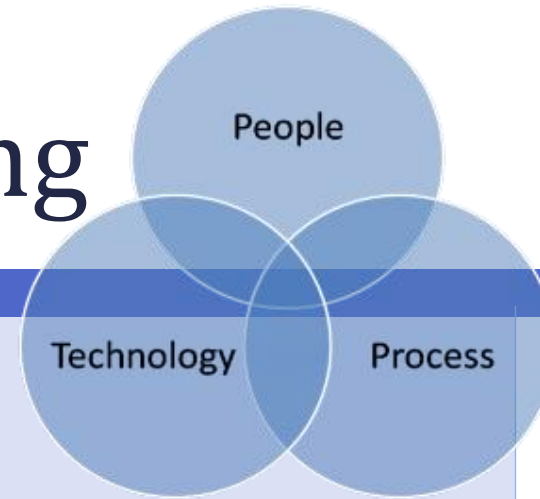
- Attract Local Foundations and Corporate Sponsorship
- **Engage top 20 foundations**
- Increase recurring donations from individual donors

SPECIAL FUNDS (INFRASTRUCTURE, ECONOMIC, AND POLICY FUNDS WITH PUBLIC HEALTH IMPACT)

- Support national health financing strategy
- **Reduce costs through cross sector synergies (WASH, Education...)**
- Ensure alignment with Integrated Economic Zone, Social Protection, Social Impact Bonds

*fees exonerated for those unable to pay

Tactical Business Planning



PEOPLE

- CUSTOMER SEGMENTS:
 - 80% Catchment Area – At/Or Below Poverty Line
 - 18% Outside Catchment Area
 - 2% Insured/International
- Human Resources for Health
 - Pipeline of talent in all disciplines
 - Build out resources for Graduate Medical Education in numerous specialties
 - Create Continuing Professional Education resources as a national resource

ANALYSIS & NEEDS ASSESSMENT

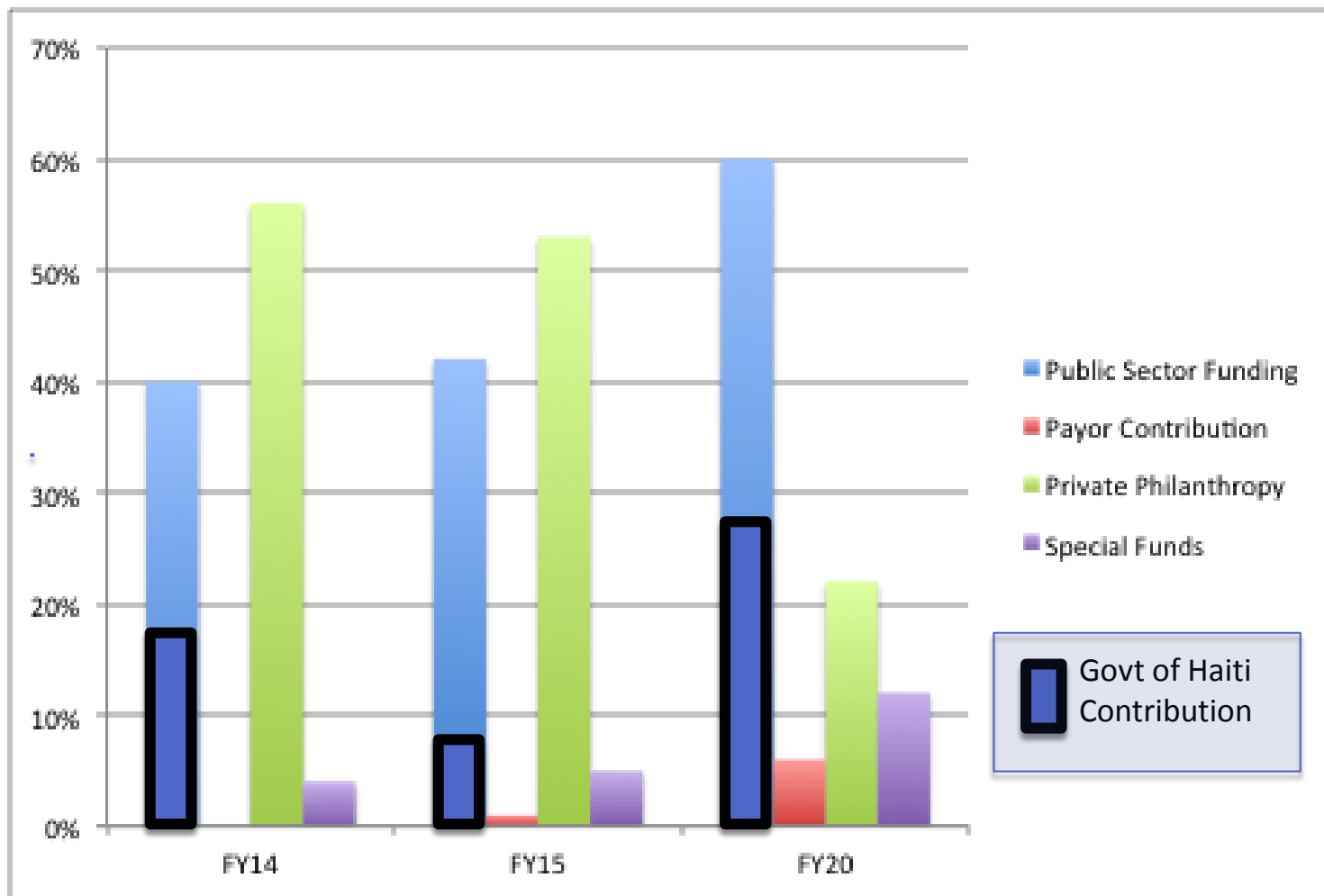
- COSTING
 - **Management Accounting Systems for Hospitals (MASH)** – with Healthcare Financing & Governance project funded by USAID for Ministry of Health (MSPP)
 - **Time Driven Activity Based Costing (TDABC)** – with Harvard Business School
 - **Costing** with MSPP-UNIV OF MONTREAL
- NEW RELATIONSHIPS
 - Insurance Companies
 - Employers
 - Diaspora

TECHNOLOGY

- TOOLS FOR A STRONGER NETWORK:
 - Appropriate distribution and improved access for primary and secondary care across the ZL network
 - Improve tertiary capacity at HUM & continue to build unique tertiary resources and services
- NEW DIAGNOSTICS
- TELEMEDICINE
- HEALTH INFORMATION MANAGEMENT (HIM) SYSTEMS

Expanding the Model

A multi-faceted approach for ZL revenue structure



Financing Health:

INVESTING IN GROWTH: A driver for economic opportunity

INVESTING IN HEALTH



INVESTING IN WEALTH

- Invest in Stuff, Staff, Space and Systems
- Support National Health Financing Policy for Greater Access
- Link NGOs, Donors, Public and Private Partners to Create Regional Development Zones