Resource Guide: Inclusive Business and Health

Around the globe, lack of access to medicine and medical services is a major barrier to the treatment and prevention of devastating diseases and unnecessary death. According to the World Health Organization, only 49 percent of births are attended by skilled health personnel known to decrease maternal and child mortality in the South-East Asian region. With only 2.3 physicians per 10,000 people in Africa, compared to 33.3 in Europe, there is progress to be made.

The private sector is driving innovation within the health care sector as part of an effort to meet the needs of low-income communities while creating and exploring new business opportunities. Investments in health care services present profitable opportunities for companies, while at the same time creating much needed jobs. A key success factor for more comprehensive care is transfer of and development of new technology, and developing effective service delivery models to reach those living at the base of the pyramid.

Business Call to Action member companies implementing inclusive business models in the health sector include:

**Dimagi** Dimagi is expanding CommCare access to 70,000 Community Health Workers in India. CommCare’s mobile phone based application is helping health workers manage enrollment, support, and tracking of clients and activities. This initiative will impact 7 million people across India through improved healthcare access, while preventing about 6,246 neonatal deaths over 3 years.

**LifeSpring Hospitals** will open 200 maternity hospitals by 2015. The initiative will provide access to affordable, high-quality maternal and child health care to low-income families throughout India, thus reducing pregnancy-related deaths and complications among India’s working class poor in urban areas. The company’s specialization in maternal health care enables the company to lower costs and increase productivity to make this a fully sustainable business model.

**Porti, Familia** Porti, Familia is providing high-quality and affordable health care services for Peru’s urban poor. The company will open 100 new health centres using its successful “hub and spoke” model to provide approximately 270,000 patients with access to health care.

**Sproxi** is expanding its drug verification technology to Kenya and India. It is projected that over 150 million people will benefit from access to a new mobile application that detects counterfeit medications. The initiative will result in US$1,700 in social returns for every US$1 spent, while expanding the use of Sproxi technology in the target markets by over 1,000 percent.

**Sumitomo Chemical** is localizing production of its mosquito nets in Africa. Production of 15 million OLYSET™ Nets will create 5,000 jobs, which has the potential to save 400,000 lives. The company is promoting local production in Nigeria and Tanzania, where Sumitomo’s long-lasting insecticidal bed nets will be manufactured more cost-effectively and increase the sustainability of the bed net supply.

**Vodafone and Pfizer**, with the “SMS for Health Initiative”, are improving public supply chain management in the pharmaceutical sector using mobile phone technology. The subsequent improvement of restock levels in The Gambia by at least 90 percent will lead to improved access to
medicines and improved health care outcomes for patients in the country. The initiative is expected to lead to potential cost savings of 20-25 percent through creating supply chain efficiencies.

**WaterHealth International** is expanding its low-cost water services model to Bangladesh through WaterHealth Centers that provide long-term operations, maintenance and quality services to communities for a low, initial one-time investment. This initiative will improve access to water to over 750,000 villagers in 75 communities in Bangladesh, as well as provide employment to more than 200 people. This initiative will expand the company’s access to markets, increase revenues and reduce costs.

**Resources Section**

**Funding Sources**

**Acumen Fund** and its **Health Portfolio** - seeks to reduce costs and increase access to a wide range of previously unavailable products and services for the world’s poor.

**Africa Financing Partnership (AFP)** - a collaborative, co-financing platform amongst development finance institutions active in private sector project financing in Africa.

**African Development Bank Group** - assists countries in their efforts to achieve sustainable economic development and social progress including financing for **Health**.

**Asia Development Bank (ADB)** - improving health remains a development priority that ADB supports.

**Avantage Ventures** - an investment and advisory firm promoting investments in social ventures for positive social and environmental change demonstrating financial viability.

**CDC** of **UK Department for International Development (DFID)** - invest in a commercially sustainable manner in the poorer countries of the developing world and to attract other investors by demonstrating success.

**Emerging Capital Partners (ECP)** - a private equity group that has raised more than US$1.8 billion for investment in companies across the African continent.

**FinnFund** - promotes economic and social development in developing countries by financing private projects.

**FMO** - provides capital, promotes knowledge exchange and creates partnerships that support and grow lasting economic, environmental and social development.

**Frazier Healthcare** - a leading provider of venture and growth equity capital to emerging healthcare companies.

**Global Fund to Fight AIDS, Tuberculosis and Malaria** - an international financing institution that invests to save lives.

**Grand Challenges in Global Health** - Bill and Melinda Gates Foundation’s grant program rewarding innovative ideas in global health.

**Gray Ghost Ventures** - an impact investment firm providing market-based capital solutions to entrepreneurs who are addressing the needs of low-income communities in emerging markets.

**GroFin** - offers a combination of finance, expert business support and guidance to entrepreneurs with small and medium enterprises (SMEs).

**IGNIA** - a venture capital investment firm that supports high growth social enterprises that serve the base of the socio-economic pyramid in Latin America.

**Impact Investment Partners** - invests in capital efficient health care businesses capable of scaling to serve the Indian mass market.

**Inter-American Development Bank (IDB) - Opportunities for the Majority** finances market-based, sustainable business models. Through its **Division of Social Protection and Health**, the IDB is helping countries to expand access to integrated primary health care services, to strengthen health systems, and to properly finance rising health costs.

**International Finance Corporation (IFC) through Health and Education** - provides investments in the private health and education sectors in emerging markets.

**International Finance Facility for Immunisation (IFFIm)** - uses long-term pledges from donor governments to sell ‘vaccine bonds’ in capital markets, making large volumes of funds immediately available for **GAVI** programmes.

**Private Sector Investment Programme (PSI)** - a subsidy programme of the **Dutch Ministry of Foreign Affairs** that supports innovative investment projects in emerging markets.

**PROPARCO** - an investment and promotions company for economic cooperation partly held by **Agence Française de Développement (AFD)** and private shareholders.

**Small Enterprise Assistance Fund (SEAF)** - provides growth capital and business assistance to small and medium enterprises in emerging and transition markets underserved by traditional sources of capital.

**Swedfund** - provides risk capital, expertise and financial support for investment in the emerging markets.

**UNITAID** - Funds are disbursed to international partners working in global health and health commodities procurement.
**Key Actors**

**AED Center for Private Sector Health Initiatives** - facilitates partnerships between the public and private sectors to provide health information, services, and products that are affordable, accessible, and of high quality.

**Bill and Melinda Gates Foundation’s Global Health Program** - focuses on the health problems that have a major impact in developing countries but get too little attention and funding by investing in research and development of new interventions, such as vaccines, drugs, and diagnostics.

**Clinton Health Access Initiative (CHAI)** - committed to strengthening integrated health systems in the developing world and expanding access to care and treatment for HIV/AIDS, malaria and tuberculosis.

**HiMSS** - a non-profit organization focused on providing global leadership for the optimal use of information technology and management systems in health care.

**International Council of Nurses (ICN)** - a federation of more than 130 national nurses associations (NNAs) representing the more than 13 million nurses worldwide.

**International AIDS Vaccine Initiative (IAVI)** - ensures the development of preventive AIDS vaccines that are not only safe and effective, but also accessible to all people.

**International Federation of Red Cross and Red Crescent Societies** - an international organization providing first aid and emergency response as well as epidemic control, programmes in health promotion and prevention.

**International Pharmaceutical Federation (FIP)** - the global federation of national associations of pharmacists and pharmaceutical scientists.

**International Society of Pharmacovigilance (ISoP)** - an international non-profit scientific organization to enhance all aspects of the safe and proper use of medicines.

**mHealth Alliance** - advances mobile health through policy research, advocacy, and support for the development of interoperable solutions and sustainable deployment models.

**PSI** - a global health organization with programs targeting malaria, child survival, HIV, reproductive health and non-communicable disease.

**PEPFAR** - the U.S. President’s Emergency Plan for AIDS Relief (PEPFAR) is the U.S. Government initiative to help save the lives of those suffering from HIV/AIDS around the world.

**Strengthening Health Outcomes through Private Sector (SHOPs) - United States Agency for International Development (USAID)** - its flagship project with the private sector and non-governmental organizations to address the many health needs of people in developing countries.

**The Micronutrient Initiative (MII)** - an organization working exclusively to eliminate vitamin and mineral deficiencies in the world’s most vulnerable populations.

**UNAIDS** - Joint United Nations Programme on HIV/AIDS; a global partnership to achieve universal access to HIV prevention, treatment, care and support.

**United Nations Children’s Fund (UNICEF)** - helps build a world where the rights of every child are realized by working with others to overcome the obstacles that poverty, violence, disease and discrimination place in a child’s path.

**United Nations Office on Drugs and Crime (UNODC)** - a global leader in the fight against illicit drugs and international crime.

**United Nations Population Fund (UNFPA)** - promotes the right of every woman, man and child to enjoy a life of health and equal opportunity.

**United States Agency for International Development (USAID) and its Global Health Initiative** - building on successful bipartisan leadership in global health and expanding impact for sustainable results around the world.

**World Intellectual Property Organization (WIPO)** - a United Nations agency dedicated to developing a balanced and accessible international intellectual property system.

**World Health Organization (WHO)** - the directing and coordinating authority for health within the United Nations system providing leadership on global health matters.

**World Medical Association (WMA)** - an international organization representing physicians.

**Partnerships**

**Digital Health Initiative** - a multi-stakeholder collaboration between the Information and Communications Technology (ICT) and health care sectors to achieve the Millennium Development Goals.

**Every Woman Every Child** - brings together governments, philanthropic institutions, the UN and multilateral organizations, civil society and NGOs, the business community, health-care professionals, and academic and research institutions around the world that support *The Global Strategy for Women's and Children's Health*.

**Gavi Alliance** - a global health partnership committed to the mission of saving children’s lives and protecting people’s health by increasing access to immunization.

**GBCHealth** - a coalition of more than 200 member companies and organizations committed to investing their resources to making a healthier world.

**Global Alliance for Improved Nutrition (GAIN)** - supports public-private partnerships to increase access to the missing...
nutrients in diets necessary for people, communities and economies to be stronger and healthier.

**Global Health Council** - a membership alliance dedicated to saving lives by improving health throughout the world.

**Global Health Progress** - seeks to bring research-based biopharmaceutical companies and global health leaders together to improve access to medicine and health care.

**Global Water Challenge** - a nonprofit coalition of leading organizations in the water and sanitation sector.

**Health Metrics Network (HMN)** of the **World Health Organization (WHO)** - a global partnership dedicated to strengthening national health information systems.

**International Health Partnership and related initiatives (IHP+)** - a group of partners who share a common interest in improving health services and health outcomes.

**International Alliance of Patients’ Organization (IAP0)** - representing patients of all nationalities across all disease areas and promoting patient-centred health care.

**Roll Back Malaria (RB M)** - this partnership is the global framework to implement coordinated action against malaria.

**Stop TB Partnership** - the partnership seeks to realize the goal of eliminating tuberculosis (TB) as a public health problem and, ultimately, to create a TB-free world.

**The Network For Sustained Elimination of Iodine Deficiency** - an alliance of organizations that share a common commitment to assist countries in reaching the goal of sustained elimination of iodine deficiency.

**The Partnership for Maternal, Newborn and Child Health (PMNCH)** - a WHO partnership to support the global health community to work successfully towards achieving the Millennium Development Goals.

**The Partnership for Safe Medicines** - a group of not-for-profit organizations and individuals to protect consumers from counterfeit or contraband medicines.

**World Economic Forum (WEF)** and its **Health Initiative** - working to deepen public-private collaboration on health.

**Guidelines and Toolkits / Research / News**

**Access to Medicine Index** - an innovative tool designed to encourage pharmaceutical companies to work towards improving access to medicines.

**AIDSspace** - an online community sharing knowledge and providing services for the 34 million people living with HIV and the millions engaged in the AIDS response.

**Alliance for Case Studies on Global Health** - aims to share global health knowledge through case studies.

**Center for Market Health Innovations** - identifies, analyzes and connects programs working to improve health and financial protection for the poor.

**Commission on Intellectual Property Rights, Innovation and Public Health (CIPRIH)** - reviews linkages between intellectual property rights, innovation and public health.

**Drugs for Neglected Diseases (DNDi)** - a collaborative, patients’ needs-driven, non-profit drug R&D organization that is developing new treatments for malaria, visceral leishmaniasis, sleeping sickness, and Chagas disease.

**Eldis** - an online portal to share the best in development, policy, practice and research including resource guides on **HIV and AIDS Health Systems** and **Health Challenges**.

**Global Forum for Health Research** - committed to demonstrate the essential role of research and innovation for health and health equity, benefiting the poor.

**International Federation of Pharmaceutical Manufacturers & Associations (IFPMA)** - a global, non-profit, NGO representing the research-based pharmaceutical industry, including the biotechnology and vaccine sectors.

**Mosaic of Innovative Solutions: How to Improve Health for All of Ashoka Changemakers** - representing new standards emerging from practical applications.

**Organisation for Economic Co-operation and Development (OECD)** - provides a forum in which governments can work together to share experiences and seek solutions to common problems including health.

**Pharmaceutical Security Institute** - a not-for-profit, membership organization dedicated to sharing information on the counterfeiting of pharmaceuticals.

**Private Health Care in Developing Countries** - presents a brief and up-to-date review of pertinent issues in private sector healthcare delivery.

**PSP - Private Sector Programme in Health** - a research network comprising institutions in Sweden, USA, China, Vietnam, Laos, India, Uganda and Zambia.

**Special Programme for Research and Training in Tropical Diseases (TDR)** - a global programme of the WHO on scientific collaboration that helps support global efforts to combat major diseases of the poor.

**The Lancet** - a medical journal publishing medical news, original research, and reviews on all aspects of clinical medicine and public health.

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