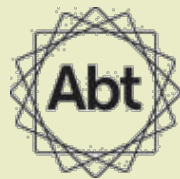




HANSHEP Health Enterprise Fund Program Introduction

Caroline Quijada
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SHOPS is funded by the U.S. Agency for International Development.

Abt Associates leads the project in collaboration with:

Banyan Global

Jhpiego

Marie Stopes International

Monitor Group

O'Hanlon Health Consulting

SHOPS Project Overview

Strengthening the role of the private health sector in the sustainable provision of family planning, HIV and AIDS, and child health services



- USAID's flagship global project on private sector health
- 2009-2016
- Active in more than 20 countries worldwide

Supporting Private Sector Innovations Using a Challenge Fund Model

What is a challenge fund?



The SHOPS Challenge Fund

To increase access to health care for the poor, seeking innovations in:

- Service delivery
- Technologies
- Partnerships
- Business models



- Grants up to \$200,000
- Ethiopia, Nigeria, and Kenya
- Funded by USAID and DFID through HANSHEP group
- \$3 million disbursed to 16 grantees in 2 rounds

Unique Features of the Health Enterprise Fund



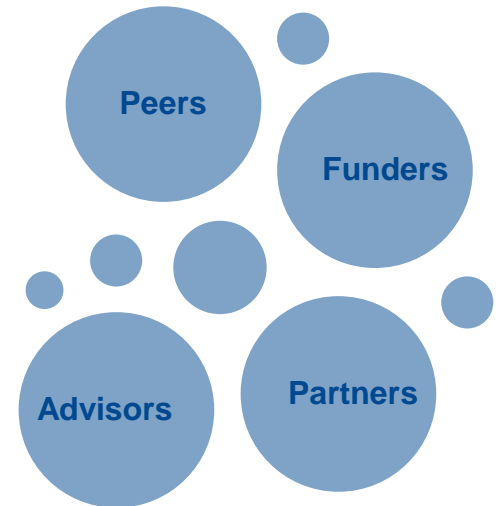
Grants

+

Technical assistance

+

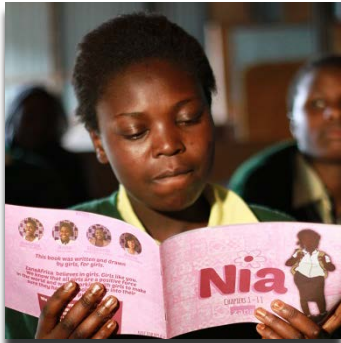
Connections



What Types of Innovations Did We Fund?



- Ethiopia's first medical device manufacturer



- Low-cost sanitary pads with creative ways to reach girls with health information



- New cashless financing schemes that enable families to access care when they need it

Changing the Way Health Care is Delivered



- 16 enterprises
- 75,000+ served
- 6 grantees secured onward investments

What We Learned

- Understanding the customer in low income markets is just as critical to success
- Flexible financing remains a challenge for small, early stage entrepreneurs
- Identifying and retaining top talent is a major obstacle to growth
- Helping grantees build networks provides high value for money





USAID
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PEPFAR
U.S. President's Emergency Plan for AIDS Relief



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