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



**Training on public-private contracting for HIV/AIDS or other health service—  
January 2021**

**Group Exercise: Evaluating Feasibility of a contract by MoH with  
a private provider (HAM)**

Based on case study on contracting in the country of Manyland

**Participant instructions**

Duration: 60 minutes (if time permits, may extend to 90 minutes)

1. (25 min) Small group working session:
  - a. Read the Manyland case study
  - b. Consider:
    - i. How will the provider find out about the contract?
    - ii. How will the purchaser identify a provider?
  - c. Small groups will be assigned into one of two categories:
    - Category A: act as a provider assessing a purchaser
    - Category B: act as a purchaser assessing a provider
  - d. Conduct a SWOT analysis of the potential contracting partnership
  - e. Include a recommendation about whether to proceed, based on your assessment, and provide justification
2. (20 min) In plenary, create SWOT analysis for the purchaser and for the provider using the SWOT analyses compiled by each small group
3. (15 min) General reflections
  - a. How does a SWOT analysis for the purchaser differ from that a provider would make?
  - b. How well did the SWOT analysis work for this assessment?
  - c. What additional information or analysis would be valuable to have when assessing contracting opportunities?
  - d. Share own experience with assessing a potential contracting partner.