



WILTON PARK

PUBLIC-PRIVATE INVESTMENT PARTNERSHIPS IN HEALTH SYSTEMS STRENGTHENING

Programme

Wednesday 9 - Friday 11 April 2008

909th WILTON PARK CONFERENCE

www.wiltonpark.org.uk

UCSF GLOBAL HEALTH SCIENCES 
To improve health and reduce disease worldwide

THE GLOBAL HEALTH GROUP

The Healthcare Redesign Group Inc.



THE
ROCKEFELLER
FOUNDATION



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A UnitedHealth Group Company

909th WILTON PARK CONFERENCE

in co-operation with

The Global Health Group, UCSF Global Health Sciences, San Francisco and
The Healthcare Redesign Group Inc.

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As British Prime Minister Gordon Brown recently stated, economic growth, underpinned by private sector investment, is key to achieving the Millennium Development Goals. Several economic sectors in developing and transition countries have engaged the private sectors' human and capital investment, expertise, and innovation to strengthen public services. The health sector has lagged behind this trend for a variety of historical and political reasons. Yet the reality in many developing countries is that public hospitals and clinics are dilapidated, and lack reliable water, sanitation, and electricity. With this run-down infrastructure come poorly maintained or non-existent equipment, and an unreliable supply of medicines. Even when trained personnel are available, they are unable to do their jobs, and poor quality services are inevitable. Governments alone cannot solve these problems.

The purpose of this conference is to define strategic opportunities for the private sector to support the strengthening of health systems in low and middle income countries through long-term investment and commitment. The importance of private sector investment goes well beyond mobilizing funds to upgrade facilities, while keeping capital expenditures off-balance sheet. It can be a powerful instrument to introduce world class expertise in service delivery, quality, and management into the health systems of developing countries.

*The conference will develop the concept of what we are calling **public-private investment partnerships (PPIPs)** that go beyond private investment in hospital buildings and maintenance, such as that characterized by Private Finance Initiatives (PFIs), or the contracting out of selected services to the private sector, which is common in many countries. PPIPs encompass private capital investment in hospitals, clinics and other facilities but take this a step further to include ongoing private management of clinical and support services. They bring the private sector into health systems as a long term partner with governments to build capacity and strengthen health services delivery to large portions of the population, not just those who can afford private care.*

There are successful experiences in OECD countries and some middle income countries of private investment in the health sector and long term partnerships between governments and private organizations to address health systems challenges. Many models are being implemented - some of which show the promise of PPIPs. There is little experience, however, on how these models might be translated into the more challenging contexts of developing countries.

The conference will seek to:

- 1. Explore how PPIPs might be useful in low and middle income countries in the context of the overall goals of the health system and health priorities; and identify environments that hold particular promise for these models.*
- 2. Identify critical prerequisites for PPIPs including how to ensure sustained political commitment; and the role of the government in creating and monitoring a managed market that protects the public interest.*
- 3. Stimulate well managed and evaluated PPIP experiments at scale, in the health sectors of several developing countries. These may include areas such as hospital PPIPs where there is some experience, and innovations such as primary and community based health services.*
- 4. Identify actions on which donors and national policy makers can collaborate to promote progress in this critical arena, including the role donors might play in sharing risk to encourage and leverage private sector investment.*

WEDNESDAY 9 APRIL

1500 Tea available

1600 INTRODUCTION TO THE CONFERENCE

Robin HART

Senior Programme Director, Wilton Park

Sir Richard FEACHEM

Professor of Global Health, UCSF Global Health Sciences, San Francisco

1615-1900 (Break 1715-1735) 1 PUBLIC-PRIVATE INVESTMENT PARTNERSHIPS IN DEVELOPING COUNTRIES HEALTH SYSTEMS

What are the models? How might they work in low and middle income countries? What models from other sectors might inform health systems strengthening in developing countries?

Chair: Sir Richard FEACHEM

- **Framing the Topic and Issues**
April HARDING, Visiting Fellow, Center for Global Development

- **Experiences at the Cutting Edge**

Egypt: Social Services Development through Public/Private Partnerships
Hatem EL-GABALY, Minister of Health and Population

Lesotho: Serving the poor through public private investment partnership
Timothy THAHANE, Minister of Finance and of Development Planning

Papua New Guinea: Reverse Alchemy - Turning gold into health care
Jane THOMASON, Chief Executive Officer, JTA International

1915 Reception followed by dinner
Introductions by sponsors

THURSDAY 10 APRIL

0915-1045 2 MOVING FROM PRIVATE FINANCE INITIATIVES (PFIs) TO PUBLIC-PRIVATE INVESTMENT PARTNERSHIPS (PPIPs) **Chair: Julian SCHWEITZER**, Director of Health, Nutrition and Population, World Bank

- **From Target to Market: Choice and competition in the delivery of health care**
Julian LE GRAND, Richard Titmuss Professor of Social Policy, London School of Economics; Chairman, Health England
- **United Kingdom: Daughter of PFI: The Independent Sector Treatment Program**
Ken ANDERSON, Former Commercial Director General, Department of Health; Managing Director, UBS Investment Bank
- **Mexico**
Arturo PEREZ ESTRADA, Director of Projects, Ministry of Health
- **China: Opportunities for PPIPs**
HE Chao, President, Sir Run Run Shaw Hospital in Hangzhou

1045-1115 Photograph and Coffee

- 1115-1245 3 **USING PRIVATE SECTOR INVESTMENT TO ACHIEVE HEALTH SYSTEMS GOALS**
Chair: Neelam SEKHRI FEACHEM, The Healthcare Redesign Group
- **Spain: Achieving Integration in Health: The Alzira Model**
Javier MURILLO, Chief Executive Officer, Adelas
 - **The Turks and Caicos Islands: Integrated health care and financing**
Floyd HALL, Deputy Prime Minister; Minister of Finance
Royal ROBINSON, Project Director, Health System Reform
 - **South Africa: The Clinic Network Model**
Jonathan BROOMBERG, Senior Executive, Strategy and Risk Management,
Discovery Health
- 1245-1400 Lunch
- 1400-1500 4 **THE DEVIL IN THE DETAILS:**
Chair: Richard SMITH, Director, Ovations Chronic Disease Initiative
- Panel will set the scene by describing the intricacies of constructing successful PPIPs**
- **Building a Market: Anthony CABRELLI**, Development Director, New Markets, BUPA
 - **Legal Issues: Alun COLE**, Managing Partner, Eversheds
 - **Commercial Issues: Mizinga MELU**, Chief Executive Officer and Managing Director,
Standard Chartered Bank, Zambia
 - **Long Term Contracts for Health Services: The Real Challenge: Abby BLOOM**,
Adjunct Professor, Australian Health Policy Institute, University of Sydney
- 1500-1630 5 **Concurrent Sessions:** to develop 'burning questions' that must be addressed if PPIPs are to succeed in developing countries.
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| <p>A: IT'S RISKY OUT THERE... OR IS IT?
 Attracting Investment and Building a Market</p> <p>Moderator:
 Ladi AWOSIKA
 Chief Executive Officer, Total Health Trust Ltd, Lagos</p> | <p>B: JUST WHEN YOU THOUGHT THE DEAL WAS DONE... Legal and Policy Issues</p> <p>Moderator:
 Alun COLE
 Senior Partner, Eversheds</p> | <p>C: IT'S ABOUT THE MONEY! Commercial Concerns</p> <p>Moderator:
 Paul DA RITA
 Director
 PricewaterhouseCoopers LLP</p> | <p>D: LONG TERM CONTRACTS FOR HEALTH SERVICES: The Real Challenge</p> <p>Moderator:
 Malcolm PAUTZ
 Senior Project Manager, South Africa PPP Unit</p> |
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- 1630-1700 Tea
- 1700-1830 6 **FEEDBACK FROM CONCURRENT SESSIONS**
Groups come together and share key issues from breakout sessions
Chair: Lord HASTINGS of SCARISBRICK, Global Head of Citizenship and Diversity, KPMG International
- 1900 Reception hosted by **Donald LAMONT**, Chief Executive, Wilton Park
Followed by Dinner
Speaker at dinner:
Richard SMITH, Director, Ovations Chronic Disease Initiative

FRIDAY 11 APRIL

- 0915-1045 7 **PARTNERSHIP, NOT PARTISANSHIP: THE STRONG PUBLIC PARTNER**
Chair: Chris HARVEY, Director, Business Development, Supply Chain Services, Crown Agents, Sutton
- **The Importance of Government Leadership**
Alfonso BATALLER VICENT, General Secretary of the Department of Health, Government of Valencia
 - **Reflections from Real Deals**
Nick BLISS, Partner, Freshfields Bruckhaus Deringer, London
- 1045-1115 Coffee
- 1115-1245 8 **INCREASING INVESTMENT IN AFRICA**
Chair: Haile DEBAS, Executive Director, Global Health Sciences, University of California, San Francisco
- **Opportunities in Malawi**
Juliana GUGA, Deputy Minister of Health
 - **Zambia's Experience: Supply Chain Investments**
Bonface FUNDAFUNDA, Ministry of Health
 - **Increasing Investment in Africa**
Wael Fayek SALEH, Senior Health Analyst, Private Sector, African Development Bank
- 1245-1400 Lunch
- 1400-1530 9 **SMOOTHING THE ROAD: WHAT THE GLOBAL COMMUNITY CAN DO**
Simon MPHUKA, Executive Director, Churches Health Association of Zambia (CHAZ)
- **The New IFC Strategy and Equity Funds**
Emmett MORIARTY, Senior Health Sector Specialist, International Finance Corporation
 - **Bilateral donor perspectives**
Andrew ROGERSON, Head, Human Development Group, Policy Group,
and Gavin MCGILLIVRAY, Head, Global Funds & Development Finance Institutions
Department, Department for International Development
- Paul MENKVELD**, Director, Department for Sustainable Economic Development,
Dutch Ministry of Foreign Affairs
- 1530-1600 10 **LONG TERM SUSTAINABILITY AND THE ROAD AHEAD**
Chair: Sir Richard FEACHEM
- Summation and Wrap Up by the Chair**
- 1600 Participants Depart after tea
- 1615 Coach departs to Gatwick Airport