



KHF NEWS

A Partnership for Better Healthcare

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KHF Partners with PS Kenya in the Health Communication and Marketing program (HCM)

Health Communication and Marketing (HCM) is a USAID funded program that aims to improve the health of Kenyans by increasing use of quality health products and services, adoption of healthier behaviours and strengthening capacity of government to sustainably lead and coordinate social marketing and health communication initiatives. For sustainability, the HCM program is strengthening local leadership, management and governance of the total Kenyan health market. Through partnership with KHF the program is exploring PPP models which will enable the government to harness the skills and energy of all the players in the health market in Kenya to deliver sustainable health improvements for all Kenyans.



KHF Leadership team engages the county health leaders in the County Stakeholder Forums (CSFs).

As a result the federation has engaged various Public Private Partnerships (PPP) stakeholders in as a way to achieve the project objective. KHF has held the first and second quarterly PPP committee meetings where discussions on mapping PPP projects in Kenya are ongoing. This committee is looking at the existing studies done in Kenya with the aim to aggregate them in a central PPP repository and also showcase failed and successful case studies in PPP in health and map the opportunities.

Devolution has led to devolved healthcare systems and KHF is engaging the county health leaders in the County Stakeholder Forums (CSFs). KHF has facilitated meetings with the County Health Leadership from Kisumu, Murang'a, Kwale, Kisii and Mandera counties and has developed TORs and priority PPP healthcare agenda at the county-level. These counties are the representation of all other counties divided into regions. In the recently held CSF, KHF facilitated 3 topic-based breakout sessions in which the private sector and the county leads came up with solutions on how the private sector can come in to reduce the challenges in that identified areas. The areas are Healthcare Financing, Working towards improving the HCF models. Human Resources for Health and Human Capital and Quality and Standards.

KHF participated in the Sector wide PPP discussions at KEPSA and preparations of the launch of the PPP workshops were discussed and which were to take place on 12th July 2017. KEPSA, in partnership with the African Development Bank and the African Institute for Leaders and Leadership, are initiating the series of PPP workshops to take stock of the status of PPPs in Kenya and to come up with a PPP compendium aiming at increasing the uptake of PPP project in Kenya. Other engagements include the Ministerial Stakeholders Forums (MSFs) where KHF meet the Cabinet Secretary Ministry of Health (MOH) quarterly and further side meetings with MoH PPP unit officials to implement the Issues discussed at the MSF.

The federation has also organized trade delegations that has brought together the Public and the Private Sector together to learn from working PPP models across the region. The most recent half day Kenya-Netherlands Health Symposium: Dutch Health Delegation was held on the 19th April 2017 was organized by KHF. This event was attended by the Permanent Secretary of the Ministry of Health Mr. Julius Korir, the Vice Minister for Health for the Netherlands – Dr. Erik Gerritsen and KHF Chairman Dr. Amit Thakker. In this event KHF facilitated so-called Business to Business matchmaking meetings for 12 Dutch health companies who are looking for partnerships and business opportunities in Kenya. The day was a great success with strengthened partnership between the public and private sector and between Kenyan and Dutch health partners.

On the 11th of May, KHF hosted the Kenya Coordinating Mechanism meeting on behalf of the Global Fund. KHF Director Dr. Bola Tafawa moderated the meeting which focused on the different ways the private sector could assist in strengthening the care efforts in: HIV/Malaria/TB. Especially in TB there are a lot of unreported cases, the question was raised how the private sector can engage in this and strengthen awareness.

In 17th May, KHF's PPP Committee Chair Mr. Anthony Okoth met with persons from Papua New Guinea to discuss how they work on PPPs and how this can be compared/lessons can be learned from/to the Kenyan situation. Mrs. Carolyn Blacklock, on behalf of the Government of Papua New Guinea, was interested on prospective PPPs in Health in Kenya and examples of cases that did not work. Anthony shared the PPP Health Kenya structure and elaborated on the relationship that the private sector has with the Ministry of Health through KHF.

A number of Public Private Partnership initiatives have taken off in Kenya showing how new models that offer the best of both public and private sector can be successful. These promising initiatives have the potential for scaling-up the delivery of care for vulnerable and poor people in low-resource settings in Kenya. The Government of Kenya is also increasingly promoting PPPs as a means to unlock financing and expertise in support of the realization of Vision 2030. Important strides are being made in order to build the necessary regulatory frameworks and support systems that can facilitate PPP's to add value to key sectors like health.

The 7th Presidential RoundTable (PRT) 2017

KEPSA held the 7th Presidential Round Table at State House, Nairobi, on June 5, 2017 under the chairmanship of President Uhuru Kenyatta. This was the first Presidential Roundtable convened in 2017 following the 6th PRT that was held on May 26, 2016. The core focus of the 7th PRT was to assess the progress and achievements made in the last 4 years through the Public Private Dialogue (PPD) to businesses under the National Business Agenda (NBA II) and available opportunities that the Private sector and the Public sector can work together in. President Uhuru Kenyatta addressed members of the Kenya Private Sector Alliance when he hosted the Seventh Presidential Roundtable (PRT) at State House Nairobi. Also present is the Deputy President William Ruto, Chief of Staff and Head of Public Service Joseph Kinyua, Senior Advisor, in the Office of the President Ruth Kagia and KEPSA Chairman Nick Nesbitt and C.E.O Carole Kariuki.



KEPSA Chairman Nick Nesbitt Speaking at the PRT

KEPSA CEO, Ms. Carole Kariuki, highlighted some of the achievements from the engagement between the private sector and the Government through the various Public-Private Dialogue Platform as envisaged in the National Business Agenda II. She emphasized on importance of a symbiotic relationship that the private sector has with the government in all progressive economies.

KHF participated in the 7th Presidential Roundtable where critical matters deliberated in the health sector included VAT exemption for medical equipment and apparatus for use increasing the enrollment of persons with medical covers/plans, increasing the training of health professionals and improving the business environment for promoting private health services.



CS MoH Dr. Cleopa Mailu, Dr. Jaqueline Kitulu and Dr. Thakker of KHF at the Statehouse in Nairobi attending the PRT 5th June 2017

KHF was represented by Dr. Peter Kamunyo, Dr. Jaqueline Kitulu and Dr. Amit N. Thakker. They caught up with the previous CS of Health, Mr. James Macharia and well as with Dr. Cleopa Mailu, the current CS for Health.

Collaboration and Expert Involvement in HIV, Malaria and TB from the Formal Private Sector: KHF and KCM/Global Fund Private Sector Workshop.

On the 11th of May, KHF hosted the Kenya Coordinating Mechanism meeting on behalf of the Global Fund to engage organizations that work in the health sector using KHF's membership and potentially address some of the gaps in knowledge and partnership areas. Dr. Jackie Kitulu and Dr. Bola Tafawa, the principal and the alternate KCM representatives respectively moderated the meeting focusing on the different ways the private sector could assist in strengthening the care efforts in Malaria, HIV/AIDS and Tuberculosis. Several stakeholders including the Malaria, HIV/AIDS and Tuberculosis groups shared gaps and potential areas for collaboration with the formal private sector. TB for example where there are a lot of unreported cases, the question was raised on how the private sector can engage in this and strengthen awareness.



KHF Director Dr Bola Tafawa moderates the Workshop

TB – The Global Funds for TB are not fully absorbed due to lack of awareness creation by relevant stakeholders. How can the private sector clients be supported to complete their TB treatment. There is need for proper recording and reporting of diagnoses, treatment protocol and treatment adherence. AMREF being a principal sub recipient of the GF funding reported on Missing cases, how can private sector come in and help bridge the gap of missing 40% TB cases. From the presentation by AMREF on a survey on TB, there is a higher TB burden among men and women age 65 and older than other sub-populations. 52% of TB don't have normal cough i.e. identified by x-ray and not sputum. 83% of TB positive individuals are HIV negative.



KCM Private sector TWG Meeting on 27th June 2017.

There is need for safe testing, this has worked in HIV/AIDS and it can also be used in TB so community pharmacist is a key access point perhaps for the 40% missing case. There is also need for online training e.g. CDC does pharmacy – based HIV/AIDS testing on an online platform. The bigger question is how to capture data that feeds onto DHIS?

How the Constituencies though Private Sector can Address Current Gaps and Way Forward.

HIV/AIDS - HIV/AIDS is reported to be weak on gender and human resource issues creating structural and behavioral barriers to access commodities. There is also a challenge of how to incorporate best ways/systems to distribute commodities without delays as well as track them. The private sector is needed to help manage stock to avoid the expiring of drugs. This will also ease the drug distribution logistics across the counties.

Malaria - Private sector can help in building capacities on communication to enhance capacity building for health workers. Since RDT and SCT are key commodities, there is need to Strengthen supply chain management to improve quality and quick delivery. Malaria also faces a challenge in provision of net and tier utilization, the private sector can come in handy and help demystify myths around net use.

Other concerns coming up in this workshop was when and how are county assessment teams engaged for objective scoring and general M&E measures? Is private sector already really involved in the key aspects of treatment and generally in the current grant? Full disclosure is needed from treasury and relevant partners. This workshop also deliberated on matters of collaboration and expert involvement, which can be tapped from the formal private sectors in the above areas. At the end of the workshop a Technical Working Group (TWG) was selected which will focus on: Terms of reference(TORs), gaps to be minded by the private sector, Specific interest areas of priority are Monitoring and evaluation, Supply Chain Management, Capacity Building, ICT infrastructure and mapping of partners. The TWG has since met and there is work in progress on the private sector TORs with key reference to the above priority areas of interest.

Increasing the private sector participation in financing and care provision for HIV testing and treatment in Kenya.

In the past HIV work and treatment has been largely funded by development partners and implemented by the public sector. The private sector has often been ignored with the idea that they would not be willing, interested or able to support. The healthcare distribution of people living with HIV cut uniformly across income quintiles, and it is uncertain who provides care to the HIV positive Kenyans who are able to afford healthcare.



Private sector meeting on how to increase the uptake of HIV services and treatment.

KHF collaborated with McKinsey and Company Inc in supporting some work to help exponentially increase the participation of the private sector in financing and provision of care for HIV testing and treatment in Kenya.

This was achieved through facilitation of 3 different meetings and follow up workshops with private healthcare Providers, Payers and Laboratories to help better define the potential role of the private sector for this particular market. All the participants currently provide HIV testing and care and would like to have access to a larger market scale. The workshops which were held on the 20th June 2017 brought together leading private healthcare providers and payers who identified gaps and bottlenecks towards caring and financing for HIV testing and treatment. Statistics presented by McKinsey & Company shows a wide range of opportunities for the private sector involvement in financing and providing care for HIV patients.

KHF has actively participated in promoting the linkage to the private health sector in providing quality HIV care and testing services for those who are able to afford.



Mr. John Adungosi Speaking at the Providers meeting.



Mr. Nelson Gitonga of UAP speaking at the Payer Provider workshop



Members at the Payer Providers Workshop



Members at the Providers introductory meeting

Mapping out Public Private Partnership areas in Regulations, Quality and Standards of Healthcare

KHF Healthcare Regulations and Quality & Standards (HR and Q&S) Committee held their quarterly forum meeting on the 3rd May 2017 at KHF offices to discuss ways of mapping the various PPP areas that touches on quality and standards of health in Kenya. The committee intends to use the federation's solid framework with the Ministry of Health to enhance harmonization of standardization in service delivery and commodity especially now that NHIF is rolling out to the private sector. This will also involve discussions around Universal Free Maternity where reimbursements are done through NHIF. This committee is also mapping out the programmatic areas that NHIF is currently covering key like dialysis and chemotherapy.

Another PPP area the committee is focusing on is the Human Resource for Health for the counties, where AMREF is supporting healthcare specialist to counties in terms of pay and logistics. Pilot counties are Mandera and the Lake Region Economic Block counties. These specialist are trained to offer outstanding specialty care.



HR and Q&S Members meeting at KHF offices

With the appointing of Pharmacy and Poisons Board (PPB) board, the Kenya Food and Drug Authority (KFDA) document has since been moved from Ministry of Health to PPB. This committee is in dialogue with PPB to join the KFDA discussions for KHF to be considered as a stakeholder in the KFDA discussions. The committee is working towards improving the relationship with the public sector and has presented in the Ministerial Stakeholders Forum (MSF) their intention to work with the ministry and map out PPP areas within the quality and standards pillar.

KHF Supply Chain Committee Holds its 2nd Quarter Meeting

The Supply Chain Committee members led by their Chair Dr William Mwatu met on 16th May 2017 at the KHF offices. The chairman in his welcome statement updated members of the progress made since the last meeting on the Pharmacy and Poisons Board (PPB) agenda where a position paper was done and presented to PPB leadership with private sector concerns.

Committee members reviewed the progress in the PPB position paper which had been presented to the Cabinet Secretary Ministry of Health Dr Cleopa Mailu. The chairman reported that CS Health had appointed a working committee of four individuals to investigate and address the issues raised by the private sector on PPB. KHF through this committee is engaging PPB on the outcome of this working committee but the paper is with the newly appointed PPB board. Members are still concerned with a few issues with PPB which are not yet resolved like the online product registration of medical devices, the human resource management at PPB are still not efficient and aligned and the fact that the registrar at PPB is still acting and a new registrar expected in a few months' time.

Also discussed during this meeting was the updates from the most recent Ministerial Stakeholders Forum (MSF) which was chaired by the new PS Mr. Julius Korir. Dr Mwatu present in the MSF meeting updated the meeting on the priority supply chain issues tabled before MoH.

VAT on Medical Devices - The current status is that the VAT rule applies and the private sector continues to pay the new charge to the authorities. This rule affects providers serving both the urban and rural populations of Kenya. KHF has engaged stakeholders widely is advocating for the reverse of the recently introduced VAT on these items and harmonize the entire tax implications. The Principal Secretary requested that KHF submits the list of medical commodities to be shared with treasury. The PS promised to get in touch with treasury and fast track for ease of doing business. There is also need to lobby with CECs to push zero rating for VAT on medical devices.

Regulatory Framework - Members are concerned with multiple taxation and levies from the regulatory authorities namely PPB, NCK & KMLLTB. KHF has continued to engage the regulatory boards for a single window regulation for payments of all fees and permits. Leaders of PPB and NCK are working towards an agreement on how to manage GMP inspection efficiently.

Parallel Importation - Currently parallel Imports are not being subjected to the recommended and agreed regulations. The federation has established an ongoing dialogue with MOH, PPB and Private Sector on issues related to pricing, monopolies, quality and a harmonized regulatory framework, to apply set regulatory standards to all supply chain providers according to the guidelines. The PPB new board has been mandated to do a benchmarking exercise on product movement. KAPI is trying to quantify the unregulated product in the market through monitoring to inform the market.

Health and Medical Travel Strategy for Kenya

Approximately 10,000 Kenyans travel abroad for health related reasons and spend between KES. 7-10 Billion yearly with a vast majority travelling to India. The common services that these Kenyans go out to seek for are Oncology, Nephrology, Cardiology and heart procedures, and elective surgical procedures. Whilst consideration for the quality of services is important, the main driver for outbound health tourism is cost.



Dr Amit N. Thakker moderates a session during the workshop

On the 22nd May 2017, Vision 2030 Delivery Secretariat (VDS) organized a half day stakeholders themed: "Making Kenya the preferred health and medical travel destination" The aim of this meeting was to spearhead partnership in the field of medical tourism to attract the untapped potential of medical and health tourism in Kenya. Currently there is a low coordination between the various players in the industry and the government, the goal is to improve this coordination and make Kenya into an attractive medical tourism destination capturing African healthcare seekers who would otherwise travel outside the continent to seek for quality and affordable care.



Dr Amit Thakker Chats with Dr. Julius Muia VDS, Ms. Ada Mwangola: VDS and Mr. Trevor Ombija: NMG during the Workshop

In his Presentation, Dr. Amit Thakker Chairman of KHF clearly outlined the earnings Kenya will raise through health tourism by building specialized hospitals with success stories from countries like India.

Recent situational analysis across Kenya shows nearly 5,000 foreigners visit Kenya annually for medical treatment and other health-related reasons. Kenya could grow its new tourism brand by promoting investments in good medical facilities and introduction of specialized care and other medical services. Issues of oncology, nephrology, cardiology and heart procedures, and elective surgical procedures that see 10,000 Kenyans go abroad annually were discussed.



L-R Ms. Ada Mwangola, VDS, Dr. Amit Thakker, KHF Chair, Dr Dinah Mwinzi and Dr. Julius Muia during the Health and Medical Tourism Forum.

Dr. Thakker who also spoke on Private sector engagement said that the private health sector contributes little to the economy due to issues relating to Quality of health services, Human capital in the country, Financing, cost of services and the Regulations in place.

The conference that was held at Nairobi's Hotel Radisson Blu Hotel brought together senior national and county government officials as well as private sector players and non-government players in the health sector. There is a need to look into areas of development within the health and tourism sectors to capture the opportunities in this growing industry.

Public Private Partnership was identified as one of the key plays that will ensure Kenya achieves vision 2030 goals of a Kenya that will be on the global map for provision of quality and affordable health care.

Private Sector Conference on Sustainable Inclusive Business 2017

The Sustainable Inclusive Business Kenya – the knowledge Centre held its 2nd Private Sector Sustainable Inclusive Business Conference (SIBC) on the 26th of April 2017 at the Catholic University of Eastern Africa in Nairobi, Kenya.



Private Sector Sessions at the Sustainable Inclusive Business Conference



KHF Directors Ms. Faith Muigai and Dr Peter Kamunyo in a panel discussion

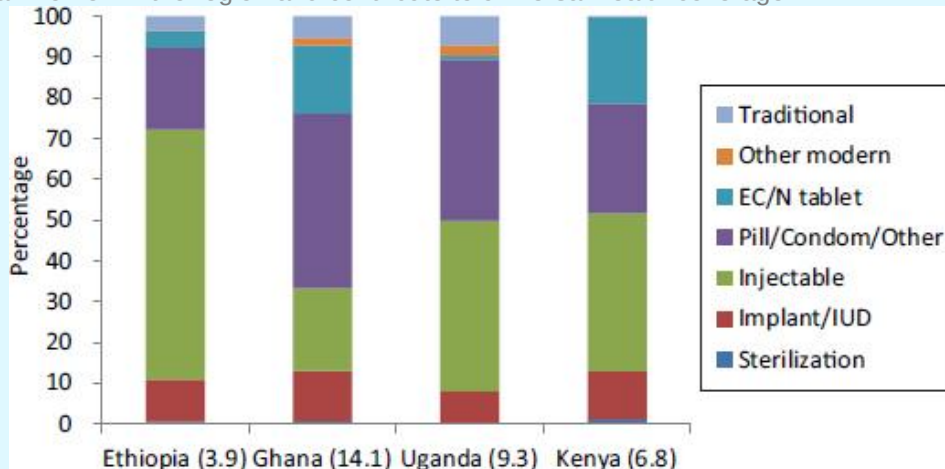
The conference, attended by approximately 280 delegates provided a good opportunity through a series of workshops for businesses to share knowledge on what is needed to scale and grow. In attendance were the KHF Directors Ms. Faith Muigai and Dr Peter Kamunyo, Carole Kariuki of KEPSA, The Dutch Ambassador to Kenya Amb. Frans Makken, Roelof Assies of Philips East Africa, among other business leaders and members of the academia.

The 2nd Private Sector Conference on Sustainable Inclusive Business highlighted why smart companies grow in a sustainable and inclusive way and how well innovation and sustainability thrive off each other. The conference facilitated a clear process and mindset highlighting both challenges and opportunities facing businesses across all sectors.

Companies can no longer take the easy way out without understanding the consequences of their actions. They need to broaden their scope and develop new more sustainable models for creating value. Corporate leaders have a particular responsibility to position their companies ahead of the curve.

UNFPA Regional Total Marketing Approach (TMA) Symposium

On the 27th to 29th June 2017 in South Africa, UNFPA organized the Regional Total Marketing Approach (TMA) Symposium for Family Planning Leadership & Excellence. UNFPA seeks to conduct country specific studies in selected countries in East and Southern Africa to apply the total market approach (TMA) principles and methodologies to a range of contraceptives, as opposed to only condoms that will help design more effective programmes that better meet the contraception needs of all women in the region and contribute to universal health coverage.



Kenya Healthcare Federation (KHF) participated and was represented by Joyce Wanderi - KHF Director. The event had representation from various southern and East African countries including Kenya, Uganda, Botswana Namibia, Zimbabwe, Lesotho, and Tanzania

Representatives were from NGOs, Government (RH departments) and donors.

This was a good opportunity not only for Kenyans to learn from other countries that are making progress in government increased expenditure on health and specifically in procurement of FP commodities but also to share our learnings through the process. Kenya is however way ahead in this area and there is already a TWG that deals with these issues with a developed action plan.

Kenyan participants included Ministry of Health (MOH) (DRH), NHIF, KHF, UNFPA. The Kenyan team revised and developed an updated work plan draft that is being refined further with the core team. As the Kenyan team finalizes the action plan, there is need to increase the representation from all sectors and this is where KHF will continue to play a role of incorporating other local stakeholders.

Kenya Healthcare Federation (KHF) holds its 9th AGM in an Exclusive Lunch Event at Pride Inn Hotel on 22nd June 2017

More than 100 KHF members, KHF Development Partners, legal partners and auditors gathered at Pride Inn Hotel on the 22nd June 2017 for the KHF 9th Annual General Meeting. Kenya Healthcare Federation (KHF) is the health sector board of the Kenya Private Sector Alliance (KEPSA). KHF works with commercial healthcare institutions, professional associations and non-state healthcare firms to promote strategic public-private partnerships towards achieving national access to quality healthcare and is dedicated to engaging the government and all relevant stakeholders in achieving quality healthcare by maximizing the contribution of the private sector.



KHF Members during the 9th AGM meeting in 2017

The AGM was graced by healthcare sessions and presentations from KHF Members, Partners and Supporter Organizations. Mr. Michael Macharia, Founder & CEO Seven Seas Technologies who spoke on “Transformation of the health sector in Kenya” described Kenya as the hotbed of innovation urging healthcare stakeholders to consider opportunities in Medical Equipment Service and disruptive healthcare technologies. Pharm Access Foundation Ms. Millicent Olulo shared with members in a presentation how M-TIBA is today connecting patients, payers and providers to better Healthcare in the country.



Pharm Access Foundation Ms. Millicent Olulo and Mr. Michael Macharia, Founder & CEO Seven Seas Technologies.

Kenya Healthcare Federation has now partnered with Nation Media Group (NMG) towards a healthier nation through publication of healthcare articles. This was evident at the AGM when both parties cut a cake as witnessed by Members and Partners to mark the beginning of this partnership. Mr. David Aduda of NMG shared a presentation to the Private Health Sector, highlighting the aim of the partnership as to create a link between the private health institutions and the target audience by providing relevant information on various health services and facilities available as well as work with health professionals to enrich content through interviews or soliciting their expert opinion on topical health issues. A section in the Nation Newspaper “Healthy Nation” has been allocated to KHF through its membership for publication of write-ups on topical issues, expert opinions and tips for stories to be published every Tuesday.



Mr. David Aduda of NMG



Mr. David and Dr. Amit cuts the cake at the AGM

The Chairman of KHF Dr Amit Thakker on behalf of the Board of directors reported on a successful year which has been highlighted in the KHF Activity report 2017 that captures new partnerships and diversification. KHF has in the recent past worked with the Healthcare agencies, NGOs, FBOs and Ministry of Health to address quality, affordable and accessible healthcare, in a bid to transform the sector for enhanced efficiency and sustainability. In his report, Dr Thakker highlighted KHF activities and achievements the board has been focusing on in the past one year. This included Advocacy, Regional and Networking, Membership, KHF Committees and Projects.



Dr Amit Thakker shares his Chairman's report at the AGM

During the AGM, Smart Applications Limited and PS Kenya both KHF members were the two lucky winners of return tickets (anywhere in the world) of the raffle draw courtesy of Qatar Airways who also supported the AGM.



Ms. Ann Musuva receives the return ticket curtesy of Qatar Airways on behalf of PS Kenya



Smart Applications receives the second return ticket curtesy of Qatar Airways

KHF members expressed their satisfaction at the positive progress made and the promising times ahead. KHF recognize the unprecedented blend of skills and experience within its membership to take it forward and is looking forward to working with all its members. Healthcare in Kenya is one of the most essential human requirements, and its disbursement should be addressed with the requisite sensitivity to prevent loss of life and decrease in human capital.

KHF is wishing you a healthy month ahead as we look forward to more updates in the month of May 2017 with KHF Newsletter, *"Your everyday peek behind the health scenes at KHF, with exclusive sustainability news resources, tips and more"*



KHF Members at the AGM



KHF Director Dr. Peter Kamunyo moderates at the AGM