

NewsLetter

November 2023


**Kenya Healthcare
Federation**

The Health Sector Board of KEPSA



Czech-Kenyan Business Forum

November / 6th / 2023 | Sarova Panafric Hotel, Nairobi

Organized in collaboration with the Kenya Private Sector Alliance (KEPSA) Business Hub, the Confederation of Industry of the Czech Republic held a business forum for various sectors in Nairobi on 6th November 2023. The main aim of the forum was to connect businesses in the same sector in order to promote mutual exchanges and collaboration.

The Kenyan delegates came from various sectors including Energy, Security, Engineering, Education, and Healthcare, while the Czech delegates represented the Transport, Security, Insurance, Engineering, and Healthcare companies, among others. Kenya Healthcare Federation was represented at the forum by Dr. Linus Ndegwa (Board Director), Dr. Tim Theuri (CEO), and Roseanne Kinyua (Senior Programs Officer).



Dr. Tim Theuri speaking about the private healthcare sector at the Czech-Kenyan Business Forum

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The Voice of the Private Sector in Kenya

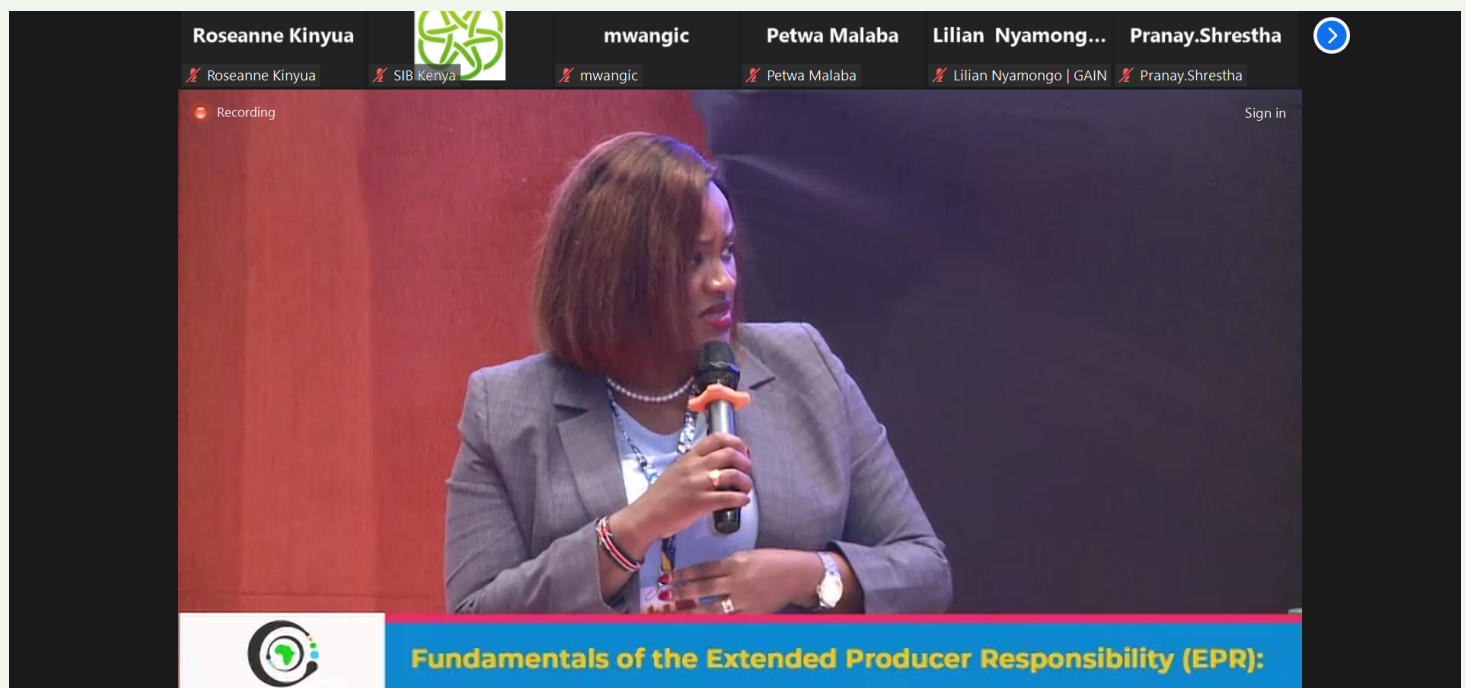
8th Annual Circular Economy Conference

November / 9th / 2023 | Hybrid: Emara Ole Sereni, Nairobi

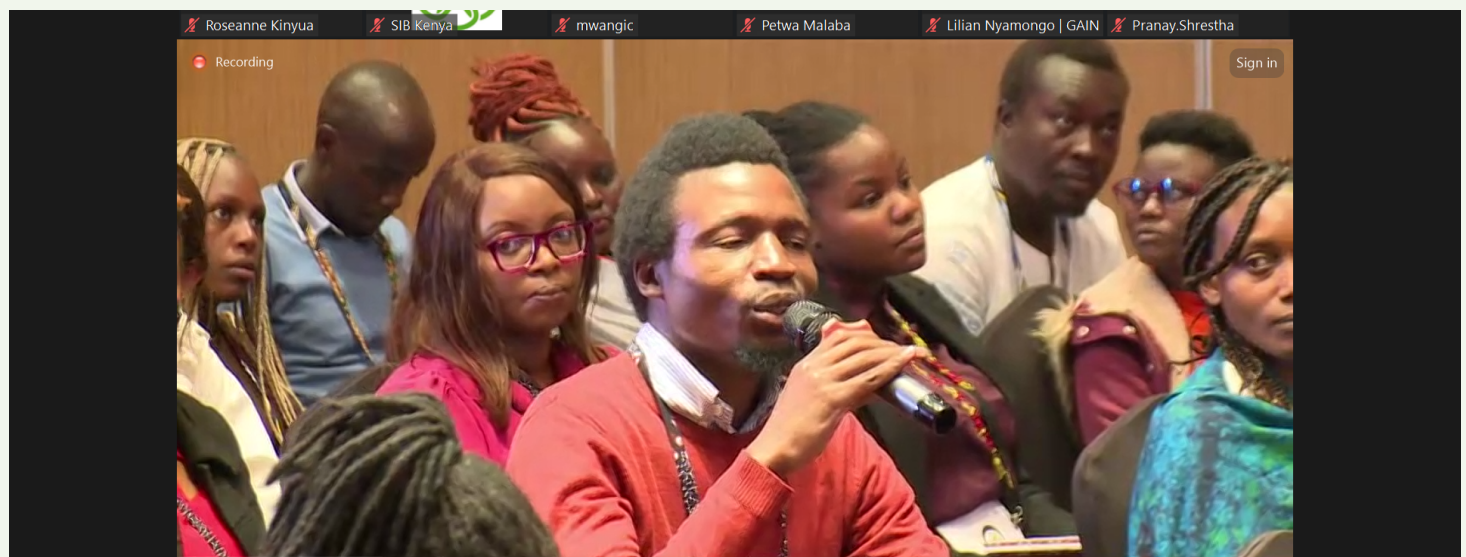
"**Accelerating Circularity: Trends and Opportunities in Kenya**" was the timely theme of a recent one-day hybrid conference held on the vital topic of adopting a Circular Economy model in Kenya. Organized by Sustainable Inclusive Business (SIB-K) as part of the Kenya Private Sector Alliance (KEPSA), in partnership with The Rock Group (TRG), the conference consisted of a plenary session in the morning, featuring welcome remarks from Karin Boomsma, Director of SIB-K, and cross-sectoral visionary statements on the Circular Economy from various speakers including Ms. Carol Kariuki (CEO, KEPSA) and a representative of PS Mary Muthoni (Principal Secretary, State Department for Public Health & Professional Standards).

In the mid-morning, participants attended break-out sessions on various themes relating to the Circular Economy, and in the afternoon, there was a practical masterclass on two elements of the Circular Economy.

Two KHF team members, Ms. Charity Kamau (Head of Programs) and Ms. Roseanne Kinyua (Senior Programs Officer), attended this conference virtually. Key takeaways from the conference were that the Circular Economy is not just a buzz word but a vision for the future, and circularity must be underpinned in every facet of production and promoted in our academic and research institutions. However, this will only be accomplished if the private and public sectors and all stakeholders work together towards this important goal.



Presentation and audience engagement on Fundamentals of Extended Producer Responsibility



Presentation and audience engagement on Fundamentals of Extended Producer Responsibility

Africa Medical Equipment Facility (AMEF)

November / 13th - 14th / 2023 | Boma Inn Hotel in Eldoret

Kenya Healthcare Federation (KHF) recently partnered with the International Finance Corporation (IFC) to host a two-day Africa Medical Equipment Facility (AMEF) HSME training event in Eldoret, Kenya. The interactive training equipped participants from various health SMEs with valuable skills to improve how they procure medical equipment. Presentations and hands-on activities covered conducting needs assessments, budget planning, navigating tender processes, understanding financing options, and more relating to medical equipment procurement. Expert speakers shared insights, including Faith Muigai and Bas Rozemuller from the IFC, Charity Kamau of KHF, and Joseph Williamson and Omar from the IFC.

The overarching goal of empowering health SMEs to make better-informed procurement decisions through this training is to increase long-term healthcare access across Africa. By boosting the knowledge of key healthcare equipment purchasers, more appropriate and cost-effective medical equipment can reach hospitals and clinics serving vulnerable populations. Alongside the procurement training, participants also took part in a tree planting exercise on Kenya's **National Tree Growing Day**, honoring the environment.

Overall, the AMEF training marked an impactful milestone for 51 healthcare SME representatives to gain practical procurement abilities. With the expertise gained, participants can now apply the best practices around needs assessments, budgets, tenders, financing, and vendor selection when procuring healthcare equipment. This will enable healthcare providers to access quality, affordable equipment to better serve patients and communities across the African continent in the long run.

KHF and IFC's continuing collaboration aims to run similar trainings in 2024.



Bas Rozemuller of IFC giving his opening remarks



HSME Training in Session



Participants participating in a tree planting exercise in honour of National Tree Growing Day



Participants gather for a group photo

USAID Private Sector Engagement Program County Co-Creation Meetings

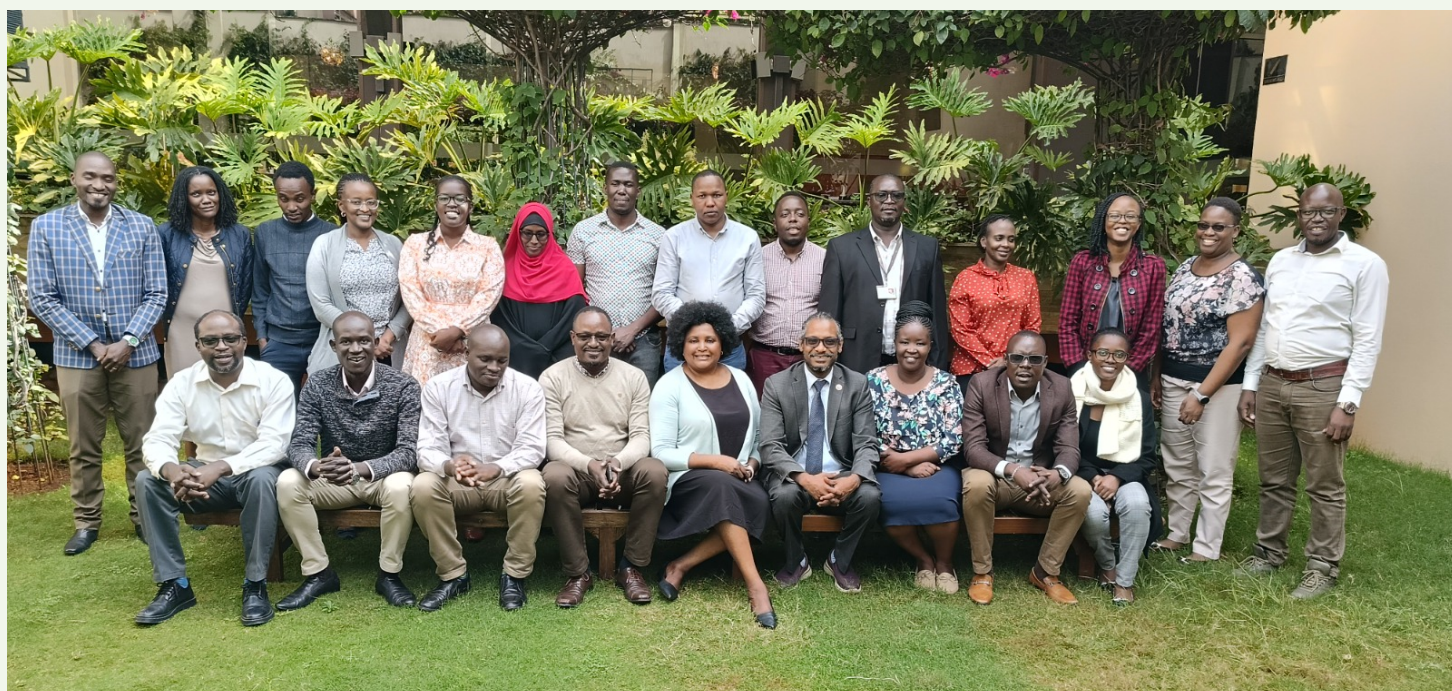
November / 14th - 29th / 2023 | Mombasa | Kisumu | Nakuru | Uasin Gishu | Nairobi |

In the month of November, the USAID PSE program organized county co-creation meetings in the program's five focus counties, namely:

- Mombasa – held at Bliss Resort in Mombasa on 14 November
- Kisumu – held at Best Western Hotel in Kisumu on 15 - 16 November
- Nakuru – held at Waterbuck Hotel in Nakuru on 16 – 17 November
- Uasin Gishu – held at Eka Hotel in Eldoret on 23 – 24 November
- Nairobi – held at Double Tree by Hilton in Nairobi on 28 – 29 November

The key objectives of the November co-creation meetings were twofold. Firstly, to foster buy-in for the USAID PSE program from county health management teams and other local stakeholders. Second, to pinpoint areas ripe for collaborative efforts between all parties involved. Similar stakeholder meetings with a diverse array of counties—including each of the five current focus counties—had already taken place back in September. As such, the latest round of gatherings provided an opportune moment to review earlier discussions and chart a clearer path forward.

Adhering to a common format, each meeting commenced with welcoming remarks from either the USAID PSE Chief of Party (COP) or Deputy Chief of Party (DCOP), followed by an introduction from the County Director of Health or their chosen representative. Brief participant introductions preceded a comprehensive presentation by the COP/DCOP on the overriding purpose and planned interventions of the USAID PSE Program. The subsequent Q&A session gave way to breakout discussions, as attendees divided into two distinct groups. Each group featured representatives from the county's private healthcare sector, health management team, and USAID PSE program consortium—the latter including KHF. These groups were tasked with assessing private provider challenges requiring action within the county, brainstorming potential interventions, and identifying partner organizations that could assist in eventual implementation.



Group photo on day 1 of the Nairobi County co-creation meeting

Focus Group Discussion on Enablers and Barriers to Women's Career Advancement in Healthcare

November / 16th / 2023 | Serena Beach Hotel, Mombasa

The Bill & Melinda Gates Foundation is funding a collaborative project between the Strathmore University Business School (SBS) in Kenya and the Kenya Healthcare Federation (KHF), aimed at advancing women into leadership roles across Kenya's health sector.

The '**Driving Country Level Change - Women in Health Leadership Project**' Focus Group Discussion on Women in Health Leadership was held in Mombasa by SBS and KHF. We delved into the enablers and barriers shaping women's career advancement in Kenya's health sector. We were honored to have **Ruth Warutumo** of HENNET deliver opening remarks, emphasizing the importance of evidence-based research and collaboration, which set the tone for an insightful discussion thereafter.

Dr. Sam Oula, Medical Director and Consultant Pediatrician at the Aga Khan Health Services, Mombasa Cluster, graced us with a powerful keynote speech, highlighting the importance of women's leadership. **Dr. Elizabeth Muthuma**, faculty member at the Strathmore Business School, provided an introduction to the Women in Health Leadership Project, outlining its significance and goals.

Moderated by **Charity Kamau** of the Kenya Healthcare Federation, the focus group had an engaging discussion on advancing women's leadership in Kenyan healthcare. There were many "lightbulb moments" raised on the obstacles women face and how we can catalyze change. The rich exchange of ideas laid the groundwork for driving meaningful progress.

The event concluded with closing remarks from both the Kenya Healthcare Federation and the Strathmore Business School.

This event was a pivotal moment in our collective journey toward gender equity and empowerment.



Ruth Warutumo of HENNET delivering her opening remarks



Dr. Sam Oula of Aga Khan Health Services giving his keynote speech



Focus Group Discussion in Session



Women in Health Leadership gather for a group photo

USAID Private Sector Engagement Program Co-Creation Workshop with Directorate of Health Products and Technologies (DHPT) on Local Healthcare Manufacturing in Kenya

November / 20th - 24th / 2023 | Lake Naivasha Resort |

A 4-day co-creation workshop was held to discuss strengthening local healthcare manufacturing in Kenya. This workshop brought together key players from the public and private sectors to hold discussions on growing domestic healthcare manufacturing capacity in the country. Participants included government agencies like the Directorate of Health Products and Technologies (DHPT), the State Department of Trade, Kenya Export Promotion and Branding Agency (KEPROBA), the Public Procurement Regulatory Authority (PPRA), the Pharmacy and Poisons Board (PPB), as well as USAID's Private Sector Engagement (PSE) program partners, the Africa Resource Centre (ARC), and API For Africa (APIFA).

The first day involved each organization outlining their objectives, current initiatives, roadblocks, and mitigation tactics related to expanding local manufacturing. The next two days focused on collaborative group discussions to draft an actionable roadmap for national agencies and USAID's PSE partners to pursue coordinated efforts aimed at enhancing Kenya's healthcare manufacturing abilities.

Overall, the four-day workshop aimed to foster a shared understanding across public and private sector stakeholders regarding key barriers and interventions involved in growing Kenya's capacity to serve as a regional leader in accessible, high-quality, domestically-produced health products. The mapping of partners and roles would ideally translate into targeted, joint initiatives to boost local healthcare manufacturing moving forward.



DHPT co-creation Workshop participants pose for a group photo

Focus Group Discussion on Enablers and Barriers to Women's Career Advancement in Healthcare

November / 28th / 2023 | Ole Ken Hotel, Nakuru

The Bill & Melinda Gates Foundation funded an impactful collaboration between Strathmore University Business School (SBS) and the Kenya Healthcare Federation (KHF). Their joint project focuses on opening leadership pathways for women across Kenya's health sector.

As part of this, the 'Driving Country Level Change - Women in Health Leadership' project held an illuminating Focus Group Discussion in Nakuru. Attendees discussed the obstacles and opportunities shaping career advancement for women in healthcare.

Lilian Nandili of KHF delivered opening remarks, emphasizing the importance of persistence through challenges. Dr. Elizabeth Muthuma of SBS provided an overview of the project's significance and aims to empower future women leaders.

Joan Nderu of KHF moderated an engaging discussion on how to catalyze change. The group explored barriers women commonly face and innovative solutions to address them. Participants raised many insightful ideas in this collaborative exchange.

In their closing words, KHF and SBS reinforced their commitment to driving meaningful progress on gender equity through impactful initiatives.

This focus group marks an important milestone in the collective effort to open leadership pathways for women in healthcare across Kenya.



Dr. Elizabeth Muthuma of SBS making a presentation



Nakuru county CEC Health giving her insights



Focus Group Discussion in Session



Women in Health Leadership gather for a group photo

Talk on Taking Your Healthcare Organization to the Next Level with Strategic Financial Planning

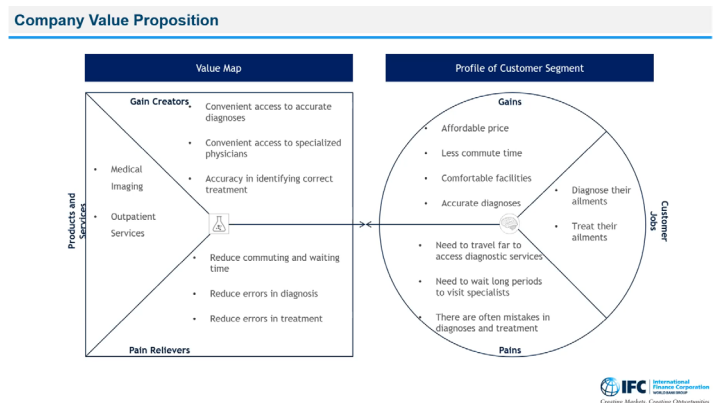
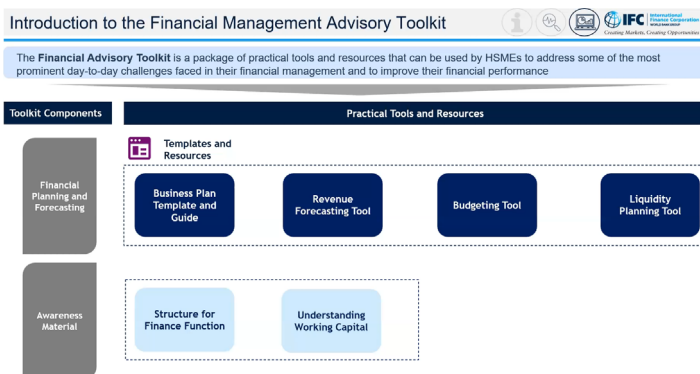
November / 28th / 2023 | Virtual

The Kenya Healthcare Federation (KHF) partnered with the International Finance Corporation (IFC) to host an important talk on financial management for health small and medium-sized enterprises (HSMEs) in Kenya. The main goal of the talk was to showcase a new financial management toolkit that provides practical templates and resources aimed at boosting HSMEs' financial governance, planning, and reporting capabilities.

The financial toolkit included useful templates that HSMEs can leverage for business plans, financial forecasts and budgets, and governance reporting. A key template demonstrated was a standardized business plan that aligned company objectives across stakeholders—uniting vision and operations between owners, management, staff, and outside partners or investors.

By adopting the toolkit templates for financial statements, forecasts, valuations, and governance structures, Kenyan HSMEs can markedly strengthen their financial management processes. In turn, this supports better access to investment and growth financing from banks, shareholders, and other sources.

In summary, the KHF and IFC talk introduced a comprehensive toolkit to empower Kenyan HSMEs on the financial management side. With better financial governance and planning, these vital healthcare organizations can improve sustainability and access the funding needed to maintain and expand critical health services.



Bas Rozemuller,
IFC Healthcare Advisory
International Finance Corporation



Faith Muigai, RN, MSN
AMEF National Coordinator
International Finance Corporation



Joseph Williamson, DMS,
IFC Healthcare Advisory
International Finance Corporation



Omar Reiad Refaat Elbadawy,
IFC Healthcare Advisory
International Finance Corporation

[Click here to
access the Webinar
Recording](#)

Progress and Potential: Advancing Local Manufacturing in Kenya

USAID PSE Meets Tasa Pharmaceuticals

November / 28th / 2023 | Tasa Pharma Office

USAID's Private Sector Engagement team met with representatives from Tasa Pharma, a Kenyan manufacturer focused on sterile injectables. Tasa Pharma outlined their capabilities in quality assurance, training, and good manufacturing practices while highlighting ambitions to expand production volumes and pursue advanced technologies like mRNA manufacturing. However, Tasa Pharma faces challenges around financing, government procurement policies that favor imports, and competing with foreign companies.

The meeting explored opportunities for USAID Private Sector Engagement collaboration to help Tasa Pharma and other local drug makers. Specific ideas proposed included assistance expanding production lines, advocacy for reduced fees and taxes, and backing preferential procurement policies to support domestic manufacturers.

Overall, the discussion highlighted the promise of companies like Tasa Pharma for increasing access to essential medicines in Kenya, but also obstacles around policy, financing, and competing with imports. With targeted support in areas like expanding manufacturing capabilities, policy reform, and securing investments, USAID Private Sector Engagement could strengthen self-sufficiency in local essential drug production.

The meeting set the stage for an ongoing partnership between USAID Private Sector Engagement and local manufacturers around this shared goal.



USAID's Private Sector Engagement team with Tasa Pharma posing for a photo

USAID Private Sector Engagement Program Courtesy Call to Kenya Medical Supplies Agency (KEMSA) CEO

November / 30th / 2023 | KEMSA Office

USAID PSE program consortium members paid a courtesy call to the KEMSA CEO, Dr. Andrew Mulwa. The delegation consisting of representatives from the Kenya Healthcare Federation (KHF) aimed to introduce the PSE program to KEMSA and explore ways the two could collaborate to support local healthcare manufacturing in Kenya. KHF was represented at the meeting by Dr. Kanyenje Gakombe, Dr. Tim Theuri, Ms. Charity Kamau, and Ms. Roseanne Kinyua.

Dr. Tim Theuri, CEO of KHF provided an overview of the PSE program and its third sub-purpose - increasing local manufacturing of health products and technologies in Kenya. During the discussions, Dr. Mulwa welcomed conversations supporting local production, stating they were “music to his ears, both personally and as an organization.” He highlighted KEMSA’s policy-level efforts, aligned with the government’s UHC commitment, to bolster local manufacturing.

Dr. Mulwa looked forward to collaborating with the USAID PSE program and other partners to realize the common goal of boosting local healthcare manufacturing. He said KEMSA has actively worked on policies to back local production, as the national government strives to attain universal health coverage. Moving forward, Dr. Mulwa was enthusiastic about teaming up with the USAID PSE consortium on this shared priority.



Consortium members during the courtesy call with the KEMSA CEO

Leveraging the Private Sector to Expand Access to HIV Services in Kenya

World AIDS Day (WAD) is commemorated each year on the 1st of December. The theme for WAD 2023 is '**Let Communities Lead**'. This theme highlights the pivotal role communities have had in shaping the HIV response, as well as global health at large.

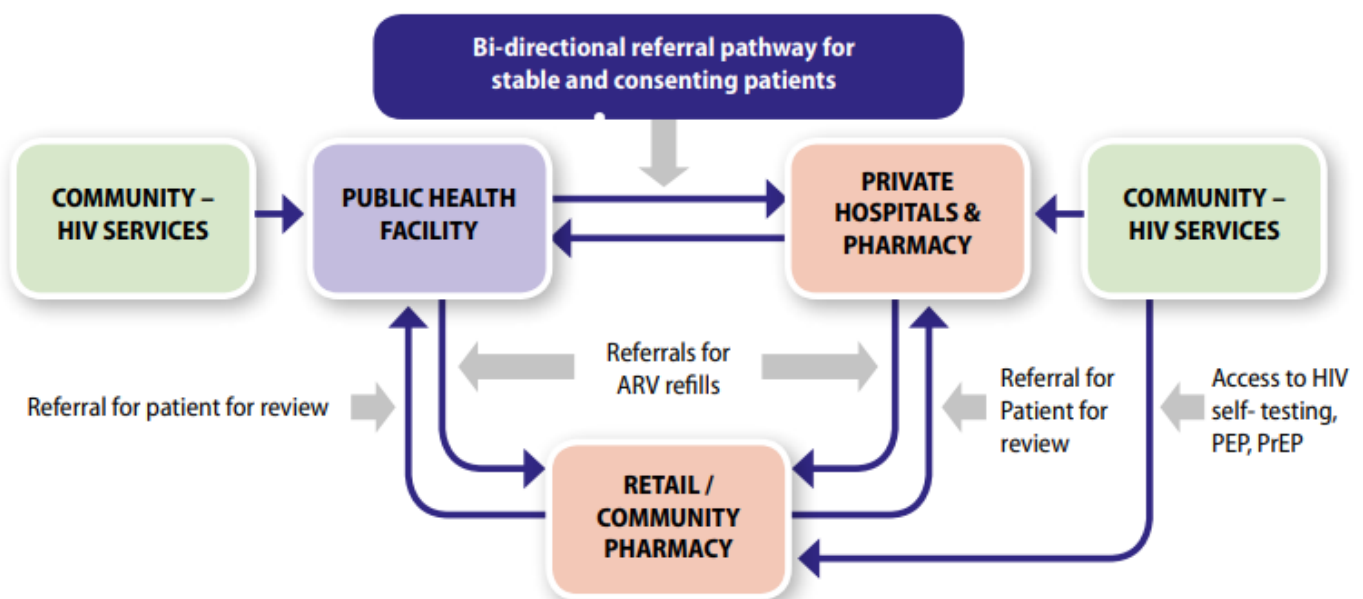
Approximately 38.4 Million people are living with HIV globally. In Kenya, this number is estimated at 1.37 Million. Of these, 1.29M are on ART and 89% of these are virally suppressed (MoH2023).

Looking at care provision for HIV in Kenya, many of the products are only available through the public sector yet private sector makes up 50% of healthcare facilities as well as patient load. In addition, about 24% of clients are willing to pay to access HIV care services from the private sector (khaoya2021).

HIV Services through the private sector:
HIV testing and diagnostics (74%),
ART (12%),
ART monitoring services; CD4, Viral load testing,
and Drug Resistance Testing (6%).³

The HIV private sector engagement framework (2023-2028)

is aimed at increasing access to affordable HIV prevention, care and treatment services by supporting private providers to complement the public sector's efforts to increase HIV service delivery coverage using various strategies, including ART pick-ups at private pharmacies while ensuring quality care and client satisfaction.



The Kenya Healthcare Federation, in Consortium with PS Kenya and Halcyon Consulting in the USAID Funded PSE program will be working to support the development of an operationalization road map for private sector engagement framework (PSEF) for HIV services.



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