

Private Sector Engagement 2016-2020

TECHNICAL BRIEFING
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CONTENTS

1. **Private sector has been a significant contributor to Gavi to date**
2. **Gavi 2016-2020 Strategy – Doing more with the private sector**
3. **Role of the Gavi Matching Fund**
4. **Timeline of next steps**

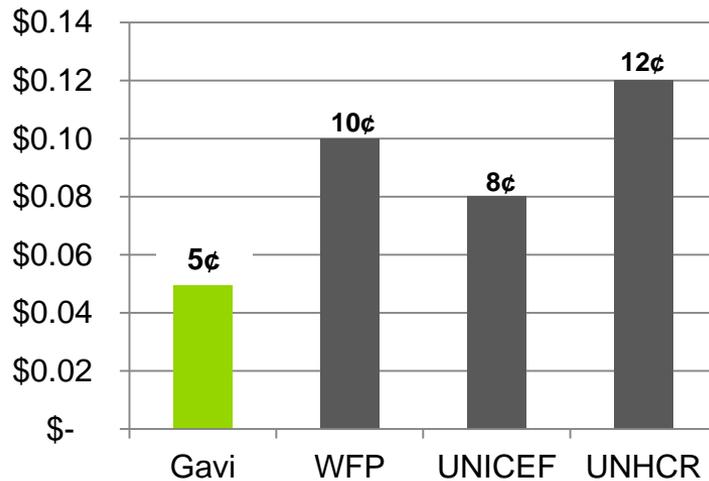
GAVI PRIVATE SECTOR PARTNERSHIPS TO DATE – PROMISING RESULTS

Gavi has worked with the private sector (PS) to mobilise resources, develop skills-based partnerships, and advocate for immunisation

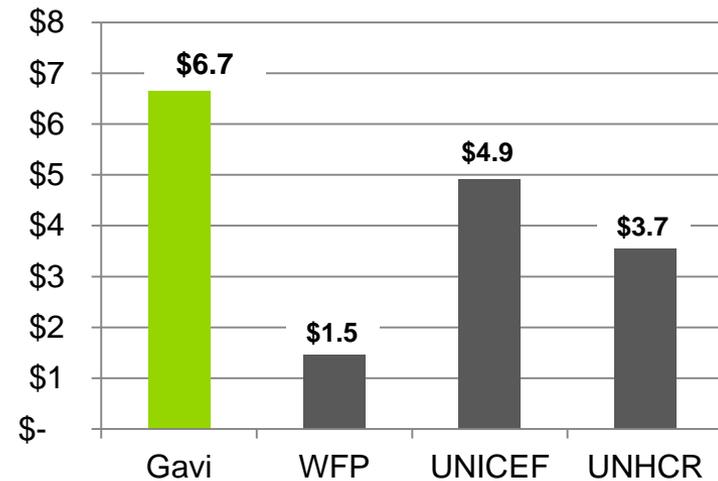
- To date, more than US\$ 112m in cash and in-kind raised (w/o the GMF)
- Collectively, PS contributors are the 12th top donor to Gavi

Gavi's PS operation is cost effective¹

Cost per US dollar raised

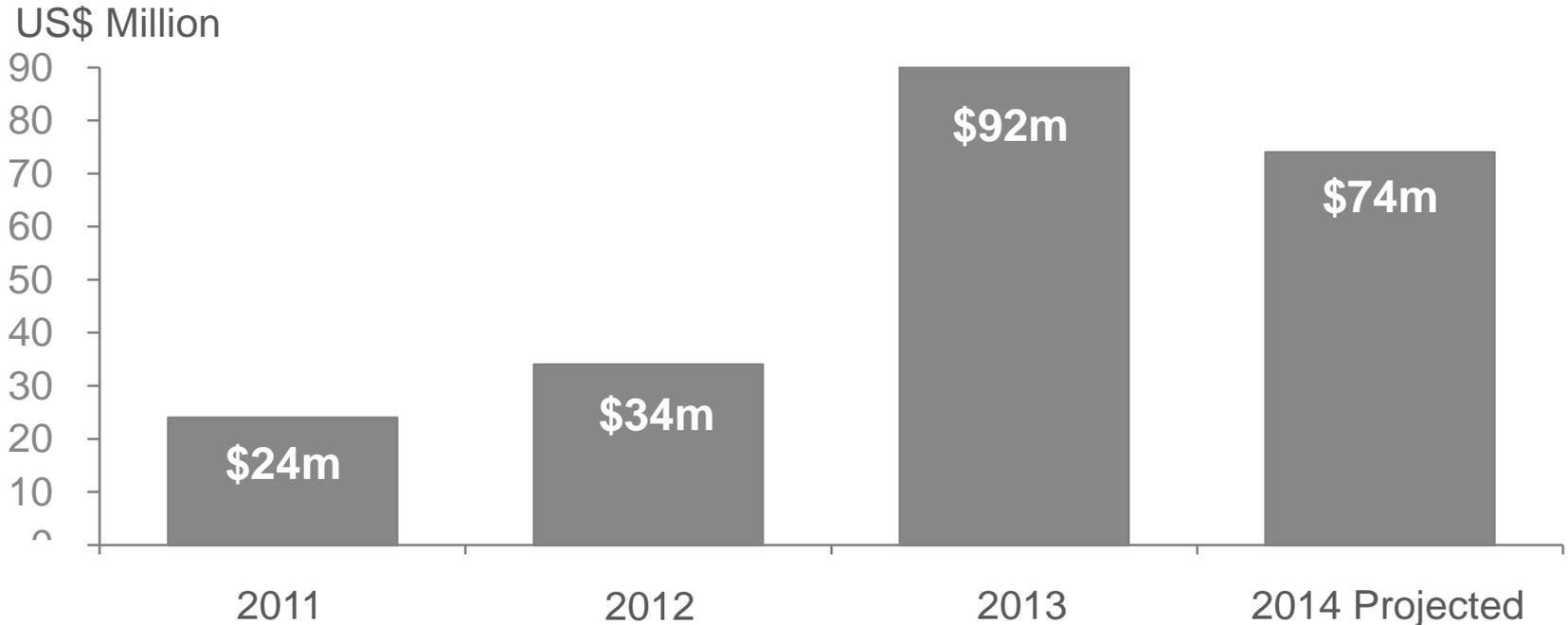


US million raised per staff per year



THROUGH THE GAVI MATCHING FUND, PS PARTNERS HAVE INVESTED MORE THAN US\$ 112 MILLION

Amounting to US\$ 224 million total including match from DFID and BMGF



Lions Clubs International
FOUNDATION



vodafone



A & A Fondation

J.P.Morgan



BILL & MELINDA
GATES foundation



PSP IN GAVI 2016-2020 STRATEGY: VISION

Leverage the private sector's comparative advantage to help optimise the Alliance's performance and to reach more children with life-saving vaccines*

* The private sector is defined as for-profit companies, business associations and coalitions, industry groups, philanthropic foundations, social enterprises and the like.

PSP IN GAVI 2016-2020 STRATEGY

Two areas of focus

I. Secretariat engagement with the private sector

- 1. Raise significant financial contributions**
 - Multi-year partners, each with financial contributions of at least US\$ 3-5 m/year
- 2. Create operational partnerships**
 - Develop individual partnerships aimed at improving operational challenges and creating value for countries, Alliance members and the Secretariat
- 3. Foster innovation and new models**
 - Catalyse partnerships and cooperation models with countries, Alliance partners and new players

II. Private sector integration into the Gavi model

- 1. Investigate and propose ways to further engage the private sector into Gavi policy, governance, funding and programmes**

PS is integrated into the Gavi Strategic Framework

EXPECTED RESULTS 2020

If successful, the private sector will have contributed to the new strategic vision, with a primary focus on improving coverage & equity:

- (1) Increased efficiency and effectiveness of immunisation supply chains and improved in-country and global data quality and management (SG2);
- (2) Increased support for immunisation in priority donor markets and awareness and demand in Gavi-eligible countries (SG3);
- (3) Increased financial support for countries (SG4)

1

FOCUS 1: SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

I. SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

1. Raise significant financial contributions

- Efforts will remain focused on large multi-year cash contributions
- At least US\$ 3-5 million per year/per partner
- Secretariat will also accept smaller contributions if relationship is “light-touch,” cost-effective and with opportunity for growth

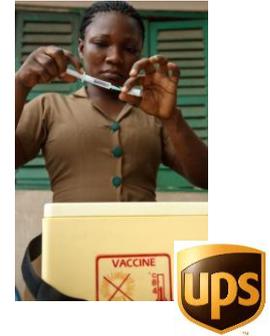


I. SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

2. Create operational partnerships

Vaccine supply chain

Executive-level training and mentorship to enhance the development of immunisation supply chain managers in Gavi-eligible countries



Coverage & equity

Social mobilisation activities in Gavi-eligible countries and political advocacy in donor countries



Data quality

Phased introduction of new data quality mHealth solution with MoH in Mozambique



vodafone

Develop partnerships aimed at improving operational challenges and creating value for countries, Alliance members and the Secretariat

I. SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

3. Foster innovation and new models

- Explore suitable and quality non-vaccine immunisation innovations
- Convene partners and new players to catalyse new relationships and solutions
- Collaborate with others and leverage platforms to reach common goals, create new opportunities
 - **The Global Fund to Fight AIDS, Tuberculosis and Malaria**
 - **DFID's Business Engagement Hub**
 - **USAID Office for Innovation and Development Alliances**
- Use high-profile platforms to promote promising practices, increase dialogue, create new relationships
- Participate in or align with select competitions to instigate innovation



The Global Fund
To Fight AIDS, Tuberculosis and Malaria



THE SECRETARIAT'S ROLE

Catalyse and help scale private sector partnerships that help countries address their immunisation needs more effectively and efficiently

Components of Secretariat's PSP role

Identify needs

*Catalyse
collaboration*

*Monitor and
evaluate*

*Provide
guidance and
evidence base*

*Foster
sustainability
and scale*

In collaboration with the Alliance partners

As the Alliance's primary convening actor, the Secretariat can be instrumental in bringing together all stakeholders to help discover and foster PS innovation to address country demand and accelerate Gavi's mission

ENGAGEMENT PHILOSOPHY

“Shared value”

Definition: An approach that addresses both social or public objectives while also potentially providing growth to business

To build and scale long-term PS involvement, Gavi must identify a viable value proposition for both the prospect and Gavi itself through a “shared value” approach

When a company recognises that “doing good” provides value, such as market intelligence, new relationships and product lines, which could lead to future growth, it is more willing to commit its resources and expertise in a long-term relationship

WHAT IS POSSIBLE?: CURRENT EXAMPLES

The Secretariat is already well into implementing this new approach

- **Supply Chain:** Convening KfW, AMP, Academia and MoH with private sector to cooperate in a SC centre
- **Data quality:** Engaging with private sector firms and potential partners GFTAM, AMREF, MoHs, GSK, to create a health information platform
- **Coverage & equity:** Bringing new players and funders to launch a new social mobilisation model @ HPV
- **New funding:** Partnering with BMGF and UNICEF to raise multi-million \$ contribution for a Gavi-eligible country



2

FOCUS 2: INCREASED PRIVATE SECTOR INTEGRATION INTO GAVI

II. PRIVATE SECTOR INTEGRATION INTO THE GAVI MODEL

Investigate and propose ways to further engage the private sector into Gavi policy, governance, funding and programmes

Area	Questions to consider
Governance	<ul style="list-style-type: none"> How best to integrate corporate partners into Gavi governance?
Policy	<ul style="list-style-type: none"> Should the Alliance set a policy to better integrate the PS into the model? Highlight in HSS guidelines importance of engaging the PS and encourage countries to experiment with PS engagement? Review and monitor PS engagement in IRC/HRP as part of the GAMR process?
Gavi-eligible Countries	<ul style="list-style-type: none"> How best to foster dialogue between MoHs and PS Include PS in ICCs?
Country Programmes	<ul style="list-style-type: none"> Have SCMs collect info about PS engagement? Review PS involvement as part of GAMR processes?
Financing	<ul style="list-style-type: none"> Maintain the GMF to stimulate PS engagement Support countries to engage with PS via HSS window?
Staffing	<ul style="list-style-type: none"> Consider concentrated focus on specialised PS skills in hiring practices? Partner with PS organisations that can provide secondees? What HR is needed to ensure successful PS integration?

Preliminary

ROLE OF THE GAVI MATCHING FUND

The GMF should remain a key tool to engage new partners and double impact

GMF 2.0: Objectives

1. Achieve commitments of US\$ 160m

- Raise significant funds from existing partners
- Attract at least 2-3 new large financial partners (> \$5 m/year)
- Seek a select group of partners to accelerate in key areas of work

2. Reach an add'l 50 million people with immunisation messaging

- PS partnerships to enhance coverage & equity in Gavi-eligible countries and raise awareness in donor countries

3. Expand PS expertise to increase efficiency and effectiveness in vaccine delivery

TIMELINE OF NEXT STEPS

Q4 2014

- **Consultations with GMF sponsors, selected PS partners**
- **Hold technical briefing at Dec Board for feedback**

Q1-Q2 2015

- **Renew the Gavi Matching Fund**
- **Announce expanded partnerships and new partnerships at Replenishment**
- **Develop “PS integration into Gavi” plan (Focus area 2)**
- **Bring required topics for decision to Board where necessary**

2015-2016

- **Measure existing partnerships to determine cost-benefit & feasibility of scale up; Collect the lessons learned to inform next phase**
- **Further discover ways PS can add unique value**

2016-2020

- **Scale up successful partnerships, expand into new areas**
- **Fully integrate PS into Gavi’s business model**

THANK YOU



REPLENISHMENT – PRIVATE SECTOR UPDATE

Objectives

1. Deliver PSP announcements by Berlin
2. Announce the renewal of the Gavi Matching Fund in Berlin
3. Highlight role that PS plays in the Alliance



Announcement opportunities

1. WEF-Davos: potential press conference
2. Replenishment dinner



I. SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

Timing: Two Phases

Phase 1, 2014-2016, 3 components:

- (1) Implement & measure key existing partnerships to determine cost-benefit, feasibility of scale-up
- (2) Identify additional operational needs through PS partnerships and suitable entities
- (3) Collect lessons learned from first operational partnerships to inform phase 2 of the strategy

Phase 2, 2017-2020, depending on Phase 1 outcomes and resources, the Secretariat expects to:

- (1) Expand successful private sector collaborations
- (2) Launch new ones based upon successful evaluation

PS is integrated into Gavi's Strategic Framework

PSP IN GAVI 2016-2020 STRATEGY

2016-2020 Strategic Framework

PSP areas of focus

Goal 2, Strategic Enabler A. Leverage PS expertise to support the objectives of Gavi Alliance and Gavi-eligible country	<i>1. PS expertise and capabilities aligned with priority Gavi and country needs</i>
Goal 3, Strategic Enabler C. Enhance PS advocacy to strengthen global, national, and subnational commitment for immunisation	<i>2. PS advocacy and social mobilisation aimed at influencing decision makers in donor countries and raising awareness in Gavi-eligible countries</i>
Strategic Enabler B2. Mobilise PS resources, including via innovative finance mechanisms	<i>3. PS financial and in-kind contributions</i>
Goal 4C. Incentivise development of suitable and quality non-vaccine immunisation products	<i>4. PS partnerships and market shaping for non-vaccine products</i>

I. SECRETARIAT ENGAGEMENT WITH THE PRIVATE SECTOR

2. Operational and innovation partnerships

Area of focus	2014-2016 work
Expertise & capabilities	<ul style="list-style-type: none"> • Implement projects with UPS and Vodafone • Measure value and ROI • implement and evaluate impact of the ELMA Supply Chain fund
Advocacy & social mobilisation	<ul style="list-style-type: none"> • Test social mobilisation and behavior change comms with LCIF and LDS
Non-vaccine product innovation	<ul style="list-style-type: none"> • Identify areas for innovation, such as in cold chain equipment or packaging • Assess feasibility and potential impact • Formulate one or two action plans to launch