Gavi’s 2016-2020 private sector engagement approach

SCALING INNOVATION FOR IMPACT

Gavi Board technical briefing session
21 June 2016 | Geneva, Switzerland
A HISTORY OF CREATING SHARED VALUE
PUBLIC PRIVATE PARTNERSHIP WITH VACCINE MANUFACTURERS

SHIFTING MINDSET
Of vaccine manufacturers by pooling country demand

VACCINE PRICE
Total cost to immunise a child with pentavalent, pneumococcal and rotavirus vaccines (US$)

DIVERSIFICATION
Number of vaccine manufacturers

*Future targets are not publicised to avoid setting a minimum price.
Gavi’s Enhanced Private Sector Engagement

2011-2015 Results

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

• By 2015, more than US$ 105 million in cash and in-kind raised (before match)
• This amounts to US$ 210 million in total including matching from DFID and BMGF
• Collectively, Private Sector contributors were the 12th top donor to Gavi (2011-2015)
• Lesson learned: potential of private sector expands well beyond fundraising, and requires Gavi to think differently
2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH
MATCHING COUNTRY NEEDS WITH PRIVATE SECTOR RESOURCES

PRIORITISATION

VERIFICATION OF COUNTRY DEMAND

PRIVATE SECTOR RESOURCES ALIGNED WITH COUNTRY NEEDS

NARROWED FOCUS OF GAVI PS APPROACH:
1. Sustainable financing
2. Supply chain:
   • Mgmt training & capacity
   • Data analysis training
   • Cold chain
3. Data quality:
   • Routine HIS: electronic capture
4. Demand generation:
   • Social mob & mass media mgmt.
5. Appropriate and scalable innovations
2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

BENEFITS TO PRIVATE SECTOR PARTNERS

ACCESS
LEADERSHIP
IMPACT

In addition to improving the health of millions of children across the globe, private sector partners look to Gavi to provide:
- Connection to fast-growing markets
- Partnership with global leaders
- Leadership in global development through innovative Gavi model
- Immediate and permanent impact

>164,000 children immunised EVERY DAY

In the next five years, the Vaccine Alliance will help immunise more than 164,000 children every single day.

16:1
Vaccines are proven to be one of the best investments in global development, with a 16:1 return on investment.

>70
Gavi has supported immunisation in more than 70 countries – many of which are emerging markets.

US$ 1.5 trillion
As vaccinated children live longer, healthier, more productive lives, the total economic benefit in poor and emerging countries will exceed US$ 1.5 trillion.
MISSION:
Leverage private sector investments, expertise, and innovation to accelerate immunisation impact while delivering enhanced efficiency, permanent progress and sustainable solutions at scale.

INPUTS IN RESPONSE TO COUNTRY NEEDS:
- Country leadership, financing & priorities
- Additional financing
- Expertise & optimisation
- Scalable innovation

OUTPUTS:
- Innovation at scale
- Acceleration
- Diversification
- Efficiency

ACCELERATED IMPACT:
- >300m CHILDREN
- >5-6m LIVES SAVED
- >$100b ECON SAVINGS

SUSTAINABILITY

ENABLERS:
- Sovereign, private sector, and civil society champions
- Global and regional business platforms
- Continued market-shaping activities
2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

TARGETS

INNOVATION AT SCALE

5 INNOVATIVE SCALABLE PARTNERSHIPS

Leveraging private sector expertise – fully aligned with country needs and Gavi’s 2016-2020 strategy – that can be scaled-up at national or regional level, ensuring broad and lasting impact. Maximise engagement with business platforms.

ADDITIONAL RESOURCES

$150M

In new private sector investments, including financial and shared value (before match) and fully utilised Gavi Matching Fund

DIVERSIFICATION

25%

Of partners from emerging markets and Gavi-supported countries

50%

Of investments from new private sector partners
**2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH**

**ENGAGEMENT MODALITIES**

**FINANCIAL CONTRIBUTION**

Single or multi-year financial pledge in support of Gavi programmes that may be matched by Matching Fund (e.g. corporate or foundation philanthropic support)

**LEVERAGED INVESTMENT PARTNERSHIP**

Financial pledge accompanied by corporate expertise or programmatic intervention with potential match by Matching Fund (e.g. awareness raising, bundled interventions)

**SHARED VALUE PARTNERSHIP**

Long-term operational partnership fully integrated with Gavi model (e.g. vaccine supply, cold-chain equipment, supply chain services)
2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

EARLY RESULTS

**FINANCIAL CONTRIBUTION**
Scaled to new multi-year (2016-2020) financial commitment and matched by the Bill & Melinda Gates Foundation

**LEVERAGED INVESTMENT PARTNERSHIP**
Financial contribution coupled with communications and branding expertise to empower adolescent girls and to help generate demand for HPV vaccine

**SHARED VALUE PARTNERSHIP**
Scale-up of STEP programme to train supply chain managers with expansion to Francophone Africa
Use of UAVs to deliver medical supplies in remote areas of Rwanda
Launched at WEF Davos 2016, INFUSE creates a marketplace for Gavi implementing countries to access a shortlisted, vetted and verified group of innovations that can be adapted and deployed in multiple settings. 2016 INFUSE theme: Data availability, quality and use, and over 60 innovators applied. On 18-19 July Gavi will welcome 15 innovators, along with Alliance Partners to join a collaborative innovation lab to test and validate ideas while building a community dedicated to scaling solutions. Progress will be featured at WEF Davos 2017.
DISCUSSION