



Pahal
Partnerships for Affordable
Healthcare Access and Longevity
**CONNECT
TO GROW**

URBAN HEALTHCARE IN INDIA

Rapid urbanization and unplanned growth of cities in India has led to the growth of a large urban poor population (spending < \$8 a day), living in squalid conditions and chronically underserved with basic necessities of clean water, education and healthcare. They face a disproportionate burden of ill health and high out of pocket expenditure, creating a severe unmet need for affordable and quality healthcare.



100 million+

Estimated Urban Poor



>71%

Households Without Insurance



>71%

Hospitals And Clinics
In Private Sector



63%

Out Of Pocket
Expenditure On Health

National Health Systems Resource Centre (2017). National Health Accounts Estimates for India (2014-15).
New Delhi, Ministry of Health and Family Welfare, Government of India.

SOCIAL ENTERPRISES IN HEALTHCARE

Social enterprises with their innovative solutions and strong entrepreneurial drive, have the potential to solve some of the toughest healthcare problems of the urban poor. They have developed market based solutions, reducing costs and improving access for the underserved with the dual objective of creating development impact and generating financial returns. Several social enterprises today exist in healthcare delivery, outreach and medical technologies with significant potential to improve the landscape and health outcomes for the urban poor. However, they still face a number of challenges in their scale-up.

ABOUT PAHAL

PAHAL (Partnerships for Affordable Healthcare Access and Longevity), a joint initiative of USAID and IPE Global, aims to provide catalytic support to growth stage scalable social enterprises in developing affordable & quality healthcare solutions for the urban poor.

PAHAL is a collaborative platform which seeks to connect, capacitate and catalyze innovative social enterprises focused on improving health outcomes.



OUR MISSION

Reach
10 million
urban poor in India

By 2020, Pahal will

Reduce out of pocket expenditure
on healthcare for underserved urban
communities by 30%

OUR APPROACH

An ecosystem approach leveraging partnerships & innovations to promote inclusive and sustainable healthcare solutions.



INCLUSIVITY



COLLABORATION



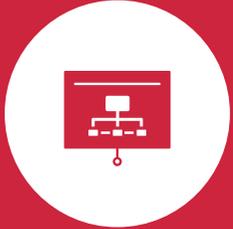
INNOVATION



AN ECOSYSTEM APPROACH TO CATALYZE SOCIAL ENTERPRISES FOR BETTER HEALTH OUTCOMES



TECHNICAL ASSISTANCE



DESIGNING
business models



REFINING
business process



DEVELOPING
brand equity



STRENGTHENING
outreach



ENABLING
technology innovations



PROVIDING
risk mitigation



ACCESS TO MARKET



Healthcare Professionals



Healthcare Facilities



Communities



Community Health Workers





ACCESS TO CAPITAL



Grants



Debts



Equity



Impact Funds



CSR



Pahal Health Fund

PAHAL CONTRIBUTING TO SOCIAL DEVELOPMENT GOALS FOR BETTER HEALTH OUTCOMES





OUR INITIATIVES

- Successful roll-out of a telemedicine based healthcare delivery model

- Operationalized community extension centers to ensure last mile access to primary care in urban communities

- To design an all-inclusive (OPE + IPD) health insurance product as part of demand-side financing for urban poor, which promotes preventive and primary care to reduce out of pocket expenditure and unnecessary hospitalization claims

- Skilling of community health workers for strengthening outreach to ensure effective preventive care in communities

- Raised capital for partner social enterprises

- Set up the IPE Global Sponsored Impact Fund named 'PAHAL Health Fund'

- Forged a Loan Portfolio Guarantee (LPG) for the healthcare sector

- Built a Health Information System for partner IBM and a GPS enabled m-Health solution for CHWs

PAHAL - A PLATFORM THAT PROVIDES UNPARALLELED ACCESS TO SOCIAL ENTERPRISES



700+
Health Facilities



15000+
Health Workers



10 million
Urban Beneficiaries



3000+
Doctors

STRATEGIC PARTNERSHIPS



CONNECT TO GROW

- **INCLUSIVE HEALTHCARE BUSINESSES** with a vision to serve the underserved urban communities
- **INNOVATORS, INVESTORS, DONORS AND CSR PLAYERS** to identify, evaluate and invest in game changing healthcare mechanisms
- **FINANCIAL INSTITUTIONS** that can develop, scale and test demand-side financing models
- **MENTORS AND ADVISORS** to customize inclusive businesses, advance health technology, advisory and services support



USAID:

The United States Agency for International Development works to end extreme poverty and promote resilient, democratic societies. USAID partners with the Government of India and the private sector to eliminate preventable child and maternal deaths, create an AIDS and tuberculosis (TB) free generation, and achieve universal health coverage. For more information, please visit www.usaid.gov/india

IPE Global:

IPE Global Limited is an international development consultancy group providing expert technical assistance in developing countries. The group partners with multilateral and bilateral agencies, governments, corporates and not-for-profit in anchoring development agenda for equitable development and sustainable growth. For more information, please visit www.ipeglobal.com

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