

PAHAL PARTICIPATES IN THE USAID PARTNERS MEET

March 15th, 2018, New Delhi

USAID organized a USAID Partners Meet on 15th March, 2018 at India Habitat Centre, New Delhi that brought together various partner organizations working on different projects in the health space in India to showcase their work. The event created a platform for the organizations present to share their insights on the challenges and opportunities in the health sector and explore synergies.

The event began with a meet and greet session with Ms. Irene Koek, Sr. Deputy Assistant Administrator, Bureau of Global Health, Washington, who spoke on complexity and scale of healthcare challenges faced by millions that needs a collective action. She emphasised that collaboration is the core of achieving long term sustainable and large scale impact for India's health sector.

This was followed by a "Health Market Place" wherein the USAID partners set up stalls to showcase their projects that displayed the development work in India. There were 8 stalls that were put up at the event-

1. WISH-LEHS
2. IPE Global
3. PSI
4. The Union
5. Saathi
6. Digital Green
7. Swasti, Pop Council and ABT
8. PWC



USAID Partner Stalls

The second half of the event was divided into three TED style speaker sessions by the USAID partners, on the theme "**Partnerships for Scale and Impact**". A brief summary of the same is as follows:

SESSION I: Government Partnerships



Mr. Amit Jain (WISH), Mr. Himanshu Sikka (IPE Global), Mr. Vivek Yadav (JHPIEGO)

The topic for the first session was "**Government Partnerships**". The moderator for this session was **Mr. Amit, USAID India**, who laid emphasis on the need to refine systems to make the existing healthcare set up strong.

The first speaker for this session was **Mr. Amit Jain, WISH Foundation**, who elaborated on the introduction of artificial intelligence into WISH's health projects.

Mr. Himanshu Sikka, IPE Global introduced the audience to two of IPE’s initiatives in health supported by USAID, namely PAHAL and Vriddhi. He said, “Projects can be scaled by understanding the political economy, building trust and relationships with counterparts, identifying champions at each institutional level, understanding differences in communities at state levels and embedding technology systems within the program design”.

The last speaker for this session was **Mr. Vivek Yadav, JHPIEGO**, who emphasised on the importance of creating ecosystems, using data for effective planning and decision making and ensuring continuous advocacy and monitoring.



Mr. Vivek Yadav, JHPIEGO

SESSION 2: Civil Society Partnerships



Ms. Aparajita Gogoi, C3 India

The second session “**Civil Society Partnerships**”, was moderated by **Ms. Neeta Rao, USAID India**, who explained the meaning of civil society organizations and the importance of a collaborative approach for scale and impact.

Ms. Aparajita Gogoi, Centre for Catalyzing Change (C3 India), spoke on the topic “*Community Engagement for Impact and Scale*”. She said, “Organizations must look for political support and build networks with communities to achieve large scale impact”.

Ms. Nalini Krishnan, Resource Group for Education and Advocacy for Community Health (REACH), explained the TB Call to Action Program, a USAID and REACH initiative. She said, “The hallmark of advocacy is pitching the right message to the right people at the right time”.

The last speaker for this session was Mr. Bitra George, FHI 360 (HIV India Program). He elaborated on the various innovations deployed within the project, such as a virtual mapping tool to identify vulnerable populations.



Ms. Nalini Krishnan, REACH & Mr. Bitra George, FHI

SESSION 3: Private Sector Partnerships



Ms. Shailja Mehta (Dasra), Mr. Arunesh Singh (Shops Plus) & Mr. LM Singh (IPE Global)

The topic for the third and final session was “**Private Sector Partnerships**”, with **Ms. Moni Sagar, USAID India** as the moderator. She emphasised on the need to leverage private sector resources to magnify health outcomes.

Ms. Shailja Mehta, Dasra explained 10 to 19 Dasra Adolescents Collaborative, a platform that unites various stakeholders to

achieve adolescent empowerment. She said, “There is a need to bring together disorganized efforts and work in a multi sectoral manner to achieve sustainable scale and impact.”

Mr. Arunesh Singh, Shops Plus, discussed the two kinds of partnerships that Shops Plus is leveraging- one, increasing markets through demand generation for priority health products, and two, leveraging brands to reach target segments. He also mentioned the use of new age media channels to target the youth.

Mr. LM Singh, IPE Global, the final speaker for the event, spoke on scaling social enterprises using impact investments and blended finance solutions. He said, “The key to achieving scale is through **CARE**, ie. **C**ultivating pioneers, **A**ligning capital, **R**ecording framework, and **E**cosystem approach”.



Mr. LM Singh, IPE Global

The conference concluded with closing remarks from Mr. Xerses Sidwa, USAID and Ms. Ms. Irene Koek, USAID. They asserted that the health systems needs to be strengthened by the provision of innovative financing models, infrastructure and equipment, training, and health education. The conference concluded with a vote of thanks to all the participants.

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.

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