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Sumira works as a dispenser in Nyamagana District in the north of Tanzania.  
Photo: Christina Kramer, SHOPS Plus

## TANZANIA

# SUSTAINING HEALTH OUTCOMES THROUGH THE PRIVATE SECTOR (SHOPS PLUS)

Sustaining Health Outcomes through Private Sector (SHOPS) Plus is a USAID leading initiative in private sector health. The project mobilizes international and local private sector expertise and resources to develop sustainable solutions to public healthcare needs in Tanzania. SHOPS Plus works to increase the provision of priority health products and services in Tanzania through strategic expansion of private sector approaches.

This entails working with various stakeholders such as:

- Private pharmaceutical businesses including community pharmacies, Accredited Drug Dispensing Outlets (ADDOs)
- Private health facilities and their networks
- Faith Based Organizations (FBOs) and their networks
- Private health training institutes and their networks
- Social enterprises working in the health sector
- Commercial companies active in the HIV/AIDS response and family planning (FP) space
- Government of Tanzania (GoT) agencies responsible for establishing policies impacting the private health sector, including the Reproductive and Child Health Services program and National AIDS Control Program
- Financial institutions, including banks and microfinance institutions

## RESULTS TO DATE

- Improved business and financial management practices among ADDOs that received training and coaching.
- Increased access to finance by these ADDOs based on their improved practices, which allowed them to increase availability of malaria and FP commodities for their customers.
- Reconciliation of non-aligned GoT policies regarding which FP commodities can be sold by ADDOs.
- Established a clinical rotation program to improve nursing and midwifery students' competency in the areas of HIV/AIDS, FP, reproductive and child health (RCH), and labor and delivery.
- Empaneled 15 private health facilities as clinical placement sites for nursing and midwifery students.
- Enhanced understanding among key stakeholders about applying the Total Market Approach, which aims to improve market efficiency and opportunity for increased private investment.
- Assessed the extent to which the private sector can be used to introduce self-testing for malaria and HIV in Tanzania.
- Strengthened the capacity of a social enterprise organization to sustainably expand its market share of priority FP products.

**BUDGET** \$6.7 million

### **DURATION**

October 2015-September 2020

### **ACTIVITY LOCATIONS**

Nationwide

### **IMPLEMENTER**

Abt Associates

### **PARTNERS**

American College of Nurse-Midwives, Avenir Health, Broad Branch Associates, Banyan Global, Insight Health Advisors, Iris Group, Population Services International, William Davidson Institute at the University of Michigan

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### **FOR MORE INFORMATION**

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