



# U.S. - Africa Private Sector Health Forum

## November 20-21, 2008

The Washington Court Hotel | Washington, D.C.  
**the private sector: the missing piece in African healthcare**

THURSDAY, NOVEMBER 20, 2008

7:30 AM – 5:30 PM

### FORUM REGISTRATION

*THE WASHINGTON COURT HOTEL, ATRIUM FOYER*

*PLEASE WEAR YOUR FORUM BADGE TO GAIN ADMITTANCE TO THE PLENARY SESSIONS AND FORUM WORKSHOPS.*

8:00 AM – 8:30 AM

### CONTINENTAL BREAKFAST

*ATRIUM BALLROOM*

8:30 AM – 8:45 AM

### OPENING REMARKS

*ATRIUM BALLROOM*

Dr. Jeffrey Sturchio, Vice President of Corporate Responsibility, Merck & Co., Inc., President, The Merck Foundation, and Chairman, The Corporate Council on Africa

Carol Thompson, Deputy Assistant Secretary of State for African Affairs, U.S. Department of State

8:45 AM – 10:15 AM

### OPENING PLENARY

*ATRIUM BALLROOM*

### AFRICAN PRIVATE HEALTH CARE: A GROWING INVESTMENT SECTOR

#### DESCRIPTION

Though varying by size and by country, the private health sector in Sub-Saharan Africa is surprisingly large and constitutes an important, diverse component of the region's health care systems. Governments are increasingly recognizing the private sector as a partner in the search for better health outcomes while donors and entrepreneurs are responding to the overwhelming demand with appropriate innovations. The session panelists will highlight various investment opportunities and profile the private sector health investment market in Africa today.

#### SPEAKERS

- H.E. Bience P. Gawanas, Commissioner for Social Affairs, African Union (invited)
- Dr. Jeffrey Sturchio, Vice President of Corporate Responsibility, Merck & Co., Inc. and President, the Merck Foundation
- Dr. Ernest Madu, Founder, Heart Institute of West Africa
- Dr. Debrework Zewdie, Director, Global HIV/AIDS Program, The World Bank

#### MODERATOR

- Guy Ellena, Director, Health and Education, IFC

10:15 AM – 10:30 AM

**NETWORKING COFFEE BREAK**

*ATRIUM FOYER*

10:30 AM – 12:00 PM

**CONCURRENT MORNING WORKSHOPS**

**WORKSHOP**

**INNOVATIVE SOLUTIONS TO THE HEALTH WORKER SHORTAGE**

*ASHLAWN*

**DESCRIPTION**

The challenges in Africa's health infrastructure and human capacity development are well documented. According to the recent Global Health Workforce Alliance report, "Scaling Up, Saving Lives," the number of health workers currently being trained falls far below what is needed to meet international health goals. This session will discuss innovative private sector efforts to address this issue.

**SPEAKERS**

- Elaine C. Mackenzie, Founder and Chief of International Operations, Health Careers of America
- Ummoro Adano, Senior HR Management Systems Advisor, The Capacity Project (MSH), Capacity Kenya Point Person
- Conrad Person, Director of International Programs and Product Giving, Johnson & Johnson
- Michael Matsiko, Executive Director, Uganda Private Midwives Association

**MODERATOR**

- Hank Kearney, President, PHM International

**WORKSHOP**

**INVESTING IN HEALTH CARE FACILITIES IN AFRICA**

*SAGAMORE HILL*

**DESCRIPTION**

Health care facilities are basic elements of the health infrastructure and are essential to increasing access and improving health outcomes for Africans. As the continent continues to experience remarkable economic growth, the emerging middle class will continue to demand higher quality of care. Panelists will discuss the business environment, consumer uptake capacity and the viability of private sector investment in the provision of health care in private health facilities.

**SPEAKERS**

- Dr. E. K. Hiadzi, Medical Director, Lister Hospital and Fertility Centre, Ghana
- Dr. Ian Clarke, CEO of International Medical Group (IMG), Uganda
- Christy L. Wistar, Vice President, Abbott Fund Tanzania
- Dr. Dawit Wolday, Executive Director, Medical Biotech Laboratories
- Adv. Kurt Worrall-Clare, CEO, Hospital Association of South Africa

**MODERATOR**

- Michelle DeMoor, Senior Director of International Policy, Philips Electronics

**WORKSHOP  
PHARMACEUTICAL MANUFACTURING IN AFRICA**

*MADISON*

**DESCRIPTION**

African manufacturers supplied twenty to thirty percent of pharmaceuticals for the estimated \$3.8 billion sub-Saharan pharmaceutical market in 2006. More than seventy percent of that production originated from South Africa. Increasingly, many other African countries are actively pursuing local production capacity. The workshop will discuss the established African pharmaceutical manufacturing industry as well as highlight emerging markets including potential south-south partnerships across Africa.

**SPEAKERS**

- Patrizia Carlevaro, Head of the International Aid Unit, Eli Lilly and Company
- Stavros Nicolaou, COO, Aspen Pharmaceuticals
- George Baguma, Marketing Director, Quality Chemical Industries
- Madiké Seye, Vice President - Sub Saharan Africa, GSK

**MODERATOR**

- Nazeem Mohamed, CEO/General Manager, Kampala Pharmaceutical Industries Ltd

**12:00 PM – 2:00 PM**

**NETWORKING LUNCH**

*ATRIUM BALLROOM*

**2:00 PM – 3:30 PM**

**CONCURRENT AFTERNOON WORKSHOPS**

**WORKSHOP  
PHARMACEUTICAL DISTRIBUTION AND RETAIL SALES IN AFRICA**

*ASHLAWN*

**DESCRIPTION**

According to a recent study by the International Finance Corporation, pharmaceutical distribution and retail sales are the most profitable health care segments in sub-Saharan Africa. The panelists will focus on the diverse aspects of pharmaceutical retail sales and distribution as well as the potential for market expansion and investment opportunities.

**SPEAKERS**

- Dr. Iain Barton, CEO, Pharmaceutical Healthcare Distributors - A Division Of The Fuel Logistics Group (Pty) Ltd
- Dr. Prashant Yadav, Professor of Supply Chain Management, MIT-Zaragoza International Logistics Program and Research Affiliate MIT Center for Transportation and Logistics
- Prof. D.A.O. Orinda, Regional Manager, Abbott Diagnostics Division, Phillips Healthcare Technologies Ltd.
- Dr. Arnab Ghatak, Principal, McKinsey & Company

**MODERATOR**

- Françoise Armand, Senior Associate, Private Sector Partnerships Advisor, Abt Associates

**WORKSHOP  
POLICY ENVIRONMENT AND MARKET INCENTIVES**

*SAGAMORE HILL*

**DESCRIPTION**

Private sector investments in health in Africa are frequently hindered by regulatory policies and investment environments that are not perceived as conducive to investment or supportive of adequate returns on investment. This workshop will discuss U.S. and African investment policy environments and market incentives necessary to enhance private sector health care investments in Africa.

**SPEAKERS**

- Marianne Guérin-McManus, Senior Counsel, Office of the General Counsel, U. S. Department of Commerce Commercial Law Development Program
- Dr. Hannah E. Kettler, Senior Program Officer, Global Health Policy and Finance, Bill and Melinda Gates Foundation
- Dr. Jeffrey Moe, Senior Director, Business Development, Duke University - Fuqua School of Business
- Dr. Frank Goodrich Feeley, Associate Professor, Department of International Health, Center for Health and Development-Boston University School of Public Health

**MODERATOR**

- Marty Makinen, Managing Director, Results for Development

**WORKSHOP  
SUSTAINING CORPORATE SUCCESS THROUGH ETHICAL LEADERSHIP**

*MADISON*

**DESCRIPTION**

The manner in which a company manages its economic, social and environmental relationships and the way it engages its stakeholders (shareholders, employees, customers, business partners, governments and communities) have an impact on the company's long-term success. In this workshop, panelists will discuss the benefits of corporate citizenship health portfolios and their impact on the private sector and the communities in which they operate.

**SPEAKERS**

- Jeff Richardson, Vice President, Abbott Fund
- Dr. Paurvi Bhatt, Director of HIV/AIDS Prevention, Treatment and Care, Levi-Strauss & Co.
- Renuka Gadde, Director of Global Health, Becton, Dickinson and Company
- Mark E. Chiaviello, Director, Corporate and Investment Banking, Standard Bank of South Africa

**MODERATOR**

- Dr. Leslie Mancuso, President and CEO, Jhpiego

**3:30 PM – 4:00 PM**

**NETWORKING COFFEE BREAK**

*EXECUTIVE ROOM*

4:00 PM – 5:40 PM

**AFTERNOON PLENARY**

*SPRINGWOOD*

**AFRICAN PRIVATE HEALTH INSURANCE: LONG-TERM GROWTH AND INVESTMENT OPPORTUNITIES**

**DESCRIPTION**

Private health insurance accounts for twenty to thirty percent of health care expenditures while covering only three to seven percent of the population. Employer-managed health plans, workplace clinics and emerging HMO industries in Sub-Saharan Africa make up the core of risks pooling arrangements while micro-health insurance, health savings accounts, and health credits play a minimal, but growing role in Sub-Saharan African society. These mechanisms present long-term growth and investment opportunities which the panelists will discuss along with other insurance models in practice today in Africa.

**SPEAKERS**

- Scott Hillstrom, Chairman of the Board, CEO and Co-Founder, HealthStore Foundation
- Dr. Peter Botha, CEO, Liberty Health
- Steve Maina, Group Head of Strategy, AAR Holdings Limited
- Onno Schellekens, Managing Director, PharmAccess Foundation, and Investment Fund for Health in Africa (IFHA)

**MODERATOR**

- Dr. Charles C. Griffin, Senior Fellow, Global Economy and Development, The Brookings Institution

6:00 PM – 8:00 PM

**COCKTAIL RECEPTION**

*CAPITOL & SENATE*

**FRIDAY, NOVEMBER 21, 2008**

7:30 AM – 2:00 PM

**FORUM REGISTRATION**

*THE WASHINGTON COURT HOTEL, BASE OF STAIRS*

*PLEASE WEAR YOUR FORUM BADGE TO GAIN ADMITTANCE TO THE PLENARY SESSIONS AND FORUM WORKSHOPS.*

8:00 AM – 8:30 AM

**CONTINENTAL BREAKFAST**

*BALLROOM FOYER*

8:30 AM – 10:00 AM

**MORNING PLENARY**

*BALLROOM II & III*

**FINANCING FOR HEALTH IN AFRICA**

**DESCRIPTION**

Accessing financial resources is often a significant barrier to market entry in Africa. As the African health sector attracts greater interest from investors,

various institutions are responding by creating funds targeting health related businesses and/or small and medium sized enterprises. This plenary offers the opportunity to learn about the various financial mechanisms available for new investors in the health sector in Africa today.

**SPEAKERS**

- Tom Haslett, CEO, Seven Seas Capital Management, LLC
- Daniel Runde, Head of Partnership Development, IFC
- Onike Nicol-Houra, Information and Communication Officer, Private Sector Operations, African Development Bank
- Diana Jensen, Senior Investment Officer, OPIC
- Anthony Carroll, Consultant to IFHA, Manchester Trade

**MODERATOR**

- Wayne Farmer, Managing Director, Arabella Philanthropic Investment Advisors

**10:00 AM – 10:30 AM****NETWORKING COFFEE BREAK***EXECUTIVE ROOM***10:30 AM – 12:00 PM****CONCURRENT MORNING WORKSHOPS****WORKSHOP****MEDICAL TECHNOLOGY: SOLUTIONS FOR AFRICAN HEALTH CHALLENGES***SAGAMORE HILL***DESCRIPTION**

Appropriate medical technologies are critical components in providing effective and efficient health care in Africa. This panel highlights the opportunities and challenges for companies specializing in the development and sale of medical technologies in Africa. The importance of introducing appropriate and efficient medical technologies to meet the specific health needs of Africans will also be addressed.

**SPEAKERS**

- Dr. Petra B. Krauledat, Chief Executive Officer, Point Care Technologies
- Dr. Trevor Gunn, Director, International Relations, Medtronic
- Stephen Mburu, Market Development Manager - East Africa, Johnson & Johnson Professional Export
- Diane Willkens, President and CEO, Development Finance International, on behalf of Philips Electronics

**MODERATOR**

- Thomas Maeder, Executive Director, Medical Technology Learning Institute (MTLI), AdvaMed

**WORKSHOP****LEVERAGING RESOURCES FOR PRIVATE SECTOR HEALTH INVESTMENTS***ASHLAWN***DESCRIPTION**

Public-private partnerships and other forms of leveraged resources for the private sector are creating a unique opportunity for the private provision of health care in Africa. Public resources are used to catalyze private sector leadership, creativity and efficiency in improving health care outcomes in

Africa. Panelists will discuss various partnership and investment models and their impact on private sector investment in health care for Africa.

**SPEAKERS**

- Dr. John Sargent, President and Co-founder, BroadReach Healthcare
- Dr. Adel Chaouch, Director, Corporate Social Responsibility, Marathon Oil Corporation
- Dr. Bart Vander Plaetse, CEO, Apparel Lesotho Alliance to Fight AIDS (ALAFA)
- Dr. Paul Antony, Chief Medical Officer, Pharmaceutical Research and Manufacturers of America (PhRMA)

**MODERATOR**

- Barbara Addy, Chief of Party, Health Initiatives for the Private Sector, USAID/Uganda

**WORKSHOP****SOCIAL ENTREPRENEURSHIP**

*MADISON*

**DESCRIPTION**

Entrepreneurs are essential drivers of innovation. In the business world, they act as engines of growth, harnessing opportunity to fuel economic advancement. Social entrepreneurs act similarly, tapping inspiration and creativity to challenge established, but fundamentally inequitable systems. This workshop will focus on examples of social entrepreneurs that have pioneered innovative and systemic approaches to meet the health needs of the “bottom of the pyramid” and stimulated economic growth and innovation at the same time.

**SPEAKERS**

- Patrick Alubbe, Country Director/Kenya, WaterPartners International
- Joe McKee, Head of Research and Idea Generation, Cause Investments
- Dale Jones, CEO, PlayPumps International
- Omer Imtiazuddin, Health Portfolio Manager, Acumen Fund

**MODERATOR**

- Holly Wise, President, Wise Solutions, LLC

**12:00 PM – 2:00 PM**

**NETWORKING LUNCH**

*BALLROOM FOYER*

**12:45 PM – 1:45 PM**

**LUNCHEON REMARKS**

Dr. Kent Hill, Assistant Administrator for Global Health, USAID (invited)

**2:00 PM – 3:30 PM**

**CONCURRENT AFTERNOON WORKSHOPS****WORKSHOP****PHARMACOLOGY AND BIOTECHNOLOGY INVESTMENTS FOR HEALTH IN AFRICA**

*SAGAMORE HILL*

**DESCRIPTION**

The process of adding value to natural resources in Africa through the use of science and technology is quickly becoming an area of investment for private sector companies in Africa. This workshop will discuss the role of

pharmacology and biotechnology in addressing health care needs on the continent and various opportunities for investment in this sector, including ingredient sourcing, and the development, production and distribution of specific pharmacological compounds.

### **SPEAKERS**

- Dr. Joe Molete, CEO, BioPAD
- Dr. Peter A. Singer, Senior Scientist and Professor of Medicine, McLaughlin-Rotman Centre for Global Health, University Health Network, University of Toronto
- Osagie Imasogie, Senior Managing Partner, Phoenix IP Ventures LLC

### **MODERATOR**

- Dr. Michelle McMurry, Director, Health, Biomedical Science, and Society Initiative (HBSS), The Aspen Institute

## **WORKSHOP**

### **INCENTIVES FOR PRIVATE SECTOR PROVISION OF HEALTH**

*ASHLAWN*

### **DESCRIPTION**

Most African countries already have a large and growing private sector in health care, especially in health care delivery. Engaging or harnessing these providers is an obvious first step but requires creating market incentives that will motivate the private sector to become involved in public health programs. This workshop focuses on the range of public policies and implementation strategies underway in Africa that have been successful in mobilizing private delivery of health services and products.

### **SPEAKERS**

- John Larkin, Principal, Booz Allen Hamilton
- Michael Gehron, Public-Private Partnerships, USAID/Tanzania
- Dr. Ladi Awosika, CEO, Total Health Trust
- Dr. Andrew Barrer, Executive Director, U.S. Coalition for Child Survival

### **MODERATOR**

- Leslie Flinn, Managing Director of Healthcare & Human Capacity Practice, Emerging Markets Group

## **WORKSHOP**

### **ICT SOLUTIONS FOR AFRICAN HEALTH CARE**

*MADISON*

### **DESCRIPTION**

This workshop will highlight innovative private sector solutions offered by ICT providers and associated private sector businesses including hardware and software solutions to health care worker shortages, medical information management and rural/community service provision, distance learning and a myriad of other ICT-based products that create and extend health care infrastructure throughout Africa.

### **SPEAKERS**

- Mark Landry, Senior Informatics Specialist, Strategic Information Division, Office of the Global AIDS Coordinator
- Claire Thwaites, Head of The Vodafone Foundation & United Nations Foundation Technology Partnership, United Nations Foundation

- Fran Quigley, Director of Operations of the IU-Kenya Partnership (AMPATH), Indiana University School of Medicine and the Moi University School of Medicine
- Alice T. Liu, Principal and Founder, Emerging ICT Group

**MODERATOR**

- Nii Simmonds, African Blogger, Nubian Cheetah eHealth Blog

**4:00 PM-5:30 PM****CLOSING PLENARY****HEALTH CARE FRANCHISING****DESCRIPTION**

Private sector health franchises in Africa have developed in response to the demand for peri-urban and rural access to health care services and facilities, and they play an important role in the health care marketplace in Africa. The panelists' presentations will illustrate successful franchising models to increase health care access, assure quality products, and develop private sector-led markets for health in Africa.

**SPEAKERS**

- Alex Banful, Managing Director, Ghana Social Marketing Foundation International
- Dr. Gunther Faber, CEO, HealthStore Foundation
- Romuald Mbwasi, Senior Technical Advisor, MSH
- Michael Seid, Founder/Managing Director, Michael Seid & Associates

**MODERATOR**

- Dr. Ruth Berg, Project Director, Private Sector Partnerships-One, Abt Associates

**5:30 PM – 5:45 PM****CLOSING REMARKS**

Stephen Hayes, CEO and President, The Corporate Council on Africa