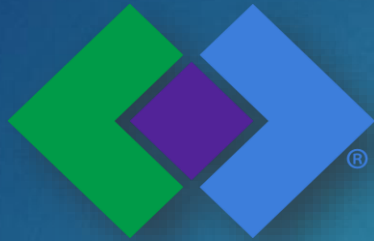


# HealthPartners®

## Health Cooperatives:

*A low tech solution to  
ensuring affordable  
health care for all  
Ugandans*





# HealthPartners®

- Started by members in 1957 as a health cooperative
- Largest **consumer-governed, nonprofit** health care organization in the United States
- Working in Uganda since 1997
- Incorporated in Uganda in 2006
- Projects: health cooperative development, child survival, malaria communities, saving lives at birth, health and economic livelihoods partnerships
- Current project: CONNECT Girls Center



# The Challenge



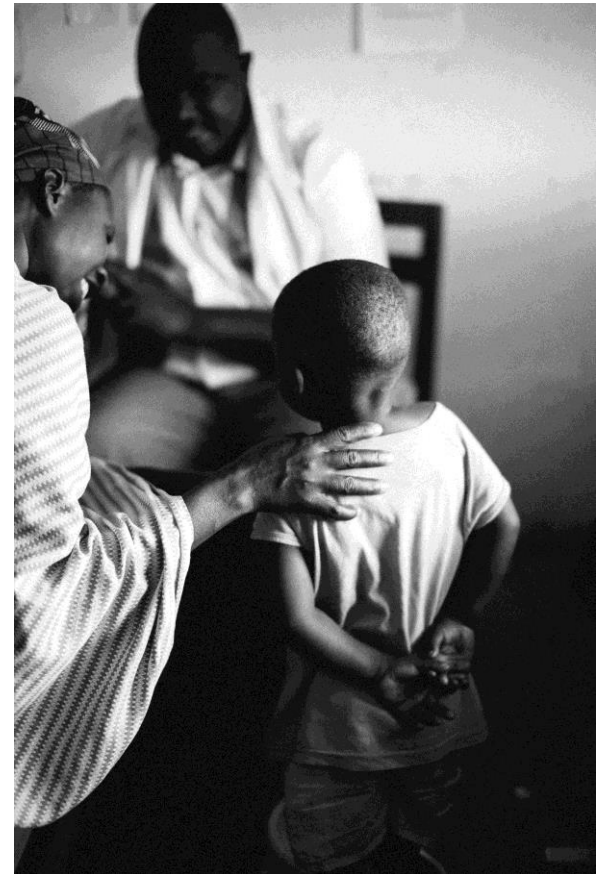
- Uganda ranks 162/189 on the United Nations Human Development Index
- Under five Mortality 64/1,000 live births
- Infant Mortality Rate 45/1,000 live births
- Maternal Mortality Rate 336/10,000

Delayed treatment seeking, poor quality, low trust, bad debt

# The Solution

Member owned health cooperatives for the informal sector

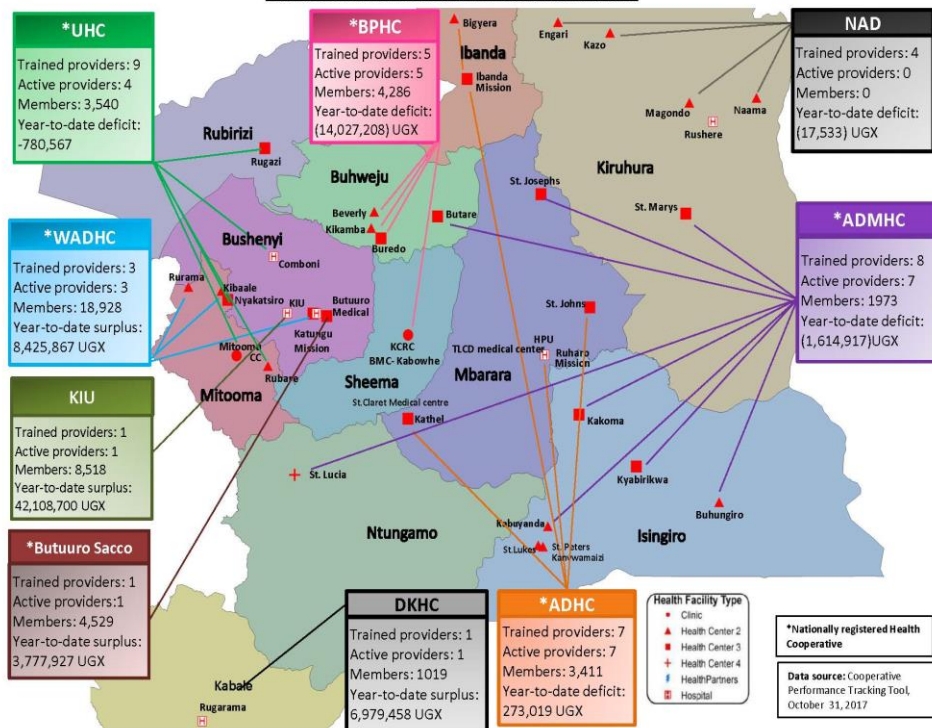
- No delay to seek care
- No selling assets
- Providers incentivized to improve health



# Collaborations Project 2011-2018



Southwest Uganda: Health Cooperative Providers,  
Members and Financial Performance October 31, 2017



- 46,000+ members
- 31 providers
- 14 coops/pre-coops
- 2017 Coop surplus: 374,060,000 UGX
- 5 year combined surplus: 1,109,500,000 UGX



# Connect: Girls Center 2018-2023

## 1) Coop Training and Technical Assistance

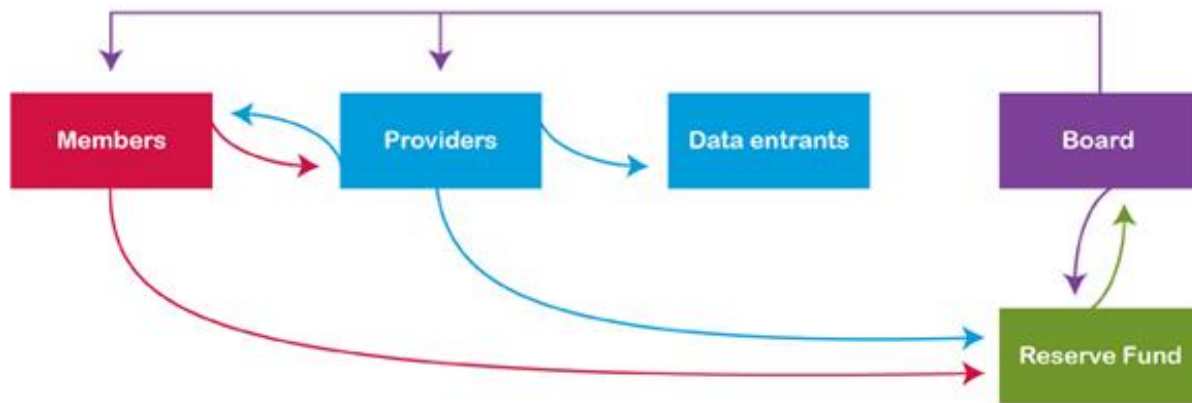
- Strengthen enabling environment
  - Ministry of Trade and Co-ops
  - Ministry of Health
  - Ministry of Gender and Labor

## 2) Coops invest in Girls and Cross Sector Networks

- Link health care to life skills, economic empowerment and leadership
- Add value for members with a focus on youth and women age 10-24



# Financial Sustainability



Local partnerships

No claims or  
billing

No provider  
reinsurance,  
no subsidies

# Benefits

## Members:

- Affordable access
- Financial protection
- Improved health indices
- Improved quality

## Providers:

- Steady revenue
- Improved quality
- Relationship with community





# Financial Protection

**Coop members are less likely to:**

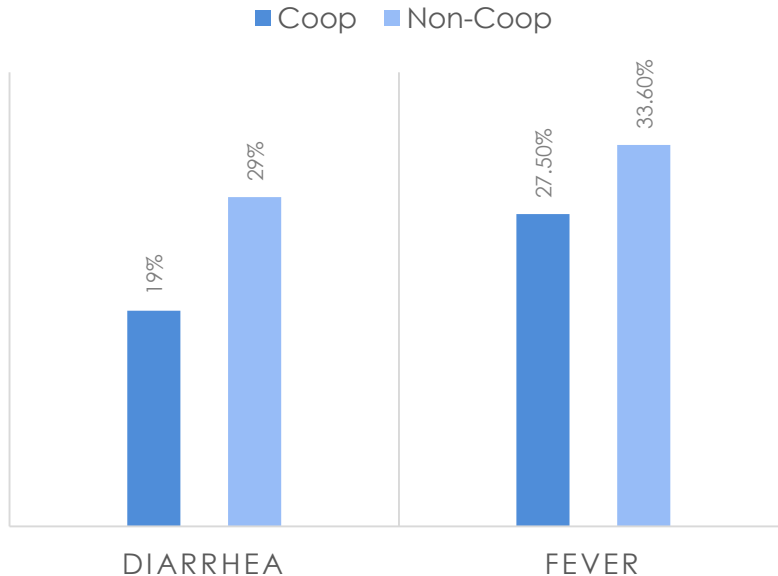
- **Borrow** money to pay for health care
- **Use credit** to pay for health care
- **Sell assets** to pay for health care

	Coop Member	Non-coop Member
Borrow money to pay for health care	23%	46%
Pay for health care on credit	15.5%	29.4%
Sell assets to pay for health care	34%	78%

# Health Outcomes

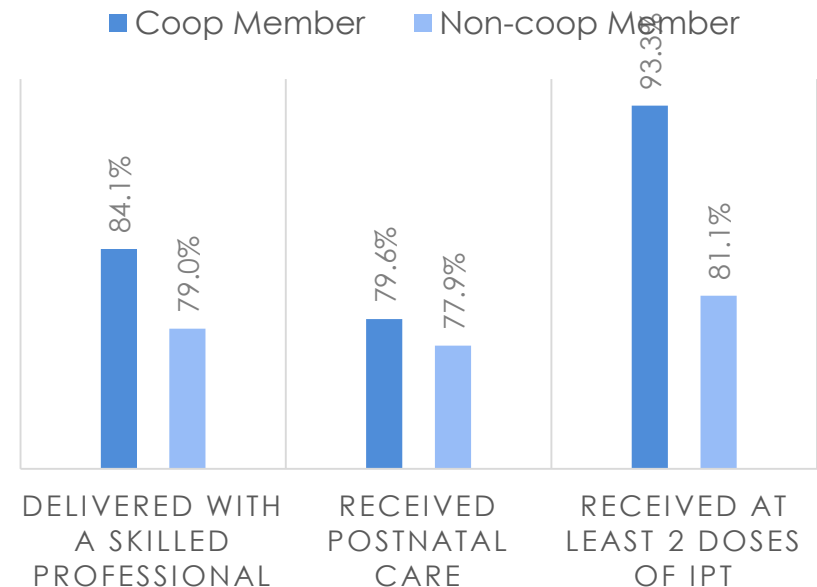
## Child Health Indices

- Reduced incidence of fever
- Reduced incidence of diarrhea



## Maternal Health Indices

- More likely to
  - Deliver with a skilled professional
  - Receive postnatal care
  - Receive at least 2 doses of intermittent preventive treatment (IPT)



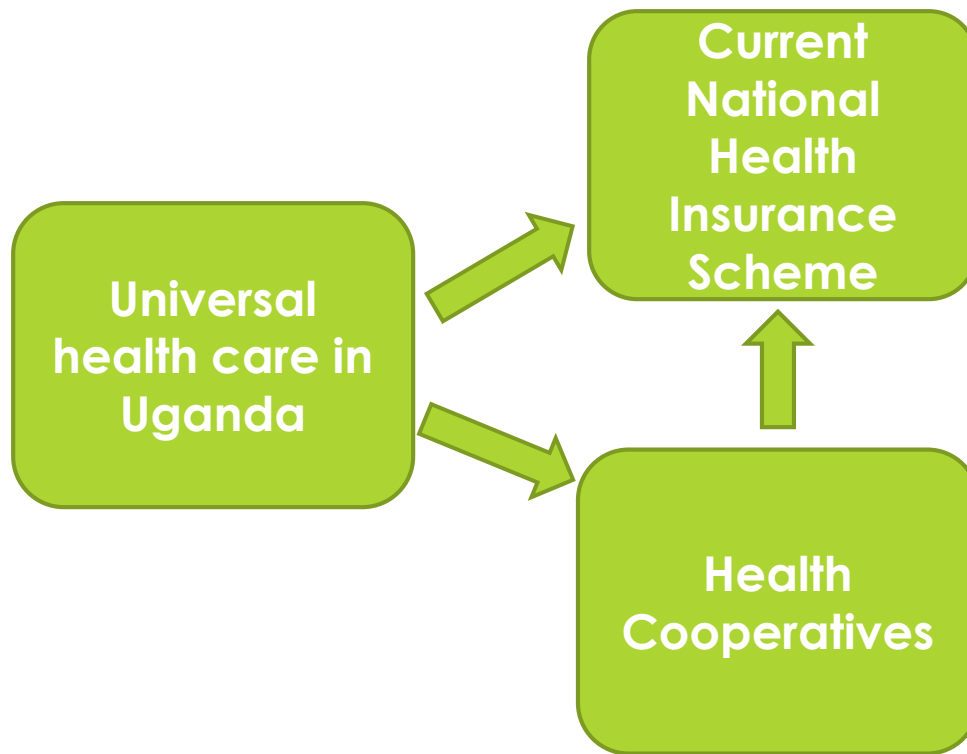
# Provider Cost Recovery

**Provider Cost Recovery = Revenue from coop or  
Out of Pocket (OOP) payers – Treatment costs**

Coop member  
cost recovery  
19,793 UGX  
per patient

OOP patient  
cost recovery  
-1,565 UGX  
per patient

# Implications



- Includes the formal sector and poorest of the poor
- Relies on tax revenue / government funding

- Empowers the informal sector
- Low tech
- Locally owned and managed
- Drives quality
- Improves health outcomes
- Incentivizes preventive health

# Thank you

Your questions and comments are most welcome!

