

# THE SUSTAINABLE FINANCING INITIATIVE

## Private Sector Engagement

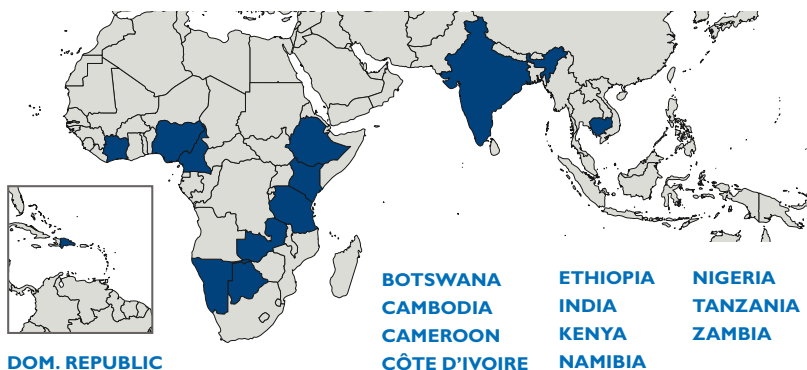
Funded by the United States President's Emergency Plan for AIDS Relief (PEPFAR), the Sustainable Financing Initiative for HIV/AIDS (SFI) aims to increase sustainability of the HIV response by promoting shared financial responsibility with host country governments. Since 2014, the U.S. Agency for International Development (USAID) has implemented SFI in 16 countries and two regional programs, with a budget of nearly \$48 million.

Engaging with and leveraging capabilities of the private sector helps SFI increase domestic resources for HIV/AIDS programming. By using private sector facilities, growing private markets for populations willing and able to pay for HIV care,

and incorporating new service delivery models, countries have reduced the pressure on overburdened public facilities and increased access to HIV testing and treatment.

To ensure sustainability of the private sector response and reduce dependence on donor aid, SFI builds the capacity of health workers and facility administrators to deliver HIV services; trains employees in contracting, business management, and quality assurance; and funds research and analysis on engaging the private sector. SFI also worked to integrate HIV services into existing private healthcare facilities where demand for HIV services was high.

### PRIVATE SECTOR ACTIVITIES WERE IMPLEMENTED IN:

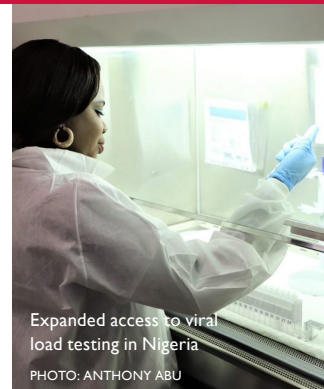


### BY THE NUMBERS

**32,000+ clients**  
can now access **antiretrovirals** from private sector providers in **Nigeria, Tanzania, and Zambia**

**\$7.8 million**  
raised by new financing schemes for **Tanzania's HIV response**

**3 NGOs** serving over **9,000 PLHIV** contracted with **social health insurance** in the Dominican Republic



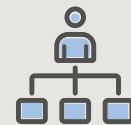
## SFI's Major Achievements



SFI increased access to HIV services and improved client-centered care by **decentralizing drug distribution to the private sector**. Nigeria's ARV refill program in private pharmacies was a global success story and is now being replicated in over 10 PEPFAR countries.



SFI implemented **innovative financing models** that increased available funding for HIV services in the private sector. In Tanzania, SFI facilitated greater lending to private providers, enabling them to expand HIV testing services. In India, SFI is supporting the government to implement an outcomes-based financing model for private sector HIV services for key populations.



SFI built capacity for financial management and business planning to increase **financial sustainability** of private providers and civil society organizations. In the Dominican Republic, SFI helped NGOs develop new revenue-generating service lines, such as dermatology, to cross-subsidize HIV services.

## SUMMARY

SFI's engagement with the private sector has helped countries increase efficiencies in their health systems, provided people living with HIV (PLHIV) more convenient, client-centered care, and moved countries closer to epidemic control. Working with the private sector enhances partner governments' ability to respond to the HIV/AIDS epidemic and advance on their journey to self-reliance.