



**PSP-One**  
private sector partnerships for better health

## Network Exchange Meeting Report

Saturday, June 4, 2005 9am – 12:30pm

*In attendance:* Taara Chandani, Veronique Dupont, Michele Forzley, Lisa Hunter, Sara Netzer, Barbara O'Hanlon, Joe Pringle, Denise Harrison, Ben Rolfe, Sara Sulzbach

*Via phone:* Monte Achenbach, Dr. Ladi Awosika, Nicholas Frost, Jerome Mafeni, Daniel E. Mensah, Agnes Ngozika, Theresa Norton, Dr. Olusegun S. Odujebe, Dr. Solomon Orero, Dr. Kola Owoka, Dr. Edward Rukwaro, Dr. Theodore K. Yamdji, Dr. Sikder Zakir

### **Agenda and Format**

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The meeting was attended by persons from around the world both via phone and in person. For the benefit of those who could not be present, the meeting was taped. The audiotape will be edited to capture highlights of the meeting and portions placed on the web site for remote access. The handout materials are available on the web at [www.psp-one.com](http://www.psp-one.com). Editing the tapes will be completed in the Summer of 2005.

### **The meeting began with an introduction to the PSP-One Partnership**

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PSP-One is a five-year global project with a mandate to increase the supply of private sector RH/FP services and products. PSP-One has technical leadership in the areas of policy, products, services, quality, RH/FP clinical methods, and health finance. PSP-One's goal is to be a one-stop source of information for networks, containing tools, research, and resources tailored for network needs.

### **The purpose of the Network Exchange and the launch was described.**

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The purpose of the Network Exchange is to serve as a way for networks to communicate with each other and with the RH/FP community, to collaborate and share information, problems, ideas and solutions. The Network Exchange is also an on-line resource and serves as an entryway to PSP-One resources and technical assistance. The launch was to elicit input from networks on what will be helpful to them and in what manner.

### **Presentation of Preliminary Findings from the Technical Review**

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See the Powerpoint presentation on the web – The Role of Private Provider Networks in Expanding the Supply of RH/FP Services.

### **Sharing of Network News, Developments, and Innovations**

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Networks shared about their networks and on topics such as quality and policy. A summary of these news items will be placed on the web as the audiotape is reviewed.

### **Network Exchange, PSP-One Technical Assistance, Tools, and Resources Feedback**

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Participants were introduced to the PSP-One website, the Network Resource Navigator (NRN) and related tools (<http://www.psp-one.com/content/resource/detail/2243/>). Suggestions were solicited on ways to improve future Network Exchange meetings. These were:

- Set meeting format to monthly one hour meetings on a specific topic, identified in advance
- Conduct meetings in French and Spanish – perhaps regional meetings, tailoring language and date/time
- Create listserv for networks to continue the conversation
- Devise a web-based training curriculum for networks
- Utilize in-country resources and facilitate Training of Trainer sessions

### **PSP-One Technical Assistance**

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In general, the point was made that it is important to first a) identify the real training needs of commercial and non-profit networks b) draw on and pool existing resources, c) think about how to sustain any training that is provided.

### **Suggested Topics for Future Network Exchange Discussions**

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#### **Strengthening Network Viability**

- Clarifying benefits and obligations between the parents and members
- Developing marketing and branding strategies, including health services market analysis
- Accessing credit
- Testing alternate financing mechanisms (vouchers, government contracts, etc)
- Improving product procurement and capacity

#### **Service Mix and Quality**

- Moving beyond family planning
- Integrating RH/FP with other services
- Understanding national and international quality standards

#### **Policy and Regulations**

- Sharing common regulatory bottlenecks and ways to overcome these

#### **Scaling Up of Services**

- Building partnerships and creating centers of influence
- Transitioning from a social to a commercial franchise

#### **Network Management**

- Basic business management practices to increase efficiencies
- How to expand and maintain control as a network is expanded

### **Next Steps**

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- Create schedule of topics, meeting dates, and times for distribution to members.
- Create an advisory committee to the Network Exchange – invite all participants to the launch to join.
- Refine the technology to ensure better audio.
- Place participation instructions on the web site.
- Set the next date and invite larger audience.

## Participants

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