# Terms of Reference: Private Sector Engagement Development Consultant for Ebonyi State.

**Deliverable-based Consultancy, based in Ebonyi State, Nigeria**

**Background**

The USAID Integrated Health Program (IHP) in Nigeria is designed to contribute to state-level reductions in child and maternal morbidity and mortality and to increase the capacity of the health system (public and private sectors) to sustainably support high-quality primary health care services that include integrated reproductive health and family planning, maternal, newborn, child, and adolescent health, plus nutrition and malaria (RMNCAH+NM) services in Ebonyi State.

Improving access to and quality of primary health care services, and particularly proven, high-impact interventions for Reproductive, Maternal, Newborn, Child, Adolescent Health and Nutrition and Malaria (RMNCAH+NM) cannot be achieved through the public health sector alone. According to National Health Accounts 2017 data, private health sector facilities account for 53.5% of the essential services delivered in Nigeria. The 2018 Nigeria Demographic and Health Survey found that the private sector is reported as an important source of primary health care services for the treatment of fever/malaria (62.3%), modern contraceptives (42.2%), treatment for children with symptoms of ARI (50%), and less so for facility-based deliveries (13%). The 2019 USAID Private Sector Engagement Policy recommends “deepening collaboration with the private sector in addressing the challenges countries face on the Journey to Self-Reliance and consistent leveraging of the private sector’s expertise, resources, and investment in addressing development”. This policy statement reinforces IHP’s choice of a market system approach for identifying sustainable market-based solutions to address the myriad of challenges in the health sector. In-depth data and information on the private sector in Ebonyi State are limited and IHP is conducting a Private Sector Landscape Assessment (PSLA) to gain deeper insight into the for-profit private health sector’s strengths and weaknesses.

The PSLA will provide several recommendations for strengthening private health sector engagement in health. IHP will work closely with relevant state departments, the private health sector, and other stakeholders in Ebonyi State to prioritize and implement some of the key recommendations of the PSLA.

**The Position**

PharmAccess as an IHP Partner seeks to engage a consultant to work in Ebonyi State with the Ebonyi State Ministry of Health (SMOH), the National Primary Health Care Development Agency, and the IHP technical team to provide technical assistance for the development and implementation of an Ebonyi State market-based private sector engagement strategy based on the findings and recommendations of the IHP Private Sector Landscape Analysis (PSLA).

**Specific Responsibilities**

In collaboration and consultation with IHP’s field and HQ experts, undertake the following activities:

1. Organize and facilitate a multi-day stakeholder engagement workshop to initiate discussions with key government and private sector stakeholders on how to increase private sector engagement in the health sector. The workshop is envisioned to target different groups of stakeholders across several different sessions and will start with presenting key findings from the Ebonyi State PSLA. The consultant will:
   1. Arrange for IHP to present the findings of the Ebonyi State PSLA.
   2. Consult closely with the IHP Ebonyi team to leverage existing relationships with SMOH, other state government officials, and private sector stakeholders to identify key influencers.
   3. Lead workshop preparations in close collaboration with the State MOH and IHP Ebonyi team, including ensuring that proper protocols are followed for government officials, invitations, etc.
   4. Prepare the list of participants (government, private sector, and key stakeholders), agenda, organize, and facilitate the multi-day workshop in collaboration with SMOH and the IHP Ebonyi team, ensuring participation from key stakeholders.
   5. Facilitate a plenary of the senior officials from the government, private health sector and partners at the workshop and guide a consensus around the next steps for the PSLA recommendations.
   6. Write a report of the workshop and agreed upon next steps.
2. Follow-up on agreed upon next steps from the workshop, support development of a private sector engagement strategy and advocate for its inclusion in the new five-year State Strategic Health Plan (2021-2025) currently under development:
   1. Facilitate setting up of a multi-stakeholder taskforce for development of a state PSE strategy. The taskforce will be comprised of the Government, private health sector, national and international organizations.
   2. Facilitate the taskforce meetings, set agenda, lead discussions, and collect buy-in of the taskforce members on the strategic plan.
   3. As necessary, conduct discussions with key stakeholders to get their buy-in on the PSE strategy.
   4. Work closely with the SMOH and IHP to develop the outline/framework of the strategic plan, facilitate presentation of the framework to the taskforce and finalize the framework.
   5. Work closely with the SMOH and IHP to draft the first version of the PSE strategy and support the SMOH in presenting it during a stakeholders’ workshop. The first version of the strategic plan should include illustrative resources requirements (inputs such as human resources) for implementation of the strategy and an M&E results framework.
   6. Elicit feedback on the drafts from IHP in-country and Palladium HQ and incorporate into the draft documents.
   7. Incorporate the feedback of stakeholders and assist the SMOH in preparing the final draft of the PSE strategy.
   8. Assist the SMOH with dissemination of the strategic plan to stakeholders through a dissemination workshop.
   9. Advocate for inclusion in the next State Strategic Health Plan (2021-2025).
3. Strengthen SMOH, Private Health Facilities Registration and Regulatory unit and a multi-disciplinary team to lead private sector regulation discussions and oversee coordination and operationalization efforts.
   1. Support SMOH to draft terms of reference, support kick-off meeting, development of annual workplan, and quarterly meetings of multi-disciplinary team to lead private sector engagement in Ebonyi.
   2. Support the SMOH/Private health facilities regulatory unit in developing an operational plan for the SMOH/ unit and the multidisciplinary team.
   3. Support SMOH/Private health facilities regulatory unit in the development of a capacity building plan that allows for planning for adequate resources and staffing and setting of short- and medium-term goals.

**Qualification & Requirements**

* Minimum of Health or business-related degree. A Master’s degree in business administration, economics, public administration, or a relevant field is an advantage.
* At least 10 years of experience in strengthening government stewardship, systems strengthening, policy/strategy development in health or other sectors in Nigeria.
* Experience of working with private sector required.
* Experience in multi-sectoral coordination and networking with a diverse range of stakeholders.
* Demonstrated strategic ability, written and oral communication, and negotiation skills.
* Good computer skills (Microsoft Office, email, internet)
* Fluency in English and Ibo.
* Resident in Ebonyi State or able to stay in the state during the period of this study is preferred.

**Duration**

The estimated period of consultancy would be a minimum of 40 days. The actual period will be determined discussed and agreed.

**How to apply**

To apply for the position, please submit the following documents:

1. A one-page cover letter describing all research study and activities you have conducted over the last 5 years and stating why you are the ideal candidate for this position
2. Your CV

Send your application documents via email to [vacancies@pharmaccess-ng.org](mailto:vacancies@pharmaccess-ng.org%20) with **IHP Private Sector Engagement Development Consultant for Ebonyi State,** as the subject. The application deadline is **Monday, December 2, 2022,** by 5pm WAT. Only shortlisted candidates will be contacted. For more information, please visit our website [www.pharmaccess.org](http://www.pharmaccess.org/)