



WHO WE ARE

EPOS Health India Pvt Ltd is a multi dimensional resource organization providing turnkey solutions for health care service providers in public, private and voluntary sectors. Set up in 1999, EPOS India specializes in health policy and systems development and reform, planning, monitoring, hospital planning, public private partnerships, capacity building, evaluation, etc. EPOS has, over the last 10 years, worked for Government of India, 24 state governments and all lead international development partners and has successfully completed more than 100 projects. EPOS India draws upon the technical expertise from its parent companies EPOS Health Consultants, which was founded in 1985 as an independent worldwide provider of health consulting services, specialising in planning, implementing, monitoring and evaluating health projects, and GOPA group based in Germany. EPOS Germany has implemented more than 280 projects in nearly 75 countries and is the largest health consulting company in Germany. The company's current portfolio includes 65 projects in 40 countries. Over the last 5 years, total revenues amounted to Euro 83 million globally, with an additional procurement volume of Euro 233 million.

PUBLIC PRIVATE PARTNERSHIPS

Public Private Partnerships have begun in the health sector. And they are here to stay. Many talk about it. Few understand its implications. Some get lost in semantics and related discussions, while others see this to be a simplistic solution for many challenges in the health sector. Result is a myriad configuration of opinions and approaches to PPP in the health sector. This myriad configuration has resulted in (a) isolated experiments with mixed results, (b) mismatch between the intent to venture into partnerships and the capacity to design and manage them, (c) design of PPP models without much perspective planning and evidence, (d) launching of PPPs without an enabling environment and adequate structures and systems, (e) lack of evidence to support costing frameworks and the financial implications.

HOW TO CONTACT US

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WHAT WE OFFER

Policy Research	Feasibility Assessment	Designing PPP Schemes, SOPs
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Costing of Services for PPPs	Partner identification and commissioning support	Capacity Building
Advocacy, Promotion and Marketing	Management Support, onsite troubleshooting, hand holding / partnership nurturing support	Developing Regulatory framework for PPPs
Auditing support	Fund Management	Impact Assessment

OUR REFERENCES

India, Policy for Public Private Partnerships for State Governments in India (Haryana - 2003, Himachal Pradesh - 2004, West Bengal - 2005, Uttar Pradesh - 2008)

EPOS developed the Policy Framework for Public Private Partnerships through a series of stakeholder consultation workshop and formative research.

India - West Bengal, (KfW: 2003 - 2008, DfID: 2006-2007) Design and Management support for PPP for Emergency Transportation Services and Diagnostic Services in Rural Hospitals

EPOS developed Partnership Schemes, Standard Operating Procedures, partner selection guidelines, eligibility criteria for setting up a network of 174 ambulance services managed through local NGOs and diagnostic centers in Rural Hospitals managed by private providers.

The design for ambulance services ensured only one-time capital investment by the Government and all operational costs and revenue risks are shared by the private operators and services managed through user fees. EPOS also provided operationalization and management support for 4 years including MIS support and capacity building. The design and implementation support was provided by KfW from 2003 to 2008 in 8 districts and the roll out support was extended by DfID in the remaining 10 districts of the State for one year which was also managed by EPOS.

India - West Bengal, (KfW: 2003 - 2008) Design of PPP for Management of Primary Health Centers and Fair Price Medicine Shops in Rural Hospitals

EPOS developed the Partnership Scheme, Standard Operating Procedures, partner selection guidelines, eligibility criteria for outsourcing the management of Primary Health Centers and setting up a chain of fair price medicine shops supported by a Social Franchising Network Organization for procurement, supply chain management, franchisee identification and management support.

India - West Bengal, (KfW: 2007 - 2008) Promotion, Marketing and Advocacy Support for PPPs in Primary Health Care

EPOS' support included development of a comprehensive advocacy and promotion strategy and plan. The strategy covers an optimal mix of mass (radio, television), static and local media including mid media supported by a series of advocacy workshops with communities, grassroots level health workers, health care providers and administrators, folk shows, theatres, documentary films, etc. EPOS is implementing the strategy in the eight project districts.

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India - West Bengal, (KfW: 2007) Capacity Building for Management of PPPs

Building capacities among the government functionaries to manage and monitor PPPs and among the private partners to effectively manage the PPPs was considered an integral strategy to nurture and sustain the PPPs. With this objective, EPOS developed training manuals for different audience segments and trained over 2000 government health functionaries and 500 participants from the private partners on management of PPPs. While the focus was on contracts management and monitoring for the government participants; for the private partners the focus was more on systems management, resource management and MIS.

India - West Bengal, (KfW: 2007 - 2009) Design and Pilot of Voucher Scheme for Ensuring Safety Net for Emergency Transportation Services

EPOS designed a voucher scheme for emergency transportation services for promoting institutional delivery. The pilot revolves around a network of private ambulance providers who provide transportation to pregnant women for institutional delivery and seek their reimbursement from the government in exchange of vouchers that they receive from the users. The pilot is operational in one district in West Bengal.

India - West Bengal, (DfID: 2006 - 2007) PPP Design for Setting up Fair Price Pharmacy Shops in Medical Colleges and District Hospitals

EPOS developed the Partnership Scheme, Standard Operating Procedures, partner selection guidelines, eligibility criteria for setting up a chain of fair price medicine shops in Medical Colleges and District Hospitals.

India - West Bengal, (DfID: 2007) PPP Design and Operationalization Support for Increasing Access to Institutional Delivery Services (Ayushmani Scheme)

EPOS designed a PPP Scheme along with all operational tools and protocols (SOPs, Contract documents, communication strategy, MIS, monitoring framework) for empanelling existing private providers for providing normal and caesarean delivery services in lieu of a financial package that the private partners would receive from the Government against appropriate evidence.

India - Delhi, (2008 - 2009) PPP Design and Operationalization Support for Pre Hospital Emergency Response (Ambulance) Services

EPOS conducted a qualitative diagnostic research to design the PPP for Pre Hospital Emergency Response (Ambulance) Services for the national capital territory on a capital costs and optimal revenue risk sharing model. A network of 150 advanced and basic life support ambulances will be managed and controlled by a GPS enabled centralized 24X7 emergency response centre which will be accessible to the population through a toll free number. EPOS' support includes design, transaction advice, commissioning support and monitoring for services for one year.

India - Uttar Pradesh, (2008-2009) PPP Design and Operationalization Support for Management of Public Health Facilities

EPOS conducted a qualitative diagnostic research to design the PPP for management of public health facilities from sub health centers to district hospitals on optimal revenue risk

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sharing model where the private partner infuses required capital for upgradation and expansion of facilities. The support includes design support, transaction advice, i.e. preparation of RFP and assistance in selection of appropriate partners.

India - Himachal Pradesh (2004) Developing the Operational Framework for PPP in Health

EPOS developed the partnership strategy, scheme and operational protocols for Ambulance services, diagnostic services, employees medical benefit scheme, facility management, health tourism, maintenance of medical equipment, health tourism, medical education, social franchising of services and drugs and medical supplies.

India - Haryana (2004) Developing the Operational Framework for PPP in Health

EPOS developed the strategy and operational protocols for PPPs in primary health care.

India - Rajasthan, (2007) Contracting Framework for PPP and Support for Development of PPP Cell within the Government Department

EPOS India developed transaction documents (RFQ, RFP, partner selection guidelines, etc.) for PPPs in 8 areas in the health sector along with the strategy and framework for setting up a PPP Cell for coordination and management of PPPs in the state. Training manual on PPP Management, Contracts Management and selection of private partners have also been developed.

India, (GTZ: 2008-2009) Health Sector Strategy Support - PPP

EPOS is providing national level technical support under the Health Sector Strategy initiative of GTZ. Under this initiative national level technical support is being provided to Government of India on Public Private Partnerships and Quality in health care. Support is also being provided to develop country wide partnership framework for National Health Insurance Scheme (*Rashtriya Suraksha Bima Yojana*).

Some International References

Syria (EU, 2002 - ongoing) Health Sector Modernisation Programme

EPOS and its partners are currently implementing a Health Sector Modernisation Programme aiming at strengthening the health system at central, district and local levels. EPOS supported the MoH in defining the overall political objective of PPPs and the framework of legal and procedural tools necessary for ensuring their sustainability. Concrete steps at central and governorate level were proposed to develop PPP projects in the health sector, possible interests of the private sector to start and maintain a PPP were defined, and recommendations for a public-private mix in hospital care were elaborated.

Yemen (DSE, 1999 - 2000) Feasibility Study for German-Yemeni Hospital Sana'a

EPOS Health Consultants conducted a feasibility study for a private German-Yemeni Consortium on the construction and management of a 100 bed hospital in the capital city of Sana'a. This study was co-financed (50%) by the Public Private Partnership fund of the German Ministry for Economic Cooperation and Development (BMZ) through German Development and Investment Bank (DEG).

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