

Gavi's 2016-2020 private sector engagement approach

SCALING INNOVATION FOR IMPACT

Gavi Board technical briefing session
21 June 2016 | Geneva, Switzerland



Reaching further, together

www.gavi.org

A HISTORY OF CREATING SHARED VALUE

PUBLIC PRIVATE PARTNERSHIP WITH VACCINE MANUFACTURERS

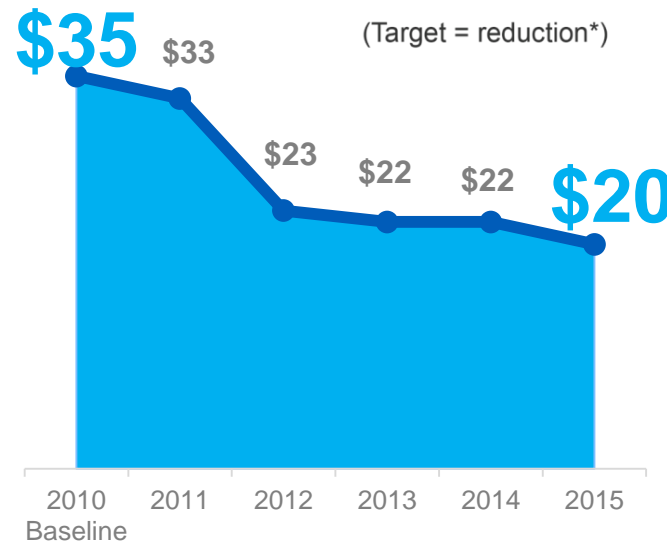
SHIFTING MINDSET

Of vaccine manufacturers by pooling country demand



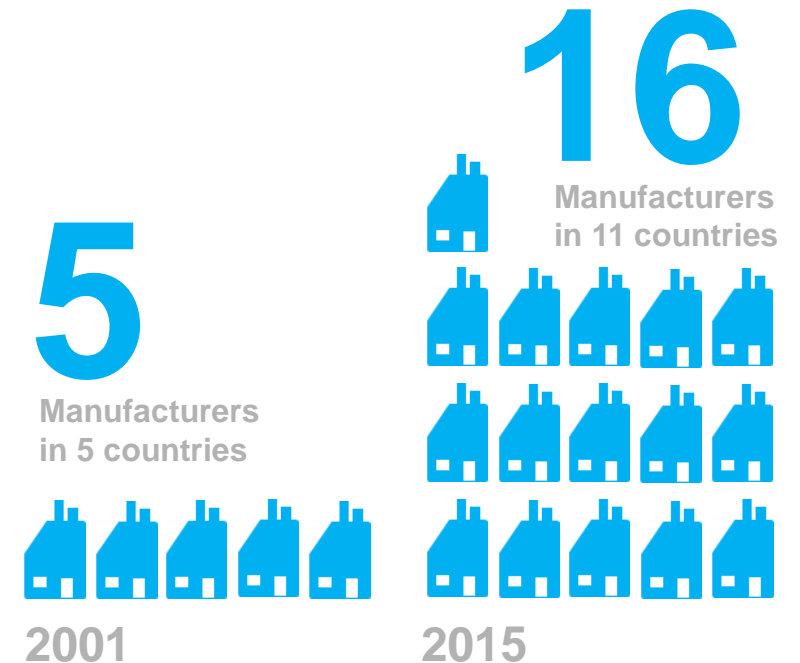
VACCINE PRICE

Total cost to immunise a child with pentavalent, pneumococcal and rotavirus vaccines (US\$)



DIVERSIFICATION

Number of vaccine manufacturers



*Future targets are not publicised to avoid setting a minimum price.

Source: UNICEF Supply Division, 2016.

GAVI'S ENHANCED PRIVATE SECTOR ENGAGEMENT

2011-2015 RESULTS

Gavi has also worked with the private sector to mobilise resources, develop skills-based partnerships, and advocate for immunisation

- By 2015, more than US\$ 105 million in cash and in-kind raised (before match)
- This amounts to US\$ 210 million in total including matching from DFID and BMGF
- Collectively, Private Sector contributors were the 12th top donor to Gavi (2011-2015)
- Lesson learned: potential of private sector expands well beyond fundraising, and requires Gavi to think differently



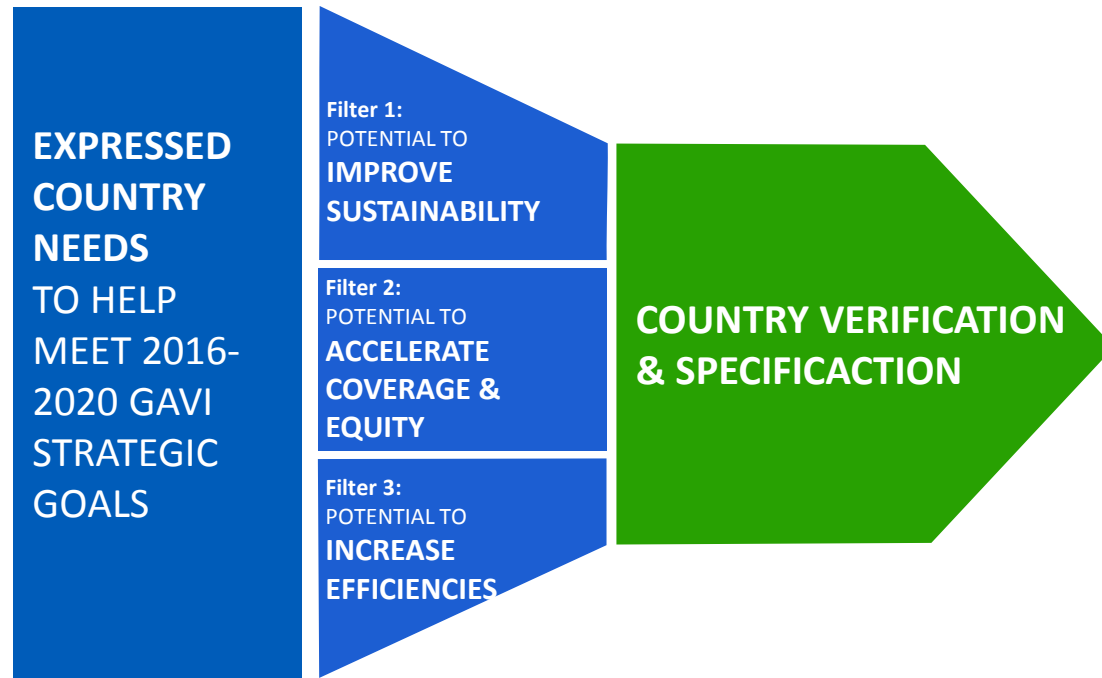
J.P.Morgan



2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

MATCHING COUNTRY NEEDS WITH PRIVATE SECTOR RESOURCES

PRIORITISATION



VERIFICATION OF COUNTRY DEMAND

PRIVATE SECTOR RESOURCES ALIGNED WITH COUNTRY NEEDS

NARROWED FOCUS OF GAVI PS APPROACH:

- 1. Sustainable financing**
- 2. Supply chain:**
 - Mgmt training & capacity
 - Data analysis training
 - Cold chain
- 3. Data quality:**
 - Routine HIS: electronic capture
- 4. Demand generation:**
 - Social mob & mass media mgmt.
- 5. Appropriate and scalable innovations**

2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

BENEFITS TO PRIVATE SECTOR PARTNERS

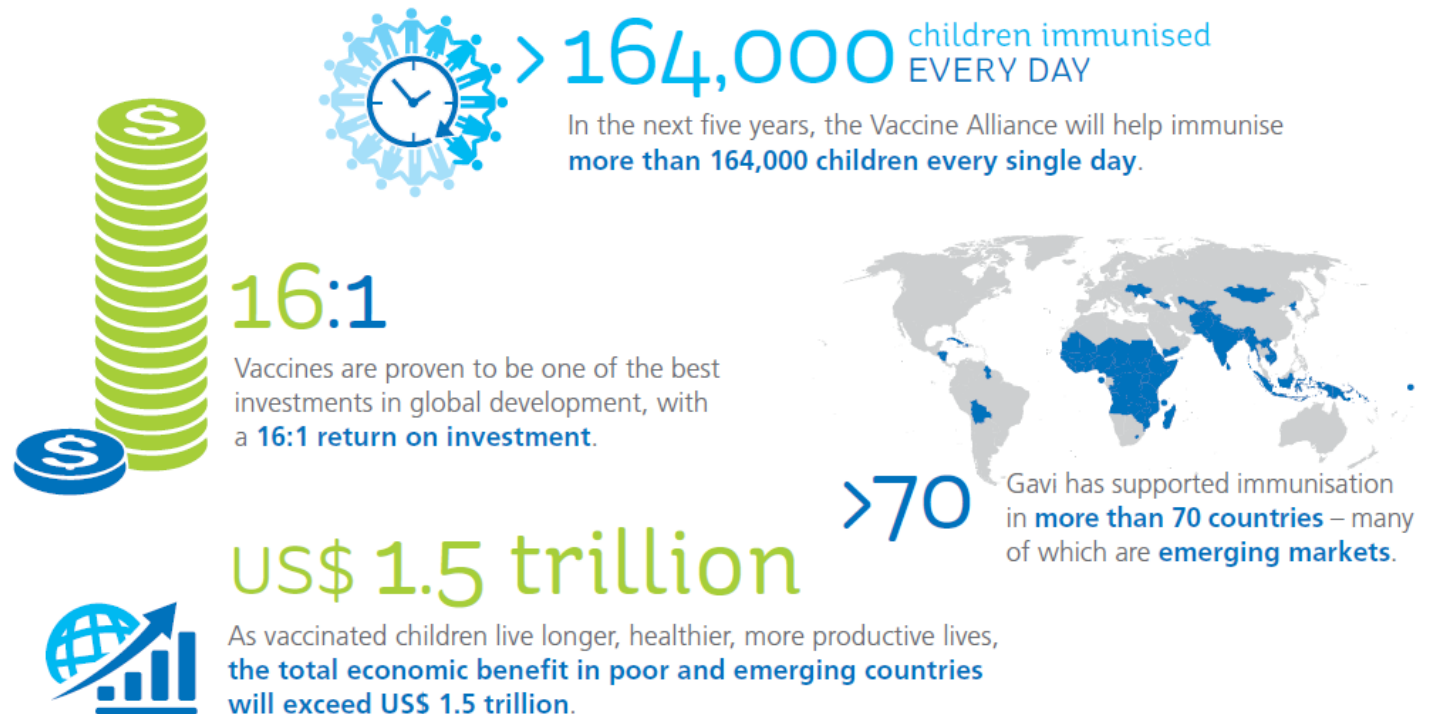
ACCESS

LEADERSHIP

IMPACT

In addition to improving the health of millions of children across the globe, private sector partners look to Gavi to provide:

- **Connection to fast-growing markets**
- **Partnership with global leaders**
- **Leadership in global development through innovative Gavi model**
- **Immediate and permanent impact**



2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

FRAMEWORK TO SCALE INNOVATION FOR IMPACT

MISSION:

Leverage private sector investments, expertise, and innovation to accelerate immunisation impact while delivering enhanced efficiency, permanent progress and sustainable solutions at scale

INPUTS IN RESPONSE TO COUNTRY NEEDS

Country leadership, financing & priorities

Additional financing

Expertise & optimisation

Scalable innovation

Assured sovereign & private donor financing to Gavi

US\$ 9.5 B
2016-2020

OUTPUTS

Innovation at scale

Acceleration

Diversification

Efficiency

ACCELERATED IMPACT

>300m CHILDREN

>5-6m LIVES SAVED

>\$100b ECON SAVINGS

SUSTAINABILITY

ENABLERS

Sovereign, private sector, and civil society champions

Global and regional business platforms

Continued market-shaping activities

2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

TARGETS

INNOVATION AT SCALE

5 INNOVATIVE
SCALABLE
PARTNERSHIPS

Leveraging private sector expertise – fully aligned with country needs and Gavi’s 2016-2020 strategy – that can be scaled-up at national or regional level, ensuring broad and lasting impact. Maximise engagement with business platforms.

ADDITIONAL RESOURCES

\$150M

In new private sector investments, including financial and shared value (before match) and fully utilised Gavi Matching Fund

DIVERSIFICATION

25%

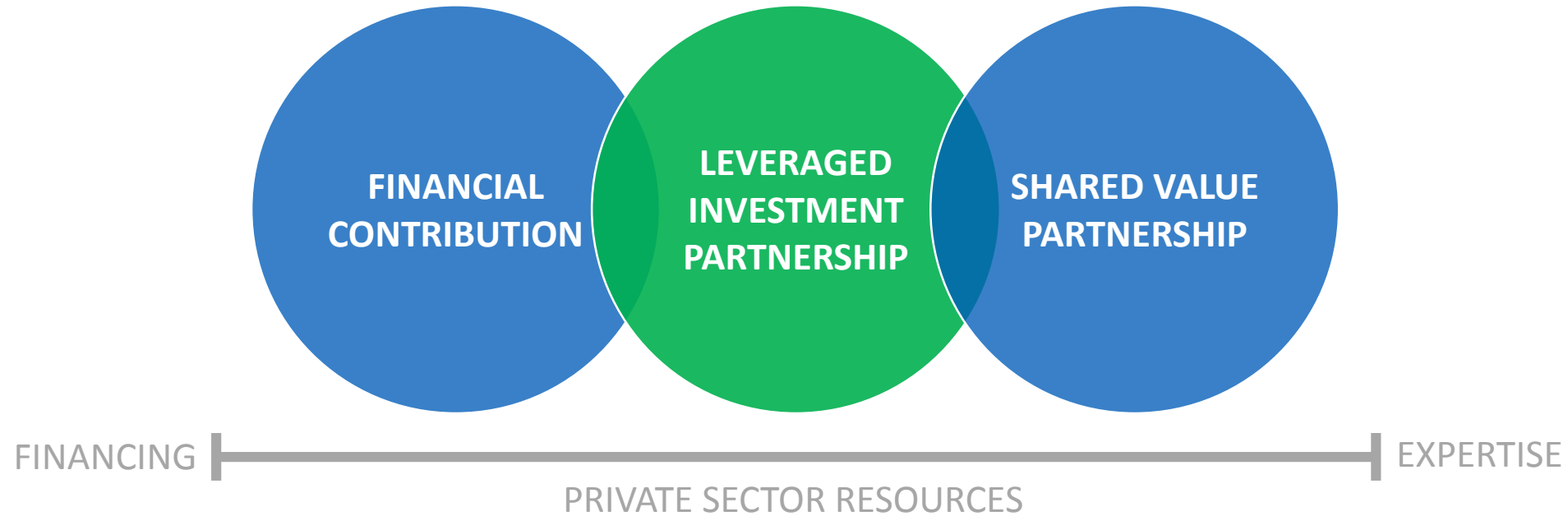
Of partners from emerging markets and Gavi-supported countries

50%

Of investments from new private sector partners

2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

ENGAGEMENT MODALITIES



Single or multi-year financial pledge in support of Gavi programmes that may be matched by Matching Fund

(e.g. corporate or foundation philanthropic support)

Financial pledge accompanied by corporate expertise or programmatic intervention with potential match by Matching Fund

(e.g. awareness raising, bundled interventions)

Long-term operational partnership fully integrated with Gavi model

(e.g. vaccine supply, cold-chain equipment, supply chain services)

2016-2020 PRIVATE SECTOR ENGAGEMENT APPROACH

EARLY RESULTS



Scaled to new multi-year (2016-2020) financial commitment and matched by the Bill & Melinda Gates Foundation

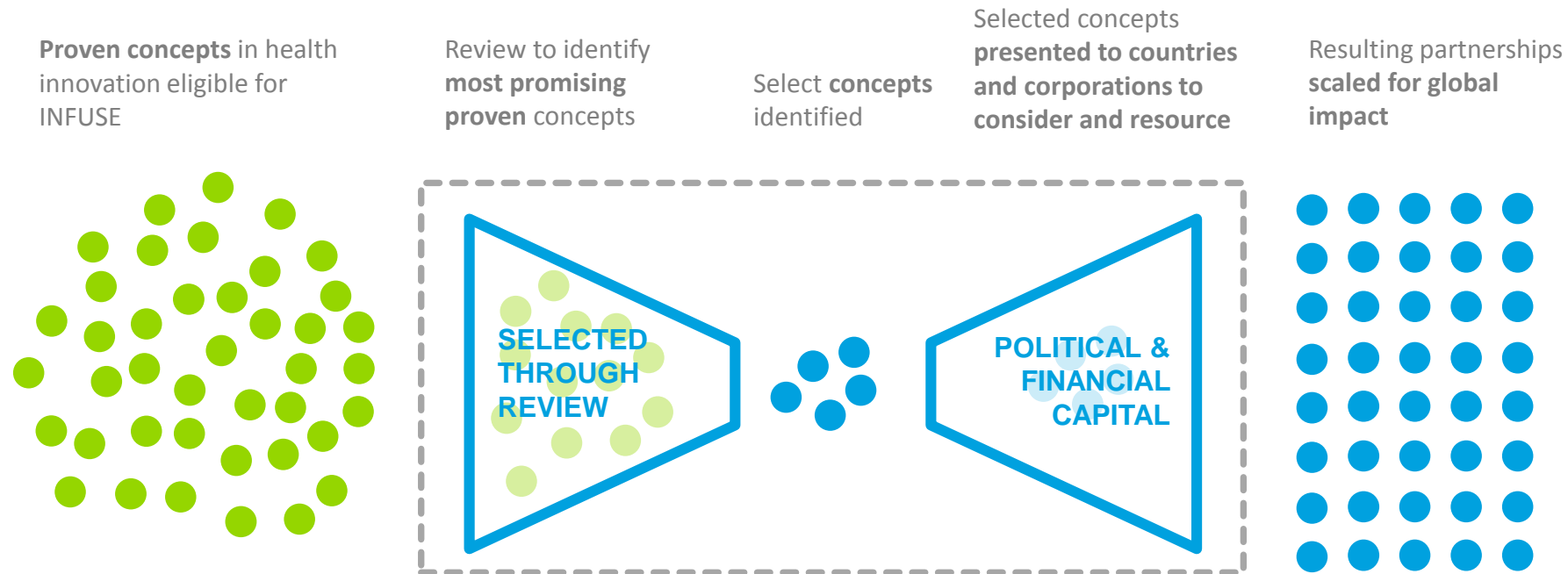
Financial contribution coupled with communications and branding expertise to empower adolescent girls and to help generate demand for HPV vaccine

Scale-up of STEP programme to train supply chain managers with expansion to Francophone Africa

Use of UAVs to deliver medical supplies in remote areas of Rwanda

INFUSE

INNOVATION FOR UPTAKE, SCALE, AND EQUITY



- Launched at **WEF Davos 2016**, INFUSE creates a marketplace for Gavi implementing countries to access a shortlisted, vetted and verified group of **innovations that can be adapted and deployed in multiple settings**
- 2016 INFUSE theme: **Data availability, quality and use**, and over **60** innovators applied
- On 18-19 July Gavi will welcome 15 innovators, along with Alliance Partners to join a **collaborative innovation lab** to test and validate ideas while building a **community dedicated to scaling solutions**
- Progress will be featured at **WEF Davos 2017**

DISCUSSION

