



Outcomes Finance Alliance

2024 SUMMIT



Outcomes
Accelerator

LIGHTNING TALKS:

Outcomes Accelerator Cohort 1

What is the Outcomes Accelerator?

A global initiative to accelerate more effective testing, scaling, and mainstreaming of outcomes-based financing approaches in the delivery of SDG impact.

Governing Committee



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Eidgenössisches Departement für
Wirtschaft, Bildung und Forschung WBF
Staatssekretariat für Wirtschaft SECO



Foreign, Commonwealth
& Development Office

UBS Optimus
Foundation



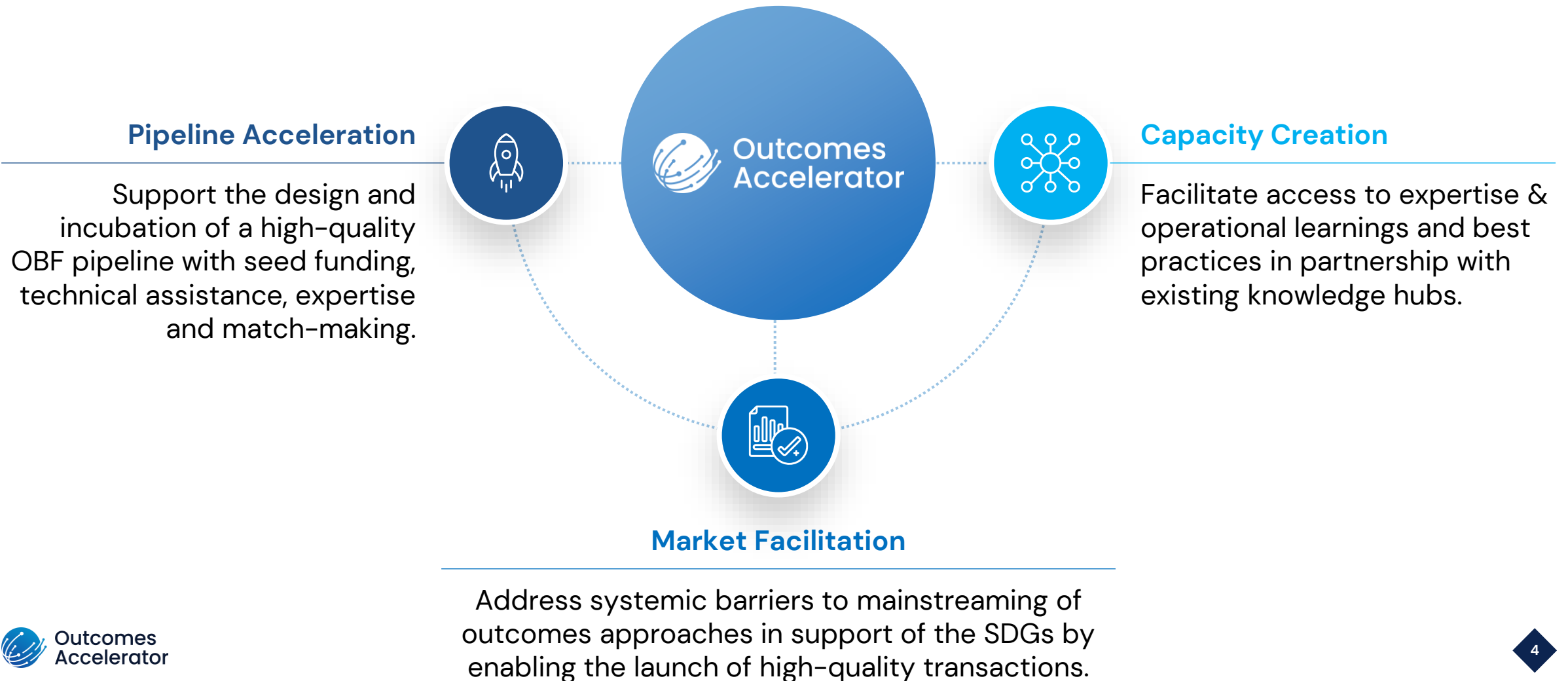
Policy-level objective

Enhance the effectiveness and efficiency of development spending from both the public and private sectors, to ultimately achieve the objectives of the Sustainable Development Goals.

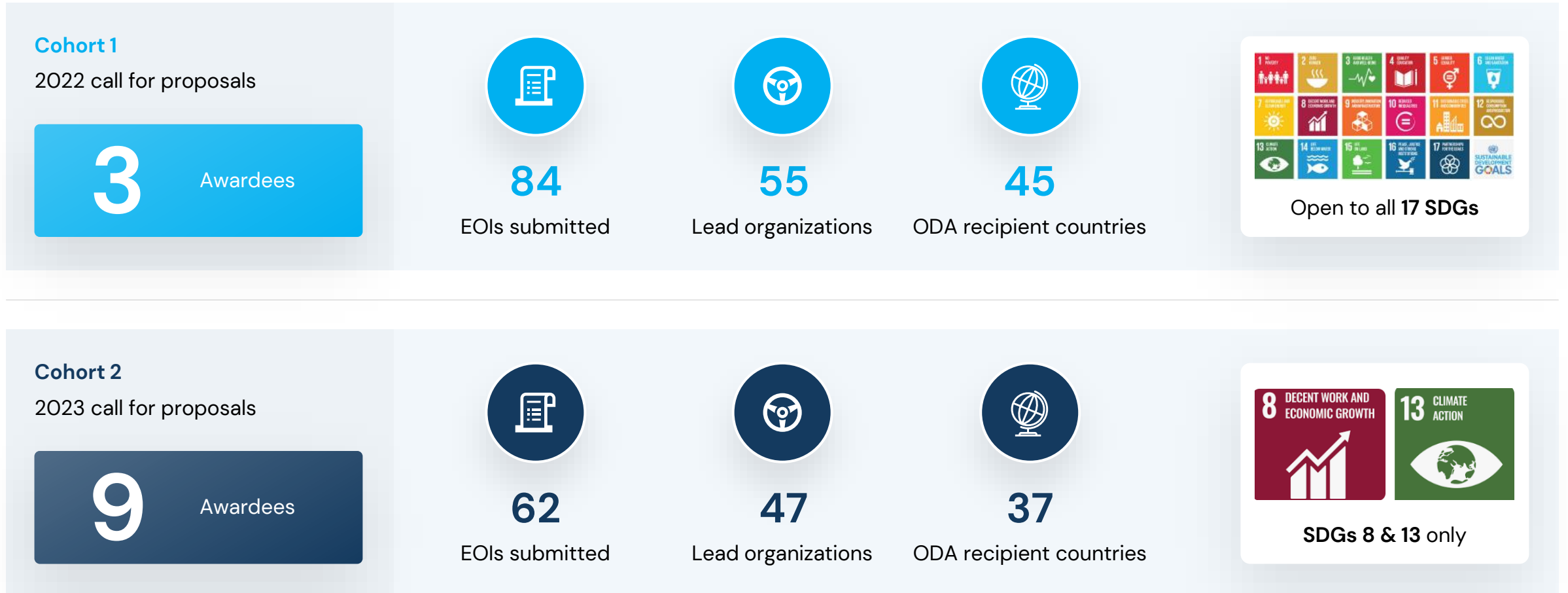
Industry-level objective

Advance a thriving global market of viable stakeholders, including Government & institutional outcomes payers, service providers, implementers, evaluators, & private investors to deliver better and more cost-effective services targeting the SDGs.

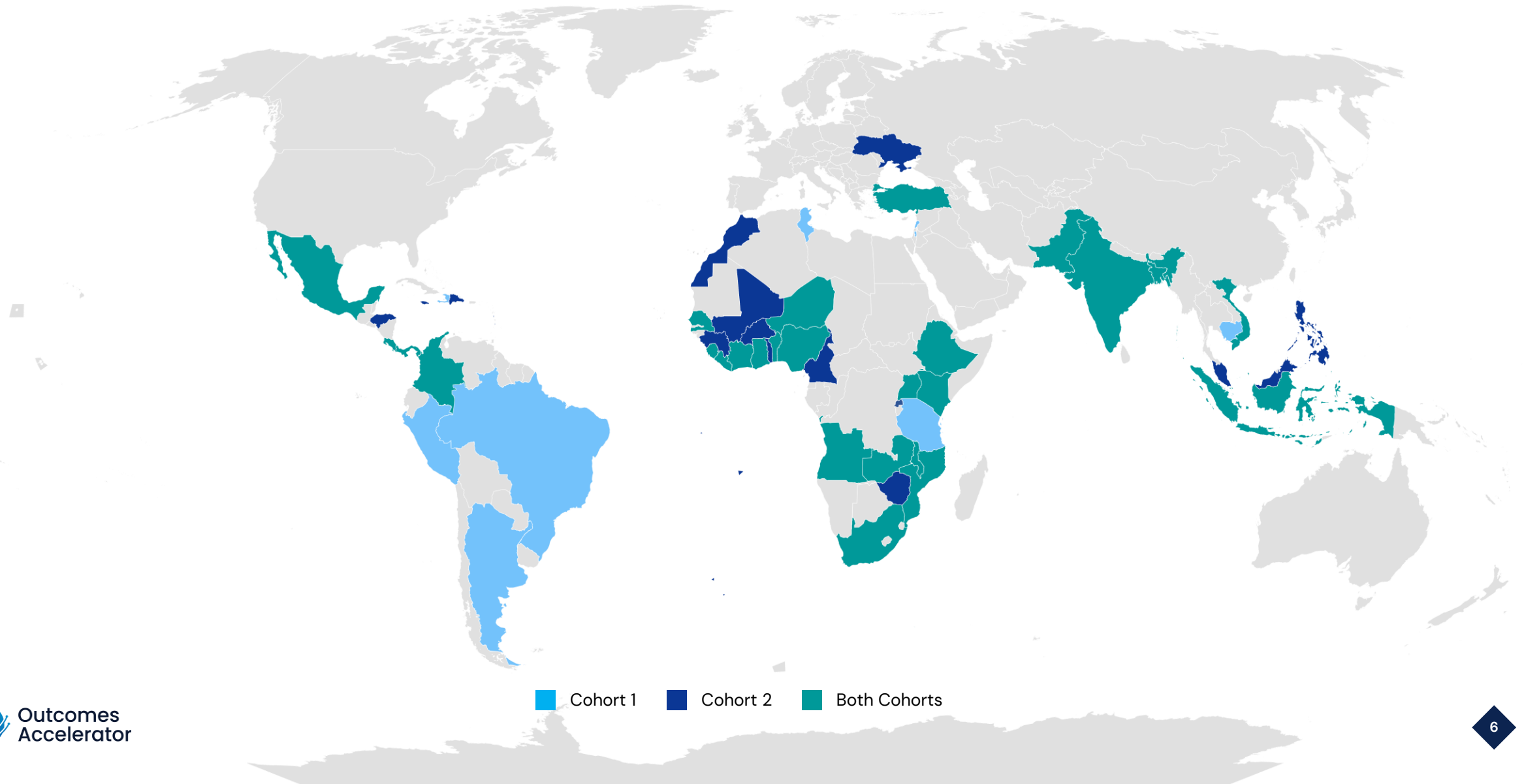
The Outcomes Accelerator is organized around three core pillars to help build the market.



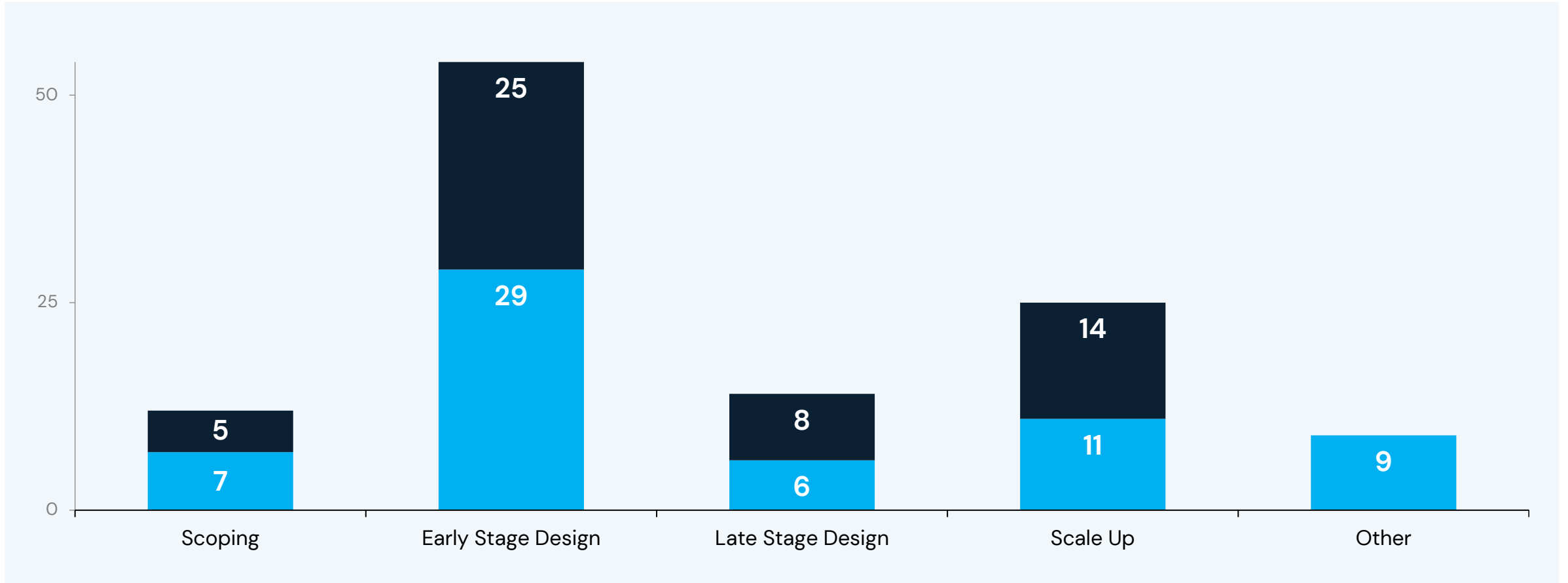
The Accelerator generated a strong pipeline of projects over the first two calls for proposals.



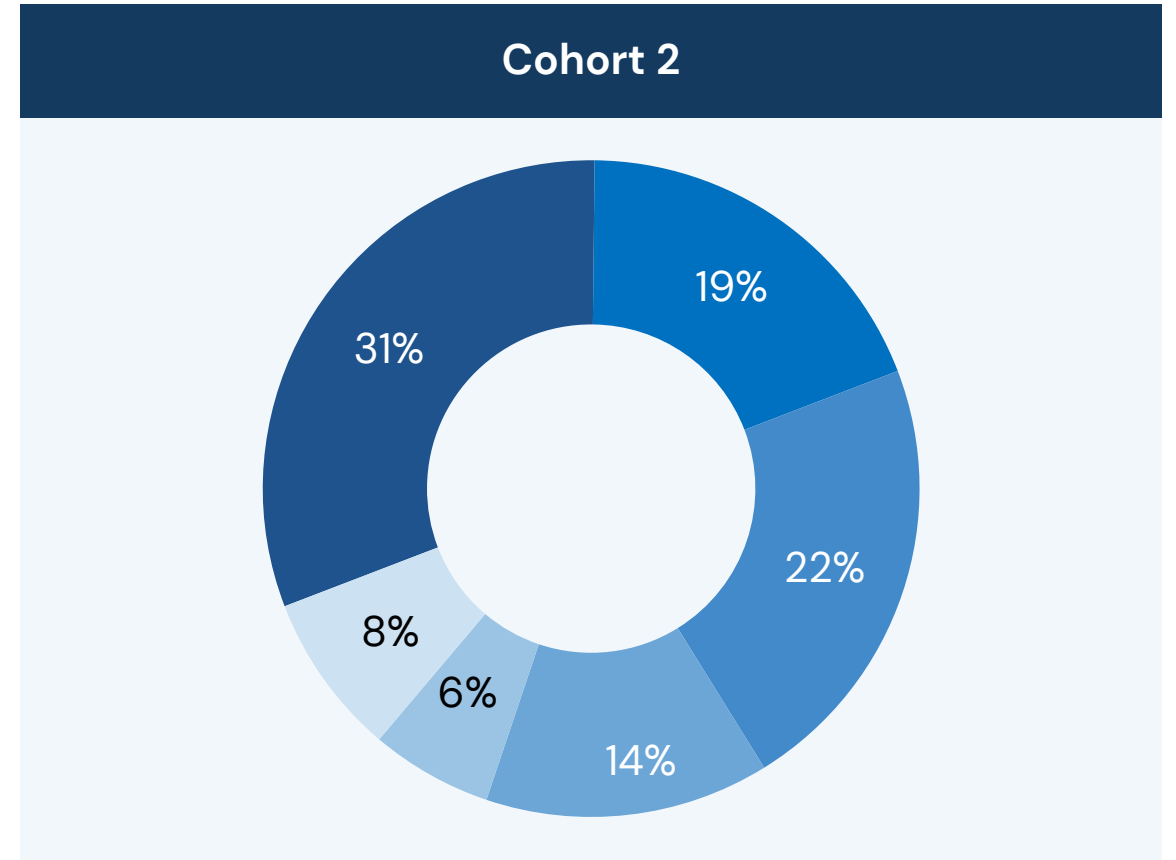
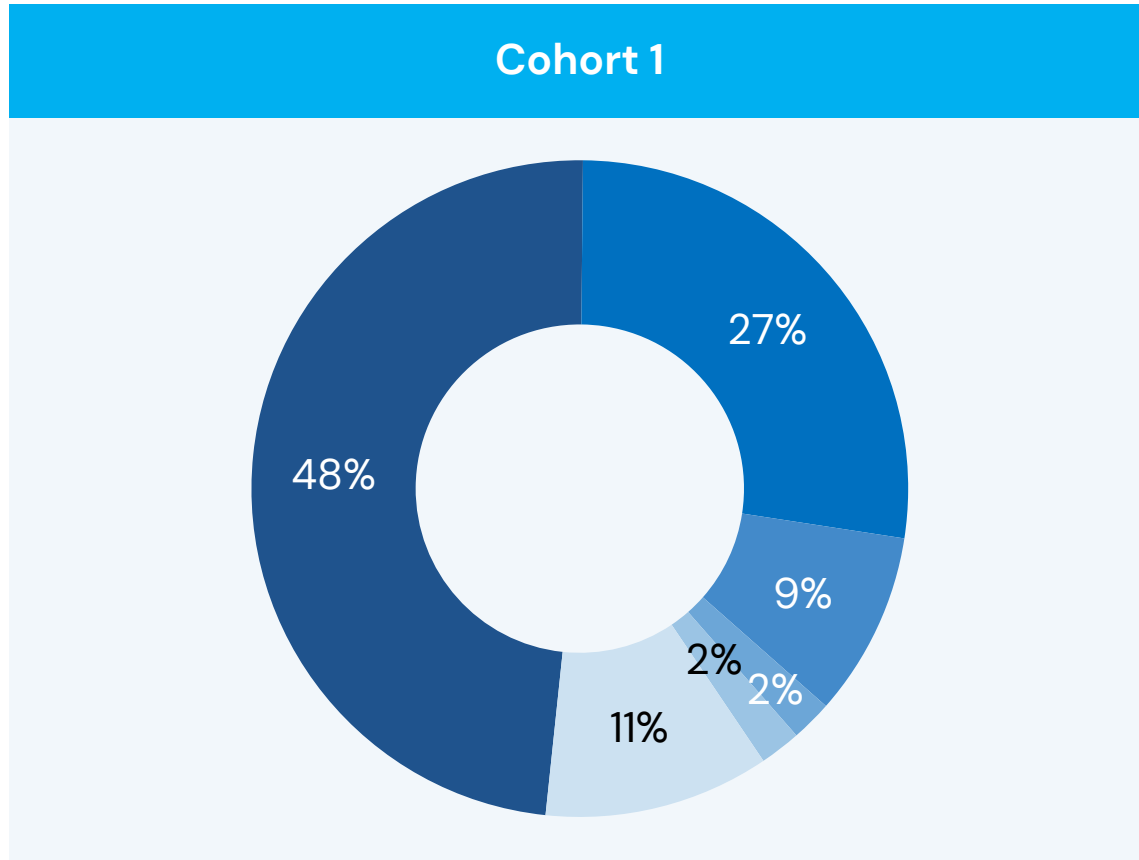
Between both cohorts, we received eligible applications for nearly 60 ODA DAC Recipient countries.



Proposals tend to be early stage – pointing to the need for pipeline support to help them launch.



Outcomes-based finance has diversified beyond impact bonds.



■ Impact Bond ■ Outcomes Fund ■ Pay-for-performance Contract ■ Impact-Linked Finance ■ Social Impact Guarantee ■ Other

What's next?



2018

IBWG members co-create Outcomes Accelerator concept

2018-2019

Market consultation on priority activities and design features

2022 Summer

First Outcomes Accelerator cohort
Call for Proposals

2023 Summer

Second Outcomes Accelerator Cohort
Call for Proposals

2024

OFA Summit –
Announcement of Cohort 2 Winners

2024 Summer
(Tentative)

Third Outcomes Accelerator Cohort
Call for Proposals

For more information :

OutcomesAccelerator@levoca.org

Now let's hear from the Cohort 1 winning teams!!



Catalyzing a Results-Driven Supply Chain to Improve Health Outcomes in Africa

WHO:

Total Impact Capital and partners, including private sector innovators and the Africa Resource Centre (ARC).

WHAT:

Late-stage design to launch a Pay-for-Performance Supply Chain Trust to enhance the performance of private sector medical supply chains

WHERE:

Cote d'Ivoire, Ghana, Kenya, Nigeria, and Rwanda



Scaling Maternal Health Solutions in Angola

WHO:

MAZE Impact and partners

WHAT:

Scale up an innovative maternal health intervention and design an impact bond to improve the lives of 30,000 pregnant women and their families

WHERE:

Luanda, Angola



Schools Eye Health Accelerator in Vietnam

WHO:

Vision Catalyst Fund, Tri-Sector Associates, and partners

WHAT:

Design of a Social Impact Guarantee (SIG) to fund a government-driven school eye health program to improve the quality of and access to eye care services and educational outcomes for children.

WHERE:

Vietnam



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Pay-for-Performance Supply Chain Trust: Catalyzing a Results-Driven Medical Supply Chain in Africa



March 2024



In much of Sub-Saharan Africa, the medical supply chain is broken, which has life or death consequences for patients

In Ghana, a Global Fund audit showed **30+ day stockouts** of key commodities at 70% of facilities

Only 30% of orders **delivered in full**



In Nigeria, reported **availability of some basic drugs was 11-25%**

Avg. monthly facility-level **vaccine wastage rates were 18-35%**



In Kenya, KEMSA lost medicine worth **\$3.47 million** due to expiry or damage just in 2017

KEMSA's order turnaround time for hospitals is **15 days** vs a target of **5 days**

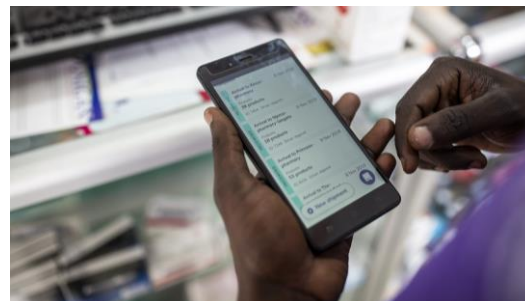


In South Africa, **20% of facilities reported a stock-out** of at least 1 ARV and/or TB-related medicine **on day of contact**

Of the resolved stockouts, **70% lasted more than one month**



In response to witnessing these effects firsthand, local innovators across Sub-Saharan Africa have created data-driven solutions



mPedigree
Bringing Quality to Life





KABGAYI WILBO
010



Zipline

- Zipline designs, manufactures, and operates drone networks to deliver essential medicines, blood, program drugs, and vaccines
- Works with governments like Rwanda, Ghana, Nigeria, Kenya, and Côte d'Ivoire to integrate warehousing, data analytics, and last mile delivery into their supply chains
- Especially effective at reaching remote, challenging to reach areas, providing supplies to avoid stockouts, decentralizing distribution (to CHWs)



Zipline's Impact

51% reduction in maternal mortality due to postpartum hemorrhage in Rwandan hospitals

67% reduction of blood products wasted where Zipline operates in Rwanda

44% less likely that patients miss an opportunity to get vaccinated in areas Zipline operates

1.5M vaccine doses delivered in parts of Nigeria with high rates of zero dose children





DrugStoc

- Platform that lets health providers easily manage and procure all their pharmaceutical and medical products in one place
- >7,000 products and reaches thousands of pharmacies, retailers, hospitals, clinics and medical practitioners across Nigeria
- Founded to address the fragmentation in Nigeria's current system and improve:
 - Medicine quality: eliminating counterfeit and substandard medicine
 - Affordability: before DrugStoc, middlemen could increase prices by 100-200% depending on location
 - Access: patients previously often struggled to access lifesaving medicines



Sproxil

- Sproxil runs a product verification service that helps patients avoid buying counterfeit medicines and other key medical products
- At the point of purchase, consumers scratch off a code and text it to Sproxil to receive an instant response on whether the medicine is authentic
- Sproxil has provided over 3.5 billion codes in Nigeria, Kenya, and India





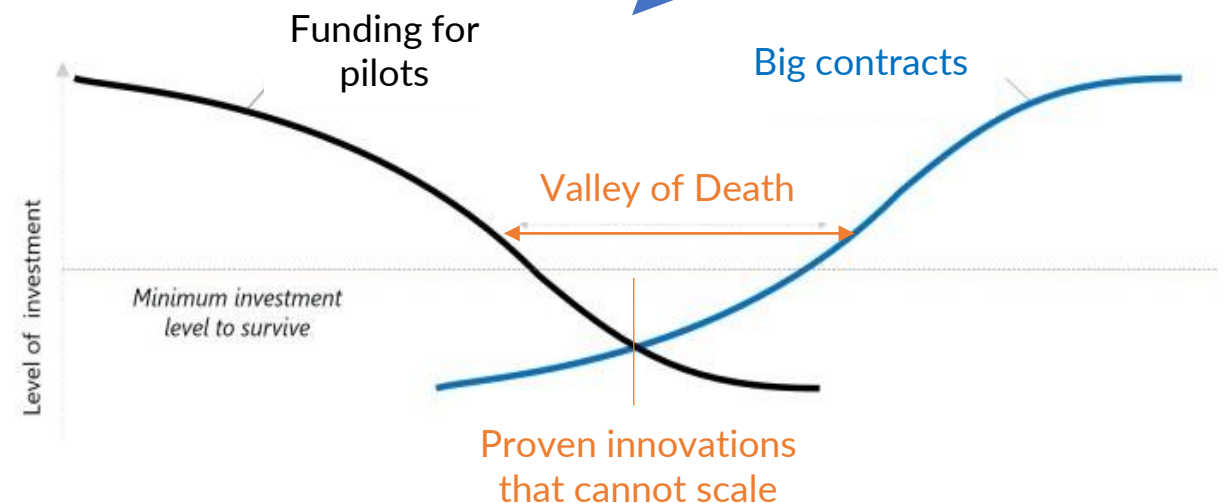
Why outcomes-based financing?

- Current market dynamics **prevent innovations from reaching system-wide scale and impact**
- Current system designed for stability and risk mitigation
- OBF addresses inherent risk aversion, **enhances transparency**, and creates a marketplace that **rewards measurable, significantly higher performance**

“Procurement processes and unpredictable markets make it difficult to scale to additional countries, even if the governments prefer a certain innovator over legacy options.”

“Traditional grants, tailored to NGOs, are very difficult to manage for us. They can even harm companies when trying to get investments in the future.”

“It becomes too difficult to fit the procurement mold of these donor programs. You are too big to be sub-contracted and too small to be contracted on your own.”





PFP Supply Chain Trust: Structure and Roles



Facilitates the innovative financing mechanism across roles throughout the process: extensive experience in health financing in Africa



Provides a wealth of in-country expertise and knowledge of public healthcare supply chain systems as well as legal requirements for setting up and running legal entities in Africa

Independent Evaluator

Evaluates and builds up the evidence base from an independent perspective: extensive experience in measuring and verifying impact metrics

GOVERNMENT PAYMENTS

SUPPLY CHAIN INNOVATORS



OUTCOME PAYER

Performance Payments



Delivery of Health Commodities



Real-Time Results

Verification of results

3RD PARTY AUDITOR

Sample Performance Metrics

- IMPROVED ON TIME DELIVERY
- IMPROVED FULFILLMENT RATE
- REDUCED COUNTERFEITS
- REDUCED PRODUCT EXPIRIES



Progress to Date – Launching Three PFP Pilots

1. Zipline and Gavi

- Integration of performance payments from Gavi to scale Zipline's services to support the vaccination of hundreds of thousands of **zero-dose children in Côte d'Ivoire**. Application under review for Spring 2024

2. DrugStoc and PMI

- Early-stage discussions on one of DrugStoc's new innovations that increases **access to high quality antimalarials and mRDTs** in Nigeria

3. Global Fund

- Sproxil: early conversations for malaria-focused innovation in Nigeria
- Maisha Meds and Field Inc: exploring PFP mechanism for HIV commodity availability in SSA
- Zenysis: For the South Africa SIB that aims to address HIV in adolescent girls and young women, Zenysis aggregates and analyzes data on outcome targets





Conclusion

Paying for results from high-impact innovators is infinitely scalable

Increase equitable access to vaccines, medicines and health commodities, especially for the most vulnerable populations to save millions of lives

Excited by progress so far and to come



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VISION CATALYST FUND

**School Eye Health
Accelerator in Vietnam**

Building a global fund for vision

Over 450 million
children around the
world who need
glasses but don't
have them

**Good vision
unlocks human
potential**

Earning
Learning
Thriving

Individuals
Communities
Countries

In Vietnam

Over 10 million
children in Vietnam
need a pair of
glasses

VISION
CATALYST
FUND



A large, stylized graphic of an eye in shades of blue and purple, centered on the left side of the slide. The eye is composed of concentric circles and a curved outer shape, with a central pupil area. The background is a gradient from blue on the left to orange on the right.

Social Impact Guarantee

Our financial model
supporting school eye
health in Vietnam

Social Impact Guarantee: The Model

Social Impact Guarantee (SIG) Overview

**1. Impact Funders
(Govt/Philanthropy/ODA)**



\$2.5m



2. Service Providers



3. Guarantors

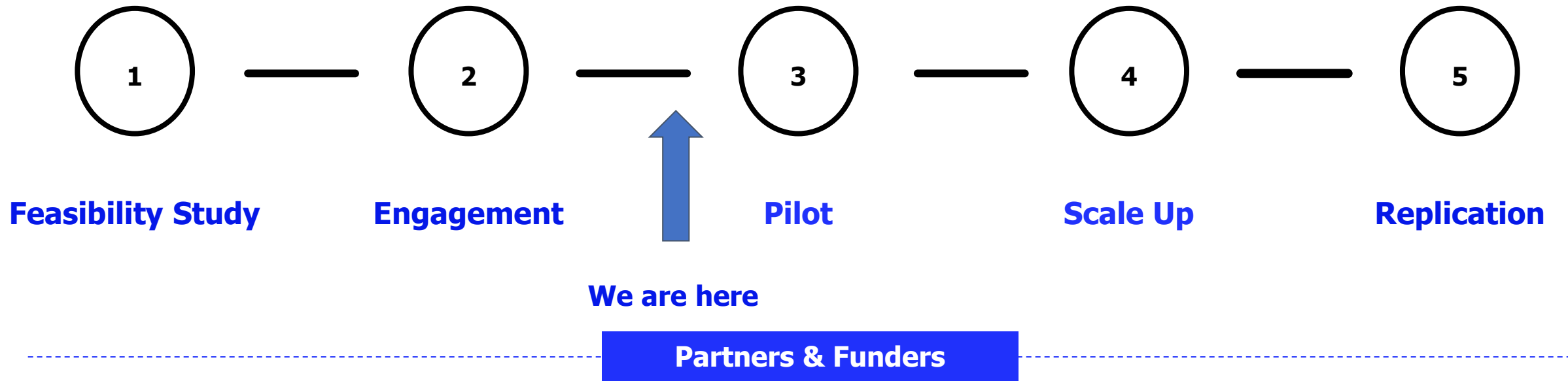


Recycling of
funds

% of \$2.5m

The model operates like an insurance scheme, whereby donors pay a premium to a Guarantor so that their investment is refunded should outcomes not be achieved

Social Impact Guarantee: Our Story





The Programme

Screen and treat 300K children

Free glasses to 30K children

Train 60K Public Sector Teachers and Nurses

Transition to Government

Robust Outcome data

Scale to other countries



Programme Partners



Help us Bring Clear Vision to Children

VISION
CATALYST
FUND

Where we are today

Two Guarantors committed
Outcomes funder final stages
Glasses product donation

Support now

Leverage your connections
Invest capital
Guarantee capital

VISION CATALYST FUND

thank you

Website: www.visioncatalystfund.org

Email: a.askew@visioncatalystfund.org



A registered Charity in England and Wales (1190732).



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Monami

Outcome-linked finance for maternal health in Angola

20-03-2024

800 women die of pregnancy-related causes every day.

However, most maternal and child deaths are preventable.

Despite reduction in maternal and neonatal mortality in the last two decades, Angola is off-track to reach the SDG target , with a maternal mortality rate of 222 in 2020

(WHO, 2020)

New, scalable intervention models around maternal health literacy play a key part in reaching this ambition.

SDG 3.1.

Reducing the global MMR to less than 70 per 100,000 births, with no country having a maternal mortality rate of more than twice the global average.



monami

Increase in maternal health literacy.

Behavioural change.

Improved ANC and PNC visit attendance, adoption of healthy habits, timely access to health-care services, and skilled labour.

Lower maternal morbidity and mortality.

Monami is an Angolan mobile-based health intervention designed to promote female education on maternal and neonatal health topics and empower women to make informed health decisions during pregnancy and the early postpartum period.

It was designed by Appy, an Angolan company bringing IT solutions to critical social sectors such as healthcare and education

● Register for Monami free of charge.

Regular inflow of **SMS or pre-recorded messages** with **culturally-relevant educational content on maternal and neonatal healthcare.**

+

Access to a phone helpline* to pose doubts related to maternal health.

**this feature is not available yet*

● The Monami programme ends at 8 weeks after childbirth.

Monami has ran a **pilot with 20,000 women in Luanda** between 2022 and 2023 which showed promising results and has informed the design of the improved intervention model

- 91.6% of respondents reported considering Monami an extremely useful or very useful service.
- 94,9% of respondents reported having learned something new through the content received from Monami.

Pilot funder:



FUNDAÇÃO
CALOUSTE
GULBENKIAN

Pilot partner:



MATERNIDADE
Lucrecia Paim



**Financing the scaling of Monami
through an outcomes-linked
contract...**

Outcome:

Increase in maternal health literacy

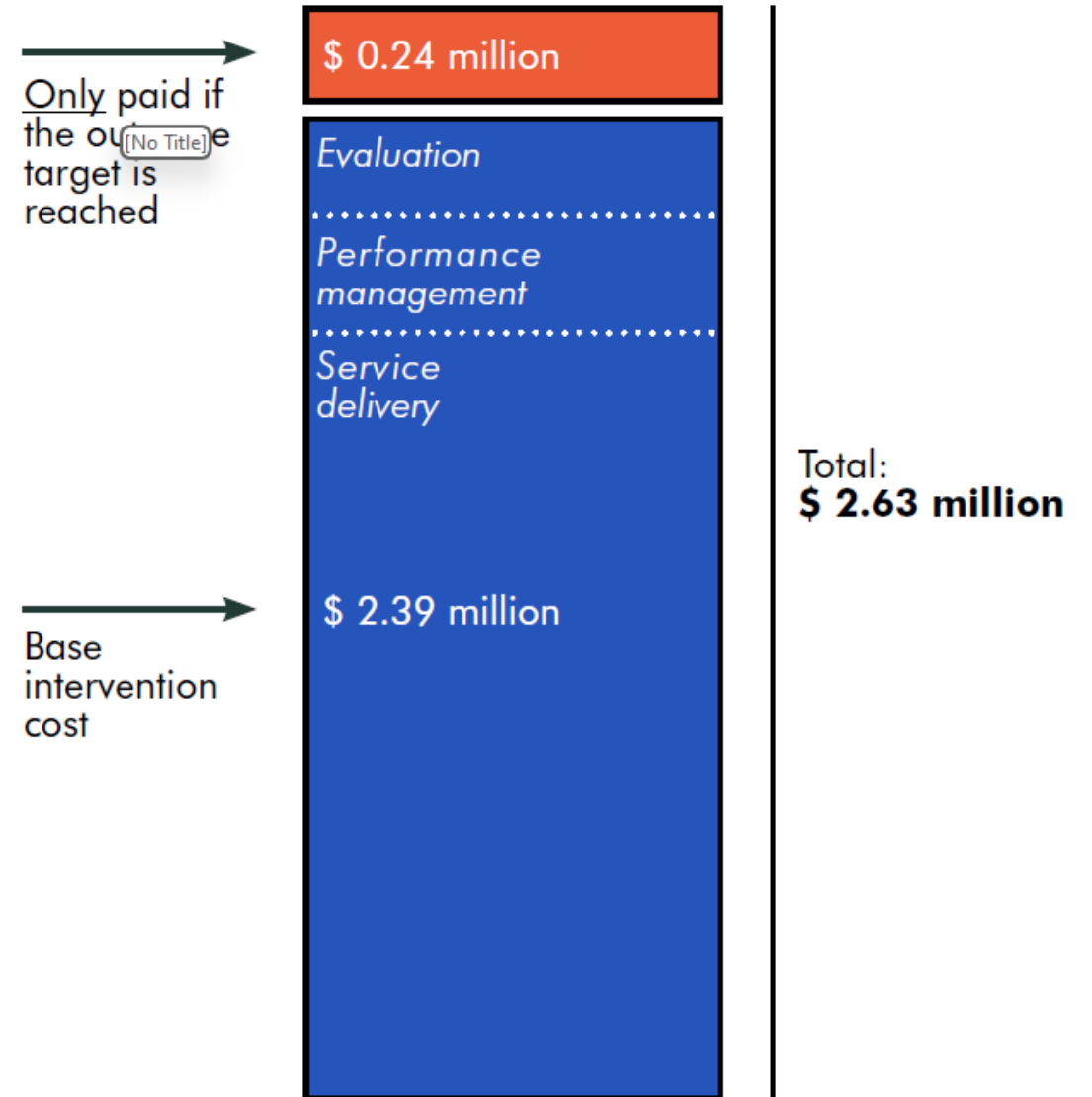
Target:

20 percentage points higher than that of a comparison group

Outcome:
Increase in maternal health literacy

Target:
20 percentage points higher than that of a comparison group

Potential outcome-linked mechanism:
Service providers are rewarded with +10% of the initial financing if the outcome is achieved.



Together with Appy, we are structuring a results-based mechanism to finance the scaling of Monami and increase the maternal health literacy of 100,000 pregnant women in Angola.

Key numbers (*tentative*):

100,000 beneficiaries

3.5 years

\$2.63M in financing

Outcome-linked financing

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Monami

Outcome-linked finance for maternal health in Angola

20-03-2024