



# STRATEGIC PURCHASING FOR PRIMARY HEALTH CARE

## ABOUT SP4PHC

The Strategic Purchasing for Primary Health Care (SP4PHC) project aims to improve how governments purchase primary health care (PHC) services, with a focus on family planning (FP) and maternal, newborn, and child health (MNCH). The project is implemented by ThinkWell in collaboration with government institutions and local research partners in five countries: Burkina Faso, Indonesia, Kenya, the Philippines and Uganda. SP4PHC is supported by a grant from the Bill & Melinda Gates Foundation. The purchasing context in these countries is quite different; large national health insurance schemes cover most of the population in some countries, while ministries of health at the national and sub-national levels dominate the purchasing landscape in others. Across these different geographies, the project is working to strengthen schemes that are critical for improving the delivery of PHC and addressing the needs of the poor, while also improving alignment across different purchasing arrangements within the health system. Through its learning agenda, the project aims to generate and diffuse knowledge about strategic purchasing for PHC to influence policy and practice at the country, regional, and global levels.

# SP4PHC

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## OUR APPROACH

- We implement strategies tailored to the country context.
- We have country-based teams in each of the five geographies, which are at the forefront of implementing country activities.
- We work with the public purchaser and other relevant government institutions in each of the countries to facilitate policy dialogue on strategic purchasing reforms.
- We use analytics to diagnose existing challenges, design potential solutions, and test the sustainability of those designs through pilot studies.

## WHAT IS STRATEGIC PURCHASING?

As countries implement strategies to achieve universal health coverage, they are undertaking health financing reforms to mobilize more financing for health and ensure that available funds for health are used optimally and equitably. Strategic purchasing is linked to the second objective. Purchasing refers to how institutions controlling pooled funds – like ministries of health and health insurance agencies – allocate them to healthcare providers. Making purchasing strategic involves basing purchasing decisions on information about provider behavior and population health needs in order to improve health system performance in terms of equitable access, quality of care and financial protection.





SP4PHC is focused on improving purchasing through the national health insurance program in Indonesia, Jaminan Kesehatan Nasional (JKN), which covers over 80% of the population. Due to its escalating costs, there are growing concerns about the scheme's long-term financial sustainability. Additionally, in contrast to Indonesia's positive trends in reducing neonatal, infant and under-5 mortality, patterns around maternal health are less encouraging and FP progress has stagnated. SP4PHC's goal is to improve how JKN uses purchasing as a lever to increase access to and quality of FP and MNCH services through the full range of health providers, as well as to increase JKN spending on PHC. ThinkWell is collaborating with several government agencies on the following SP4PHC strategies:

## INCREASING PRIVATE PROVIDER PARTICIPATION IN JKN, ESPECIALLY MIDWIVES

To increase access to FP and MNCH services, SP4PHC is collaborating with the Maternal and Newborn Health (MNH) Technical Working Group (TWG), led by the Ministry of Health, to test policies that offer a stronger value proposition to private PHC providers to join JKN, especially private midwives who provide a substantial proportion of FP and MNH services. SP4PHC is leading the pilot testing of policy reforms aimed at addressing purchasing challenges that inhibit participation in JKN, including administrative barriers in contracting and processing claims, as well as low reimbursement rates for key MNH services.

## LEVERAGING PURCHASING TO INCENTIVIZE BETTER QUALITY FOR PHC SERVICES

SP4PHC is supporting the government to explore approaches for using purchasing to improve the quality of FP and MNCH services. Through the TWG, the team is determining how the purchasing power of JKN can be leveraged to incentivize higher quality of care from PHC providers, and how quality can be improved through purchasing levers such as accreditation-based contracting, incentivization of timely referrals, and provider payment mechanisms.

## SUPPORTING JKN TO PRIORITIZE PRIMARY HEALTH CARE

In collaboration with BPJS-K, the agency responsible for implementing JKN, SP4PHC is analyzing how PHC services (FP, MNH) are being purchased and delivered across the system and how PHC capitation and other payment mechanisms are incentivizing or disincentivizing provider behavior. The team is exploring how BPJS-K can improve vertical integration to increase utilization of and spending on PHC services at lower levels of care, leading to greater efficiency.

## EXPLORING HOW PURCHASING CAN IMPROVE FAMILY PLANNING ACCESS

Progress on increasing the modern contraceptive prevalence rate and total demand satisfied has stagnated in Indonesia. Specific challenges include both low utilization of FP services throughout JKN and limited access to FP commodities by private providers. SP4PHC is collaborating with the University of Gadjah Mada's Center for Reproductive Health to assess the FP commodity supply chain and develop recommendations on how to leverage private providers to increase access to these commodities.

For more information, visit <https://thinkwell.global/projects/sp4phc/> or write to [SP4PHC@thinkwell.global](mailto:SP4PHC@thinkwell.global).

*ThinkWell is a health systems development organization with experience designing, implementing, evaluating, and diffusing new solutions to persistent health system challenges. Using tailored strategies that meet context-specific needs, we have supported health financing and governance reforms in over 30 countries. [www.ThinkWell.global](http://www.ThinkWell.global)*