



Country Coordinating Mechanism (CCM) Nigeria

Investing in our Future

The Global Fund

To Fight AIDS, Tuberculosis and Malaria



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Center for Applied Innovation
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SUBJECT: Letter of Endorsement and Support

TO ALL THOSE WHO SEE THESE PRESENTS, GREETINGS

As the Chairman and on behalf of the Country Coordinating Mechanism (CCM) for Nigeria, I provide our full endorsement to the Healthy Africa Scenarios Exercise (HASE) project implemented by Partners International Foundation under its Center for Applied Innovation (CAI) Initiative. The Nigeria CCM calls on all potential Public-Private Partners, and especially donors, to add their support and resources to HASE, and assist in deploying the Capital Analysis and Performance Strategy (CAPS) we are developing.

My over 20 years experience developing and managing Public-Private Partnerships (PPP) highlights the fact that to be successful any truly great innovation and the associated PPP must have a champion to succeed. That champion must provide visibility to the issues and stay with the innovation until it begins to bring results. The champion is the nucleus around which everyone congregates and so the champion will also facilitate the bringing together of representatives from both the public and the private sector to come together around these shared goals. Partners International Foundation (PIF) is that organizational champion.

One of the most significant factors hindering local, national, International Organization (IO), Non-Government Organizations (NGO), academia, private sector and military partners from executing health solutions is the lack of honest and open communication about the challenges facing us. Honest and open communication is essential to beginning to determine how best to resolve the issues we all face in Africa. Too often there is a focus on just collaborating between the potential partners without actually addressing the issues.

From my personal experience with the HASE 2008 process as a core member, it is obvious some of HASE's main value is the willingness to do something different; great flexibility in execution; and the fact it is looking at challenges in a more holistic and all encompassing manner. This is the innovative approach we need now. The CCM will leverage HASE and the CAPS to enhance our efforts in Nigeria and the West Africa Region particularly in our work involving HIV/AIDS, Tuberculosis, Malaria.

A vital PPP characteristic is that "partnership" is key. Every partner in that partnership must have a stake in the direction the partnership moves. Decision-making is not imposed by one group over the other, and responsibilities are shared. The HASE NGO-led approach is proving to be a model in applying that methodology.

The PPP must be successful in networking. A tremendous part of what we are able to do with HASE is improving that networking. The networking itself brings better understanding for all partners and other strengths that can be shared. CAPS itself promises to fill critical gaps in helping governments and private sector companies make use of credible social networks, NGOs, and global partners both directly, and by raising awareness.

HASE is providing great advancements in civil-military alliances, enabling us to leverage core competencies of the military. The military are globally acknowledged as the leaders in strategic visioning and strategic planning. Their command and control structure and hierarchy provides an effective means for rapid mobilization and deployment of the very skilled workforces that exist in the military, especially in emergencies, contingencies, and crisis situations. Most importantly, by engaging both in common goals, HASE is reducing the

traditional tensions that often exist between civilian and military populations.. This engagement of the military in combating deadly chronic and emergent public health threats actually maximizes on investments, and bring added value of well trained and disciplined minds to problem solving. For military and regional partners, HASE sets the conditions for security and stability to flourish, maximizing the potential for expanded development.

PPPs help ensure the sustainability of the programs; they help to provide the capabilities for rapid scalable interventions, and true PPP resources can be leveraged, both in kind and in cash. HASE is accomplishing this in a manner that is already establishing benchmarks.

HASE and the CAPS will provide near-term successes by broadening and strengthening political and popular support for programs; improving policies, plans and financing; facilitating and catalyzing establishment of public-private and private-private partnerships; and strengthening the capacity and improving performance of key national institutions for policy development, planning, coordination and evaluation. The first example of this will be supporting World Health Organization's proposal to deploy the CAPS to assist the Government of Gambia and other select countries in Africa. When established, CAI "Innovation Centers" in African Countries linked to the CAI facility in the United States will provide locations for continuous collaboration and innovation that will directly benefit building capacities in Africa long-term. We look forward to using those facilities and the PPP opportunities they will create.

HASE is demonstrating itself to be a catalyst for action in PPPs, one that can help match private sector organizations, especially commercial private sector, with the government and civil society. This allows all parties to take their time to focus on their core business, while they fulfill their responsibility of finding the best fit to carry out the specific elements of the public-private partnership examples that have been developed.

HASE will help us to tap resources to improve public sector infrastructure and facilities, and therefore provide more services, because of the efficiencies that exist, particularly in the organized private sector institutions. We will have improved institutions so we can improve access, equity, efficiencies, quality, etc. The existence of the HASE and the CAPS alone will give the Global Fund and other Donors confidence that indeed the grants, when approved, will be well managed, and will have the desired impact in the multi-countries for which the proposal is being developed.

HASE is truly a regional initiative, one that can be used to leverage and support other initiatives and other sources of partnerships, to support multi-country type initiatives in West Africa and beyond.

HASE has all the hallmarks of a successful PPP, including: a strong business case; clearly defined mission/strategic intent; known partners; partnership contribution; commitment; willingness to be flexible and principally the public sector willingness to cede control; a key driver; and a strategic planning, monitoring and review process. All HASE lacks is a reliable, dedicated funding stream to fuel its engine of change.

I personally believe so deeply in what PIF is accomplishing through the HASE initiative that I took time from my many projects to participate in the HASE workshop. I did so because it is a vital, visionary step in public-private partnering. I wanted to give it my full support and be apart of what it would create. I am truly convinced from my experience of HASE in Accra of the potential for this effort to yield tremendous impact on the health of countries in Africa and other similar settings. I also see here clearly defined roles that the US Military and other militaries can play in bringing to reality the vision of this process.

In closing, I call on all viable Public-Private Partners to endorse and support PIF and HASE, particularly with Donor funding. On behalf of the Nigeria CCM, I call on **Economic Community Of West African States (ECOWAS)** to fully support the PIF request for assistance in hosting and executing HASE and CAI efforts.

Sincerely,



Dr. Jerome Mafeni
Chairman, CCM Nigeria