



# Partnering to Strengthen Community Health in Uganda

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LivingGoods





# The Need

- ✔ **Infant mortality at 43/1000**  
**U5 mortality at 64/1000**
- ✔ **28% stunting rate among children**
- ✔ **Fertility rate at 5,4**
- ✔ **Still 20 to 33% of people don't seek care for basic diseases (fever, respiratory infection, diarrhea)**

Source:-DHS 2016





# Community Health Landscape in Uganda

- Launched program in 2001
- **180,000 Village Health Team** trained across the country
- Currently **operating iCCM program in 47 districts**, focusing on free distribution of mRDT and ACTs



# Identifying Gaps & Challenges

## Sustainable supply chain

- Free medicines dependent on donors
- Distribution challenges

## CHW Motivation

- Volunteer work
- Low level of supervision

## Performance Management

- CHW recruitment
- Low reporting
- No monitoring of performance



# Partnering for Impact

Ministry of Health partners with Living Goods and BRAC Uganda to strengthen and support Community Health Workers in an innovative way





# Partnering for Impact

**National level:**  
TWG, policy, and plans

- District:**
- Entry meeting & MOUs
  - Quarterly report
  - Performance reviews
  - Joint Supervision

- Health Facility:**
- Referral
  - Quarterly reports

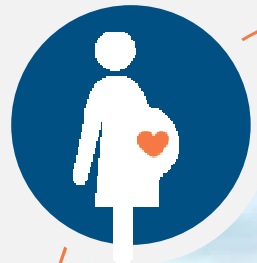
**Community:**  
MoH curriculum  
Co-branded uniforms



# Living Goods/Brac: strengthening health impact

## Healthy Pregnancy

- Prenatal checks
- SMS reminders
- Nutrition
- Delivery in facility
- Family Planning



## Newborn Survival

- Pre and Postnatal Checks
- Kangaroo Care
- Preventing Infection

## Nutrition

- Pregnancy vitamins
- Breastfeeding
- 6-24 month nutrients



## Childhood Diseases

- Malaria
- Diarrhea
- Pneumonia
- Worms

# Broad Product Mix Drives Impact and Sustainability



## Maternal and Newborn Health

- Oral contraceptive , condoms
- Clean delivery kit
- Prenatal vitamins
- Baby caps



## Childhood Diseases

- ACTs
- ORS/Zinc
- Amoxicillin
- RDTs for Malaria
- Deworming



## Nutrition

- Fortified porridges



## Health improving products

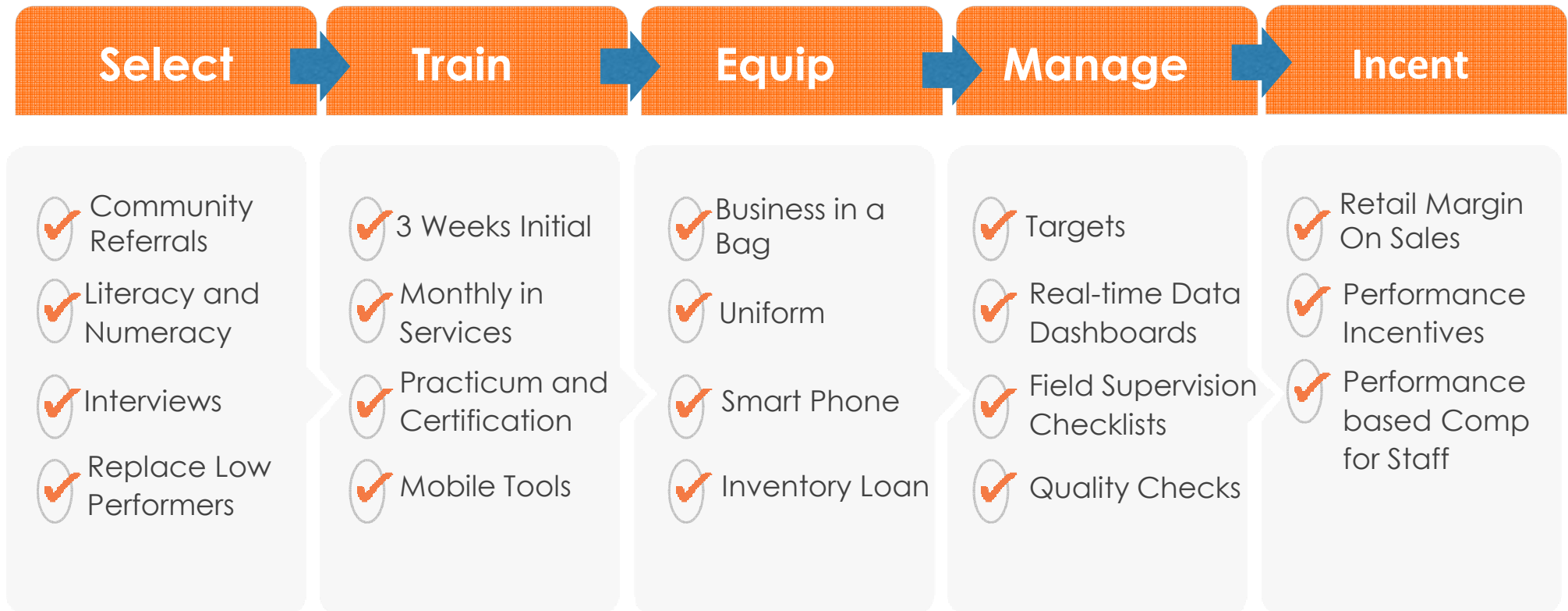
- Solar lights
- Clean cook stoves
- Water filters
- Soaps/detergents
- Bed nets/curtains

The more agents have to sell, the more income they earn, the more time they invest... and the greater impact they deliver.





# High Impact Performance Management





# Smart Mobile Tools



Smart Health Diagnosis App



Real Time Performance Dashboards

1. Improve Performance in the Field
2. Quality
3. Efficient supervision
3. SMS for Patient Compliance and Behavior Change Communications
4. Accurate reporting to Health Facilities, District and MoH



# Robust & Reliable Supply Chain



Branches serve up to 200 CHPs; most live within 25 km for easy re-stocking



Branches are always in stock, tracking inventory electronically and restocking monthly



Branches conduct monthly refresher trainings



Branches can deliver to CHPs via motor bike saving them time and money.

## How Living Goods/Brac Drives Sustainability

Sales pays for products and compensation

- ✔ Community health workers are neither volunteers nor salaried workers
- ✔ Community health workers earn a modest margin on what they sell
- ✔ Living Goods/Brac recovers 100% of product costs
- ✔ Living Goods /Brac earns a modest wholesale margin that covers most field costs



“Living Goods solves two of our biggest challenges in the health care sector: How to keep vital medicines in stock, and how to compensate and retain community health workers.”



**DR. RUHAKANA RUGUNDA**  
*Prime Minister Uganda*



# A Randomized Control Trial revealed Living Goods/BRAC is achieving a

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**27%** REDUCTION IN UNDER-FIVE  
**MORTALITY**

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U5 mortality rate	27% reduction (p value - .010)
U1 mortality rate	33% reduction (p value - .003)
Neonatal mortality	27% reduction (p value - .034)

Independently sponsored by the Children's Investment Fund Foundation.



- ✔ Living Goods and Brac **empower Community Health Workers** to deliver life-saving products and services to the doorsteps of the poor.
- ✔ Our community health program **reduces child mortality by 27%** for an annual cost of under \$2 per person.



# Looking Ahead: Moving the Partnership Forward

- **Scale:** reaching more people through greater coverage
- **Deepen Impact:** Add and expand services to address family planning, nutrition, and immunization referral.
- Support the **CHEW strategy**

