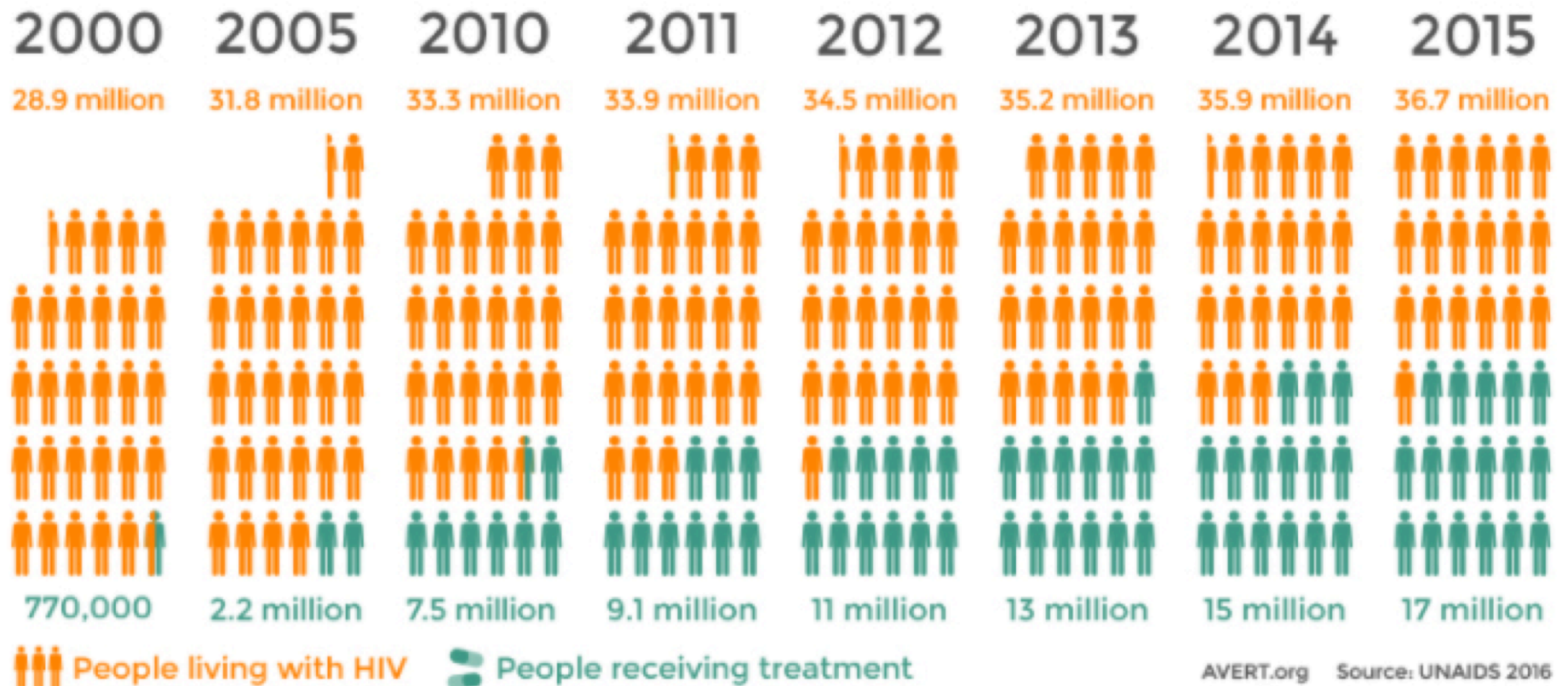


Ylse van der Schoot
Executive Director

Leveraging partnerships to scale up health services delivery for mobile populations in Africa

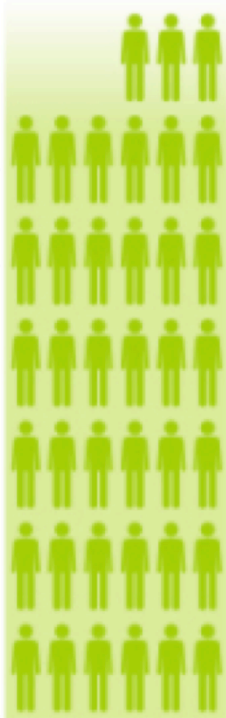
Number of people living with HIV and accessing treatment globally



Number of people living with HIV in 2015

Eastern and Southern Africa

19 million



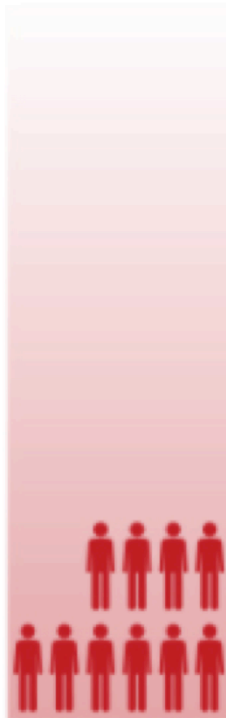
Western and Central Africa

6.5 million



Asia and Pacific

5.1 million



W. and C. Europe and N. America

2.4 million



Latin America and Caribbean

2 million



East Europe and Central Asia

1.5 million



Middle East and North Africa

230,000



North Star Alliance

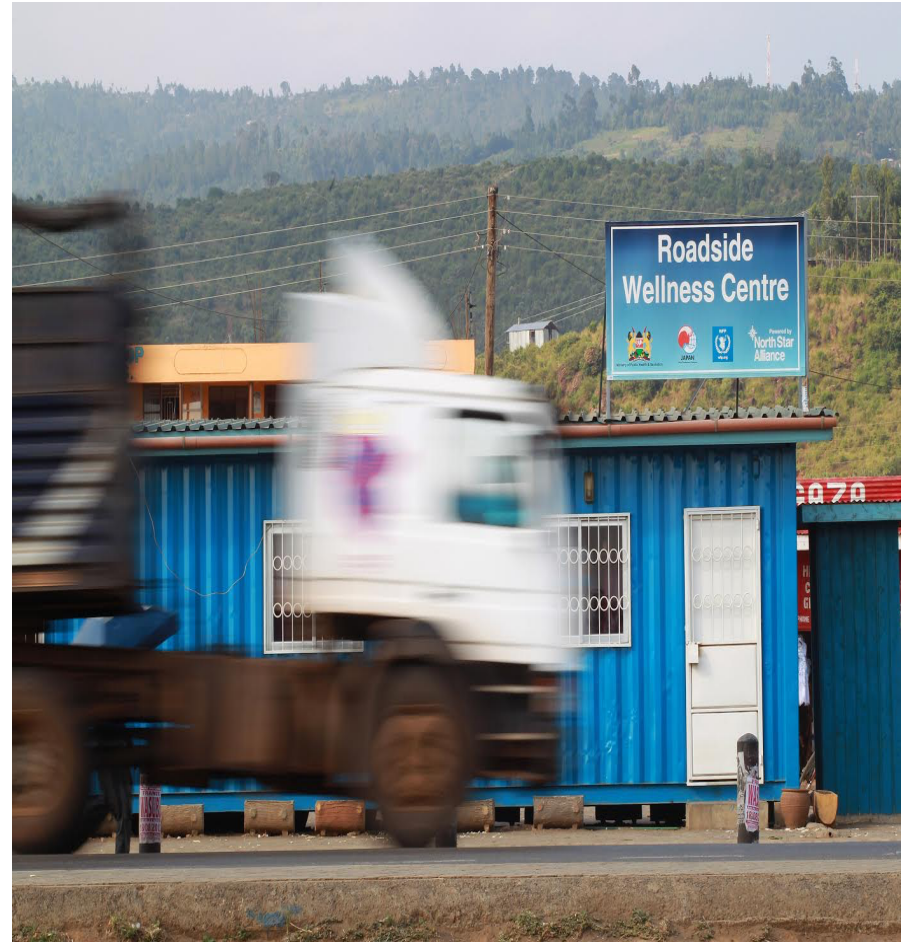


North Star Alliance

“Bringing health to mobile workers across Africa in a ‘Blue Box.’”

Health Services Delivery

- Provide long distance truck drivers & sex workers access to basic healthcare
- “Containerised” approach
- Shipping containers are converted into medical clinics
- Set up clinics along the transport corridor in Africa
- Electronic Health Passport system synced across 10 countries



VISIT

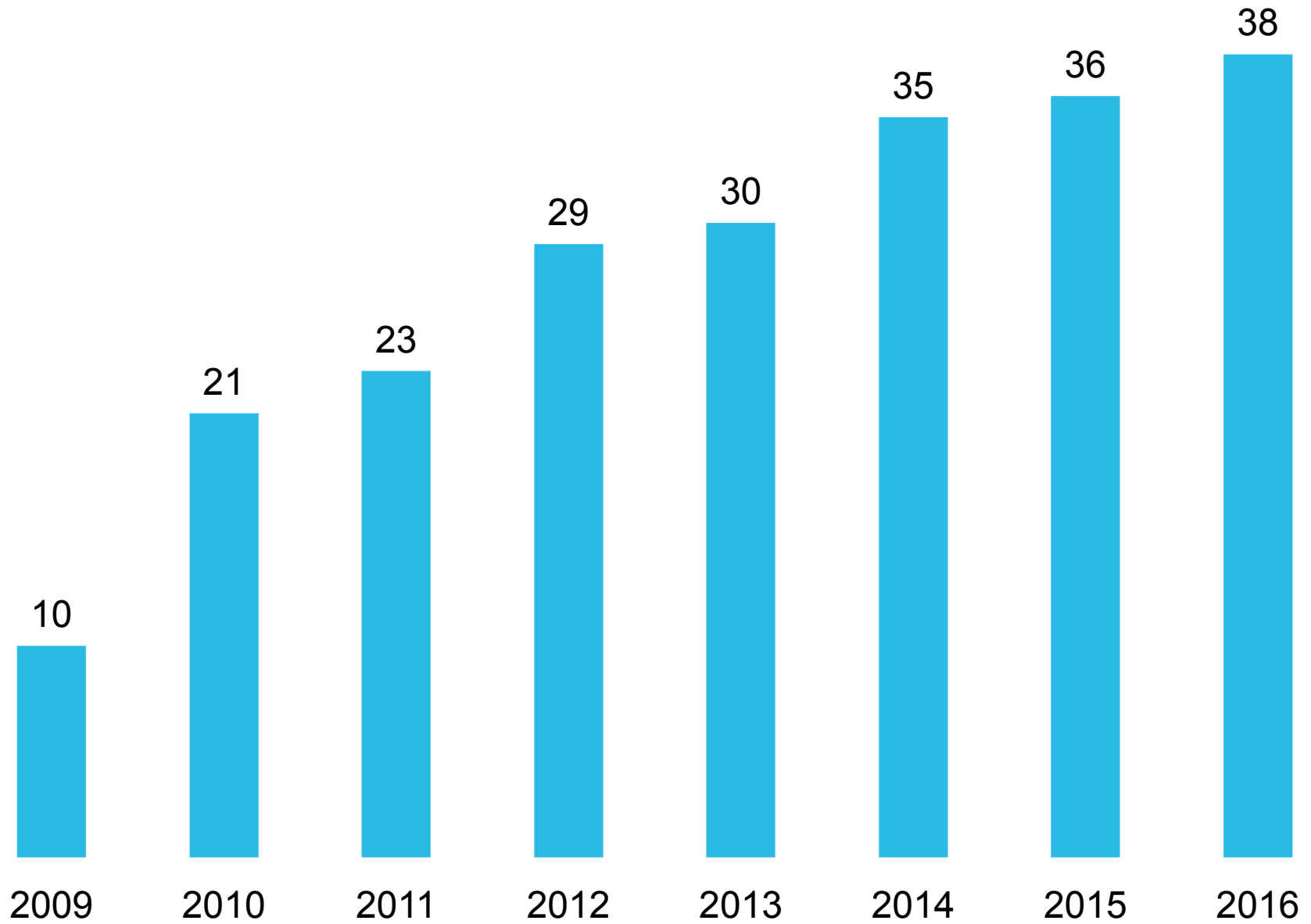
Our network

Region	Country	No.	Clinic
West Africa	Benin	01	Hita Conji
		02	Kraké Plage
	Côte d'Ivoire	03	Noé
	Ghana	04	Elubo
	Nigeria	05	Seme
	The Gambia	06	Farafenni
	Togo	07	Agoè-Nyivé
		08	Dapaong
		09	Kodjovèkopé
		10	Pya
		11	Sanvèe Conji
		12	Tsévè
Southern Africa	Botswana	13	Kazungula
	Malawi	14	Mwanza
	Mozambique	15	Inchope
	Namibia	16	Katima Mulilo
	South Africa	17	Walvis Bay
		18	Bloemfontein
		19	Bloemhof
		20	Cato Ridge
		21	Ficksburg
		22	Hoedspruit
		23	Ladybrand
		24	◆◆ Musina
		25	◆◆ Ngodwana
		26	◆◆ Pomona
	27	◆◆ Pongola	
	28	◆◆ Uppington	
29	◆ Kopfontein		
Swaziland	30	■ Mstsepha	
31	Ngwenya		
Zambia	32	Chirundu North	
Zimbabwe	33	◆ Beitbridge	
	34	◆ Chirundu South	
	35	Forbes	
	36	Victoria Falls	
East Africa	Kenya	37	Burnt Forest
		38	Email
		39	▲ Jomvu
		40	◆ Masi Masiu
		41	▲ Mlolongo
		42	Mombasa
		43	Namanga
		44	◆◆ Selgas
	Tanzania	45	Kurasini
		46	Ilula Mtus
		47	■ Dar es Salaam
	48	■ Kwampembe	
	49	■ Tshingazi	
	50	Tunduma	
	51	Ketuna	
Uganda	52	Malaba	



Blue Box clinics
 Clinics established by North Star, or using our operational tools, operated by other service providers
 Corridors

■ # Roadside Wellness Centres



Strategies for partnership formation



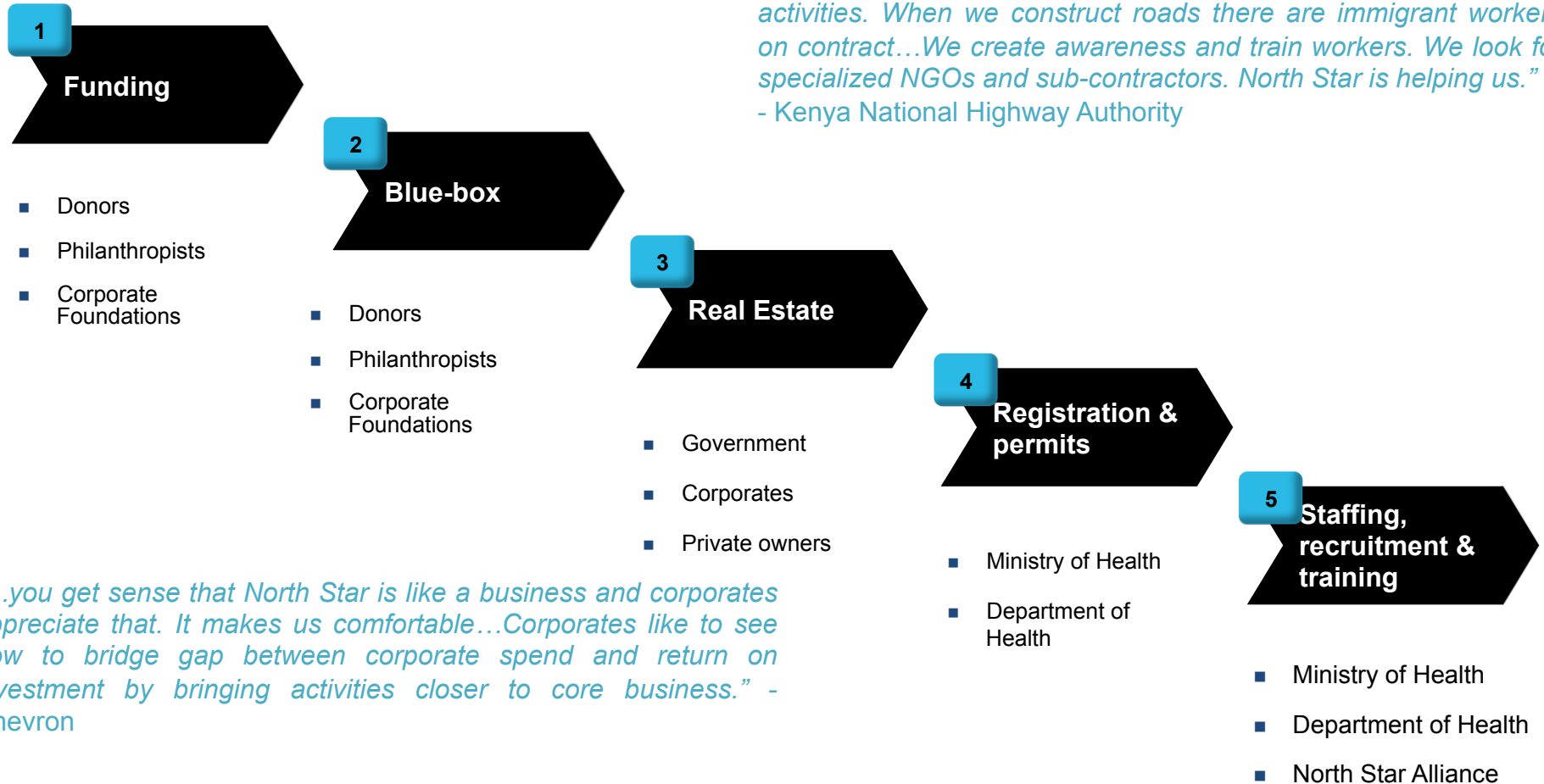
North Star Alliance's Partners



Understanding North Star's Value Chain

"In order for a company to be successful, the whole value chain has to be successful." – Lee

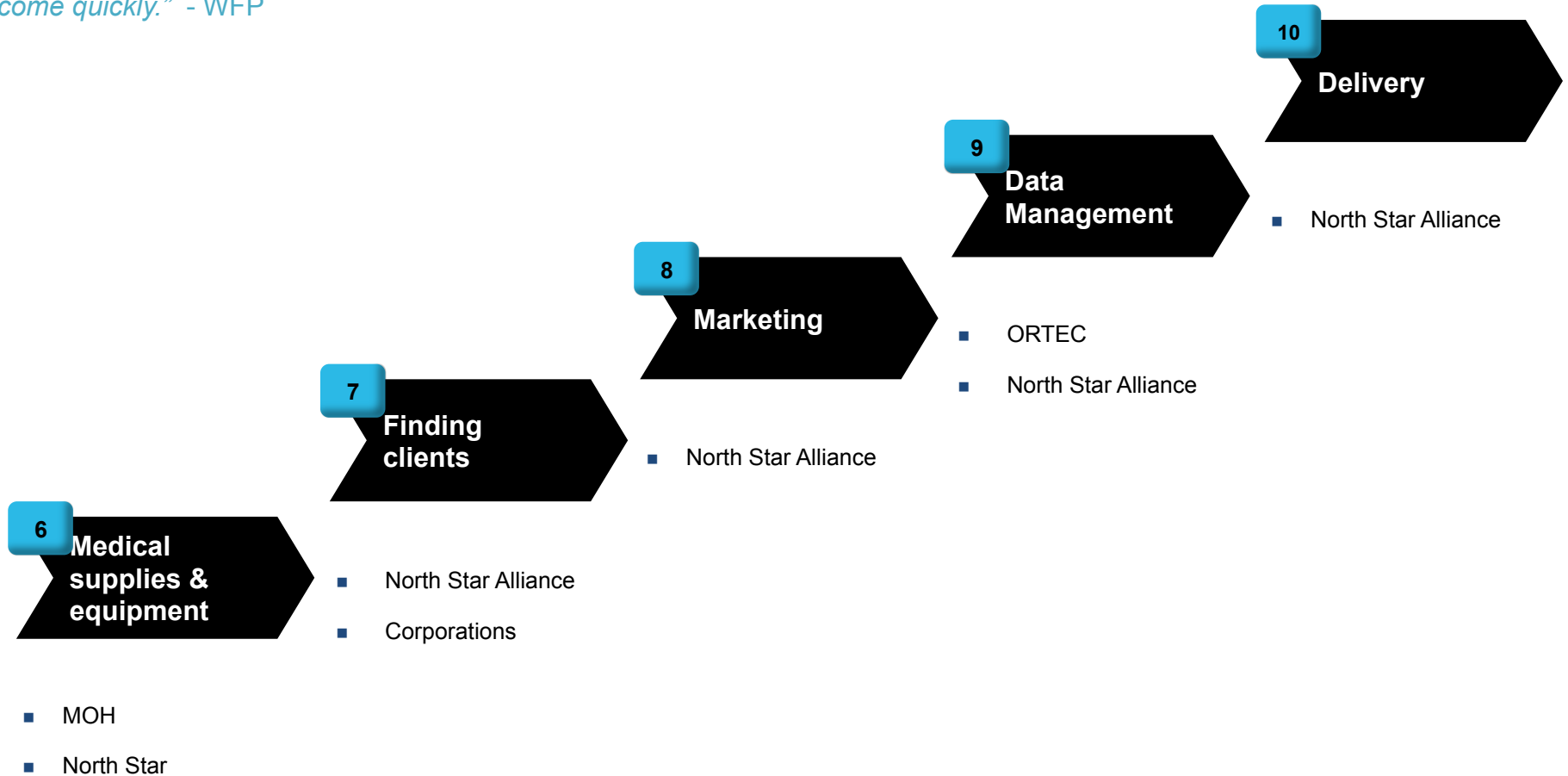
"It is also in our interest to take care of truck drivers. We have strong interest in their activities. We do HIV mainstreaming activities. When we construct roads there are immigrant workers on contract...We create awareness and train workers. We look for specialized NGOs and sub-contractors. North Star is helping us."
- Kenya National Highway Authority



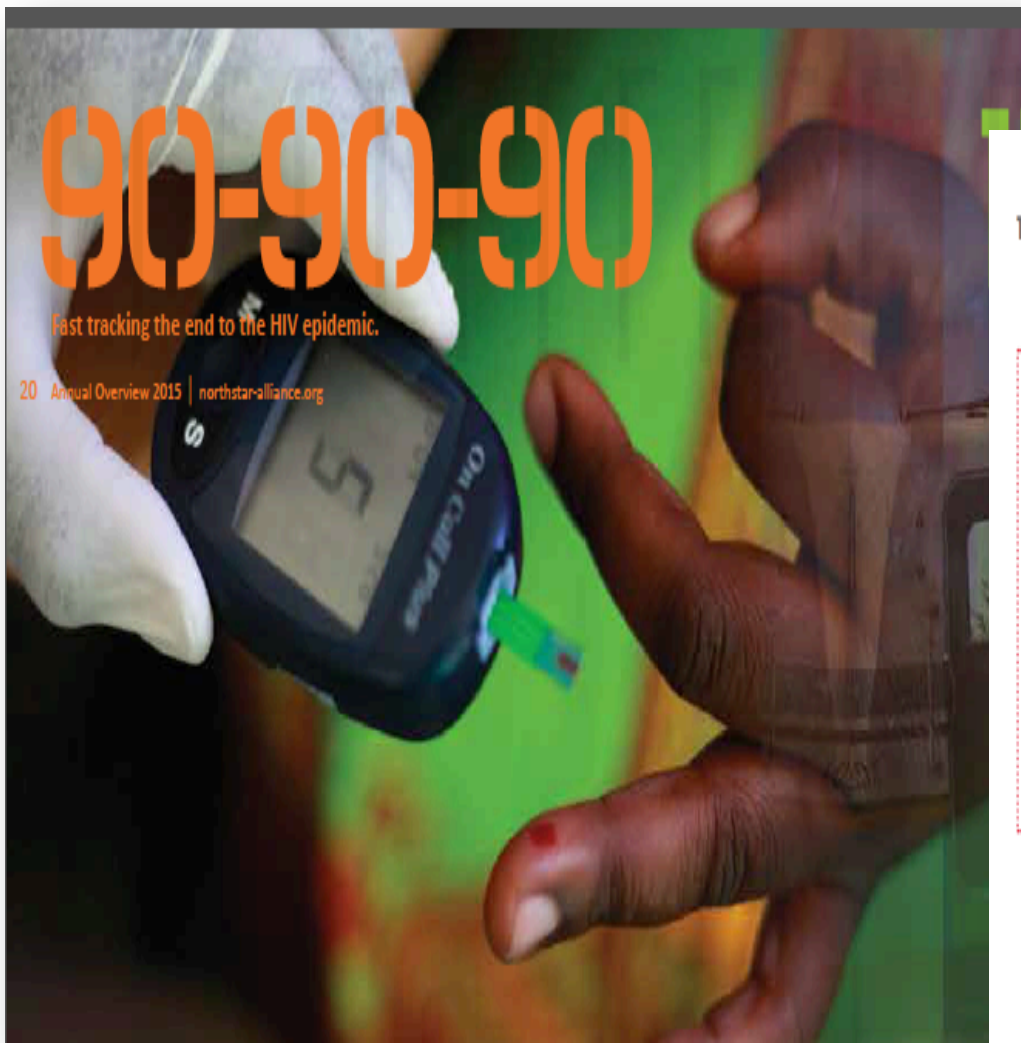
"...you get sense that North Star is like a business and corporates appreciate that. It makes us comfortable...Corporates like to see how to bridge gap between corporate spend and return on investment by bringing activities closer to core business." - Chevron

Understanding North Star's Value Chain

“Successful partnerships are personality based. They are. You need a whole lot of good will, a whole lot of humor, if you’re prone to alcohol let it flow, you need to have a thick skin and be honest with each other. It’s all about the trust that is built and it does not come quickly.” - WFP



North Star Alliance: Advancing the 90-90-90 strategy



THE TREATMENT TARGET

90%

diagnosed

90%

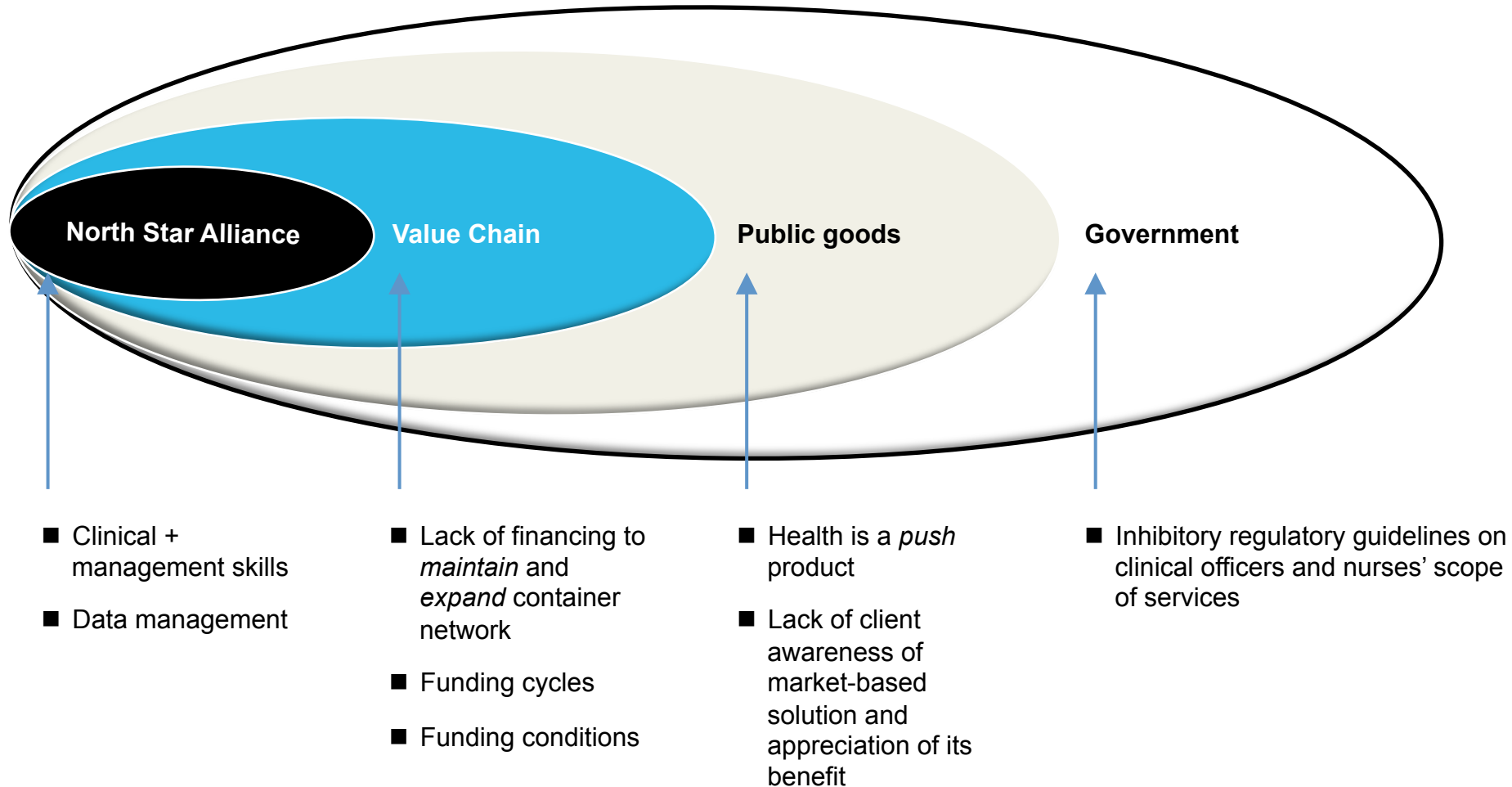
on treatment

90%

virally suppressed

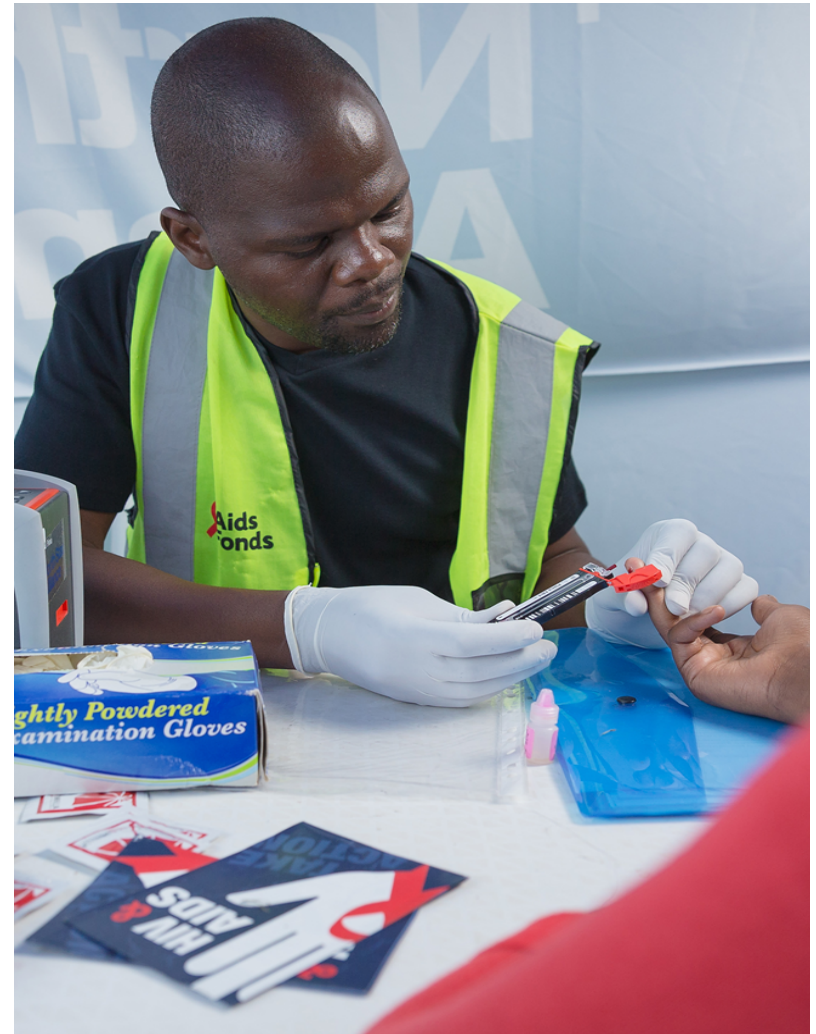
Barriers to scaling up

“Scaling barriers are often not at the level of the firm or organization itself, but in the environment around it.” – Koh et al.



Benefits

- ✓ Partnerships enable North Star to expand its resource base
- ✓ Donor funds used largely to set up new clinics or to maintain operations in existing clinics
- ✓ North Star operates at nexus of social good and commercial interest, which has enabled it to collaborate with the private sector



Conclusions

- Partnerships along the value chain have enabled North Star to achieve considerable growth and expansion over an eight-year trajectory.
- A subsidized business model introduces inherent fragilities to an organization's operations.
- As an organisation that seeks to expand be the quality provider of choice for mobile populations, we confront trade-offs between achieving scale and viability and quality.



Thank You



northstar-alliance.org

