



Smartphone data collection for malaria (photo courtesy of Abt staff)

Partnerships for Success

Abt Associates helps governments, businesses, and private organizations make better decisions and deliver better products and services by providing rigorous research, technical assistance, and consulting services. Abt's mission is to improve the quality of life and economic well-being of people worldwide. In 50 countries, Abt engages in partnerships to achieve our mission by introducing innovative tools and solutions to improve people's health. Our partners benefit from our expertise in the following areas of health care, particularly in emerging markets:

- **Market readiness:** We analyze both national and local government policies to assess whether new services, devices, and technologies can be integrated into the health system.
- **Product entry:** We formulate a detailed roadmap to encourage local adoption of products and services, applying our deep expertise in assessment and analysis of the local health market.
- **Product demand and market share:** We develop tailored communications strategies and behavior change campaigns to raise awareness of and stimulate demand for products and services.
- **Public-private partnerships.** We facilitate the establishment and operation of public-private partnerships with local and national government entities.
- **Financial modeling for reimbursement:** We develop and apply costing tools to identify options and opportunities for financing of health products and services, including insurance schemes and other financial mechanisms.
- **Impact evaluation:** We monitor programs and evaluate their success through impact, performance, and process evaluations.



ABT'S EXPERTISE AND REACH

Clients rely on Abt for impartial expertise and objective analysis in the following areas:

- Health financing and universal health coverage to expand access to health services and enhance financial risk protection for the poor through vouchers, insurance, and contracting.
- Health partnerships and social marketing to expand access to and use of priority health products.
- Policy and stewardship initiatives to promote good governance of limited health care resources while maximizing access and quality of care.
- Advocacy and capacity building for financial institutions to increase lending to private providers.



Technical Focus: Finance for Health

Through the **Health Finance and Governance (HFG)** project, Abt has helped reduce financial barriers to health, expand health insurance, strengthen governance, accountability and transparency; and advance techniques in health systems performance in more than 50 countries in Africa, Asia, Europe and Eurasia, and Latin America and the Caribbean.

As part of HFG's work on measuring and monitoring countries' progress toward universal health coverage, Abt has gained an intimate understanding of health expenditure trends and movements worldwide. **Through more than 180 rounds of tracking exercises in 55 countries, we have helped track \$69 billion of health expenditures.**

USAID's **Strengthening Health Outcomes through the Private Sector (SHOPS)** project collaborated with USAID's Development Credit Authority to structure and implement lending programs for the private health sector, resulting in **more than 2,500 loans** valued at more than \$20 million to support quality improvements and expansion of private health care facilities.

Technical Focus: Non-Communicable Diseases

With funding from the **Medtronic Foundation**, Abt implemented **HealthRise**, an innovative community-based program to expand access to care for cardiovascular disease and diabetes among underserved populations in Brazil, India, South Africa, and the United States. HealthRise used mobile technologies to improve communication between patients and providers, built an open source, expandable management information system for chronic conditions, and established innovative coordinated care teams.

Country Focus: Ethiopia

Ethiopia's Minister of Health recently said: **"Abt's work has changed the direction of our country."** Through three successive health financing projects spanning more than a decade, Abt has provided technical support to the launch of community-based health insurance in nearly half of the country's districts. **About 11 million Ethiopians have health insurance thanks to Abt's efforts.**

Evaluation of Health Impact

In 2011, Abt won USAID's Excellence in Evaluation competition for our evaluation of a health insurance program for low-income workers in Nicaragua. Using a mixed-method randomized controlled trial impact evaluation, we created comprehensive data on the insurance program's effect on health care use and out-of-pocket spending. Results were published in the journal *Health Economics*.



ABT EXPERTISE IN ACTION

Abt projects are helping improve health outcomes worldwide, especially for poor and vulnerable populations. We provide a full spectrum of health care services in all of the areas highlighted below.

Technical Focus: Health Care Innovation

When the **Centers for Medicare & Medicaid Services (CMS)** set out to examine ambitious hospital-setting innovations to improve quality, cost, and access to care, the agency turned to longtime partner Abt for rapid-cycle feedback. Our evaluations of the **Health Care Innovation Awards** are focusing on a range of hospital-based interventions being implemented with CMS funding using a mixed methods approach that incorporates primary and secondary data collection and analyses.

Technical Focus: Influenza

Abt designed and built the **Integrated Vaccine Surveillance System** for the **Centers for Disease Control and Prevention (CDC)** to provide real-time data on effectiveness of antiviral drugs and vaccines. We have also conducted large-scale studies of flu vaccine coverage, including surveys and analysis of attitudes toward vaccination against the flu and other diseases.



Technical Focus: Vector Control

Since 2006, the **President's Malaria Initiative (PMI)** has protected millions of people in sub-Saharan Africa from malaria through indoor residual spraying (IRS) to kill the mosquitoes that transmit malaria. Abt has contributed to this by leading the PMI Africa Indoor Residual Spraying Project (AIRS), **protecting 13 million people from malaria each year since 2013**. In September 2017, we launched the five-year PMI VectorLink Project. Working across 24 countries in Africa as well as the Mekong Delta, PMI VectorLink is equipping countries to plan and implement IRS programs and other proven, life-saving vector control interventions with the overall goal of reducing the burden of malaria.

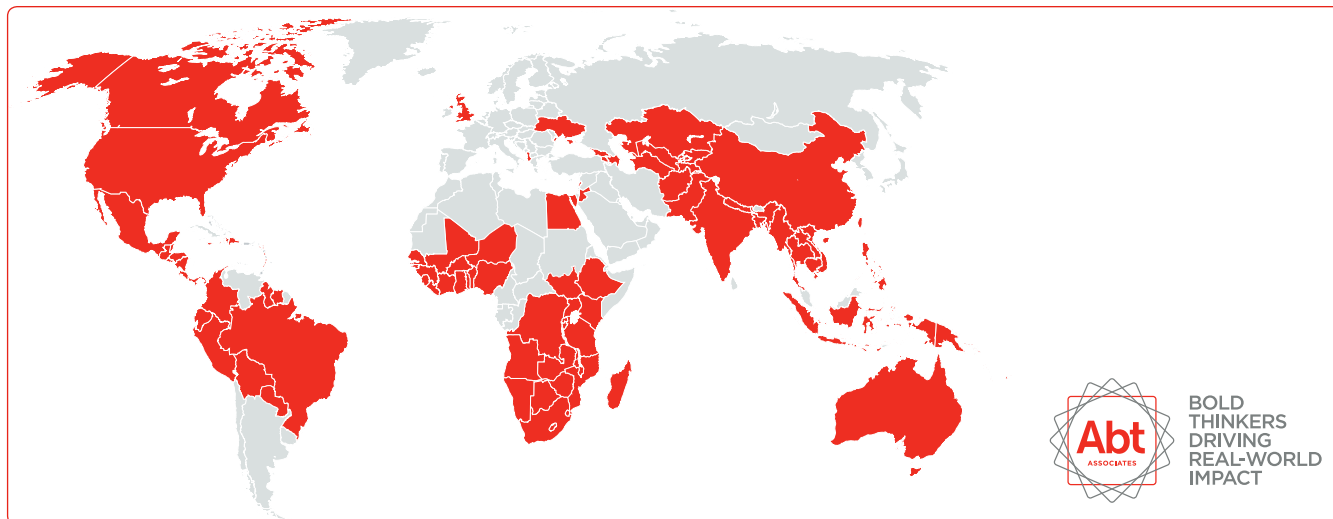
Technical Focus: Tuberculosis

Abt worked with a wide array of stakeholders in Kyrgyzstan to improve the population's understanding of tuberculosis (TB) as part of the **Defeat TB** program. Activities included helping improve TB care for key populations through outreach activities in areas with vulnerable population or to patients facing mobility or financial challenges. Abt's project team and our local counterparts **reached more than 70,000 households in risk-prone neighborhoods**, helped 11,797 people participate in patient support group, and assisted 2,309 vulnerable patients to complete their treatment with an 85% success rate.

Country Focus: Mozambique

Abt's work on the **Clinical HIV/AIDS Services Strengthening Project in Sofala, Manica, and Tete** project put in place the governance structures and processes that allowed these districts to see a **ten-fold increase in the number of people receiving HIV testing and counseling** from 2012 to 2015.





ABT EXPERTISE IN ACTION

Technical Focus: Maternal and Newborn Health

Abt's work with the **Australian Nurse-Family Partnership** is encouraging Aboriginal and Torres Straits Islander women to adopt healthier behaviors, pushing up the birth weights of their babies and bringing lasting results beyond the program. Using an evidence-based home visit program, we guide first-time mothers toward healthy choices and self-determination, providing support for post-pregnancy work and school. Our efforts are already having an impact: the percentage of **women in the program who report smoking has fallen from 39 to 28 percent.**

Technical Focus: Child Health

Win-win partnerships with the private sector have been a key element of Abt's success under **SHOPS** and its follow-on, **Sustaining Health Outcomes through the Private Sector (SHOPS Plus)**. SHOPS has focused on introducing zinc and oral rehydration solution (ORS) through the private sector for the treatment of childhood diarrhea (one of the leading causes of deaths in under 5 year-olds). Overall, SHOPS worked with the private sector to treat **more than 18.5 million cases of childhood diarrhea.** For example, Abt trained 9,000 drug sellers in Ghana on diarrhea management protocols. In Ghana, SHOPS deployed a SMS platform to reach more than 400 over-the-counter medical sellers with messages to reinforce diarrhea management training. An evaluation

found that this platform reduced the number of providers delivering incorrect treatments by 48.6%.

Technical Focus: Family Planning and Reproductive Health

In **Madagascar**, USAID asked Abt to assess the impact of providing community health workers (CHWs) with pregnancy test kits to more accurately rule out pregnancy before distributing hormonal contraceptives to women. At that time, CHWs relied on a six-question checklist to determine pregnancy, which had a high false positive rate. Using an experimental design or RCT, Abt found that CHWs who had access to pregnancy test kits to distribute to women in their communities **increased distribution of hormonal contraceptives by 26 percent** when compared to those who did not. The findings from Abt's study prompted the Ministry of Health to include pregnancy test kits in the national essential medicines list, one of the only countries in the world to do so, and to scale up the distribution of pregnancy test kits throughout the country.

For more information about Abt Associates, contact our Strategic Partnerships team.

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Abt Associates is a mission-driven, global leader in research and program implementation in the fields of health, social and environmental policy, and international development. The company has multiple offices in the United States and program offices in 50 countries worldwide.

