



**Southern African Regional Network
SECRETARIAT**

**The SARN/SADC Private Sector Constituency (PSC) Dinner Meetings held in
Johannesburg, South Africa, from on 10th and 11th October 2014:**

**DISCOVERY HEALTH FORUM
JOHANNESBURG, SOUTH AFRICA**

10th OCTOBER, 2014

**SARN Secretariat
Gaborone, Botswana**

1.0 Background

The SARN region has two Private Sector Constituencies as follows:

1. SARN Private Sector Constituency made up of organizations/companies that sell malaria products/equipment/medicines/insecticides/LLINs.
2. SADC Private Sector Constituency (SADC PSC) made up of corporates/extraction/banking/sugar industries/health insurance and other producers.

While the SARN Pvt Sector Constituency has been active in attending meetings, providing IEC materials during SADC and World Malaria day events but, very little has come in the form of support for regional coordination and other major events. The SADC PSC has supported by providing free venues and meals for meetings held in Johannesburg, they have also held several high profile meetings with the SADC Ministers of health and have initiated some support activity for Mozambique. Following the May 2014 RBM Board meeting, the SADC PSC in collaboration with SARN and IOM, attended the Malaria Endemic Countries (MEC) Board Members/Ministers meeting in Victoria Falls, Zimbabwe. This is the strategic level that now needs to be translated into defining the support for impact activities and regional coordination.

The main challenge that now remains for SARN is bridging the gap between these two Private Sector Constituencies. The main gap is that the SADC PSC is represented by high level management such as CEOs and Chief Medical Advisors while the SARN constituencies operate at a lower managerial level including sales representatives making it difficult to arrange meetings between the two given this disparity. For now, SARN will utilize the comparative advantages of these two groups while exploring openings for them to find common ground.

The latest corporate to join the SADC PSC is Discovery Health based in Johannesburg, South Africa and now has operations in several Southern African countries. Discovery offers Health Insurance and has a foundation and an Endowment project which is now helping to build capacity for Human Resource for Health and health infrastructure that will boost access to health care. The response from Discovery has been boosted by the SARN Co-chair, who recently joined Discovery and is also the Focal Point for the SADC PSC. The existing conditions point towards roping in more new players into the SADC PSC if we remain aggressive enough with our advocacy campaign and partner landscaping/mapping exercise.

2.0 SARN Meetings/Engagement with the SADC PSC

Several Meetings with the SADC PSC were held as follows:

2.1 Dinner Meeting at Discovery – Hosted by Discovery

Discovery offered to host the two meetings convened by SARN: the E8 Strategy Review meeting held back to back with the SARN Roadmap meeting (9 – 10 October 2014) by providing free venues and meals over the two days. This was indeed a generous offer/contribution by Discovery. On 10 October, Discovery offered a joint Dinner for the two groups of participants and some SADC PSC members. The Dinner was hosted by a high level management team led by a CEO.

2.2 Main outcomes of the Dinner discussions

- Agreement on strengthening the SARN-Discovery engagement/collaboration Discovery would consider supporting capacity building in strengthening country level program management through project management techniques and tools and building management skills and partner with SARN to develop result based annual plans, performing quality implementation monitoring during the year and holding a quality AGM at the end of the year.
- The Discovery Endowment fund was introduced and it was agreed that a meeting would be arranged to specifically discuss the Endowment project that could benefit the E8 region
- Discovery pledged to participate in SARN and E8 events including the E8 CN development process
- Discovery will if requested in good time provide free venues as a contribution towards malaria elimination in Southern Africa

These discussions opened a new chapter in the SARN's engagement with corporates and could prove highly beneficial to the region especially in building capacity for program management which remains a challenge in all the SARN countries.

2.3 Next Steps – Going forward

- SARN to follow up the possibility of organizing capacity building seminars for the NMCPs in early 2014 with the support of Discovery and other Pvt sector companies
- Finalize partner landscaping by providing a table with the capacities of each organization that can strengthen country level capacity building
- Request for Focal points from each company who will be contact persons for the engagement
- Arrange in 2015 a high level 1 day meeting of the CEOs of the industry and leverage on what each partner is capable of supporting or participating in

2.4 Dinner Meeting on 11th October 2014

Another high level dinner was attended by several SADC PSC Constituency Members (Discovery, SAB Miller, Rio Tinto, Nandos, SAP, Anglo American), SADC Secretariat, GF, RBM Secretariat, SADC Chair of the Malaria Program Managers (Zimbabwe NMCP Manager), SARN Secretariat and UNAIDS Regional Coordinator – ESA (Professor Sheila Tlou who is the Envoy linking the SADC Health Ministers).

2.5 Main outcomes

- The meeting consolidated and re-affirmed of the outcomes of the Discovery meeting.
- SAP an electronic – IT Company indicated that they could support with development of technological tools that would aid program management and logistics.
- SAB Miller the largest Beer producer in Southern Africa indicated they could support with logistics – delivery of commodities to locations where they supply their products and also in training programs in effective and efficient delivery of logistics.

- Strengthen the SADC PSC engagement and leveraging on their comparative advantages.
- Embark on discussions aimed at exploring the possibility of an endowment fund for the E8 region.