

Engaging the private sector: Perspectives from the public and private sectors on partnerships that work

Overview:

Have you ever wondered how to engage with the private sector for outsourcing transport or warehousing? Or to arrange for a private company to provide maintenance for your cold chain? This session will provide guidance on how to do that. Private sector engagement can be defined as the deliberate, systematic collaboration of the government and the private sector to move national health priorities forward, beyond individual interventions and programs. This participatory workshop will use *Private Sector Engagement: A Guidance Document for Supply Chains in the Modern Context* as a guide on considerations before embarking in private sector engagement, the process to take, and detailed hands-on tools to use to formalize the engagement. Participants will receive a copy of the *document* and will be able to provide feedback that will be used to improve future versions of the toolkit.

Workshop Objectives:

- Participants will gain an overview of the private sector engagement process including:
 - Benefits, risks and challenges of the engagement process
 - Different approaches to private sector engagement
 - Specific steps for engaging the private sector in different forms from simple dialogue to well-defined legally-binding contracts
- Participants will hear lessons learned from public and private sector engagement stakeholders who will share lessons learned in instigating and implementing successful private sector engagement initiatives.
- Participants will gain awareness of the *Private Sector Engagement: A Guidance Document for Supply Chains in the Modern Context*. Participants will also provide feedback on the guidance document in an on-going effort to refine and shape the document and its utility.

Who Should Attend?

This workshop is designed for up to 20 participants. Ideal participants are those who work for ministries of health, private sector companies interested in working with public sector supply chains, donors, and ministry of health partners and supply chain implementers. Participants should have an interest in public/private partnerships (experience with PPPs is a bonus, though not required). Those in position of influence to start a private sector engagement initiative will gain the most from the workshop.

Contact:

To apply, please visit our [registration page](#). For questions, please email Erin Larsen-Cooper at erin.larsen-cooper@villagereach.org.

For more information, please visit our [website](#).