



# Public Private Partnerships in Animal Health

## Experiences and advice

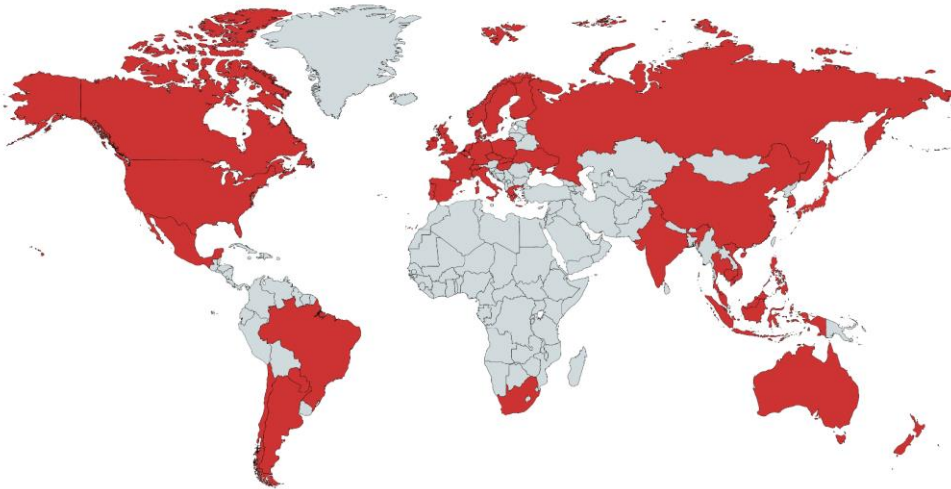
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# Who is HealthforAnimals

**29 Regional & National Associations**  
Working in **40 countries**

**Ten Largest Animal Health Companies**  
Working in **100+ countries**



**Vaccines, anti-parasiticides, diagnostics**  
**digital services, antibiotics, etc.**



# Partners and Platforms

## International Governmental Organisations



World Organisation for Animal Health



## Charities & Research Orgs

BILL & MELINDA GATES foundation



GLOBAL AMR R&D HUB



## Veterinary + Food and Feed



WORLD VETERINARY ASSOCIATION



WSAVA  
Global Veterinary Community

# Types of PPPs companies are active in

## **Veterinary training**

- partnerships with govts or universities, 'train the trainer' programs – focus on veterinarians/VPPs
- Value: Expands veterinary knowledge in underserved regions
- Example: Zoetis ALPHA program

## **Product donations**

- Partnerships often focus on acute, zoonotic diseases that threaten local populations.
- Value: Provides direct benefit to public health while helping governments understand prevention
- Examples: Rabies vaccine donations in East Africa

## **Infrastructure development**

- physical infrastructure like cold chain or 'knowledge infrastructure' like regulatory training
- Value: Creates basic framework needed for quality veterinary products to reach animals / farms in need. Leads to better health, economies, etc.
- Examples: Boehringer Ingelheim 'Last Mile' program

# Global level partnership: example 1

## Global Animal Health Regulators Workshop Series

### Partners

- HealthforAnimals, Bill and Melinda Gates Foundation
- Regulatory authorities across Africa and South Asia

### Basics

- Objectives: Convene regulators across developing and developed regions for knowledge sharing and networking; Aim to foster relationships to help underexperienced regulators learn from colleagues in other markets; Support greater regulatory convergence through adoption of proven best practices
- Execution: Workshops led by experienced regulators from developed markets who could offer trainings to colleagues.

### Results

- Three week-long workshops across three years culminating in a public conference in India
- 140 regulators reached
- Helped build independent relationships and networks amongst regulators
- Led to creation of 'VetMed.World' a leading resource on regulatory best practices

# Global level partnership: example 2

## VPP Training Project across SSA

### Partners

- HealthforAnimals, FAO EUFMD program, World Veterinary Association

### The basics

- Overview: Train veterinary paraprofessionals across three markets in Sub-Saharan Africa in disease recognition and sustainable business practices
- Objective: Improve local animal care and help veterinarians build practices that can thrive in the long-term
- Execution: Series of 'Train the Trainer' style workshops with digital follow up tools to measure uptake and long-term skill use

### Expected Results

- Thousands of veterinarians trained across Africa
- Increased adoption of preventative care in key markets
- Improved animal health and welfare
- Greater recognition of the value of quality animal health products

## **Identify areas where working together makes sense and is necessary for success**

- areas that require government contribution (infrastructure, public vet. services, humanitarian or welfare enhancement, political support, etc.)

## **Avoid areas where either the public or private side can do something better alone**

- areas where private sector has proven track record of greater speed and effectiveness, such as development of new products, capacity to act rapidly at scale

## **Openly share with partners motivations and expectations, prior to starting**

- creates clear understanding from the start each others' goals and limitations
- recognize and respect that motivations may differ but are legitimate
- public entities driven by public goals, private entities share many, but also have business motive

## **Be patient with processes and rules, be clear on the money**

- internal processes (including finance) in public sector require more time than in private sector
- both public and private entities have internal rules they must abide by – share info on time
- finances are sensitive: be clear from the start on finances and cost sharing

## **Engage for the longer term, but agree on time-limited projects**

- it is good for the private sector to Show long term commitment to public goals
- public sector has an interest in ensuring a successful private sector
- good practice to have a start /finish to projects – extensions or cancellations always possible

# Thank you



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