

REPUBLIC OF KENYA

GOVERNMENT OF MAKUENI COUNTY



**DEPARTMENT OF HEALTH SERVICES**  
**OFFICE OF THE CHIEF OFFICER HEALTH SERVICES**

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**A Standard Template for Partner Collaboration**

## **COLLABORATION BETWEEN THE DEPARTMENT OF HEALTH AND ITS PARTNERS IN IMPLEMENTING PUBLIC HEALTH INITIATIVES**

### **Department of Health Project/Program Report Template**

**Project/Program Title:** Ecosystem Catalyst for Kenyan County Readiness to Demand for and Scale Health Innovation

**Partner Organization:** Insight Health Advisors Ltd

**Date Submitted:** 10th June, 2024

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#### **1. Background/Overview of the Project/Program:**

In September 2020, Insight Health Advisors (IHA), in collaboration with R4D, carried out a Landscape Assessment in Kenya commissioned by Grand Challenges Canada (GCC) to understand the obstacles to public sector scaling of innovations both on the supply and public sector demand side. Building on the insights from the Landscape Assessment, a broad six-stage model was designed to make sustainable progress in sourcing and scaling innovations to meet public health sector needs. This model, known as the Mountain Model, provides a contextual framework to guide the design of specific interventions to support implementation of a government-led, demand-driven and adaptive learning focused process.

The stages of the Mountain Model are as follows:(1) articulation of demand; (2) scanning, assessment and selection of priority innovations by the counties; (3) identification of relevant, feasible and prudent scaling pathways for the selected innovations; (4) quantification, attraction, mobilization and allocation/reallocation of resources needed to successfully scale selected innovations;(5) implementation and execution of appropriate agreements and arrangements between county governments and innovators to evidence start of adoption and scaling of innovations; and (6) finally an overarching continuous process of ensuring institutionalizing of relevant structures, systems and policies for scanning, identifying, adoption and scaling of health innovations.

IHA working through the Council of Governors (COG) and Ministry of Health in Kenya, received expressions of interest from Kajiado and Makueni county health departments to undertake a facilitated process to articulate demand, identify, select and scale health innovations that will support county health goals and objectives. IHA has continued to act as the principal, facilitator, ‘hand-holder’ and coach to the two counties as they embark on and work through the different stages of the Mountain Model needed to enhance their demand for and scaling of health innovations.

Following an innovation fair that drew participation from both local and international innovators, MOH and the Canadian Embassy, the Makueni county department of health cohort selected two innovative solutions as per their articulated demand. The two were;

- i. VACCIBOX, a product/device innovation – IOT enabled, solar powered and portable refrigerator for sustaining the cold chain storage and movement of Vaccines.
- ii. CHUSLA, a process innovation to support the CHPs in provision of Primary healthcare.

The solar powered refrigerator solution is now at the implementation stage where the innovator has signed MoU with the county government and procurement details are being finalized. The first batch of the Vaccibox fridges will be delivered in the course of the year.

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## 2. Implementation/Intervention Sites/Duration:

- **Sites:** Makueni County Department of Health
  - **Duration:** January 2021 to April 2024
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## 3. Achievements and Impact:

The project's goal was, "effective and sustainable systems for adoption and scaling of demand driven priority health innovations in the public health sector within target counties".

The five intermediate outcomes that the project actualized the goal were:

- Increase in demand signals for health innovations articulated by the county governments.
- Increase in number of health innovations prioritized for adoption by governments
- Change in policy or procurement approach that creates greater demand for relevant health innovations
- Committed funds, capacities, and other resources from other partners to support scale of health innovations
- Institutionalization of the innovation adoption and scaling ecosystem







1. *Public Sector Scaling Innovation Fair held at Makeni innovation Hub*
2. *PSS Cohort with Vaccibox Innovation*

3. *Dr James Kanyange during the innovation fair*
4. *Innovation fair booth*

5. *Makueni County Leadership with Innovator & IHA team*

#### **User experience at a facility in Makueni**

[https://www.linkedin.com/posts/norah-magero-28b77344\\_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm\\_source=share&utm\\_medium=member\\_desktop](https://www.linkedin.com/posts/norah-magero-28b77344_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm_source=share&utm_medium=member_desktop)

#### **4. Challenges:**

The GCC PSS Project faced several challenges during the implementation of the Mountain Model (MM) across various stages. These challenges reflect the complexities of integrating innovative processes within existing public sector systems and governance structures.

A summary of detailed challenges include:

- Initial activity and travel restrictions due to Covid 19 control measures
- Leadership and staff changes particularly after 2022 General elections.
- Navigating decision making processes for new innovations
- Tackling public procurement requirements with regards to procurement of innovations
- Limited funds for quick uptake of selected resources
- Organizational capacity constraints with innovators

Addressing these challenges will require continuous refinement of methodologies, better alignment with governmental structures, planning and budgeting cycles, allocation of resources for driving innovation uptake, developing procurement policies and guidelines suitable for innovations and enhanced stakeholder engagement.

#### **5. Associated Publications:**

- *Overview of Innovation Fair- Final.pdf* <https://us.docworkspace.com/d/sIGyI9IqdsrCNswY>
- *Mountain Model.pdf* <https://us.docworkspace.com/d/sIMil9Iqd66-NswY>
- *PSS of Health Innovations Landscape Report FNL.pdf* <https://us.docworkspace.com/d/sIJKI9IqdsrCNswY>
- *User experience at a facility in Makueni*-[https://www.linkedin.com/posts/norah-magero-28b77344\\_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm\\_source=share&utm\\_medium=member\\_desktop](https://www.linkedin.com/posts/norah-magero-28b77344_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm_source=share&utm_medium=member_desktop)
- *A “Mountain Model” to support the public sector scale-up of health innovations — International Development Innovation Alliance (idiainnovation.org)*
- *PSS Action Lab — International Development Innovation Alliance (idiainnovation.org)*
- *Mountain Model is the backbone of the first ever World Health Innovation Forum — International Development Innovation Alliance (idiainnovation.org)*

- [“Collaboration is the new Innovation” - Creating a Community of ‘Champions’ to Advance the Government scale-up of healthcare innovations in Kenya — International Development Innovation Alliance \(idiainnovation.org\)](#)
- [Strengths, Weaknesses, Opportunities and Threats to Scaling Health Innovation in Ethiopia — International Development Innovation Alliance \(idiainnovation.org\)](#)
- [https://www.linkedin.com/posts/norah-magero-28b77344\\_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm\\_source=share&utm\\_medium=member\\_desktop](https://www.linkedin.com/posts/norah-magero-28b77344_rural-vaccibox-african-activity-7090222541474082816-4rvA?utm_source=share&utm_medium=member_desktop)

**Additional Notes/Comments:**

N/A

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**Submission Instructions:**

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If you have any questions or need assistance, please contact [webmaster@makueni.go.ke](mailto:webmaster@makueni.go.ke).

Thank you for your cooperation and contribution to our efforts in promoting health and well-being.