



# The Intricate Relationship Between the Commercial and Public Sectors in Facilitating Access to HIV/AIDS Services

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## Study Objective

- n Examine the relationship between companies and the public sector in facilitating access to HIV/AIDS services for company employees. In this study, HIV/AIDS services include:
  - m Voluntary counseling and testing (VCT)
  - m Antiretroviral treatment (ART)
  - m Prevention of mother-to-child transmission (PMTCT)
  - m Opportunistic infection-related services (OI)
  - m Home-based care (HBC)
  - m Tuberculosis-related services (TB)

## Companies Can Benefit Through Partnerships with the Public Sector in Offering HIV/AIDS Services

- n The public sector often has access to lower prices for drugs, medical supplies, and laboratory testing (Rosen et al. 2006). If companies are unable to obtain similar discounts, they can partner with or redirect employees to the public sector, which can lessen the cost for both employees and companies for HIV/AIDS services.

## Governments Also Have Much to Gain Through Partnerships with Companies

- n Studies of HIV-related tuberculosis treatment in South Africa (Sinanovic and Kumaranayake 2006) and ART in Uganda (Marseille et al. 2006) found that the cost to the government per new patient treated could be reduced by enhanced partnerships between the private and public sectors.

## Survey

### Methodology:

- n Convenience sample of commercial sector businesses in Ethiopia, Kenya, Namibia, and Zambia that have received technical support for HIV/AIDS workplace-based activities
  - m 121 company representatives interviewed
  - m Respondents are human resource or health care personnel

### Data Collection:

- n Internet survey containing questions regarding methods of facilitating access to HIV/AIDS services and reproductive health services for employees
- n Follow-up phone interviews to capture respondents who did not respond to the Internet survey

## Results

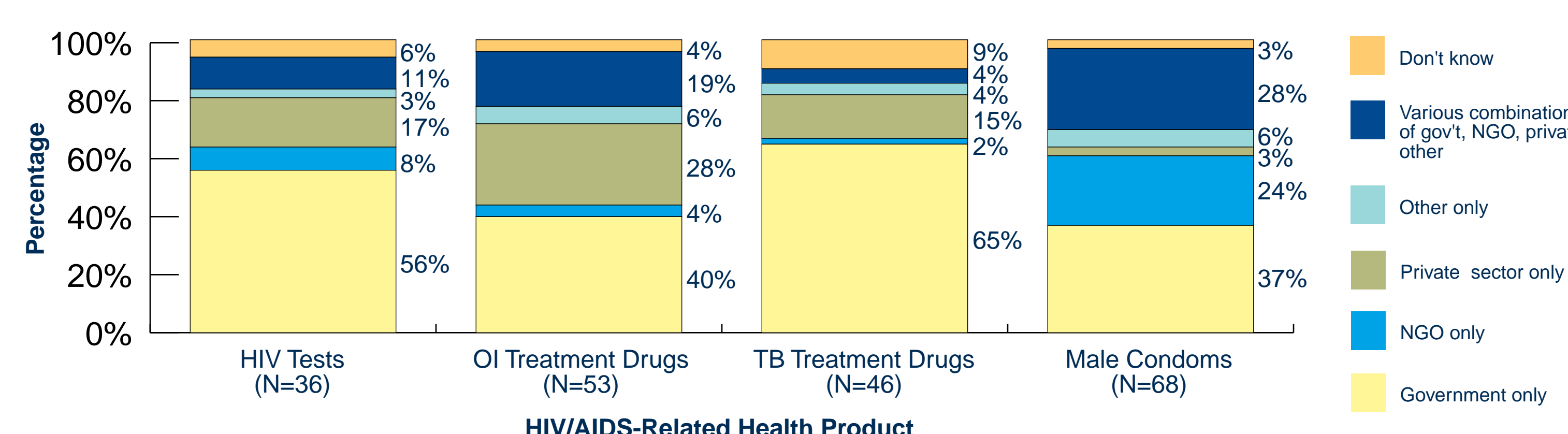
- n Findings reveal that when companies are not delivering HIV/AIDS services onsite or financing them for their employees, government facilities are most often the entities that companies refer their patients to for HIV/AIDS services.
- n Results also show that for companies procuring HIV test, OI and TB drugs, and male condoms, more than half of companies with onsite clinics obtain these products from the government and sometimes from NGOs; private, for profit firms; or other health entities.
- n When companies were asked why they do not offer HIV/AIDS services, the most common reason cited was that services are available for free through the government.

### Number of Companies that Report Using Various Referral Sources for Each HIV/AIDS Service\*

\*Note: The number of companies may exceed the total n-value for each HIV/AIDS service since companies could report that they used more than one source for referring for a given service.

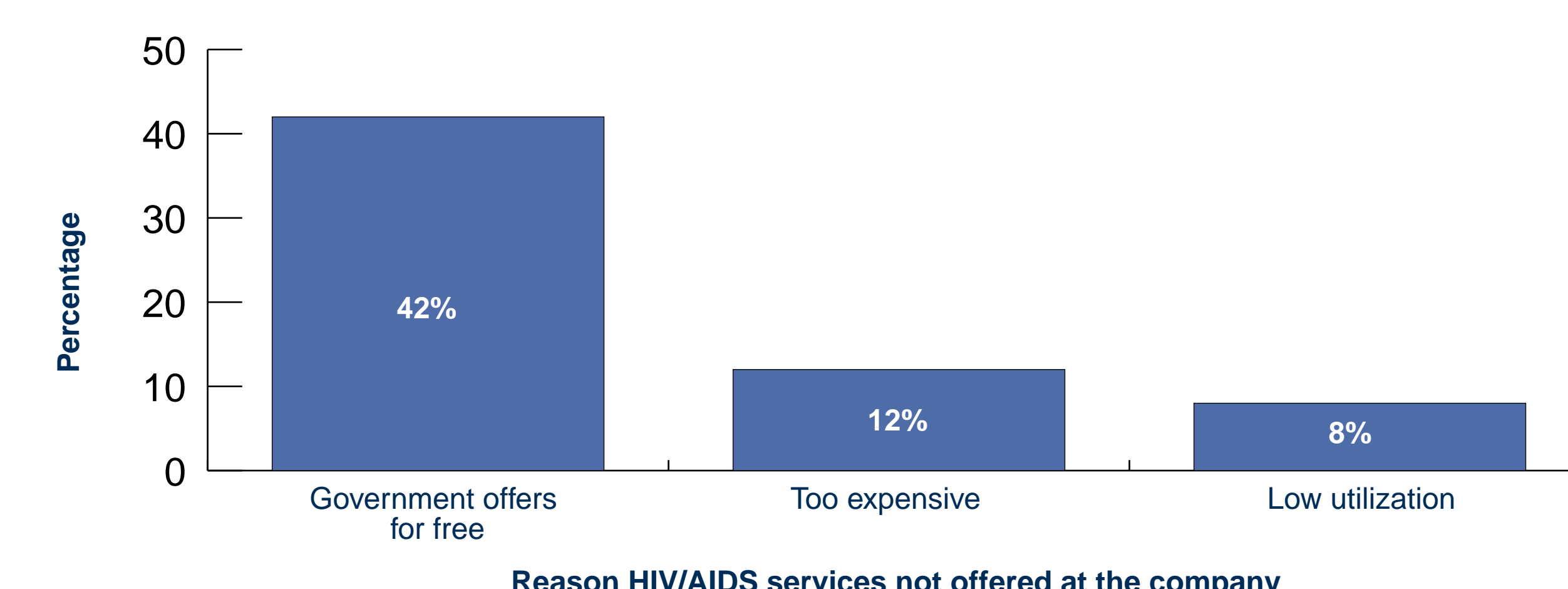
Agency Type	VCT	ART	HBC	PMTCT	OI	TB
	N = 26	N = 40	N = 38	N = 50	N = 23	N = 34
Government	22	33	34	42	20	27
NGO	6	12	12	18	7	10
Private	4	10	9	9	2	6

### Percent Distribution of the Sources Used to Obtain Various HIV/AIDS-Related Health Products among Companies with Onsite Clinics\*



\*Note: The N-denominator value for each category represents the number of companies that are supplied with each type health service item. For example, of the 75 companies with onsite clinics, 36 are supplied with HIV tests.

### Top 3 Reasons that HIV/AIDS Services Are Not Offered at the Company\*



\*Note: Companies could provide more than one reason. Also, 15 percent of companies said that they offered all HIV/AIDS services.

## Discussion

- n Companies are able to refer their employees to government facilities, which may lessen the cost of HIV/AIDS services for employees if services are free or subsidized.
- n Conversely, governments' subsidized supplies may relieve companies of any desire to provide HIV/AIDS services at a cost to the company.
- n If HIV/AIDS services were otherwise provided by companies, they might be geographically closer for employees to access, which could ultimately benefit companies.

## Research and Policy Implications

- n There is a mutual dependence between companies and the public sector in facilitating access to HIV/AIDS services.
- n To foster relationships between the commercial and public sectors, professional associations and international organizations can play a role.
- n Future studies might explore the basis for companies' decision to offer particular HIV/AIDS services. Such research may allow companies and governments to coordinate the types of services offered at each entity to better meet the HIV/AIDS needs of employees and the general population.