Session 3.

Innovative and resilient infrastructure to deliver the promise of telemedicine: The role of innovations

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Delivering sustainable infrastructure to enable telemedicine

**WHY / WHAT / WHO**

**Concept Development**
- Confirm the public need
- Define the specific telemedicine concept and required infrastructure in the local context (inc. scope of private sector partner)
- Confirm procurement & financing option that could deliver best VfM for government
- Establish platform of cross-government sponsorship for the concept and procurement & financing option
- Confirm market interest

**HOW**

**Enabling Environment**
- Develop a roadmap that identifies the interventions required to support implementation:
  - Public confidence in telemedicine
  - Sufficiency of power/communication service
  - Legal framework
  - Regulatory policy
  - Governance
  - Sectoral Plans/Reforms
  - Institutional capacity for PSP
  - Government financial support
  - Financial Markets
- Confirm cross-government sponsorship and their respective roles & responsibilities to implement roadmap

**WHICH**

**Project Selection**
- Develop project screening criteria
- Identify potential projects (short-list) based on the screening criteria developed
- Assess the readiness of short-listed projects (project scope, existing studies, stakeholder analysis etc.)
- Select most implementable project(s) to form a quality pipeline of projects

**EXECUTE**

- Refine project scope/structure/risk allocation
- Confirm project feasibility, role and responsibility of government, and market interest
- Run competitive tender process to identify private sector partner
- Ensure sustainability by planning and resourcing for contract management of the private sector partner
Key considerations for structuring telemedicine enabling PPPs

1. **Scope of private sector involvement**
   Don’t assume that private sector can “do it all” without negative impact on affordability/VfM/financial sustainability.
   a) Consider local context and restrictions on front-line service provision (impact on telemedicine technician?)
   b) Source/sufficiency/certainty of funding beyond project implementation (user fees, UHC, insurance?)
   c) Availability/capability of local staff to maintain and operate to support inclusive and sustainable operations
   d) Need to manage technology refresh to support changing user needs
   e) Design-reality gap – capability/involvement of local private sector technology providers
   f) Data security and growing trend for local, government-controlled storage

2. **Scale of project**
   a) Consider national strategy for rollout of telemedicine and impact on pipeline of enabling infrastructure projects
   b) Balance between size of development impact and speed of implementation (small pilots Vs big bang)
   c) Sufficient to attract project financing?

3. **Duration of PPP contract**
   a) Changing needs of healthcare and contract flexibility

4. **Consider and proactively manage dependent interfaces**
   a) Form of collaboration agreement with private and public hospitals located in large cities and metropolitan areas
   b) Reliability of power and communication service provision