**Scope of Work**

**Background:** In September 2019, the ACCESS Health Southeast Asia office received a 3-year grant from the MetLife Foundation to develop the Fintech for Health platform to bring the health and financial sectors to co-create solutions to overcome affordability challenges to healthcare access. The ultimate aim of the project is to help low to middle income people across Asia pay for and access the care they need, when they need it, while avoiding financial hardship. All activities should be oriented to this goal, and all other objectives are secondary to this goal.

Primary Goals

* To help 500,000 low- to moderate-income people access health care by directly solving financial and affordability changes.
* To facilitate the creation of 9 projects across Bangladesh, China, India, Nepal, Vietnam, and Vietnam in three years with at least one project per market.

Secondary Objectives

* To provide thought leadership and define the field of Fintech for Health.
* To drive collaboration between the finance, health, and digital technology sectors.

Four work streams drive all Fintech for Health activities: Governance, Knowledge, Engagement, and Project Implementation.

**Fintech for Health in the Vietnam context:** Based on Gross Domestic Product (GDP) per capita, Vietnam is classified as an upper-middle income country and ranked as the third richest country in ASEAN after Singapore and Brunei[[1]](#footnote-2). The Vietnam healthcare system is a two-tier system of heavily subsidized public sector and a user-charged private sector, which has produced a progressive health financing system. The private healthcare system provides services from preventive care, primary care to tertiary care services to all Vietnam citizens. However, despite having a universal healthcare system, specialist services require queuing despite being free. There are gaps in supporting access to quality care for low- and moderate-income patients to receive more comprehensive quality care at affordable prices that can ultimately be filled with a fintech solution.

We would like to start with the following scope of work:

1. Scoping of health financing problem statements that can form the basis of Fintech for Health projects in Vietnam

The fundamental principle of the Vietnam healthcare system is that accessibility to healthcare not be related to ability to pay, particularly in the event of sickness, however an increase in healthcare expenditures in recent times with relatively fixed budgets for public hospitals has also driven low- and moderate-income patients to seek other private healthcare, producing a largely out-of-pocket market. So, where does that leave Fintech for Health? ***We require a landscape assessment of the current fintech for health opportunities that can address these high out-of-pocket payments, a mapping of potential partnerships for taking projects forward, and an active engagement plan in the field to start forming these partnerships****.*

**Expectations:**

* **Deliverable #1**: Support project launch minimum one with various stakeholders to address the identified affordability challenge:
  + Support for execution of MOU with identified partners
  + Provide technical and research expertise to design the project/identified solutions
  + Work with stakeholders to check on development of the product and if launched assist in outreach through various channels
  + Work with partners to keep a track of the project execution and closely track impact numbers
* **Deliverable #2**: Keep the engagement on going with healthcare service organizations and fintech start-ups, including private, NGOs, and public, to assess key financing challenges that can be defined as problem statements. Organize calls, along with ACCESS Health team, to introduce Fintech for Health and explore opportunities
* **Deliverable #3**: Translate from Vietnamese to English and vice versa during calls and few documents
* **Ongoing**: Update ACCESS Health team by phone and/or email weekly

2. As needed, provide high level guidance, introductions, and review on all matters related to fintech and health in Vietnam. We would find a local consultant to be immensely valuable to guide our thinking and engagement in Vietnam.

**Compensation**

A total fee of USD 1,000 will be paid to the Consultant. The payment will be released only on the completion of deliverable and invoicing by the Consultant. Any revision to the compensation above will be after due mutual discussion and written intimation.

**Term**

This engagement shall commence upon execution of this Agreement. The Agreement shall continue in full force and is effect from **February 22, 2021** to **April 22, 2021** and is extendable based on the review of Consultant’s performance by the Foundation and mutual concurrence on revised terms of engagement.

1. <https://www.imf.org/external/datamapper/NGDPDPC@WEO/THA/MYS/SGP/PHL/IDN/BRN> [↑](#footnote-ref-2)