**Title:** Lead - Partnerships & Innovations

**Scope of Work**

The Lead –Partnerships & Innovations will be responsible for identifying, designing, and implementing various partnerships and introduction of innovation to strengthen health insurance ecosystem in the state of Uttar Pradesh. The private sector will include private hospitals, diagnostics laboratories, suppliers of consumbles and medical equipment, not for profit and corporate social responsibility programs and innovations will around introduction of technology.

**Key Responsibilities:**

Design and implement the following interventions in close coordination with the state team.

1. Develop and implement a model to build regional centers (of large multispecialty hospitals/private medical colleges) for PM-JAY services in areas with low supply in Uttar Pradesh. This aims to create access for the 20 districts with less availability of healthcare services under PM-JAY. The work will include developing a technical assistance program with the hospitals, (outreach/awareness campaigns/bi-directional referral linkages/beneficiary feedback etc) marketing and IEC program with district offices.
2. Develop and facilitate model of private – private partnerships among the PM-JAY provider network towards strengthening service delivery. The objective is to create a value-added program for the mid segment private hospitals which, may including strengthening information systems (ABDM complaint hospital and patient centric tools) access to good quality medicines and diagnostics, accreditations etc. The work will include a full program developed and offered to the hospitals and measured for impact.
3. Facilitate public- private and private-private partnerships for tertiary care services such as Oncology, cardiology dialysis.
4. Create a shortlist of innovations and available products around following and suggest pathways for integration and introductions- Electronic Medical Records, Hospital Management Information Systems etc.
5. Support technical work (medical referral pathways) in establishing bi-directional referral pathways for PM-JAY beneficiaries.

**General**

* Work with the state team and the state health agency to develop private sector engagement strategy to accelerate private sector development and public-private partnerships in PM-JAY.
* Undertake private sector assessments and develop a pipeline of potential private sector partnerships.
* Develop terms of reference and partnership agreement and monitoring framework between participating partners.
* Develop and implement monitoring and evaluation frameworks to showcase the results.
* Organize workshops and conduct stakeholder consultations.
* Support in any insurance specific work and development of technical products.

**Location**

Lucknow with travel within and outside the state.

**Reports To**

Technical: Director, Programs

Administrative: State Lead

**Grading Level:** M1

**Compensation**

An annual compensation of INR 35,00,000 (Inclusive of all indirect taxes) will be paid to the Consultant. All Project related expenses would be reimbursed, as agreed upfront. 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 **May 01, 2023** to **April 30, 2024** and is extendable based on the review of Consultant’s performance by the Foundation and mutual concurrence on revised terms of engagement.