

# SHE

## Skilled Health Entrepreneur

**IN BANGLADESH, ONE OF THE GREATEST CHALLENGES IN ACHIEVING THE SDGs AND ADVANCING UNIVERSAL HEALTH COVERAGE IS THE SHORTAGE OF SKILLED HEALTH PROVIDERS IN REMOTE AREAS. IN THIS REGARD CARE BANGLADESH PARTNERING WITH GOVERNMENT OF BANGLADESH TO INNOVATE A SUSTAINABLE SOLUTION " SKILLED HEALTH ENTREPRENEUR (SHE)' FOR REMOTEST SUNAMGANJ DISTRICT.**

Consequently, the results in 2018 shows statistically significant improvements in several maternal health, early childhood health, family planning indicators in Sunamganj district. For instance, delivery by skilled birth attendant increased from 13.4% to 37.4%. Most of the services are reaching low-income households. Also this model is adopted in other CARE projects and scaled up in Netrokona district.



## Under CARE-GSK Community Health Worker Initiative, Skilled Health Entrepreneur (SHE) model developed:

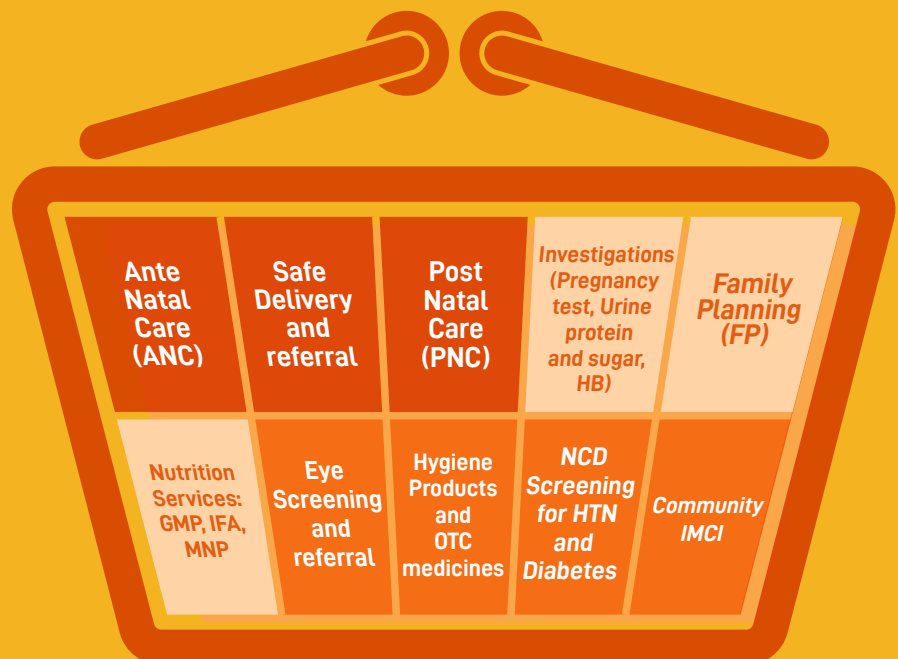
To address the health service gap of 2.8 million in all 11 sub districts of Sunamganj, we develop 300 sustainable private skilled health providers, supported by communities, public health system, local government bodies. The private providers are accredited by Bangladesh Nursing Council with 06-month community skilled birth attendant training complemented by community based integrated management of childhood illness (C-IMCI), FP, nutrition and social entrepreneurship training. Each provider has a market size of about 7500 population and is supported by 10 community health workers (CHWs).

## Skilled Health Entrepreneur - SHE model



## The Basket

of Skilled Health Entrepreneur



# BROADENING THE HEALTH HORIZON

Transformation from a Maternal New Born Child (MNCH) provided to a multipurpose skilled health care provider

## Training Steps of Skilled Health Entrepreneur



## KEY ACHIEVEMENTS & RESULTS NOVEMBER 2013 – OCTOBER 2019



**300**

Skilled health service provider

**1.6 million**  
Service contacts in last six years

**47,123**  
skilled deliveries

**34,619**  
SHE service contacts/month



### Social Entrepreneurship

Brings financial sustainability of the providers

**60%**

Entrepreneurs earning

**5000 BDT (\$67)**

or more in a month



**3000**

Community Health Volunteers (CHVs)



**872**

Community Group & Community Support Group re-activated and strengthened

**1,677,008**  
BDT (\$20,000)

local fund raised in a year

**586,952**  
BDT (\$7,000)

Utilized in a year

**6,000**

Woman and children supported by CG and CSG during referral in three years



Institutional linkage

**136**

Private CSBA Seating at CC (Community Clinics)

**29**

Private CSBA once in a week Seating at UHFWC (Union health and family welfare)



Government provided safety net commodities

Such as **2.7 million**

iron & folic acid (IFA),

**7.1%**

Chlorhexadine and misoprostol tablets to the Private CSBAs.



Local Government allocated

BDT **14,352,500**

in last FY and utilized at least BDT

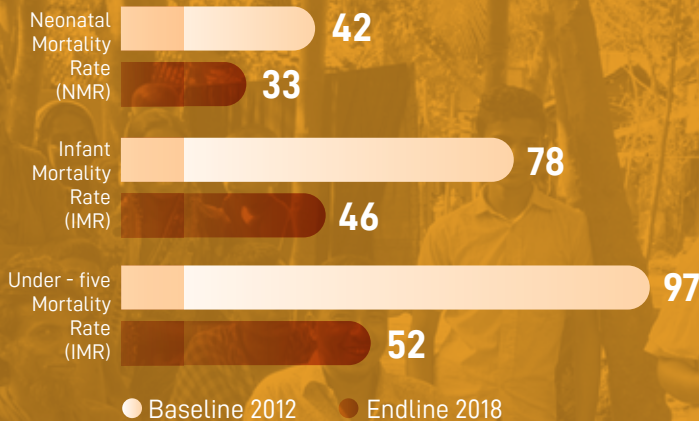
**13,127,386**

for blood grouping and ANC campaign, labor room construction at Community Clinic and helping poor families for seeking health care.

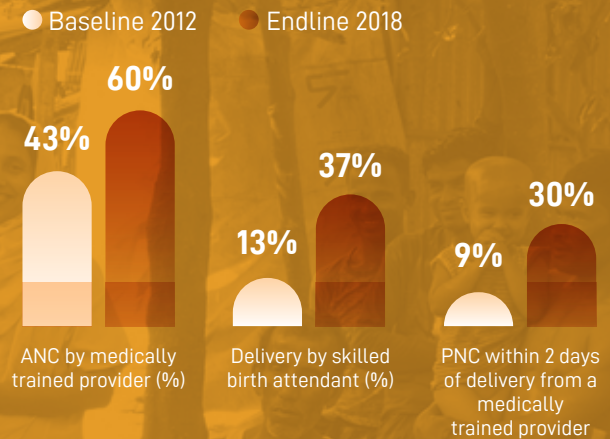
# Impact of SHE

More than 3600 women were interviewed from 50 project unions by ICDDR,B in 2018

Combined effort by GOB. and Development partners result in reduction of early Childhood Mortality

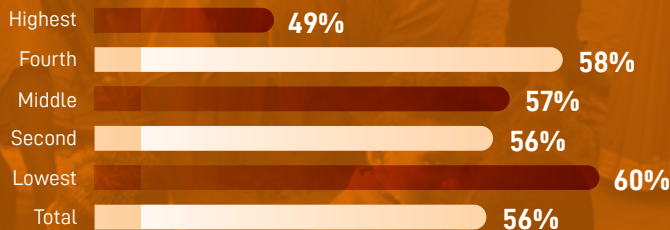


Increased uptake of skilled MNCH (Maternal Newborn and Child Health) services



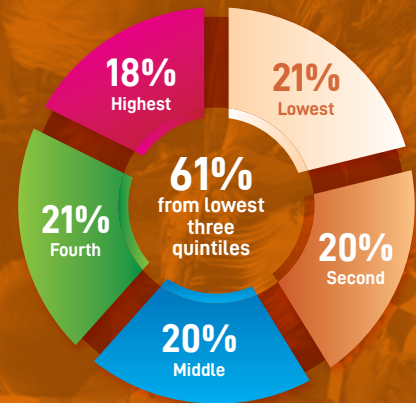
The Entrepreneurs Served more Mothers from Poor and Extreme Poor Families

Coverage of Any services by the Private CSBA by Wealth Quintile



Saved 60% House hold lowest Wealth Quintile

Distribution of clients of private CSBA by wealth Quintile



## SUPPORT SHE FOR IMPROVING HEALTH AND NUTRITION OUTCOME IN THE HARD TO REACH GEOGRAPHIC LOCATION OF BANGLADESH



**CARE Bangladesh**

RAOWA Complex (Level 7-8), VIP Road, Mohakhali, Dhaka-1206, Bangladesh  
 PABX: +(880) 2 9889009, FAX: +(880) 2 9118347, Email: bgdinfo@care.org