

Country	Haiti
Purchaser	Management Sciences for Health
Provider	Subcontractor in Haiti
Type of Service	
Government administration	To introduce performance based contracting through issuance of a fixed-price award-fee type contract
Physical plant development and capital investment	
Hospital (general and specialized)	
Basic primary care and preventive services	Reproductive health, nutrition, childhood immunization, and child health
Diagnostic services	
Extended care	
Ambulance and transportation services	
Pharmaceuticals, medical supplies and equipment	
Human resources, education and training	
Knowledge management	
Purchasing options	
Public-public partnership	
<i>Government service delivery</i>	
<i>Project agreements</i>	
<i>Direct subventions</i>	
<i>Autonomization</i>	
<i>Corporatization</i>	
Public – private partnership	
<i>Service contract</i>	
<i>Contract in</i>	
<i>Contract out</i>	√
<i>Leasing</i>	
<i>Concession</i>	
<i>Social Franchising</i>	
<i>Divestiture</i>	
Basic Content of Contract	
Preamble	Yes
Total amount of payment	N/A
Authorized persons and signature	N/A
Contract period	9 months
Summary content	Yes
Levels of services	Reproductive Health, Nutrition, Childhood Immunization , and Child Health which is described in the H52004 Strategy document
Targeted population	About 160,560 residents in the communes of Pignon, Dondon, Saint Raphael, Ranquitte, Lavictorie
Quality standards to be achieved	N/A
Payment mechanisms	Performance-based payment
<i>Capitation</i>	
<i>Fee-for-service</i>	
<i>Block contracts</i>	This is a fixed-price with award-fee type subcontract. The fixed price is payable for services defined in Article V. The award fee will be provided as the subcontractor attains performance requirement defined in Article VI award fee plan.
<i>Labor and materials</i>	
<i>Cost-and-volume contracts</i>	
<i>Set price</i>	
<i>Prepayment</i>	
<i>Indemnification</i>	
Variations to the agreement	contract amendment
Best endeavours	N/A
Arbitration	N/A
Statutory regulations	N/A
Confidentiality	N/A
Information requirements and reporting formats	Monthly statistical reports are to be submitted to MSH-H52004 offices, three quarterly management reports and one final report shall be submitted.
What do contracts manage?	Input Output
Does the provider have discretion	
<i>To hire and fire staff?</i>	Yes.
<i>To set wages?</i>	Yes.
<i>To decide services provided within the contract?</i>	No. Performance of the work shall be subject to the technical directions of the MSH Chief of Party or his delegate.
<i>To decide services provided outside the contract?</i>	Yes.
<i>To set prices of services covered by the contract?</i>	Yes.
<i>To set other prices?</i>	Yes.
Is this a performance-based contract?	Yes. The contractor shall provide the subcontractor an incentive in accordance with the award fee plan. The total award fee will be calculated based on the relative weight of indicators for which subcontractor has met the agreed upon targets.
Performance goals and indicators	Percentage of women using ORT to treat children diarrhea, full vaccination coverage for children 12-23 months, coverage of pregnant women with 3 or ore prenatal visits; number of institutional service delivery points providing 4 or more modern methods of contraception, level of discontinuation rate for injectable and oral contraceptive; average duration of waiting time (See table: Selected indicators and targets for performance based financing.)
Evaluation of Project	The contracting in Haiti 2004 project is successful, especially the substantial increases in immunization coverage. The contract provides incentive for organizations to improve their management to be able to achieve the results. The challenge of contracting is that it's expensive to have staff to manage the contract. There is also cost of measuring the indicators. In this contract, independent firm was hired to measure the performance to ensure that those indicators accurately represented performance.
Links to contract	Copy of contract Rena Eichler et. al. April 2001. Performance-Based Payment to Improve the Impact of Health Services: Evidence From Haiti The Manager. 2001 Volume 10 Number 2. Using Performance-Based Payments to Improve Health Programs
Contact person	Rena Eichler reichler@worldbank.org