



# SHAPING THE FUTURE OF HEALTH SYSTEMS TOGETHER

JOIN US TO EXPAND PATIENT ACCESS, ALIGN PUBLIC AND PRIVATE EFFORTS, AND SCALE WHAT WORKS – ALL THROUGH NATIONALLY ANCHORED, CO-CREATED PLATFORMS

# WORKING TOGETHER WORLDWIDE

## WHO WE ARE

GIZ is a government-owned, non-profit organisation delivering services in international cooperation for sustainable development and education worldwide. While primarily commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ), we also work on behalf of other governments, multilateral organizations, philanthropic foundations, and the private sector.

GIZ International Services (InS) is GIZ's integrated delivery unit for these clients. It combines the neutrality and public mandate of GIZ with a flexible, client-oriented approach to design and manage complex, multi-stakeholder programmes around the world.

With deep in-country presence, trusted access to government institutions, and extensive sectoral expertise, we help our partners translate strategies into implementation – connecting global innovation with local systems to deliver sustainable impact at scale.



**27,000+**  
staff

Predominantly national experts



**120+**  
country presence

Trusted access to government systems



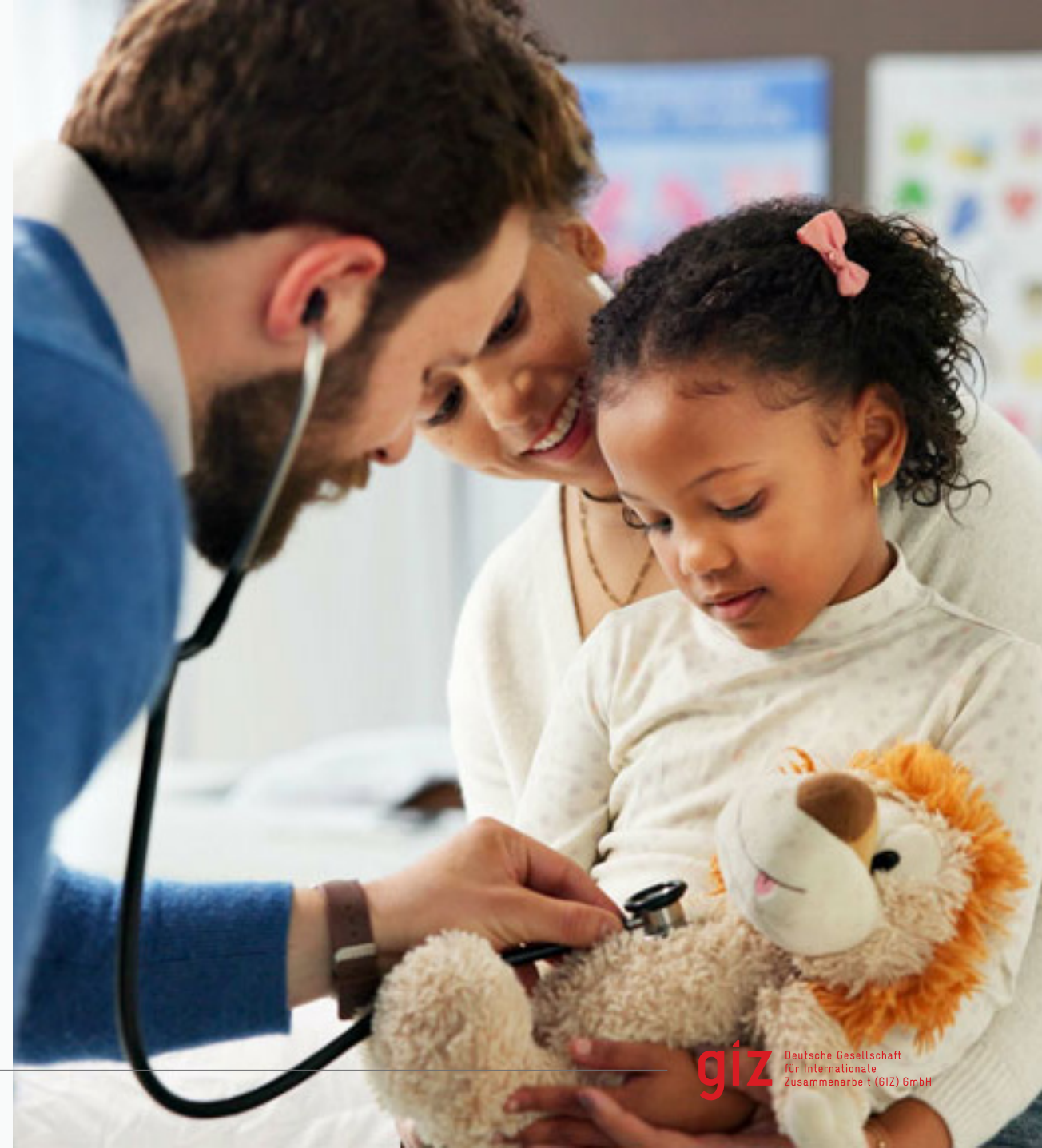
**€4 billion**  
business volume

Across **1,500+** active projects



**300+**  
clients worldwide

Incl. Multilaterals, Public and Private Sector



# A TRUSTED GLOBAL PARTNER FOR HEALTH SYSTEM TRANSFORMATION

**GIZ's health portfolio: a proven foundation for scalable, systemic health impact.**

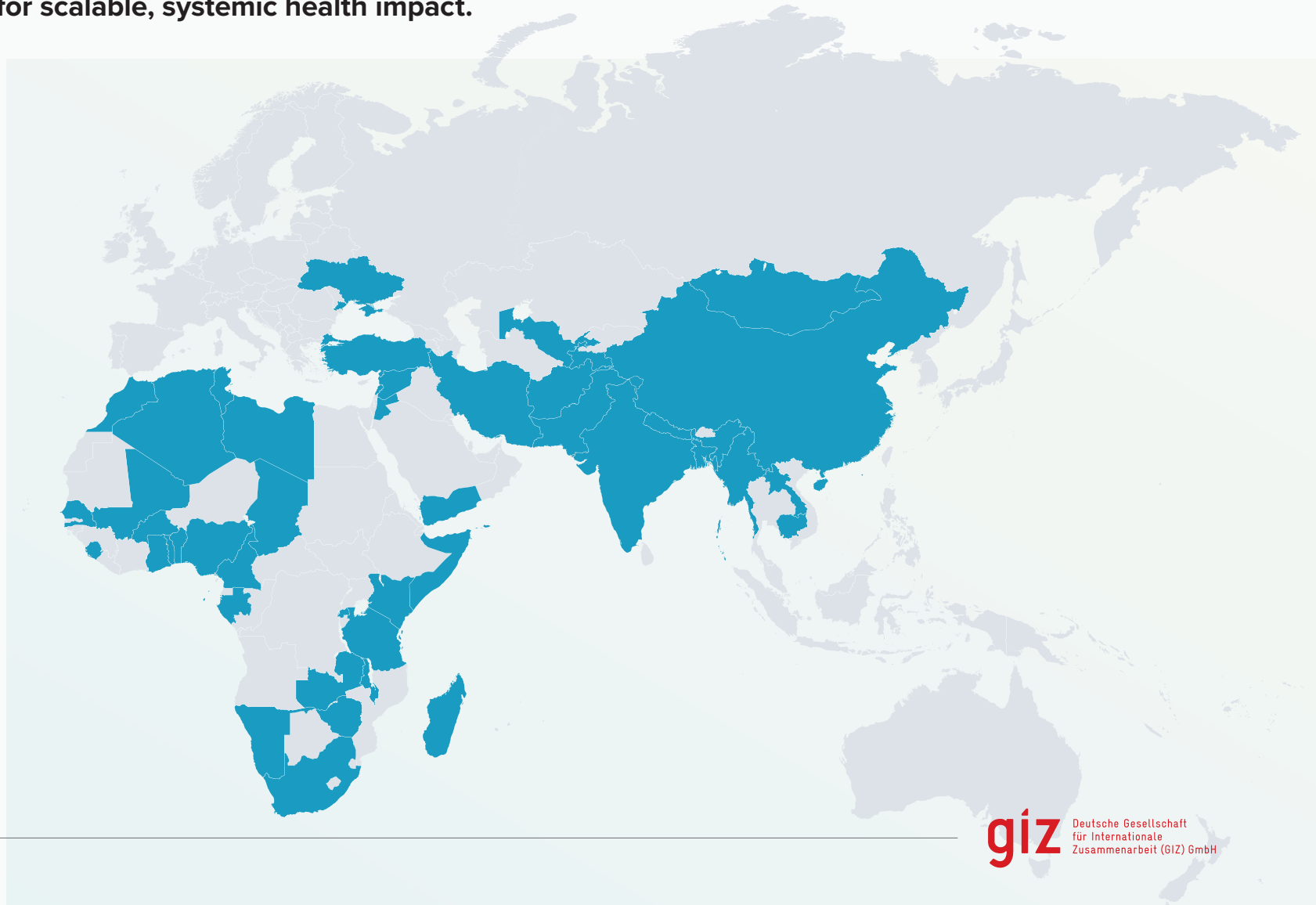
GIZ operates across the full spectrum of health system strengthening, from high-level policy and regulatory reform to frontline service delivery, delivering resilient, equitable, and sustainable outcomes at scale.

Our active portfolio includes 26 country-level, 6 regional, and 3 global health programmes, embedded within public health systems and structured for long-term scale and impact.

Our approach is grounded in trusted partnerships with governments and long-standing technical expertise. We strengthen the capacity of key health system actors – including hospitals, laboratories, insurance schemes, regulatory authorities, ministries, universities, and training institutions – to deliver sustainable, high-quality care.

GIZ brings a distinctive cross-sector capability – integrating health with finance, education, climate, and digital transformation to address the structural drivers of system performance at scale.

GIZ's health portfolio provides the foundation for what comes next: integrated, scalable platforms that align public and private efforts.



# HOW WE WORK: A NEW MODEL FOR SCALABLE, SYSTEM-WIDE IMPACT

GIZ delivers more than technical assistance – we support the transformation of health systems through scalable, nationally led programmes that align public, philanthropic, and private actors.

By combining our government access, operational depth, and commitment to long-term partnerships, we help countries shift from short-term projects to sustainable, outcome-oriented solutions that are deeply embedded in local systems.

## OUR FIVE STRATEGIC PILLARS

### FROM PROJECTS TO PLATFORMS

We help partners evolve from isolated initiatives to long-term, government-led programmes. These platforms align efforts, enable joint governance, and allow partners to pool investments – achieving greater impact together than any actor could alone.

### COUNTRY OWNERSHIP, SUSTAINABILITY, AND EQUITY

All solutions are co-developed and government-led, ensuring national alignment and long-term integration. Equity, inclusion, and patient-centred design are embedded from the outset to serve entire populations.

### INTEGRATED CARE AND SCALING WHAT WORKS

We design integrated solutions across prevention, diagnosis, treatment, and follow-up – breaking down silos and strengthening continuity of care. Proven modular models can be scaled efficiently, allowing countries and partners to expand what works.

### HEALTH AS AN INVESTMENT

We build sustainable, win-win partnerships that extend beyond traditional philanthropy. Our platforms enable responsible market access, strengthen national delivery systems, and position health as a catalyst for economic growth and stability.

### WORKFORCE, DATA, AND AI FOR IMPACT

We strengthen the human backbone of health systems while embedding digital infrastructure, real-time data and AI-enabled innovation. This integration drives smarter decisions, better care and accelerated scale across countries and platforms.

**We connect national priorities with global partnerships – to expand access, align efforts, and unlock health system value.**



# WE OFFER INTEGRATED SERVICE OFFERINGS ACROSS THE HEALTH JOURNEY

GIZ's integrated health portfolio supports countries and partners across the entire health journey – from upstream risk prevention to long-term care, equitable access, and digital system integration.



## RISK & RESILIENCE

Addressing upstream health risks and system shocks via cross-sectoral preparedness.



## PREVENTION, EARLY DETECTION & MANAGEMENT

Delivering integrated platforms for screening, referral, and scalable chronic disease management.



## SKILLED CARE DELIVERY

Expanding the health workforce through training hubs and partnerships to deliver people-centred care.



## ACCESS TO MEDICINES & DIAGNOSTICS

Improving access to essential products through smarter market entry and delivery models tailored to national priorities.



## DATA, DIGITAL & AI

Building integrated digital foundations to support service continuity, insurance, and accountability.



## HEALTH FINANCING

Supporting governments to design robust insurance and financing strategies that ensure equitable access and long-term resilience.

**From complex systems to coordinated solutions – we help partners deliver health that works, and lasts.**



# RISK & RESILIENCE: BUILDING THE FOUNDATIONS FOR LONG-TERM IMPROVED HEALTH OUTCOMES

## ? THE CHALLENGE WE ADDRESS

Many health challenges start far upstream – in climate shocks, poor nutrition, zoonotic spillover, or weak social safety nets. Yet health investments often focus only on facilities and treatment, neglecting the broader systems that shape who gets sick, when, and why.

Countries urgently need integrated strategies to reduce risk and build health resilience before patients ever enter a clinic.

## ! OUR OFFERING

GIZ helps governments and partners reduce health risks at the source through the design and delivery of cross-sectoral health resilience programmes.

Our services include:

- **Climate–Health Strategy Advisory:** Support to ministries of health and environment to co-develop climate-adaptive health plans, early warning systems, and national policies (e.g., National Adaptation Plans with health focus).
- **Nutrition Programme Implementation:** Design, delivery, and M&E of community-based and national nutrition interventions – especially maternal and child nutrition, food fortification, and school meal integration.

- **One Health Risk Mapping and Coordination:** Strengthening multisectoral One Health coordination platforms and preparedness systems in line with WHO, FAO, WOA and UNEP guidelines.
- **Resilience Mainstreaming:** Embedding climate, nutrition, and social protection strategies into broader health system strengthening efforts – often in collaboration with GIZ's environment, food security, and governance sectors.

These services are delivered as standalone advisory packages or integrated into broader platform programmes (e.g. InPact).





# PREVENTION, EARLY DETECTION & MANAGEMENT: FROM FRAGMENTATION TO INTEGRATED AND SCALABLE NON-COMMUNICABLE DISEASES (NCDs) SOLUTIONS

## ? THE CHALLENGE WE ADDRESS

NCDs such as diabetes, cardiovascular disease, and cancer account for 75% of global deaths – yet early prevention and screening remain underfunded, fragmented, and poorly integrated into health systems.

Donors and private actors struggle to align efforts. Governments lack coordination tools. And patients continue to go undiagnosed until it's too late.

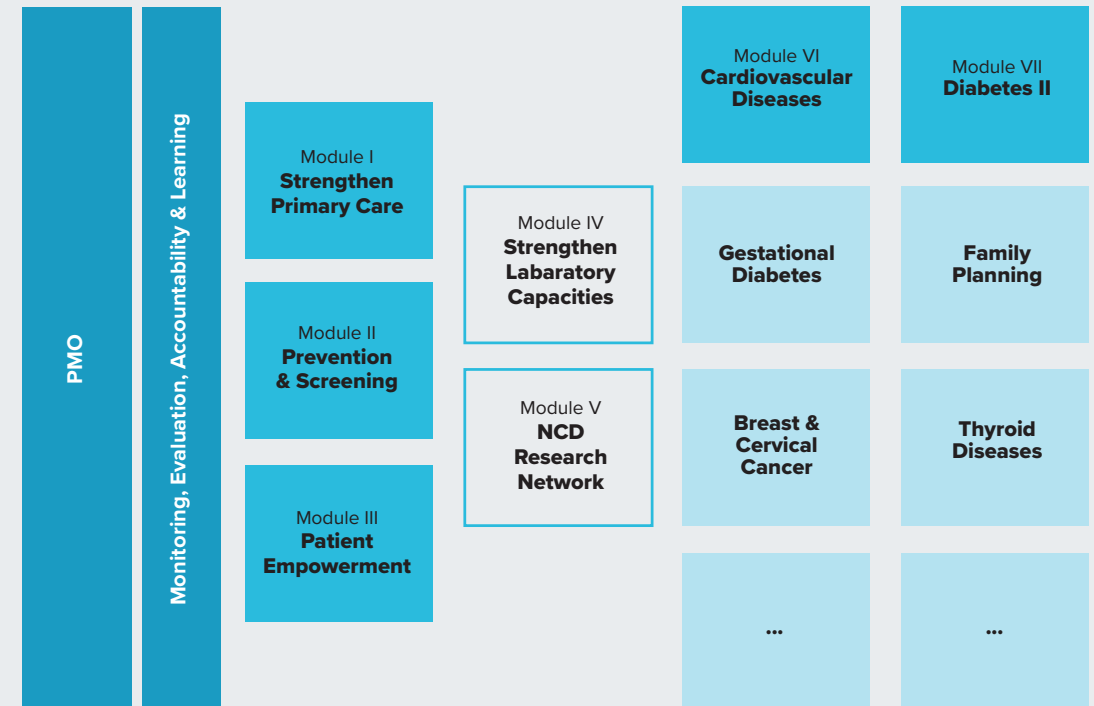
## ! OUR OFFERING

### InPact Health

InPact Health is a modular platform for **prevention, early detection, and management care of NCDs**, co-created with governments and open to public, philanthropic, and private partners.

#### What makes it different:

- **Platform Governance:** Country-led steering with multi-donor participation.
- **Modular Architecture:** Interoperable components like AI diagnostics, workplace prevention, cancer screening, digital diabetes care, etc.
- **Shared PMO & M&E:** Common reporting and pooled investment logic.
- **Partner Activation:** Structured tiers (Platinum/Gold/Silver) for differentiated entry.
- **National Visibility:** Country-branded launches (e.g. AYA Ghana).



Example from AYA, Ghana

# SKILLED CARE DELIVERY: CLOSING THE HEALTH WORKFORCE GAP – SUSTAINABLY AND AT SCALE



## ? THE CHALLENGE WE ADDRESS

Health systems face a global shortfall of **18 million health workers by 2030**, especially in LMICs. Without strong local training ecosystems, countries cannot scale care – particularly for chronic conditions, diagnostics, and **geriatric services** in aging populations.

## ! OUR OFFERING

### InPact Skills

A turnkey solution for national and regional clinical training capacity.

#### Our services include:

- **Feasibility and strategy advisory:** National workforce planning, gap analysis, and hub concept development.
- **Co-development of training hubs:** Technical and operational support to set up national centers of excellence.
- **Curriculum design & standardisation:** With a focus on NCDs, diagnostics, emergency and geriatric care.
- **Blended training delivery:** In-person training, digital learning platforms, and fellowship design.
- **Monitoring, certification, and alumni systems:** Ensuring quality, traceability, and long-term retention.
- **International partnerships:** Linking hubs to German university hospitals and global learning networks.

These services can be offered as a package or tailored to local priorities, and are aligned with WHO workforce strategies and bilateral mobility frameworks.



# ACCESS TO MEDICINES & DIAGNOSTICS: ENABLING RESPONSIBLE MARKET ENTRY AND SYSTEM-READY ACCESS

## ? THE CHALLENGE WE ADDRESS

In many countries, life-saving medicines and diagnostics are available – but still don't reach patients due to high out-of-pocket costs, poor forecasting, regulatory hurdles, and weak last-mile infrastructure.

Meanwhile, **pharma and diagnostics companies** often struggle to enter markets in ways that are sustainable, affordable, and aligned with public health goals.

## ! OUR OFFERING

### Market Entry & Access Enablement

We support governments and private sector actors in developing system-ready access strategies – through three core service modules:

- **Market Entry Navigation:** Stakeholder mapping, regulatory advisory, and facilitation of blended partnerships.
- **Demand Forecasting & Digital Planning:** Support for data-driven forecasting and integration with national procurement tools.
- **Supply Chain Optimisation:** Local diagnostics, last-mile delivery redesign, and public-private distribution support.

These services can be deployed stand-alone or integrated into broader platforms like InPact Health.





# DIGITAL HEALTH INFRASTRUCTURE: CONNECTING SYSTEMS AND DATA FOR SMARTER, SUSTAINABLE HEALTH DELIVERY

## ? THE CHALLENGE WE ADDRESS

Many health systems still operate in silos – relying on paper records, disconnected IT tools, and ad hoc data flows. This undermines everything from patient care to financing, monitoring, and continuity across platforms like insurance and chronic care.

Countries need **resilient, interoperable digital infrastructure** to enable access, integration, and long-term system reform.

## ! OUR OFFERING

### Digital Health Infrastructure Design & Delivery

We support governments in designing and operationalizing national digital foundations – with a focus on open standards, country ownership, and long-term scalability.

#### Our services include:

- **Enterprise Architecture Design:** Strategic guidance on system architecture aligned with national priorities.
- **Digital Public Infrastructure Implementation:** Support for interoperability frameworks, middleware, registries, and data governance.
- **Health Financing Systems:** Deployment and customisation of **openIMIS**, the open-source health insurance management system.
- **Capacity Development:** Advisory on digital governance, data standards, and institutional readiness.

These services can stand alone or integrate into broader GIZ-supported platforms such as InPact Health or InPact Skills.





# HEALTH FINANCING & INSURANCE SYSTEMS: STRENGTHENING FINANCIAL PROTECTION AND SUSTAINABLE HEALTH INVESTMENT

## ? THE CHALLENGE WE ADDRESS

Health systems cannot deliver equitable care without sustainable financing. In many countries, fragmented funding streams, weak insurance structures, and high out-of-pocket payments limit access, especially for vulnerable populations and patients with chronic conditions.

At the same time, governments face shrinking fiscal space, growing NCD burdens, and increasing demand for accountability and impact. Without stronger pooling mechanisms, transparent governance, and strategic purchasing, investments fail to translate into long-term system resilience.

## ! OUR OFFERING

We support governments and partners in building robust, equitable health financing systems that expand coverage and protect households from financial hardship.

Our services include:

- **Health Financing Strategy & Reform Advisory.** Support governments in developing and implementing evidence-based financing strategies, domestic resource mobilisation plans, and policy reforms aligned with universal health coverage.
- **Insurance Scheme Design & Implementation.** Establish and strengthen national or sub-national health insurance schemes, including legal frameworks, pooling mechanisms, benefit packages, and governance structures, with targeted support for vulnerable populations.

- **Capacity Building for Financing Institutions.** Strengthen ministries, insurance agencies, and regulatory bodies to manage resources, oversee operations, monitor equity, and coordinate multi-stakeholder reforms.
- **Leveraging Global Financing Mechanisms.** Align external funding (e.g., Global Fund, P4H, bilateral partners) with national strategies to enhance coherence, sustainability, and country ownership.
- **Integration with Digital Systems (e.g., openIMIS).** Deploy and optimise digital tools for enrolment, claims management, financial tracking, and reporting, improving transparency and operational efficiency.

These services can stand alone or integrate into broader GIZ-supported platforms such as InPact Health or InPact Skills.

# TRUSTED BY GLOBAL HEALTH LEADERS – ACROSS SECTORS AND SYSTEMS

We work with a wide range of clients and partners – from national governments and multilateral donors to private companies and philanthropic foundations. Together, we co-create solutions that align investment with impact and deliver health systems that serve both public good and long-term value.



Die Landesregierung  
Nordrhein-Westfalen



Gates Foundation



# LET'S BUILD WHAT HEALTH SYSTEMS REALLY NEED – TOGETHER

GIZ International Services works with governments, multilateral organizations, companies, and foundations to deliver what health systems need most – smarter policies, stronger platforms, and real-world impact.

If you're exploring a new opportunity, planning your next investment, or simply want to learn more – we'd be glad to have a conversation. Let's talk.

## **Fionn Harnischfeger**

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