



2022

**YOUR
HEALTHCARE
PARTNER**



ABOUT US

Marie Stopes Kenya (MSK) an affiliate of MSI – Reproductive Choices is registered in Kenya as a local Non-Governmental Organization (NGO) operating within Kenya. MSK has been providing access to high quality and affordable sexual and reproductive health services (SRH) to all people across Kenya since 1985.

As one of the leading specialized SRH providers in Kenya, MSK works with the Government of Kenya and other stakeholders to ensure the poorest and hardest to reach clients can access affordable SRH services that meet their needs.

MSK's service delivery channels are adapted to fit the different contexts of each county to maximise opportunities for building sustainable platforms that can provide lasting impact on the health outcomes of Kenyans. In 2021, over 860,000 clients were reached through MSK's service delivery points spread across the country. Marie Stopes' strategy in Kenya was developed to ensure compliance with national strategies around reach, procurement of family planning (FP) supplies from national supply chains and delivery systems. MSK is an active participant in the SRH sector in Kenya, including the Kenya Health Federation, the National Adolescence SRH Technical Working Group, and other national and county-level technical working groups.

WHO WE SERVE?

MSK is committed to leave no one behind by serving the poorest, most underserved people. MSK places a strong focus on reaching adolescents, those living in extreme poverty, and other marginalised groups, such as people with HIV, people with disability, survivors of gender-based violence and disaster affected populations.

How We Do It?

Our Service Delivery Channels

CENTRES

MSK has 14 Centres of Excellence inclusive of 3 Nursing Homes in Eastleigh Nairobi-Nairobi, Mombasa and Kisumu, that offer quality comprehensive Sexual Reproductive Health (SRH) services including Family Planning, Maternity (ANC, Delivery and PNC) and general outpatient services to men and women with special attention to adolescent-friendly services across 9 counties. MSK charges user fees to sustain operating costs and offers subsidised services to those in need. MSK Centres also act as hubs for training and resourcing of healthcare workers in Kenya. Additionally, 435 mothers delivered babies in MSK CeMOC and BeMOC facilities.

AMUA SOCIAL FRANCHISE NETWORK

Established in 2014, MSK's private sector provider network, 'Amua', engages and unites otherwise fragmented private providers to deliver high quality SRH services. The AMUA Network leverages accredited private healthcare providers to offer quality FP and SRH services to low and middle-income clients in rural and peri-urban areas with high unmet need for FP through 100 social franchise facilities across 25 counties.

OUTREACH

MSK provides free, high-quality, and safe family planning methods to women, girls and men in rural communities in 19 counties through 4 mobile clinical teams and 13 nested service providers. Using the infrastructure of public health centres, outreach teams increase contraceptive choices in these communities where the existing public and private health clinics struggle to meet the SRH needs of women and men.

PUBLIC SECTOR STRENGTHENING

MSK is working collaboratively with the MoH in 151 PSS sites to strengthen health systems. This creates a sustainable demand for SRH services as we provide training, competency assessments, joint support supervision with the MoH, support in commodity management, and demand generation.

COMMERCIAL SALES

Through the Sales Optimization, Reporting and Tracking (SORT) tool, MSK has been able to monitor and generate complex analysis of product sales in real-time, as well as map existing and potential outlets across Kenya to better understand the market gaps. Informed by the coverage gaps illustrated in SORT – which revealed that MSK has reached 1557 out of 14,213 of potential outlets as of December 2021 - MSK has been able to push the agenda and think beyond the current approach of targeting only pharmacies and position themselves to sell to larger outlets such as private hospitals and distributors. Additionally, in 2021 MSK expanded its basket of commercial sales products and introduced to the market three new products specifically condoms branded Lifeguard, Avibela, (hormonal IUS) and Back-up (a one pill emergency contraceptive) which is an Emergency Contraceptive.

2021 IMPACT



1,498,915

people across Kenya were using a family planning method provided through one of MSK's service delivery channels



1,402,338

couple years of protection (CYPs)



£31,228,829 GBP

Direct healthcare costs saved



597,987

Estimated number of unintended pregnancies averted by MSK family planning services



193,805

Estimated number of unsafe abortions averted because of having accessed contraception provided by MSK



1,966

Estimated number of maternal deaths averted by MSK services



OUR FOOTPRINT

We have 14 Marie Stopes owned centres located within the Major towns of 9 Counties in Kenya i.e. Mombasa, Kisumu, Nairobi, Nyeri, Meru, Nakuru, Eldoret, Kiambu and Kajiado.

Over 100

highly trained providers including nurses, medical and specialist doctors who offer a wide range of services

- **Part of larger org**

MSK works with other partners to improve the policy environment on access to contraception, thus reducing maternal mortality resulting from unsafe abortion and to ensure women and girl's sexual and reproductive rights are recognised and respected

- **Partner to govt for guidelines/training** – MSK is an active participant in the SRH sector in Kenya, including the Kenya Health Federation, the National Adolescence Sexual Reproductive Health Technical Working Group, and other national and county-level technical working groups

The Government has focused its efforts to expand equitable access to quality care at the county level, with the number of counties having family planning budget allocations increasing, however, this is still below the 2.5% recommendation by WHO and MSK is working towards increasing domestic financing within the counties thus reduce donor dependency

MSK has partnerships with MoH, KHF, NIVI, KASHA, KAPH among others to increase access to various safe and affordable family planning services across the country whatever a woman or girl's circumstances

Key Services offered



Sexual and Reproductive Health

- Fertility counselling and testing
- Obstetrics and gynecologist
- STI screening & testing
- Ultrasound
- HPV vaccinations
- Child and Adult circumcision

Contraception and family planning

(Short term and long-term methods)



- Hormonal, intrauterine IUD and removal
- Tubal ligation
- Contraceptive implant and removal
- Contraception pills and injectables
- Vasectomy



Reproductive Cancer screening & treatment

- Cervical cancer screening
- Prostate cancer screening

General Health



- General outpatient services
- Lab services
- Pharmacy
- Immunizations and travel vaccines

Annual wellness check ups



- Comprehensive screening
- Pre-employment
- Standard screening
- Basic check up
- Teen's wellness

OUR POINT OF DIFFERENCE



Champion of women's health – commitment to providing high quality advice and information on the issues that matter (point to online advice), provision of health talks in the community



International quality standards and rigorous clinical QA processes and incident management and reporting



Focus on client care – cite satisfaction stats and regular experience tracking processes (feedback tools, exit interview, mystery clients)



Contact centre – support throughout the client journey, list opening hours/days. Toll free, counselling and information provision and follow up



Value for money – ensuring a high quality, affordable offering



Digital systems – professional and easy validation of client information, consistency across centres (prevents duplication), gradual roll out of electronic health records, ability to track key metrics such as return visits, visit from corporates,

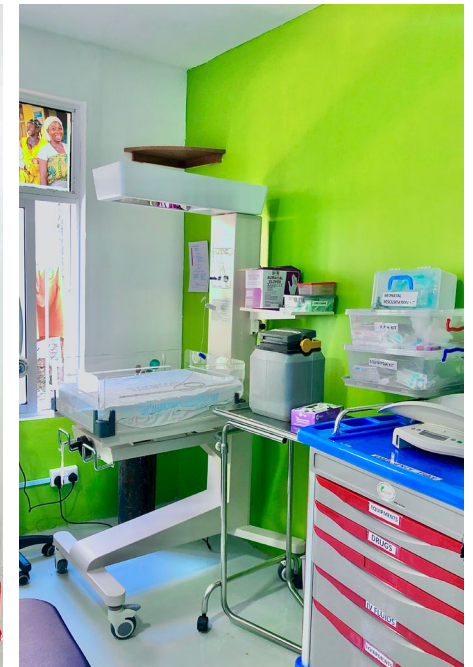


Processes to prevent fraud



Innovation: trialling tele-consultations

OUR INSURANCE PARTNERS



OUR CLIENT FEEDBACK

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I delivered by baby boy on Wednesday at Mariestopes Eastleigh and I just wanted to give a shout out to you guys. The services we exceptional, the staff were so kind, the cleanliness was amazing. I was my first time but the ambience and how the nurses talk to you just relaxes you. It's been an emotional pregnancy journey for me and I'm honestly glad I chose Mariestopes as my delivery hospital. A big big boy than you to BRIAN and DR LION/LEON, they did such an amazing job and I honestly thank you. I'd also like to thank WYCLIFFE, your kindness was and is appreciated. Not forgetting MARY the receptionist, I would enter and see her and be calm coz she was so nice. Pleas appreciate them for me!! There also other nurses who I didn't get there names but honestly I wish I did because they deserve to be thanked individually. Mariestopes is now home for me and my baby. God bless you!!

“

I delivered by CS at your Eastleigh branch and your services were top notch. The doctors and nurses were very friendly... I remember Beatrice, Velma, Mercy, Mary... Dr VAentine, Dr Bildad... aww ohh. Not forgetting nurse Rose... the subordinate staff too were great. I felt at home... You guys are the best

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Thank you for the directions and reaching out, was able to go to the Thick clinic, they gave us great service and definitely will go back when I need the services again.

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Thanks for your service. Our doctors and nurses at Pangani are really awesome. They served us very well. And they are very friendly.