



The challenge of mobilizing Botswana's private sector: case study of ACHAP's experience forging partnerships with mining, transport, construction and hospitality sector companies through a national mobile populations program

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Issues: Botswana has been described as one of the most mobile populations in the world. In southern Africa, human mobility is recognized as one of the major determinants of increased HIV incidence over the last two decades.

Description: ACHAP was tasked by the National AIDS Coordinating Agency to facilitate development of a national multisectoral response to mobility and HIV/AIDS. ACHAP approached 10 small and medium-sized mining, transport, construction and hospitality sector companies to assess their interest in participating in a four-year program which involves the provision of mobile STI/HIV/AIDS services along major transport corridors. While all companies expressed interest, 60% committed financial resources for the proposed interventions.

The CEO of one transport company went even further by leveraging additional financial commitments through his industry contacts e.g., procurement of mobile health vans at-cost through a local auto dealer; free fuel from local subsidiaries of international fuel companies; donation of replacement tires from a local tire company; subsidized vehicle maintenance contracts; assistance with driver recruitment, training and supervision; assistance with vehicle fleet and fuel consumption management. Two other companies committed financial support of local efforts to empower vulnerable women and children including orphans.

Lessons learned: To date, Botswana's private sector response to HIV/AIDS has focused primarily on the development of workplace programmes and policies for individual companies. This case study demonstrates that Botswana's private sector, once mobilized, is capable of much more through the ACHAP model of forging private-private partnerships to scale-up local responses.

Recommendations: There is an urgent need to look beyond the international private sector and tap into the expertise, creativity and resources of local companies to support and sustain national programs.

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