



## Addressing Ethiopia's Health System Challenges: A Call for Demand-Driven Innovation

### ✓ Introduction

While the Ethiopian Ministry of Health has made tremendous progress in implementing high-impact interventions in collaboration with partners to address key public health challenges, it is crucial to acknowledge that various obstacles and gaps remain. These include persistent challenges in health system efficiency (both allocative and technical), health workforce motivation, and ensuring equitable access to quality healthcare. As a result, the country is still working to meet its Sustainable Development Goals (SDGs) and achieve Universal Health Coverage (UHC). To address these persistent issues, the Ministry's Health Systems Innovation and Quality (HSIQ) Lead Executive Office LEO), in collaboration with its partners, identified, prioritized and articulated key demands that require urgent innovative solutions. In addition to these, during the Global Health Innovation and Quality Summit (GHIQS) 2025, Her Excellency Dr. Mekdes Daba, Minister of MOH clearly emphasized in her official remark that the Ministry is highly committed to support health innovations which would potentially impact the attainment of SDGs and UHC. She further underscored that the HSIQ LEO must call upon innovators to develop solutions addressing Ethiopia's priority health challenges. In response to this challenge, the Ministry is now seeking impactful innovations to address challenges in its prioritized focus areas.

### ✓ Key areas of focus for the call to Health Innovation

- **Improving Maternal, Neonatal, and Child Health:** Innovations that improve health outcomes for mothers, newborns, and children.
- **Optimizing efficiency in the healthcare system:** Innovative solutions to streamline operations, enhance resource utilization, and improve service delivery within the health system.
- **Health Workforce Motivation:** Innovative Strategies and schemes to boost motivation and improve retention of healthcare professionals
- **Ensuring Equitable Access to Quality Healthcare:** Innovations that accelerate high-quality health services to reach every corner of Ethiopia.
- **Enhancing public health emergency surveillance and Response for priority diseases such as Malaria and others:** Scalable public health surveillance and response mechanisms that significantly improve detection and response.
- **Improving Affordability of care:** Innovative healthcare financing models that ensure services are accessible and affordable for all Ethiopians in public and private health facilities.
- **Medical devices and pharmaceutical management system:** Unified or integrated innovations that would potentially improve the inventory management system in the supply chain.



## ✓ How to Apply

If you are an innovator with a solution that aligns with one or more of the demands we have outlined, please submit your application using the email address:

**[ghiqs@moh.gov.et](mailto:ghiqs@moh.gov.et) by September 21, 2025, at 5:00 PM EAT.**

## ✓ Application Outline for Your Innovation

To ensure a comprehensive and clear submission, please organize your application according to the following outline:

1. **Title**
2. **Innovators and affiliation, corresponding Innovator**
3. **Executive Summary:** A concise overview of your innovative solution, its key objectives, and anticipated impact.
4. **Problem Statement:** Clearly articulate the specific demand area(s) you are addressing and how your solution tackles the identified root causes.
5. **Innovative Solution Description:** Detailed explanation of your proposed innovation, methodology and approach, expected outputs and outcomes, how the solution is practical, affordable, and easy to integrate (Feasibility), cultural sensitivity and Ethical considerations, Evidence of potential impact on health outcomes (proof of applicability/case studies if available)
6. **Sustainability & Scalability:** Strategy for scaling and sustaining the innovation, business/financial model for scale up and cost and potential partners for scale up and sustainability
7. **Inclusivity & Community Engagement Plan:** Describe how your approach involves all relevant stakeholders
8. **Originality & Alignment:** Highlight the unique aspects of your innovation and its direct alignment with the Ministry's demands.
9. **References:** source materials used
10. **Financial breakdown or cost estimate:** To execute the innovation.
11. **Annexes:** These include supporting documents such as your experience, certificates, professional licenses, models or schematic presentation of innovative CVs of your team members and other replant documents

## ✓ Application Instruction

- **Proven Experience:** A group of innovators or companies with a strong record of accomplishment in health innovation (products, technology/digital, or systems) that has led to better patient outcomes.
- **Expertise:** Innovators or companies a solid understanding of the Ethiopian health system and those of other Low- and Middle-Income Countries (LMICs).
- **Reputation:** Innovators with letter of recommendation or testimonials from a health system customer are encouraged to apply.
- **Collaboration:** Innovators who are willing to work closely with the Ethiopian Ministry of Health.
- **Team:** Group of innovators with multi professional disciplines are highly encouraged.
- **Affiliation:** Innovators from private and public companies are encouraged.
- **Willingness to Pitch:** Applicants with best evaluation scores will pitch at mega events including at Annual Review Meeting of MOH and relevant others.

## ✓ Selection Process

All applications submitted by the deadline will go through a four-stage selection processes based on a defined set of criteria.

- **Stage I (Initial Screening):** An in-house team at the HSIQ-LEO will review proposals for eligibility and completeness. Applications that do not meet these criteria will be disqualified.
- **Stage II (Technical Evaluation):** Proposals that pass the initial screening will technically be evaluated in detail by an independent think-tank group and high-level technical experts from relevant departments in the Ministry or elsewhere. One proposal will be evaluated by three experts at this stage.
- **Stage III (Leadership Level Evaluation):** Evaluation at this stage entails summary of the technical and financial evaluation to be presented to the high level leadership of MOH for strategic inputs and guidance. Notes on the strategic guidance will be summarized to ultimately identify innovations with best scores for pitching session. Short listed applicants will be communicated to prepare themselves for the pitching session.
- **Stage IV Pitching session:** Panel of assessors with relevant expertise will be invited to evaluate the performance of the innovators. The pitching session will be convened at ARM and other similar mega events of the Ministry. Each Innovator will present his/her innovation in five minutes and panel of assessors will subsequently evaluate each innovation and provide feedback to the innovators.

Finally, innovators with the best proposals will then be selected. Based on the availability of budget, the MOH will enter agreements with the innovators.

## ✓ Please note:

The Ministry would like to remind all innovators to respect intellectual property rights and only submit work for which they hold the rights. We encourage innovators who have already secured patent rights for their work to include this information with their applications.



Testing



Prototype

Problem



Scale



3

Ideation