



**Life Sciences & Health Care
Portfolio**





Healthcare

It takes innovative leaders to create a health care ecosystem that provides quality and accessible care for all. Challenging the status quo requires guidance from a trusted team equally committed to health equity and transformation. Deloitte Health Care stands alongside those who stand for better, improving individual lives and the health of society. We help redefine the care journey by engineering digital strategies based on our deep experience and insights. We help accelerate action and create connections that empower a digitally enabled, equitable future of health.

The graphic features a large, light blue circle on the right side. To its left, a thick, curved arrow in shades of green and blue sweeps upwards and to the right. Above this arrow, a thin green line with a dot at its end curves from the right towards the arrow. In the top-left and bottom-left corners, there are decorative elements consisting of concentric circles with small dots along their perimeters, resembling orbits or data paths. The entire composition is set against a white background with a dark teal border on the left and bottom.

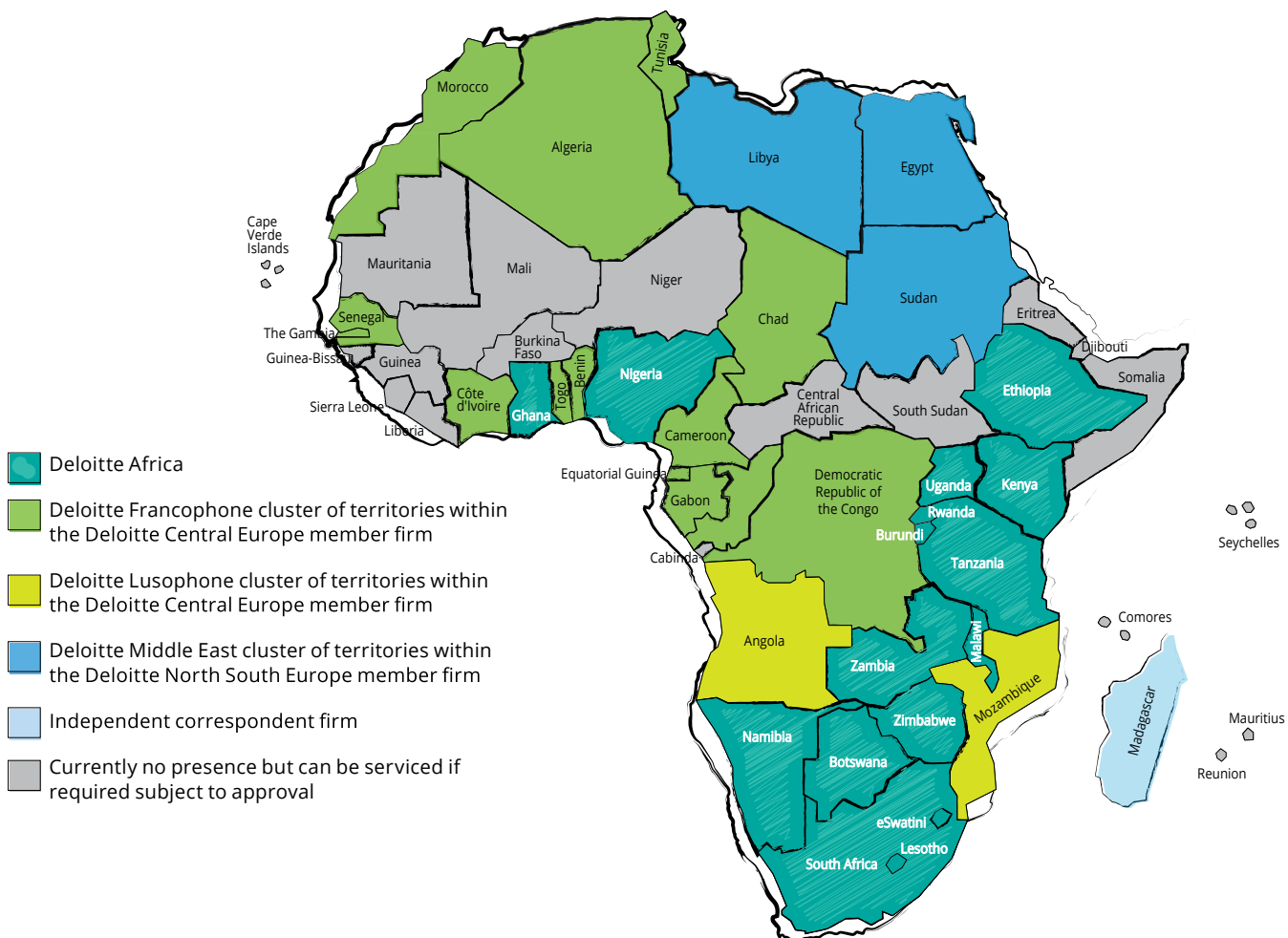
About Deloitte Health Solutions

As more companies and institutions do business in Africa, Deloitte endeavours to provide clients with a consistent service through an integrated Africa member firm

Through our network of multinational audit and advisory practices we are well-placed to serve clients in countries in Africa with consistent methodology, quality control, service delivery and accountability. Our offerings support private and listed entities, governments, government agencies, as well as non-profit organisations.

World-class professionals who have access to the best methodologies, tools, resources and training;

- Deloitte in Africa**



Deloitte in East Africa

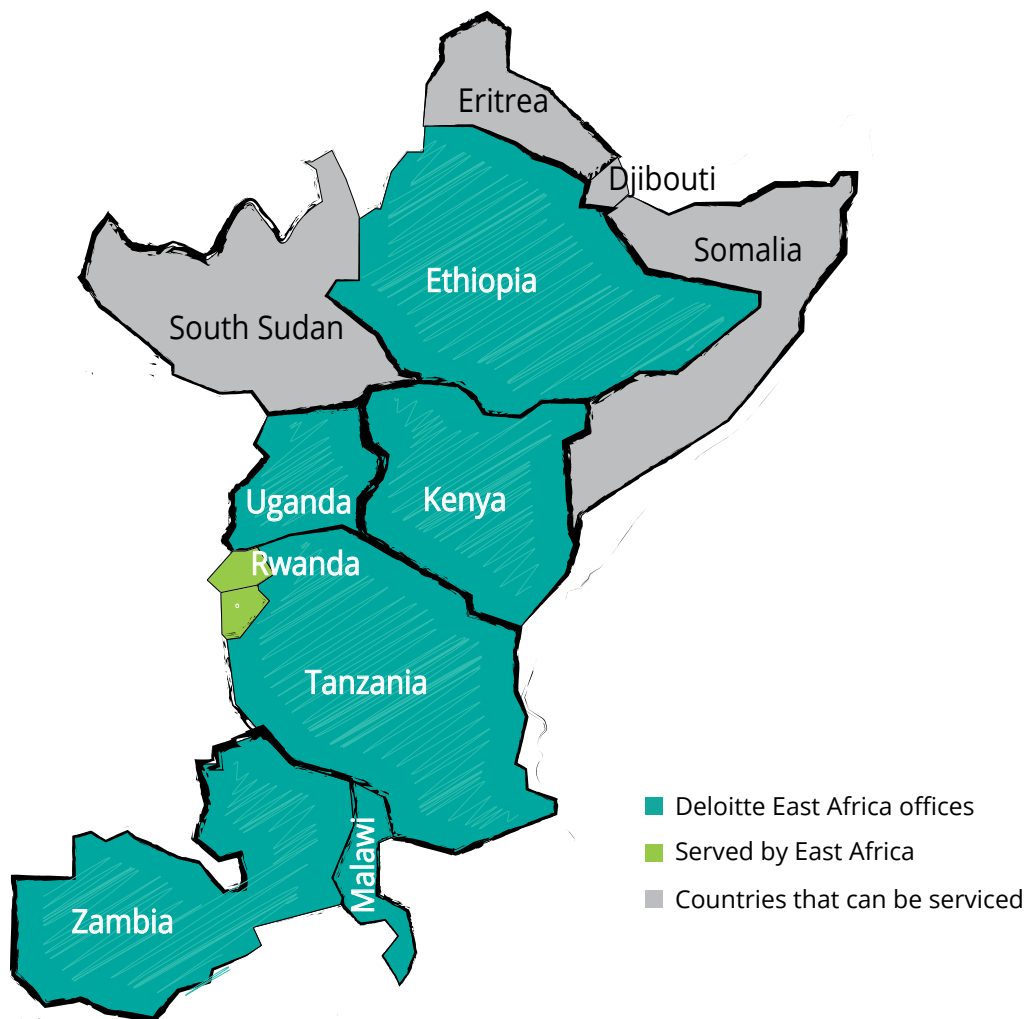
Dedicated since 1907 to the needs of our clients, we have grown with the economy and aspirations of the region into a large and experienced firm, supplying the very best in accounting, taxation and business solutions to some of East Africa's most prominent organisations. In 2024, Deloitte East Africa welcomed Zambia and Malawi into its regional offices' bloc, as well as re-opened the Ethiopia office.

With offices in Addis Ababa, Blantyre, Dar-es-Salaam, Kampala, Lusaka, Lilongwe, and Nairobi we have established a reputation over the years, for excellence in the profession. Our clients range from the largest organisations in the region spanning a wide variety of local and international organisations from all sectors, including manufacturing, retail, financial, distribution, service, agricultural, governmental and non-governmental organisations and charitable bodies.

Our clients know and benefit from the fact that our motivating force is service excellence. To provide such excellence consistently demands a thorough understanding of the business environment, an appreciation of the key issues faced by particular industries, and a creative approach to problem solving.

We have partnered with international donor organisations such as the United Nations Children's Fund (UNICEF), the Mastercard Foundation, the Global Fund, the United Nations Population Fund, IGAD and other bilateral donors in support of their contributions towards empowering and strengthening institutions through various programs within the financial services, education and health sectors in Africa.

Deloitte in East Africa



Building Better Futures

Supporting our people and advancing responsible climate choices

Headcount

411,9514
+19.3%



FY22

456,826
+10.9%



FY23

60,300
+0.75%



FY24

Sustainability



Reduce emissions

Commitment to science-based net-zero with 2030 goals

Embed sustainability

Address internal policies and practices

Empower individuals

Educate and inspire Deloitte people to act on climate change

Engage ecosystems

Engage with ecosystems to address climate change

Inclusion and Diversity

46%
211,738



Women

54%
248,562



Men

Global Life Sciences & Health Care at Deloitte

Throughout the health ecosystem, you'll find courageous and inspiring people who are committed to [driving transformation](#), [advancing health equity](#), and [leading a well-being revolution](#). Where you find innovators committed to sustainable progress, you'll find Deloitte's Life Sciences & Health Care practice. Our leaders work side-by-side to orchestrate and deliver on the business of science and health. We bring trusted, flexible approaches that help [foster innovation](#), [harness new technologies](#), and [formulate consumer-driven strategies](#) to engineer a [digitally enabled, equitable future of health](#) – starting today.

Scale of team:

Deloitte has more
43,700+
Life Sciences and Health Care
professionals globally,
across 150+ countries.

Breath of Capability:

We work in *an integrated manner across the* full Life Sciences and Health Care value chain, and have invested in *deep sector-specific subject matter expertise.*

Addressing our clients' most pressing issues:

Health Equity

Digital Health
(Cybersecurity,
AI)

Sustainability

Implementation
of Global Science
Programs

Health Workforce
Development

Health Supply
Chain

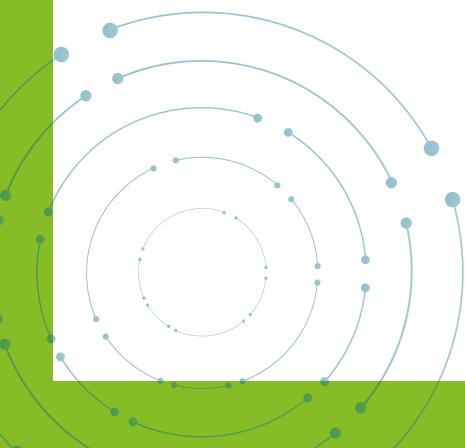
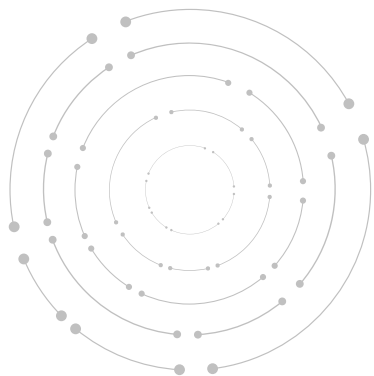
Health Financing

Program
Management

Health System
Strengthening

Data Science
(Monitoring and
Evaluation)





Health System Strengthening

Improved governance, accountability, policy development and implementation for strengthened health system.

Overview:

The health sector faces numerous challenges, particularly in the areas of governance and accountability. These issues significantly impact the efficiency and effectiveness of healthcare systems. Many countries in Sub-Saharan Africa have an underdeveloped health governance structure and poor policy implementation due to a lack of a strategic direction.

Deloitte's offerings:

1. Capacity building & institutional strengthening
2. Capacity assessment
3. Strategy review and development
4. Grants and funds management
5. Spot checks

Sample Case Studies:

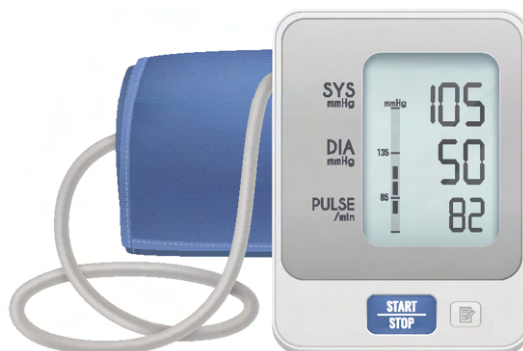
Deloitte supported a large pharmaceutical organisation to develop a five-year' Strategic Plan to ensure sustainable accessibility and affordability of quality drugs and medical supplies. In its bid to achieve the objectives and goals of the strategic plan, the organisation sought to proactively address any emerging challenges in areas of financial resource base, physical infrastructure, and human resource capital.

Deloitte worked with the Ministry of Health, Kenya, to implement the Rural Health Program III, whose aim was to contribute towards the improvement of the Health status of all Kenyans through improving health governance processes and access to quality health services. Deloitte appraised and validated the suitability of the project and proposed strategies for improvement upon reflecting on existing health sector strategies, current reforms, and policies.

Deloitte provided fiduciary risk services for a large donor-funded program, which entailed supporting the Ministry of Health in establishing good governance and ensuring strong financial management practices, such as robust internal and financial controls and risk management in a manner consistent with the terms and conditions of the Cooperative Agreement.

Deloitte was appointed by a United Nations Agency to conduct financial spot checks for implementing partners as part of routine financial management processes. From the findings, Deloitte identified areas of capacity support and contributed to several training sessions to build the capacity of the implementing partners.

Deloitte Tanzania was the prime implementing partner for the TUNAJALI I Program, which supported the provision of sustainable, high-quality, comprehensive and integrated HIV prevention, care, treatment and support services. Deloitte implemented the program by providing the strategic vision by building the establishment and providing capacity building of ART sites for PLWHA; spearheading organisational alignment through dispensing small grants to indigenous organisations for projects addressing HIV/AIDS prevention, care and treatment; providing technical expertise through increasing the quality and access to a comprehensive continuum of care and delivering operational excellence by executing a well coordinated program management strategy.



Strengthened Supply Chain Systems

Strengthened supply chain systems for improved availability, quality and accountability of health products and technologies.

Overview:

Healthcare institutions encounter significant challenges in their supply chain management, including inconsistent procurement processes, inadequate inventory control, and limited supplier reliability. These issues lead to operational risks, such as stockouts and delays in essential medical supplies, which undermine the quality of patient care. Additionally, inefficient supply chain strategies hinder the ability of these institutions to adapt to changing healthcare demands, ultimately compromising their overall effectiveness and growth potential.

Deloitte Offerings:

1. Supply chain technical assistance
2. Supply chain IT System assessment

Sample Case Studies:

Deloitte developed and implemented, a supply chain and commodity management plan to include strengthening County Health Management (CHMT systems, including budgeting and forecasting as well as procurement of both pharmaceutical and laboratory commodities).

Deloitte was commissioned by a non-governmental organisation in Kenya to assess the existing parallel nutrition supply chains in Kenya to integrate them into one national supply chain system. The assignment focused on identifying the associated bottlenecks and synergies that were inherent in the parallel supply chains, resulting in supply chain inefficiencies.

Deloitte designed an integration plan for nutrition supply management and a costed integration plan for nutrition supply management in collaboration with a pharmaceutical organisation and the Ministry of Health in Kenya

Deloitte was commissioned by an international non-governmental organisation to develop a supply chain strategy aimed at strengthening the distribution of essential medicines. Deloitte held high-level donor coordination workshops with representatives from the public and private sectors and developed a patient-driven distribution model and donor coordination framework that led to the development of more resilient and sustainable supply chain systems in the prioritised countries.

Deloitte supported a pharmaceutical organisation in Ethiopia by providing program management and quality assurance for the ERP system implementation. Overall, the project aimed at streamlining, automating, and integrating business processes across the organisation, ultimately strengthening organisational collaboration, improving operational efficiency, and promoting data-driven decision making.

Deloitte was contracted by a pharmaceutical organisation to set up the Project Management Office with the aim of transforming its business operations and strengthening its ability to provide services throughout the country. This resulted in a forty-three per cent (43%) reduction in transit time, thereby increasing distribution coverage and strengthening the security and quality of over 1,100 medical communities.



Strengthened Health Partnerships

Strengthened strategic partnerships for increased leveraging of capabilities and resources of state and non-state actors.

Overview:

Governments are increasingly pursuing public-private partnerships to enhance access to high-quality health services by leveraging private sector resources. However, these partnerships present various challenges, including a shortage of skilled personnel, limited knowledge of collaboration mechanisms, and difficulties in understanding contract terms and monitoring costs.

Deloitte Offerings:

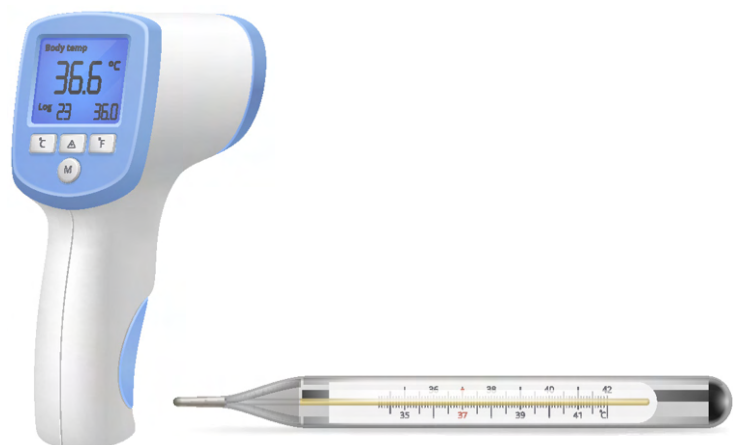
1. Program management & implementation
2. Private sector engagement (PSE) strategy
3. Resource mobilisation strategy

Sample Case Studies

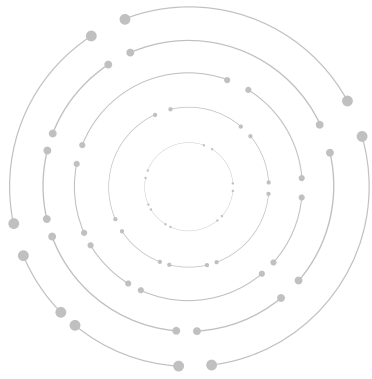
Through programs funded by the United States Government, Deloitte has facilitated regional stakeholder forum sessions between the public and private sectors to create a common understanding of the health needs in specific countries, which include mapping of the private sector stakeholders, analyzing the private sector landscape, and developing resource mobilisation strategies.

As a subcontractor to Malaria Consortium, Deloitte managed the grants and subcontracts on behalf of USAID's Malaria Action Program for Districts (MAPD) in Uganda, a program focused on control and prevention of malaria morbidity and mortality in Uganda in support of the National Malaria Control Program. We developed a grant and contracting strategy that was implemented over the 5-year project and implemented performance based in kind grants through memoranda of understanding with district and community based partners (District Health Management Teams/ DHMTs and Health Facilities).

Deloitte implemented the Health Systems Strengthening Partnership for Advanced Care and Treatment (PACT) Endeleva program funded by the Centers for Disease Control and Prevention (CDC). We were engaged to support the implementation of interventions to address gaps in the devolved health care system, including a lack of country leadership in coordination and oversight of the HIV program, weak planning and management of county Human Resources for Health, and health financing for sustainability.







Project Spotlights



USAID Tujenge Jamii: Kenya Health Partnerships for Quality Services (KHPQS)

Deloitte, through the USAID Tujenge Jamii Project (UTJ), is a five-year (2021-2026) USAID-funded project in Kenya, supporting HIV Prevention, Care, and Treatment, Maternal and Child Health, Reproductive Health, WASH, and Nutrition services. Our activities are structured with a purpose to increase use of quality county-led, county-owned, and county-managed health and social services.

Project Objectives

- Increase access and demand for quality HIV prevention services;
- Increase access and demand for quality HIV treatment services;
- Increase access and demand for quality FP/RMNCAH, nutrition, and WASH services; and
- Strengthen capacity of county health systems, local partners, and communities to deliver quality health services.

Key Results/Impact

- HIV testing of 1,233,640 individuals with 19,238 identified HIV positive with 102% (19,575) linkage to ART.
- Provision of PREP to 38,399 clients.
- Reached 18,835 Key population with prevention services.
- Reached 68,447 with POST RESP services.
 - Provision of ART to 59,697 Recipients of care (2,726 PMTCT).
 - Early Infant diagnosis testing reaching 10,512 HEIs.
 - Identification and Treatment of 4,283 HIV/TB co-infected clients.
 - Viral load suppression of 97% (40,990/42,138).
 - Cervical cancer screening for 54,161 WLHIV

Best Practices

Machine Learning in Predicting HIV Treatment Interruptions

UTJ has implemented use of Machine learning embedded in KenyaEMR to predict treatment interruptions for People Living with HIV (PLHIV) on antiretroviral therapy (ART). By analysing historical patient data such as appointment attendance, medication refills, and socio-demographic factors algorithms can categorise risk scores and identify high-risk individuals likely to discontinue treatment

Use of Lab Manifest to reduce turnaround time(TAT) of viral load results.

Lab manifest provides automated alerts of lab results for timely interventions, enhanced efficiency and accelerated decision making with improved outcomes

Men Art Club [MAC]

Project initiated the Men ART Club (MAC) as an innovative approach to engage men in HIV care while providing a safe platform for advocacy and discussions on male-specific issues. The MAC acts as key tool for continuous engagement and retention to HIV care.

Operation Triple Zero - OTZ

OTZ- OTZ- is Youth-Friendly Services (YFS) in HIV prevention, care and treatment that provides a comprehensive approach to improving access to quality HIV services among children, adolescents and young persons. The best practices considers the unique needs and challenges of the CALHIV.



USAID Kizazi Hodari (Brave Generation) Southern Zone Project

Overview

- USAID KHSZ is a five-year USAID-funded Project (2022 to 2027) implemented through CSOs to improve the health, well-being, and protection of the Orphans and Vulnerable Children (OVC) and youth in high HIV burden communities.
- The project's main purpose is to deliver high-quality services for OVCs and their caregivers to advance HIV Epidemic control.
- Implemented through 10 CSO and 3,100 Community Case Workers (CCWs).
- Covers 11 regions across 58 councils - Iringa, Njombe, Ruvuma, Lindi, Mtwara, Rukwa, Katavi, Songwe, Pwani, Morogoro, Mjini Magharibi – Zanzibar across 58 Councils.
- A total of 161,003 recipients of care (RoC) are currently served under the project.
- Working with three key Ministries – PORALG, Ministry of Health (MOH) and Ministry of Community Development Gender and Special Groups (MCDGWSG).

Key Objective

Improve case identification, linkage to ART, and viral suppression among C/ALHIV and PWLHIV

- Enroll Recipient of Care (RoC) (C/ALHIV, HEI and PWLHIV) in OVC program.
- To provide differentiated service delivery packages for C/ALHIV, HEI, PWLHIV and OVC caregivers/families.
- Improve case management for C/ALHIV, HEI, PWLHIV and OVC caregivers/families.

Key Achievements

HIV Integration

- Provided 146,295 Recipients of Care (RoC) with essential lifesaving services.
- 98% know their HIV status, 100% C/ALHIV are on HIV treatment, 97% C/ALHIV retained in care and 94% C/ALHIV achieved viral suppression.

HIV Prevention

- 18,388 Adolescent Girls and Young Women (AGYW) received menstrual sanitary kits and sexual and reproductive health education, reducing their exposure to HIV risk.
- Established 305 school clubs for peer-to-peer discussions.
- Reached 19,021 adolescents' girls and boys with HIV behavior change intervention.
- 258 school teachers as HIV prevention facilitators in schools.

Economic Strengthening

- Established 1,752 Community Microfinance Groups (CMGs) for OVC household economic sustainability.
- TZS 997,592,500 (\$376,450) of savings in CMGs.
- TZS 75,150,550 (\$30,060) OVC fund from CMGs supported 3,512 OVC with essential needs.
- 32,566 Income generating activities established through CMGs.
- TZS 202,391,000 (\$80,956) provided to 203 CMG by Private sector stakeholders.
- TZS 74,200,500 raised for 379 OVC needs through private sector in Njombe.



Best Practice

- Implementation of the Public-Private Sector Engagement (PSE) initiative to sustain support for OVC beyond the project's scope and extend assistance to other OVCs in the communities - Over 200 private sector stakeholders reached for OVC support.
- Using SMART linkage strategy to reach RoCs who are receiving treatment within the project catchment areas but outside the project coverage areas ensuring no child is left behind.
- Implementation of peer-to-peer screening within the DREAMS intervention to improve case identification for gender-based violence (GBV) and HIV testing services (HTS) among adolescent girls and young women (AGYW) – Yields more than 50% more referrals than conventional method.
- The use of government-employed NICMS focal persons for case management instead of CSO-employed coordinator. This shift significantly reduced costs while maintaining quality. It also strengthened government ownership and data integration through enhanced use of the MVC MIS system.

Key Results/Impact

- Over 2.9 million people were reached with HIV testing services.
- Over 62,000 people were diagnosed with HIV.
- More than 84,000 people were initiated on ART.
- Over 306,000 clients continue with ART at CTCs.
- Over 227,000 women on ART were screened for cervical cancer.
- Over 43,000 TB cases were identified through community and facility interventions.
- Over 24,000 HIV exposed infants were offered HIV testing services within 2 months of birth.
- 96% of PLHIV are monitored HIV Viral Load.
- 98% of clients on ART have suppressed HIV Viral Load.

Best Practice

Engaging the Private Sector in Integration of HIV Response into PHC: The Project has successfully engaged the private sector in HIV prevention, care and treatment to PLHIV.

HIV Prevention

Knowing the challenges to access men and youth. The project has engaged youth, men and women peers through CSOs in all hotspots for; provision of education, demand creation, condom & HIVST kit distribution, and PrEP referrals. A total of 200,000 men and 230,000 youth were reached in FY24 through peer approach that we couldn't reach them otherwise.

HIV Care

HIV testing is provided to all private health facilities as they are done in public health facilities with no additional cost. That increased project case identification and ART initiation. Coverage of 27% of clients on ART that prevented around 3,372 and prevention 900 transmission of HIV from mother to child in FY24.

HVL Coverage

To improve quality of care, two big private hospitals which are Dreams in Iringa and St Francis in Morogoro have been providing HVL testing to our supported regions. There are seasons where these labs are testing HVL samples from all six regions. With services from these labs, in FY24 the project managed to maintain HVL coverage of above 93% and HVL suppression on 98% that helped the project to effectively implement 3 and 6 MMD.

ART Retention

The Project has been engaging CSOs in all six regions to track hard to reach clients. They have been providing CBHS who are responsible for tracking lost clients to improve ART adherence that resulted in good HVL suppression and reduced HIV transmission.

USAID Afya Yangu (My Health) Southern Project

Project Overview

The USAID Afya Yangu (My Health) Southern Project is a five-year (2021 - 2026) USAID funded project in Tanzania supporting the Government of Tanzania to deliver high quality integrated HIV and TB Prevention, Care and Treatment services, particularly for youth and children through a comprehensive client centered approach leading to improved health outcomes. The project is implemented in 6 Regions (Iringa, Lindi, Morogoro, Mtwara, Njombe, and Ruvuma), 43 Councils, 1,464 HFs by Local Government Authorities (LGAs), Health Facilities (HFs), Civil Society Organisations (CSOs), Community Based Organisations (CBOs) and Faith Based Organisations (FBOs).

Project Key Results Areas

- Result 1: Improved access to quality, client-centered HIV&TB services.
- Result 2: Improved ability of individuals to practice positive health-seeking behaviors.
- Result 3: Enhanced enabling environment for quality HIV/TB service provision.

Better Health Care Starts with Better Insight

The Deloitte Center for Health Solutions delves deeply into the pressing issues facing the life sciences and health care industry. Using proprietary data and reliable methodologies, we provide trusted insights that help empower you to face complex challenges head on—and add humanity back to health care.



Scan to access the 2025
Global Life Sciences Outlook
Report



Scan to access the 2025
Global Healthcare Outlook
Report



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