International Health Division Strategy FY14

[Company Confidential]

June 2013

Considerations for Strategy Development

- A result of situational analysis (external/internal), discussions with senior managers and technical leads, and vetting with selected field staff
- Aligned with Abt’s 5 year strategic plan (FY12-16) and Abt’s mission and IHD vision
- A significant number of IHD projects end by late 2014 so our strategy is aggressive and focused
- Addressing risks by using a portfolio approach, diversifying our client base, and identifying replacement bids early

IHD FY14 Strategy

Execute with excellence

- Strive for technical excellence
- Ensure client satisfaction
- Focus on contract management and compliance

Invest in new business strategically

- Key re-competes; IQCs and Framework Agreements
- Prioritize "accelerate" & "sustain" technical areas
- Focus on countries w/high donor funding and Abt country platforms

Strengthen Reputational Capital

- Document and disseminate accomplishments, results, and outcomes to increase visibility
- Focus on reputational capital through TWGs, Communities of Excellence, and Methods Centers

Adjust operating model to align to multiple donors

- Priority donors: USAID, DFID, AusAID
- Strengthen "Value for Money" methodologies
- Develop new costing and pricing approaches

Priority New Business Investments

- Priority technical areas:
  - Accelerate: FP/RH, Malaria, HIV/AIDS, HMIS/m-health, human resources for health, and evaluation
  - Sustain: MNCH, private sector health, health financing, quality of care, and health systems strengthening
- Countries with significant levels of donor funding and existing Abt country platforms to leverage:
  - Ghana, Ethiopia, Kenya, Nigeria, Tanzania, Uganda

Your Support is Essential

- Implement and execute with excellence
- Collaborate with other Abt projects in-country for maximal impact and efficiency
- Focus on reputational capital – document and disseminate achievements in-country and globally
- Leverage your networks to recruit top talent
- Gather and share market intelligence on new business, rebids and new opportunities
- Keep track of the competition
- Participate in capture efforts