Scaling Community Owned Health Mutual risk pools in India

The Story of Uplift Mutuals
KUMAR SHAILABH
WHAT’S A MUTUAL
why mutuals in risk pooling space for low income families
lack of products and processes aligned to the needs and capacity of the poor
micro risk pooling or micro insurance not about small ticket size only, its about VFM for the poor
mutuals allow for not only meaningful financial inclusion but also social empowerment
reduces the shortcomings/pain points of traditional insurance

• Shortcomings/Pain points in insurance
  • Fraud
  • Moral Hazard
  • Opaque Claims decision
  • Client Loyalty
  • No profit sharing but loss sharing
  • Conflicting Interests

• Mutuals
  • Less
  • Less
  • Transparency in Claims decision
  • High Loyalty and Involvement
  • Profit and Loss Sharing
  • Aligned interests
UPLIFT MUTUALS

• Pure risk sharing model
• Established in 2004 has setup over 9 mutual risk pools in urban and rural India
• Covers about 250,000+ lives
• Follows a Health ecosystem model of reducing Health Risks
• Plans to scale up to new 500,000 lives by 2020
Born out of the Health care access needs of families living in urban slums, Uplift has built a health ecosystem model of mutual that focuses on Preventive and promotive health along with access to quality curative care.
Member Governance and continuous education and communication loop

Risk Pooling and Product Validation

Monthly Claims meeting and Member Education
We now PLAN to scale this Mutual model to about 500,000 new lives in the next 5 years

How?

By building a centralized risk pool

By expanding or broad basing our health services

By opening our model to all types of occupational groups

By investing in mobile technology for last mile delivery of services and Governance
ILO video on Uplift edited version

https://www.youtube.com/watch?v=z1fhM1k7TDA