

Request for Proposals – Health Economist / Research Manager Consultancy

Strategic Patient Retention in Indonesia

1. Overview of study

Results for Development (R4D) is a leading non-profit global development partner. We collaborate with change agents around the world — government officials, civil society leaders and social innovators - to create strong systems that support healthy, educated people. We help our partners move from knowing their goal to knowing how to reach it. We combine global expertise in health, education and nutrition with analytic rigor, practical support for decision-making and implementation and access to peer problem-solving networks. Together with our partners, we build self-sustaining systems that serve everyone and deliver lasting results. Then we share what we learn so others can achieve results for development, too. www.R4D.org

R4D, in partnership with Indonesia's Ministry of Health (MoH) through the Agency for Health Policy Development (BKPK), is implementing the Strategic Patient Retention Study to better understand the drivers, costs, and implications of Indonesians seeking medical care abroad. The study is funded through a grant from Carl Bennet AB and aims to generate evidence on the scale and economic impact of outbound medical care while identifying opportunities to strengthen Indonesia's domestic health system and improve patient retention.

The study responds to growing interest within Indonesia to reduce reliance on overseas health services and support national ambitions to enhance healthcare quality, access, and medical tourism competitiveness. BKPK has formally endorsed the initiative and is actively engaged in refining the study approach to ensure alignment with Ministry priorities and policy needs.

Over a six-month implementation period, the study will combine quantitative and qualitative research methods to assess the volume and costs associated with overseas care-seeking, identify the factors driving patients to seek treatment outside Indonesia, and evaluate potential health system investments that could improve service delivery and retain patients domestically. Findings will be synthesized into a policy-oriented white paper and set of recommendations for government stakeholders.

2. Consultant Role and Scope of Work

The consultant will:

- Serve as the day-to-day research manager for the study, under the direction of the consultant Senior Health Economist, and coordinating research activities with the R4D team, BKPK, and other relevant government institutions.
- Support the Senior Health Economist in translating the concept note into a detailed workplan, data-collection plan, and research protocols, and maintain the master timeline and task tracker.
- Oversee a team of 2 research assistants and 1 coordinator to execute secondary data compilation, primary data collection, and analysis.
- Lead the compilation and management of secondary quantitative data on outbound medical travel, liaising with relevant data sources (such as the Ministry of Health, BPJS Kesehatan, immigration/travel authorities, private insurers, and/or hospital groups).
- Organize and manage qualitative fieldwork, including developing interview guides, scheduling and coordinating interviews with patients, hospital executives, and referring physicians, and overseeing note-taking, transcription, and coding.

- Prepare and manage ethical clearance submission and track approvals and compliance throughout the study.
- Support costing and investment-scenario development by gathering government budget data, prior project expenditures, and/or intervention cost inputs, in coordination with the MoH Health Economics and Financing Working Group as relevant.
- Provide support to the Senior Health Economist on data analysis and interpretation, as directed.
- Coordinate logistics and scheduling with the BKPK Secretariat and Policy Centers (Pusjak Upaya Kesehatan, Pusjak Sistem Ketahanan Kesehatan, and Pusjak Sistem Sumber Daya Kesehatan), including meetings and validation sessions.
- Draft and format study outputs, presentations, and progress reports, and consolidate inputs from the Senior Health Economist and R4D team.
- Oversee planning and logistics for the funder's visit to Jakarta in mid-November 2026.
- Monitor progress against the workplan, flag risks and delays to the R4D Country Director, and help ensure deliverables are completed on time and to quality standards.

3. Deliverables

The consultant will deliver:

- A detailed study workplan, timeline, and task tracker, maintained and updated throughout the engagement.
- A compiled and documented secondary dataset on outbound medical travel, with data sources and quality notes.
- Interview guides, a completed set of coded qualitative interviews, and a synthesis of qualitative findings.
- A submitted and approved ethical clearance application.
- Organized costing and scenario input data to support the Senior Health Economist's analysis.
- Formatted draft and final study outputs, presentations, and periodic progress reports.
- Logistics and coordination support for BKPK engagements and the November 2026 funder visit.

4. Selection Criteria

- Master's degree (or equivalent experience) in public health, health economics, health policy, social sciences, or a related field.
- Demonstrated experience managing or coordinating applied research or evaluation projects, ideally in the health sector.
- Experience with both quantitative data management and qualitative research methods (interview coordination, transcription, and coding).
- Familiarity with the Indonesian health system, the JKN scheme and BPJS Kesehatan, and Ministry of Health processes; based in Indonesia.
- Strong organizational, project-management, and coordination skills, with the ability to manage multiple stakeholders and deadlines.
- Experience preparing ethical clearance submissions through Indonesian institutions is an advantage.
- Excellent written and verbal communication skills in Bahasa Indonesia and English.

5. Timeline and expected level of effort

The consultancy will begin on **September 15, 2026** upon signature of an agreement between the consultant and R4D. It will continue until **March 15, 2027**. The estimated level of effort is 45 Days.



6. Payment Schedule

The consultant engaged under this agreement will submit monthly invoices providing a detailed breakdown of all project-related activities incurred during the billing period. Upon receipt of each invoice, the Program Director or their representative shall review and approve the invoice for accuracy and compliance with the agreement's terms. Once approved, the consultant shall be promptly compensated for the LOE outlined in the invoice. All payments will be made in accordance with the agreed-upon payment schedule outlined in the contract.

7. Application

Please submit your CV via R4D's Procurement Portal by **September 22, 2026** If you have any questions or need assistance with your submission, please reach out to Olivia Talbert (otalbert@r4d.org).