

Request for Proposals – Lead Senior Health Economist Consultancy

Strategic Patient Retention in Indonesia

1. Overview of consultancy

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 Development Policy (BKPK), is implementing the Strategic Patient Retention Study to better understand the drivers, costs, and implications of Indonesians seeking medical care abroad. The study 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 lead technical and methodological advisor for the study, working directly with the senior leadership of BKPK and the R4D team, and overseeing a consultant research manager and research assistant.
- Expand the study concept note into a robust, defensible study methodology, seeking input from BKPK.
- Oversee preparation of a research ethics review application, drawing on the consultant's academic network to identify the appropriate institution.
- Guide the development of robust estimates of outbound medical travel from Indonesia, including total overseas expenditures on medical care, using existing secondary data sources.
- Direct the qualitative assessment (based on key informant interviews) of push factors driving patients to seek care abroad and the pull/retention factors that would encourage domestic care use, and estimate the proportion of outbound care that is realistically retainable.
- Lead the design and costing of patient-retention investment scenarios, estimating the investment required for each scenario and the projected reduction in outbound medical travel it could achieve.

- Oversee estimation of the net economic, social, and health-system effects of retention investments from a societal perspective, including spillover effects for the broader JKN-covered population and potential unintended consequences.
- Coordinate technical inputs from BKPK Policy Centers (Pusjak Upaya Kesehatan, Pusjak Sistem Ketahanan Kesehatan, and Pusjak Sistem Sumber Daya Kesehatan) and the MoH's Health Economics and Financing Working Group.
- Prepare a white paper integrating the above analyses, which systematically considers the potential economic and health-system benefits (infrastructure, quality, access), any unintended consequences (urbanization of HRH, inequity in access), and the time horizon for costs and benefits.
- Develop concrete, actionable, and measurable policy recommendations for the Government of Indonesia.
- Present findings to BKPK leadership and the funder and incorporate feedback.
- Provide technical guidance and quality assurance to the R4D study team and the Research Manager throughout the study.

3. Deliverables

The consultant will deliver:

- A robust study methodology and analysis plan, incorporating input from and formally endorsed by BKPK.
- Technical direction and inputs to a landscape assessment of outbound medical care (volume, destinations, service mix, and expenditure).
- Technical direction and inputs to a qualitative analysis of patient retention-drivers, including segmentation of patients by retainability.
- A compilation of health-system investment scenarios with estimated costs and projected effects on domestic and overseas care-seeking.
- A final policy-oriented white paper presenting the scenarios, including potential spillover effects, unintended consequences, time horizons, and prioritized, actionable policy recommendations.
- Presentation(s) of findings to BKPK leadership and the funder.

4. Selection Criteria

- Advanced degree (PhD or Master's) in health economics, economics, or a closely related field.
- Senior-level experience leading applied health-economic analyses, including cost analysis, economic evaluation, investment cases, and scenario modelling, preferably in Indonesia or comparable low- and middle-income settings.
- Indonesian national with strong knowledge of the Indonesian health system, the JKN scheme and BPJS Kesehatan, and Ministry of Health and BKPK structures and processes.
- Established relationships with, and credibility among, Indonesian government and academic institutions.
- Demonstrated ability to translate technical analysis into actionable policy recommendations for senior government audiences.
- Fluency in Bahasa Indonesia and English, with strong writing and stakeholder-engagement skills.

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 30 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).