

## **INCLUSIVE AND AFFORDABLE HEALTHCARE IN INDIA: CROSS-BOUNDARY COOPERATION BETWEEN PARTNERS IN ACTION**

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### **ABSTRACT**

While healthcare for the poor in India has traditionally been a domain of public services, in recent times, business models based on cross-boundary cooperation between public and private players are emerging. These models are unique in their attempts to be inclusive, affordable and viable. Organizations with diverse backgrounds are coming together to overcome institutional discrepancies. This paper studies the process of cross-boundary cooperation by analyzing partnerships in a renowned eyecare service delivery in Southern India, known for low cost, high quality and high volume. First, the process of partner selection, achievement of network goals, and co-operative learning are analyzed, along with the way these factors influence inclusivity and affordability in eyecare. Second, the paper attempts to understand how values like empathy and compassion, integral to healthcare services, get transmitted outside the boundaries of the participating organizations and become embedded in the extended network.

Keywords: healthcare, India, networks