



**GLOBAL  
HEALTH**  
SUPPLY CHAIN SUMMIT



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10th Global Health Supply Chain Summit, Accra (Ghana);  
Nov 15-17, 2017



# Increasing access to essential medicines through pre-qualified, quality local sources

**Clinton de Souza (for Dr. Iain Barton)**

Imperial Health Sciences

Unjani Clinics NPC



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HEALTH**  
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# Founding Theorems

Accessible  
Quality  
Capacity

Women  
Empowerment

Mothers &  
Young  
Adults

Undeniable  
Need

Entrepreneurs  
– Role  
Models

Task  
Shifting

Sustainable



# The Model & Impact



- 38 empowered business owners
- Reversing the professional “diaspora”
- Central NPO
  - > 120+ jobs
  - > 16 500 consultations per month
- Fee for service “all in” model
- Lower rates for “smaller” services
- Centralised quality admin, IT systems, and procurement
- MDoH STGs and protocols
- Integration to local GPs and clinics
- Assistance with campaigns – inc. NGO



# The Solution: Network Expansion

- **Opened Clinics (38)**
  - 27 Imperial Clinics in place
  - 7 J&J Clinics in place
  - 1 Pfizer SA Clinic in place
  - 2 RMA Clinics in place
  - 1 AECI Clinic in place
- Jobs Fund with Matched funding from Imperial, Johnson & Johnson and Others
  - Add another 2 Clinics by Dec 2017 (40)
  - Add another 15 Clinics by Dec 2018 (55)
  - Add another 15 Clinics by Dec 2019 (70)
  - Serving between 350 000 and 400 000 patients annually
- 70 Clinics by Dec 2019 = create 210+ Jobs
- Ultimately our goal is to be NHI Provider Sites



# The How: Meeting the Needs of Patients

- Primary Healthcare (core) @ R180 (incl. Meds)
- Medication dispensing
- Curative
  - Treatment of minor ailments, STI's and wound care
- Preventative
  - Family planning, pregnancy testing, antenatal and post natal care, immunisation, HIV testing, TB screening, wellness screening (blood pressure, blood glucose, cholesterol and vision screening)
- Chronic
  - Diabetes and hypertension
- Promotive
  - Health education and counselling
- Basic Ultra Sound



# The Progress: Sustainable Businesses Delivering Social Value

- Consultation numbers by Calendar Year
  - Network 2013 = 15,637
  - Network 2014 = 20,359 (+30%)
  - Network 2015 = 59,857 (+194%)
  - Network 2016 = 107,213 (+79%)
  - Network 2017 = 165 508 (+54% in 10 Months)
  - Total Consultations to Oct 2017= **368 574**



# The Secret Sauce



- Remove the financial risk
  - Capex contributed
  - Income support
- Maximize skills and recipe for success
- BBBEE - ED
- Added revenue streams
- Minimized central overhead – NPC





# Partnerships & Collaboration



**M** | MICHIGAN ROSS



**Gordon Institute  
of Business Science**  
University of Pretoria

BILL & MELINDA  
GATES *foundation*

USB   
Universiteit van Stellenbosch Bestuurskool  
University of Stellenbosch Business School



*Johnson & Johnson*



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