FACTSHEET
Transforming Primary Healthcare through Innovation

In countries with underperforming primary healthcare systems, diseases that are easily managed with proper diagnosis and medication become debilitating, even deadly. They rob families of income and have ripple effects through already vulnerable poor communities, where lost income can mean lost economic activity across the community. It is a situation that plays out all too often in developing countries-which is where WISH is focused on delivering change.

In India, over six million people fall into poverty every year because of healthcare costs and millions die needlessly of preventable conditions like dehydration, malnutrition, and treatable illnesses like diabetes. Millions more are thrust further into poverty paying for urgent healthcare needs that could have been prevented with timely detection and treatment.

The Challenge

- Derelict primary healthcare facilities
- Massive doctor shortages
- Inconsistent medicine supply
- Outdated and insufficient equipment
- Inaccurate patient records
- Poor governance

The Human Cost

- 20 % of pregnancy-related deaths worldwide happen in India
- 2 million children die of preventable causes
- 5 million people die from non-communicable diseases
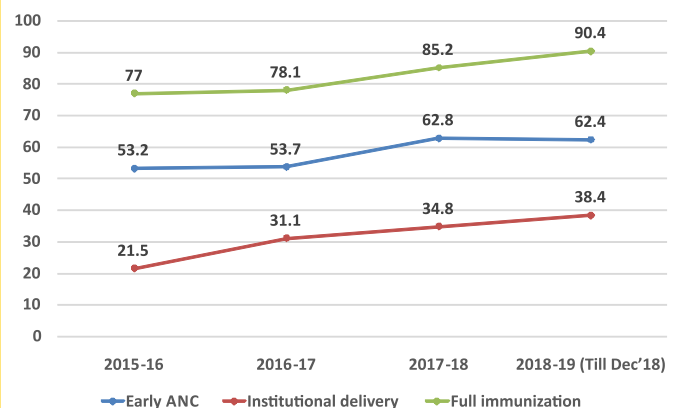- 4 million cases and 500,000 deaths from TB and malaria every year

The Solution

- Leverage public-private-partnerships and high-impact innovations that reduce healthcare curative costs
- Build accountability and transparency
- Improve service
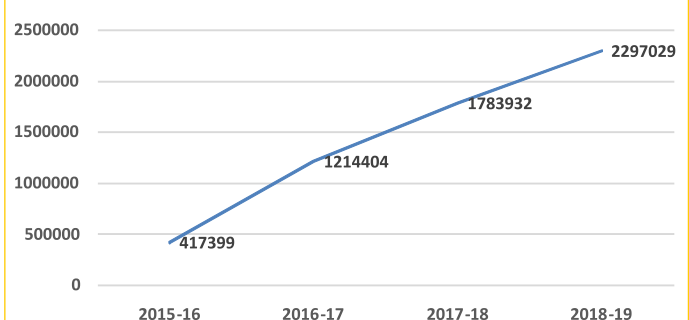- Reach more people consistently with the preventative and promotive healthcare services

The Wadhwani Initiative for Sustainable Health (WISH) Foundation - Rajasthan Journey

We launched our innovative approach to primary healthcare in 2015 in partnership with the Government of Rajasthan. Within just six months, we turned the state's 194 worst-performing healthcare centers into models of quality patient service, efficiency, and cutting-edge technological and process innovation. As a result, outpatient volume doubled to over 60,000 patients a month, Institutional deliveries increased by more than 25%, Outpatient monthly averages have continued to rise, Prenatal and postnatal visits are growing, as are child immunization rates.

Improved health indicators at WISH-managed health centers in hard-to-reach areas in Rajasthan

	2015-16	2016-17	2017-18	2018-19 (Till Dec'18)
Early ANC	53.2	53.7	62.8	62.4
Institutional delivery	21.5	31.1	34.8	38.4
Full immunization	77	78.1	85.2	90.4

Cumulative Growth in OPD at WISH-managed health centers in hard to reach areas in Rajasthan

2015-16	2016-17	2017-18	2018-19
417399	1214404	1783932	2297029

Public-Private-Partnerships

Identify & Scale Innovation

Affordability

Sustainability

OUR CURRENT FOOTPRINT

5 **States**
Rajasthan, Delhi
Uttar Pradesh,
Madhya Pradesh
and Assam

400+
Staff in the field

300+
Clinics

12M
Patient consults

What Innovation look likes:

Health & Wellness Centers (HWCs)
In locations without doctors to provide basic diagnostic services, consultations with remote physicians, and an integrated vending machine that allows the remote physician to dispense over 80 non-narcotic medicines. Scale-up potential spans 150,000+ centers across the country. WISH is running 65 technology-enabled (HWCs), with plans to double this number in 2019; and is providing technical-support to the Govt. of Rajasthan, M.P., U.P. and Assam in setting up and scaling their state-wide Health & Wellness Centers

Mobile Pathology Lab that fits in a suitcase
LaBike - easily transportable on a bicycle, bio-waste management facility, power backup and a GPS tracker - 36 lab tests at a total cost of only $1.50 per patient

Cloud-based Medical Records
WISH tablet and smart phone applications provide accurate, on-the-spot information to front-line health workers, improve record-keeping, the timeliness of care and create accountability that ensures adherence and provides a data set for monitoring program effectiveness

Point-of-care Devices reduces test cost by 70-80%
• SuChek glucometers-30 cents per test • TouchB, a non-invasive, IT-enabled anemia screener -5 cents per test
• UChek, a urine analyzer -10 cents per test • iBreast, a portable breast cancer screening device-$3 per scan

THE FUTURE

Delhi
Scale community clinics or 'Mohalla Clinics'-in the Delhi slums and resettlement colonies, from 190 to 1000 and help the government reach its population health goals.

Uttar Pradesh
Set up models of tech-enabled HWCs in priority districts; design solution for the prevention and control of Dengue in support of the National Vector-Borne Disease Control body.

Rajasthan
Technical support for the expansion of tech-enabled HWCs to the last mile as per India's National Health Policy; increasing immunization coverage and strengthening Government's Data and Review System.

Madhya Pradesh
Technical support for an optimized urban PHC model; ensuring quality assurance and performance improvement solutions for health workers; data analytics and M&E framework to strengthen health systems.

Assam
Technical support to lead transformation of the urban and tea garden hospitals into Smart Clinics; and a Nutrition program for pregnant women in the tea estates.

Our vision is that by 2027, we will have made high quality primary healthcare available and accessible to 100 million underserved families in India and other developing countries.

We invite you to join us and help change the lives of millions of underserved people in the world

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