



Innovating Rural Health Service Delivery

Video Transcript

I grew up in rural Ethiopia, witnessing the kind of problems that people live with. For instance, pregnant women had to travel a long distance to reach health facilities, and I saw that in my childhood, and when I studied engineering, I understood it's actually possible to solve those problems with simple innovation. The mobile clinic can be used to move or take the service closer to the society, instead of expecting them to travel longer in poor infrastructure.

We have 3 models, currently, that are based on different truck platforms and electricity capacity, but depending on the client's need, these are always customizable. For instance, if somebody wants to use mobile clinics for maternity care, we will include a gynecological chair inside and a portable ultrasound inside, operated from the solar. On the other hand, if the mobile clinic is required for vaccination purpose, there is no need to have all the other furniture. All you need is large refrigerators and a larger capacity of electric system. So it's customizable, depending on the customer's need in the end.

The other support that we got from the HANSHEP Health Enterprise Fund is the technical support. We had limited management and marketing skill to run the business, so in addition to the financial support, we also got this technical support, and in terms of trainings and having the stages for communication. That really helped us to kick start our project and enter into the next phase.

In a couple of years, I envision Innopia would be a pioneer technology company in Ethiopia that provides tailor-made engineering solutions that can effectively solve local problems. Similarly, in the health sector of Ethiopia, I would like to see everybody in Ethiopia, regardless of where they live, regardless of geographic barriers, have actually access for quality health service that's using our mobile clinics.