



USAID
FROM THE AMERICAN PEOPLE



PEPFAR
U.S. President's Emergency Plan for AIDS Relief



Afya Research Africa

Dr. Sam Gwer
Team Leader, Afya Research Africa

October, 29 2015



SHOPS is funded by the U.S. Agency for International Development.

Abt Associates leads the project in collaboration with:

Banyan Global

Jhpiego

Marie Stopes International

Monitor Group

O'Hanlon Health Consulting

The Ubuntu-Afya Kiosk Project

- A nonprofit organization with a social enterprise spin-off: Ubuntu Health Ltd.
- Health Enterprise Fund supported start-up of 11 health kiosks across Kenya



What Makes Our Model Different?

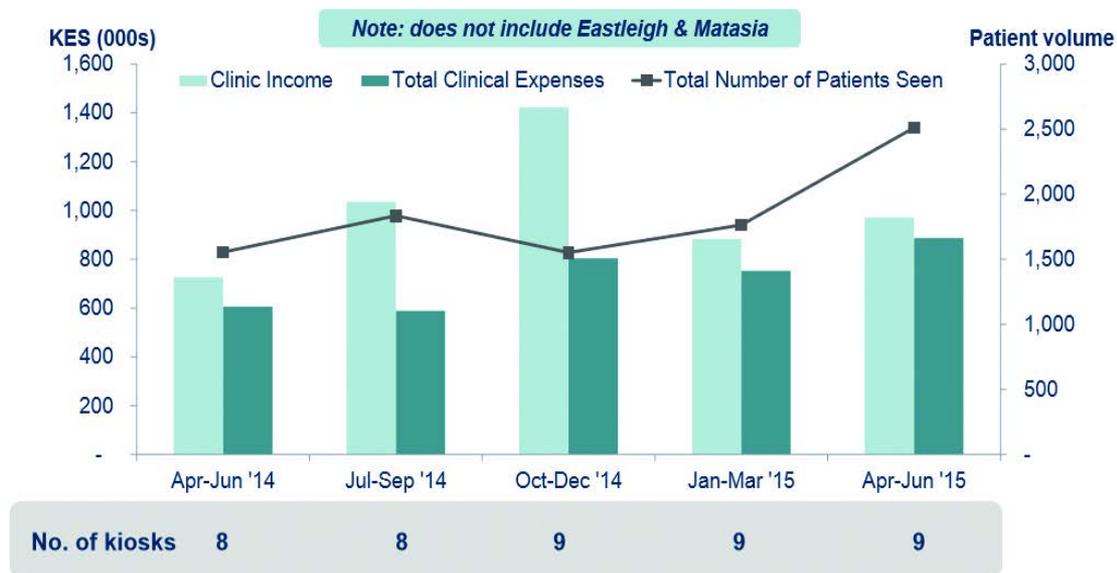
- Community ownership and participation
- Associated enterprise
 - Health and wealth
 - Financial inclusion
- Leveraging technology



Results

- Opened 10 kiosks in remote rural areas and 1 in an informal settlement
- 16,000+ clients served
- Strong financial performance

Clinic Income & Patient Volumes



Structuring and Positioning for Scale-Up



- Restructuring and refining our model
- Investor readiness and positioning for scale-up

Defining a Branding and Marketing Strategy



Ubuntu - Afya

Future Plans

- Reach more populations
- Increase service offerings; expand to in-patient
- Expand community insurance model
- Develop associated products (Stone HMIS, Telemedicine)





USAID
FROM THE AMERICAN PEOPLE



PEPFAR
U.S. President's Emergency Plan for AIDS Relief



Dr. Sam Gwer
sgwer@afyaresearch.org

www.afyaresearch.org

