**October 30, 2018**

**OpenLMIS Sustainability Project Kick-off – Notes**

**Action Items:**

* **Resonance** will invite the Governance Committee to a project document repository
* **Resonance** will set up 45-minute calls with each Governance Committee member to take place over the next 3 weeks
* **Village Reach** will connect Resonance to the OpenLMIS wiki page and other repositories that are already set up
* **Governance Committee** will confirm their availability for an in-person workshop to take place in Washington, DC at the end of January

**Expectations for the way of working:**

* Assumptions need to be defined as we are going through the investigation and business planning process
* The Resonance team’s inputs will have a mix between analyzing what happened in the past and researching adjacent markets
* The feasibility of entering new markets needs to encompass the willingness of current partners to be involved and the potential need to form new partnerships

**Key information about uncovered about OpenLMIS:**

* Two different costs to maintain the open source software exist – 1) the core maintenance cost and 2) modification cost. Different business models will have different implications on these two types of costs and there could be different expectations for each type when thinking about what sustainability means
* The pace of adoption of electronic LMIS is currently very slow because there is only one PSM provider – Chemonics through the USAID contract which is 3 years into a 5-year project
* Capacity building of Ministry of Health has been a challenge and the transfer of ownership to Ministries takes a very long time

**Recommendations regarding stakeholders:**

* Speak to tech venders familiar with open source to understand what these venders are looking for when deciding whether to join an open source community
* Gain the perspective of a long-term customer v. a customer who has just started working with OpenLMIS – Cote d’Ivoire and Zambia are the longest users while Mozambique and Malawi have started using the new version recently
* Speak with stakeholders in adjacent markets to understand the platform requirements needed for those markets
* Potentially viable adjacent customers include disaster relief organizations – who have already shown interest in OpenLMIS – social organizations that run supply chains, and commercial pharma distributers in the same locations that OpenLMIS currently operates
* Agriculture has been discussed as a potential adjacent market, although the features necessary for a product could be too dissimilar to OpenLMIS; agriculture supply chain experts should be on the stakeholder list to understand this further

**Business model options to consider:**

* A hybrid model where the community could continue to use the product in health while OpenLMIS also is launched as a business in another market
* Multiple donors could be an option for the future of OpenLMIS; currently OpenLMIS is funded by two donors and a goal could be to find a healthier donor mix
* Software, implementation, support, and system redesign could all be unbundled and offered as separate services