



OpenLMIS Sustainability Update

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resonance
Frontier Market Solutions

Agenda

- ❑ Forward-Looking Workplan
- ❑ Private Health Update
- ❑ Next Steps

Forward-Looking Workplan

- Ongoing collaboration with BMGF and key stakeholders to prioritize our efforts and enable implementation of a long-term sustainability plan
- Expect continuation of work through mid-November with a focus on:
 - Private health product viability
 - Financing, modeling, and pricing
 - Partner and ecosystem exploration
 - Agriculture deep dive (immediate-term)
- Kicked off a product viability and costing working group to map OpenLMIS' workflows and assess the feasibility of new use cases, customers, partners, and/or revenue streams



Private Health Update

Emerging Observations*:

- Private health market remains small in many countries; growth is happening but in a fragmented, unsystematic and unpredictable way
- Partnership potential exists, stakeholders are interested in exploring and supporting the private health market
- Efficiency gains, performance improvement, and patient satisfaction often more important than affordability, especially for private hospital networks
- Open source and lack of vendor lock-in is an advantage; perception (or reality) that product is inferior is a disadvantage
- Managing data within a network is very powerful, more so than individual clinics or small-scale data capture

	Contact Made	Interviews Completed	Interviews Scheduled	New Leads to Follow Up
Potential Customers	12	0	2 (PendaHealth, Visualiza)	10+
SMEs	15	6 (Imperial, ThinkMD, BMGF, VillageReach, VecnaCares, IntelliSOFT)	3 (Mekom Solutions, FinePharma, Capria)	7+

Most Effective Mechanisms:

- Referral via direct introduction
- Bahmni Implementing Partners distribution list

*Observations based on initial SME interviews only; we will iterate and provide further trends as more information is gathered.



Immediate Next Steps

- Continue interviews and outreach to evaluate private health opportunities, partnerships, and financing options
- Continue research and summarize findings on agriculture as a longer-term opportunity for OpenLMIS
- Share initial findings with key stakeholders in early September

Thank You.

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