**January 29, 2019**

**OpenLMIS Sustainability Workshop – Notes**

# **Summary of Introduction and Closing**

At the start of the day, each participant answered two questions “what do you hope to get out of today?” and “what constitutes success for a sustainable future state OpenLMIS?” We have synthesized responses to the following:

**Introduction: What do you hope to get out of today?**

* Explore 2-5 business model frameworks that address current challenges
* Understand what sustainability looks like for OpenLMIS
* Find common ground and a shared perspective of where OpenLMIS is going

**Introduction: What constitutes success for a sustainable future state OpenLMIS?**

* A move away from donor funding
* A feeling of local ownership, via technical and financial contributions
* A product offering that is relevant and continues to meet global need
* An ability to continue to enhance and evolve the product, potentially in a rebranded or new ecosystem
* Measurable progress toward these goals

**The day ended with each participant offering a one-word recap**. Here are the responses:

* Thoughtful, conceptual, excellent, pensive, exciting, brilliant, exciting, helpful, confused, paradigm-shifted, great, challenged

# **High-Level Takeaways from Business Modeling**

Throughout the day, participants discussed OpenLMIS sustainability and areas of further inquiry. This is a summary of the high-level takeaways with implications for business modeling:

* Moving towards a future state of OpenLMIS will be data driven
* OpenLMIS sustainability means replacing funding trail A (core funding). Any future state business model needs to directly spell out how the new revenue generated will support OpenLMIS upkeep and maintenance
* One constant for the future state is the establishment of OpenLMIS Inc. Questions about how it would get incorporated, what it looks like, and who is involved, still remain. Other high-level decision points include who is the customer, what is the product or service, and what is the revenue structure
* Increasing investment in targeted marketing will increase the customer base. When thinking about reaching customers from other sectors vs. deepening engagement within the health sector, the comparative cost of customer acquisition is a consideration
* Discussing options for partial ownership, or a path to ownership, up front with Ministries may decrease their donor dependency. Presenting examples of technology payments by Ministries will help in understanding the reasonableness of future payment structures
* OpenLMIS data is valuable to the community but owned by the customer. An open question remains about how willing customers are to share their data, what they would think are acceptable uses, and what they would want to receive in return (e.g., monetary, access, etc.)
* The community should not be beholden to current roles of partners. The future state may include new or different roles and partners
* There is value in having DIAL and Digital Square provide ideas given their thinking about open source solutions and the open source center
* Collaborating with academia (using students as developers) could be a cost saving solution

# **Framing the Future State**

Participants brainstormed and then voted on core attributes of OpenLMIS that must be maintained or included in the future state. Just below is the synthesized list that participants agreed upon after voting, followed by the full list and tallies for attributes.

**Core Attributes (Synthesized & not in priority order):**

* Continue to help improve delivery of vaccines and medicines (and be able to measure and evaluate it)
* Address / close $ gap
* Increase supply chain efficiency and automation
* Stay within low- and middle-income countries
* Must serve public health (but willing to explore private and other sectors)
* There needs to be a partly open source version
* Backbone system that integrates well / stay within offering, but product can expand

**Core Attributes (Draft attributes, number of votes, in priority order by green):**

|  |  |  |  |
| --- | --- | --- | --- |
| **Attribute**  *Draft for Voting* | **Green**  *Very Important* | **Orange**  *Somewhat Important* | **Pink**  *Not/Less Important* |
| Must address / close $ gap | 11 | 0 | 0 |
| Increase supply chain efficiency | 11 | 0 | 0 |
| Automate current logistics / processes / supply chain (replace paper and more) | 11 | 3 | 0 |
| Visibility | 10 | 2 | 0 |
| Backbone system (vs. full product suite) \* | 10 | 1 | 0 |
| Should be for public sector health | 9 | 2 | 1 |
| Open API / partly open source (vs. fully open) \* | 8 | 2 | 0 |
| Be a competitive solution | 8 | 1 | 0 |
| Stay within low- and middle-income countries | 8 | 0 | 0 |
| Should be for other sectors | 6 | 8 | 2 |
| Local development \* | 6 | 4 | 0 |
| Fully open source (vs. partly) \* | 6 | 4 | 0 |
| More (vs. only requisitions and ordering) \* | 6 | 3 | 0 |
| OpenLMIS should be lasting | 6 | 1 | 1 |
| Facilitate requisitions and ordering (vs. more) \* | 6 | 1 | 0 |
| Local development (for ownership) \* | 5 | 1 | 0 |
| Democratized governance model | 4 | 11 | 1 |
| Should be for private sector health | 4 | 9 | 1 |
| Auditability / accountability | 4 | 5 | 0 |
| Open to expansion beyond (vs. low/middle income) | 4 | 3 | 2 |
| Local development (for reduced cost) \* | 3 | 0 | 0 |
| OpenLMIS should sunset | 2 | 0 | 1 |
| Full product suite (vs. backbone system) \* | 0 | 2 | 7 |

*\*There may have been some mixed interpretations of these, votes are meant to be directional only.*