

## Grameen Aravind Seva Collaboration to establish eye hospitals in Bangladesh

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## Financial Disclosure

- I have no financial interests or relationships to disclose.

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## The Beginning: Visits and Partnership Building



- Sept 2005: Seva-Aravind team visits Grameen to understand structures/projects



- Nov 2005: Professor Yunus visits Aravind for orientation to systems and building vision for Grameen
- March 2006: Grameen participates in Seva "Synergy & Sight" Workshop at Aravind to develop program framework

## Grameen Health Services Support

- Overall development and management
- Funding of the land, construction, and equipment
  - Through Green Children / Grameen America, Calvert Fund, Lavelle Fund, and other sources

## Seva Foundation Support

- Liaison building among partners
- Reporting – strengthening process
- Funds for capacity building & training
  - Through Google : US\$ 100,000
  - Through MSDF : US\$ 540,000

## Aravind Support

- Recruit & Select initial Grameen Hospital staff
- Train the Staff at Aravind – 20 mid level personnel per hospital; refresher for all ophthalmologists; managers
- Guide on Infrastructure Design
- Provide Equipment Planning
- Facilitate Vision Building process for Grameen's development of a Strategic Plan
- Design Integrated Hospital Management System
- Depute Aravind Human Resources in the initial stage to start the operations
- Put Management Systems & Procedures in place
- Provide onsite consultancy at regular intervals

## Establishment of Grameen Health Services Ltd: A Social Business



- GHS started functioning since August, 2006.
- It is a "No Loss Company", Established under Bangladesh Companies Act, 1994.
- Professor Muhammad Yunus is the Founder Chairman of GHS.
- The Stakeholders of the Company are following four Grameen Organizations with equal share:
  - Grameen Byabosa Bikash/Grameen Business Promotion Services
  - Grameen Kalyan/Grameen Welfare
  - Grameen Shakti/Grameen Energy
  - Grameen Telecom
- The Board of Directors consists of 7 members

### Grameen Health Services: Mission

- To provide quality services with affordable cost
- To target to achieve sustainability
- To use cross subsidy mechanism to achieve self-sustainability
- To serve poor people at free or subsidized price
- To serve well-off people at a competitive price

### GHS initiated its function with-

- Undertaking establishment and management of various Health Care institutions.
- Establishing two eye hospitals thus far.
- Identifying land for two more eye hospitals.
- Planning to establish 7 such eye hospitals in near future.
- Expanding scope to work on other areas of healthcare including Schools for Nurses, Medical Assistants, a full Medical School, and Cardiac Hospital.

### Eye Hospitals of GHS established as “ Grameen Green Children (GC) Eye Hospital”

#### 1<sup>st</sup> at Bogra

- A northern district of Bangladesh
- 225 km NorthWest from the Capital, Dhaka
- 4 km South from Bogra City Center

#### 2<sup>nd</sup> at Barisal

- Located at the south-west side of the Barisal City corporation, the divisional head quarter.
- Within 1/2Km from the inter-district Bus stand
- On the side of main road going to Jalakhati district which is about 15 Km away from the hospital

### Initial Infrastructure (1<sup>st</sup> Hospital)



- Land area is 1.44 acre
- A two storied building at the beginning with the provision of four stories
- Floor space 13,000 sft
- Another approx.13,250 sft for utility shed, car parking, road & pavement.
- Green area 0.84 acre

### Human Resources

#### Bogra

- Initially started with
  - 3 Ophthalmologists
  - 18 paramedics
  - 1 Administrator
  - 1 outreach person
  - 1 accounts in charge
  - 1 instrument maintenance staff &
  - Few other support staffs
- At present
  - 1 ophthalmologists & 12 paramedics trainees has been added to the pool

#### Barisal

- Initially started with
  - 3 Ophthalmologists
  - 21 paramedics
  - 1 Administrator
  - 1 outreach person
  - 1 accounts in charge
  - 1 instrument maintenance staff &
  - Few other support staffs
- At present
  - 1 ophthalmologists & 6 paramedics trainees has been added to the pool

### Performance

(Hospital & Outreach through July 2011)

#### Bogra – Since Nov,2007

- New Patient: 131,232
- Review patient: 57,765
- Total: 188,997
- Cataract Surgeries: 7,110
- Other surgeries: 1,600
- Spectacles Dispensed: 26,282

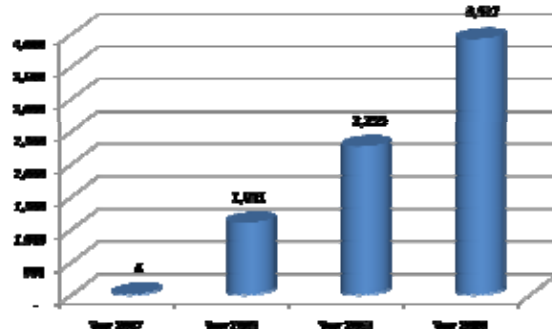
#### Barisal – Since April,2009

- New Patient: 60,662
- Review patient: 22,831
- Total: 83,493
- Cataract Surgeries: 2,371
- Other surgeries: 1,079
- Spectacles Dispensed: 15,784

### Services offered

- Cataract services (SICS & PHACO)
- Refractive correction
- Glaucoma (Medical & Surgical)
- Cornea services (Medical)
- Community Outreach including mobile spectacle shop
- Health education for awareness, prevention, and early detection

### Yearly Distribution of Cataract Surgery Performed



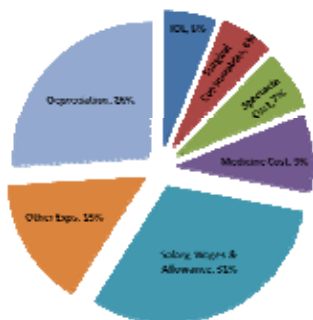
### Distribution of Cataract Surgery by Different Packages



### Distribution of Revenue



### Distribution of Expenses



### Sustainability Challenges

- Retention of doctors
- Scarcity of doctors
- Difficulty attracting staff to rural areas
- Free surgeries by other nearby agencies
- Affordable cost yet high quality