Market Challenges in the Health Sector... Keep your eyes on solving one, two or more...

**ACCESS**
- Chronic drug stock outs
- Poor distribution of health professionals

**AFFORDABILITY**
- Out of pocket payment for healthcare services
- Low service charge
- Lack of affordable financing

**QUALITY**
- Poor infrastructure and equipment maintenance
- Proliferation of counterfeit drugs
- Poor leadership and governance structure
- Limited integration of information technology
Access to care…pharmaceutical products and services

• Raise more brick and mortar and augment productivity

• Utilise technology to bridge the gap of access/availability
Affordability – bulk breaking and convenience

- Bottom of the pyramid need bulk breaking solutions
- Not necessarily “cheaper” but more intermediaries for payment
Quality – incentivise self reporting and standard bearers

• Promote benchmarking and business mentoring

• Discourage silos and reward flagbearers
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