

An important component of this project is to provide a long-term solution to address the community need of improved health care. Project C.U.R.E., the NGO partner for this project, brings unique expertise and processes that ensure a sustainable solution. Because the systems of Project C.U.R.E. are in alignment with Rotary International sustainability principles, this partnership will help to ensure long lasting impact in Zambia.

### **Sustainability Defined**

Project C.U.R.E. seeks to provide healthcare infrastructure sustainability as defined by the hospital/clinic's ability to continue operations after the project has been completed. To do this, the hospital/clinic will have the ability to provide additional services to an enhanced catchment population and maintain sound business principles such as paying employees and financial obligations.

### **Sustainability Modeled**

Project C.U.R.E. achieves sustainability through several avenues. First, by providing medical equipment, the hospital/clinic is able to offer additional services to the population in the catchment area. For example, when Project C.U.R.E. provides an ultrasound machine or fetal monitors, expectant mothers can receive enhanced diagnostic services in situations such as prenatal care. These services reduce the cost burden of emergency care at the referral hospitals, and enable the physicians to prevent later complications.

Second, Project C.U.R.E. increases capacity for care in the existing hospitals by providing more medical equipment. For example, by providing more beds, monitors and ventilators to an Intensive Care Unit, the hospital can care for more patients. In both cases, the hospital/clinic will receive more revenue whether through insurance payors or government reimbursement. The increased revenue directly impacts hospital/clinic sustainability in a positive manner.

Providing consumable supplies relieves the budgets of hospitals/clinics by saving money that the facility would otherwise have to use to purchase those items. For example, in many cases, the hospitals/clinics lack funding to pay physician and nurses salaries. When the hospital/clinic receives hundreds of thousands of dollars of consumable supplies, the money can be re-directed to pay staff, complete building repairs or otherwise relieve financial obligations.

Certainly, all of these results can be achieved by providing equity, debt or grant capital. Transferring money to a recipient hospital to purchase equipment or consumable supplies is another type of transaction. The question of sustainability is rarely raised in traditional capital investment scenarios. However, the issue of sustainability is worthy of examination under either scenario. Project C.U.R.E. bypasses the cash transaction by directly providing the capital equipment and consumable supplies, thereby eliminating the risks of graft, corruption and monetary restrictions.

### **Assess the Needs of the Health Care Facilities**

The first step in achieving sustainability is to ensure that the donated medical relief is appropriate to the needs of the local hospital/clinic. In addition to the Rotary Community Needs Assessment report

included with this application, Project C.U.R.E. has conducted a Needs Assessment on the hospital facilities in scope for this project. The Needs Assessment model sets Project C.U.R.E. apart from other humanitarian organizations providing similar services.

A Needs Assessment representative travels to the hospital to meet with the doctors, nurses, and hospital administrators to understand their goals, needs, limitations, and capacity. More than 150 questions are asked to ascertain the facility's capacity, economic situation, plans for sustainability of the equipment received. Each stage of the interview is documented through written reports and photographs.

The purpose of the Needs Assessment is to determine a medical facility's unique medical supply and equipment needs. Four major areas receive particular attention: Pediatrics and Maternity; Diagnostics; Laboratory; and Operating Theaters.

The Needs Assessor interviews medical staff to determine the biomedical technology capacity, such as whether the facility has an available biomedical technician on staff or ability to contract one within the region, whether the technician has capabilities for repair, and if there is budget available to pay the technician. If the biomedical equipment cannot be properly installed, staffed trained, or maintained appropriately, then Project C.U.R.E. will not send high-level equipment.

Project C.U.R.E. has conducted onsite needs assessments at over 4,000 medical facilities in over 135 countries over the last 23 years. This type of first-hand experience confirms that the provision of medical supplies and equipment not only provides the immediate benefit in increasing access to care but can also assist in strengthening an entire healthcare system. While the medical supplies will be sourced from donated goods from the United States, the leveraged amount of supplies available are worth more than \$400,000 per ocean-freight cargo container, so purchasing supplies in country is not as fiscally efficient.

The Project C.U.R.E. Needs Assessment found all the facilities in scope for this project have a Biomedical Technician either on staff or available to be outsourced within the community. The medical facilities in scope for this project have the ability or resources to maintain, repair, and train staff on the use of the equipment.

### **Monitoring and Evaluation**

Six months after the delivery of the cargo container, Project C.U.R.E. surveys the recipient hospitals to quantify the impact on the healthcare system. This survey includes questions concerning issues with the supplies or equipment received, allowing Project C.U.R.E. an opportunity to help the recipient solve the problem. The findings of the impact evaluation surveys for the facilities in scope for this project will be available to the Global Grants Committee upon request.

Over the past year, 63% of survey respondents indicated that they are able to reallocate budget as a result of donations from Project C.U.R.E. The top things that budget was reallocated to includes purchasing supplies, training staff, improving facility maintenance, purchasing equipment, purchasing medication, and increasing the number of patients served.

Often, if the facility does not have to use budget on the purchase of needed medical equipment or durable goods, they can reallocate that money saved for the in-country purchase of consumable supplies. Further, healthcare and services can be made more affordable for patients if the facility can receive supplies and equipment provided by Project C.U.R.E.

### **Standards for Quality of Equipment and Supplies**

Project C.U.R.E. follows all World Health Organization (WHO) and Global Health Initiative (GHI) guidelines when donating customized medical supplies and equipment. In regard to WHO guidelines, Project C.U.R.E implements WHO's four core principals when providing medical supplies and equipment:

- Health care equipment donations should benefit the recipient to the maximum extent possible.
- Donations should be given with due respect for the wishes and authority of the recipient, and in conformity with administrative arrangements of the recipient country.
- There should be no double standard in quality. If the quality of an item is unacceptable in the donor country, it is unacceptable as a donation.
- There should be effective communication between the donor and recipient, with all donations made according to a plan formulated by both parties.