

**Internship
at
WISH Foundation,
Jaipur**

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Introduction:

About WISH Foundation

The Wadhvani Initiative for Sustainable Healthcare (WISH Foundation), set up by IGate Co-founder and Chairperson Sunil Wadhvani, is working to build such an equitable, innovation-led ecosystem that puts quality healthcare within easy reach of the poor.

Transforming Healthcare through Innovations

300 scaled up innovations can change the face of the Indian healthcare system in a decade. They can rid the 900 million plus Base of the Pyramid population of their age old miseries. 42 of every 1000 infants can be prevented from dying before their first birthday and 58 of 1000 infants before their fifth. 178 of every lakh pregnant women can be saved from pregnancy and childbirth related deaths. Poverty increases the possibility of poor health and inequitable healthcare compounds the problem. Accessibility and quality issues plague the current public healthcare system and push the poor towards private options that cost more. Such expenses drive more than 30 million further into penury every year. The solution lies in building an equitable healthcare system that delivers services to their doorstep at an affordable price; innovations and innovative approaches can play a very important role in making this possible. The Wadhvani Initiative for Sustainable Healthcare (WISH Foundation), set up by IGATE co-Founder and co-Chairman Sunil Wadhvani, is working to build such a system. It is scaling up 52 innovations and enterprises by mobilizing USD 100 million worth of support and, working with the state governments to help them achieve their health goals.

Mission

To improve the health of poor families across the world by building a demand driven ecosystem that is capable of delivering scaled up approaches to healthcare.

Vision

By 2020, we want to facilitate a demand-led ecosystem for healthcare innovations thereby reaching 10 million poor Indian families with quality healthcare services and scaling up 20 high-impact healthcare innovations.

Founding donor

Sunil Wadhvani is the Founder and Chairman of IGate Corporation, a US-based, publicly-traded, global technology firm with over 33,000 employees. Under Sunil's leadership as CEO, IGate was ranked among the fast-growing companies in the US, and received several honor and awards. Sunil is also the Chairman and CEO of Mastech Corporation, another publicly-traded IT services firm based in the US.

He has had the privilege of serving on the Boards of several universities and large charities including Carnegie-Mellon University, George Washington University, UPMC Health System, United Way Worldwide (the largest independent charity in the world) and the Impact India Foundation. He is also an active angel investor and has

helped fund the start-up of over 30 companies in the US and India in various areas of innovation including healthcare and the life sciences, and IT/software.

He is an active philanthropist who engages with a range of organizations in India – from large global non-profits to small charities. He has focused on efforts to make healthcare more affordable and accessible for poor families.

The idea behind WISH evolved as a result of my passion in two areas: Innovation, in which I've been personally involved for over 30 years, through the innovation-based companies I've started or co-funded, as well as the innovation-focused institutions I've been involved with, like Carnegie-Mellon University; and Healthcare, which has long been a field of personal interest. I wanted to find a way to channel these two personal passions – innovation and healthcare – in a way that would help poor families in India and other developing countries. WISH is the result.

Organizational profile

Lords Education & Health Society (WISH Foundation) as an expression of its core values and commitment to the poor it serves, pursues the highest standards of accountability with regard to management of its financial and non-financial resources, program quality and people. It is governed by a committed group of leaders from various disciplines; a multi-disciplinary team of passionate and dedicated professionals manage it. Continuous and consistent investment in staff and community is reflective of our commitment to pursuing excellence as well as long-term sustainability. LEHS's commitment to accountability is reflected in rigorous internal and external controls, audits and well-designed, monitored and evaluated programs. Total transparency in transactions with the government and our donors is the norm in LEHS.

- Services provided by hospital
- Departments visited/worked
- Problems and issues in each department
- Observations/Learning
- Any projects undertaken other than dissertation
- Reporting extraordinary good/adverse events without naming hospital/department

SCALE in Action

1 SCALE in Action

Scale is the key to achieving sustainability for innovations and a key area of focus for us at WISH. We are reaching out to the BoP in priority and underserved states such as Rajasthan, Odisha, and Madhya Pradesh with services in the areas of Maternal and Child Health, Primary and Preventive Healthcare, Communicable and Non-Communicable Diseases.

We are helping change their healthcare experience as well as their health outcomes through our Scale Approach. We have four strategic interventions that work with key stakeholders such as innovators, entrepreneurs, funders, accelerators, government and the civil society to help build a sustainable healthcare ecosystem equipped to deliver a range of quality and affordable services to the doorstep of the BoP.

Our Guiding Principles

Serving the BoP: We stay focused on BoP needs in top priority states

Contextualization: We adapt innovations and enterprises to the local BoP needs.

Alliance: We work through the right alliances for success

Low Cost: We work to make innovative solutions affordable, accessible and sustainable.

Enterprising: We encourage low cost social enterprises with high volume/low margin business models

2 SCALE Strategy

By 2020, we intend to reach 10 million poor in India, district by district, block by block with innovative healthcare solutions tailored to their needs. SCALE programmes are what will help us reach this goal. SCALE stands for State Consortium for Accelerating, Leveraging and Economising innovations. In every state that we work in, we will strategically inter-link innovators, impact accelerators, funders, social entrepreneurs, government and the poor communities to create an ecosystem, capable of delivering sustainable innovation-led healthcare services at the community level.

SCALE CAPACITY

We curate innovations and enterprises from across the country and help them become agents of change. We ensure that this group has access to:

Funding (grants, debt, equity)

Management and technical assistance

Potential funders and donors

Mentors and advisors

Shared services platform

Large-scale government programs

Assistance in adapting innovations to the local context

SCALE DEMONSTRATION

Through on ground examples, we build the case for scaled up innovative approaches to address healthcare issues. We also help the governments strengthen their facilities and programmes using evidence-based, low-cost healthcare delivery strategies. This intervention works to:

Improve delivery of maternal and child services - using a 1000-days-of-care approach; supporting front-line health workers and utilizing best practices for nutrition, diarrhea management, clean drinking water and early diagnostics.

Strengthen the primary healthcare system by adopting PPPs to manage low-performing PHCs and address delivery gaps; task-shifting and introducing value-added services to convert ailing PHCs into smart clinics.

Use ICT effectively to improve connectivity among people and facilities, improve tracking, analysis and reporting of relevant health information and for improved follow-up and monitoring of health workers and medical staff.

Build a state-wide healthcare innovation ecosystem - mapping and identifying the most promising innovators, helping them scale up and connecting to state health programs.

The WISH-SIHFW partnership in Rajasthan aims at improving the state's RMNCH+A indicators, over five years, by harnessing the power of high impact and scale-able healthcare innovations.

SCALE ECOSYSTEM

We bring together healthcare innovations, government officials, private sector executives, funders, NGOs and technical experts so that they can connect, collaborate and create a vibrant ecosystem.

Some of the activities we undertake here are:

Provide multiple platforms for interaction through national and regional, conferences, workshops, online portals, etc.

Sponsor health awards to showcase the work of leading healthcare innovators.

Issue Grand Challenges to stimulate creative thinking on critical healthcare gaps.

Develop a network of academic and research institutions that can collaborate on developing innovative health solutions.

WISH is partnering with FICCI, USAID, TDB, UKAID and ICICI to support the

SCALE KNOWLEDGE

We facilitate knowledge sharing to ensure cross-pollination of ideas in the healthcare ecosystem and help stakeholders to achieve synergy in their efforts. Some activities undertaken here are:

Database of stakeholders in the healthcare ecosystem, government programs, service providers, donors and investors, and corporate/commercial partners.

A database of high-impact healthcare interventions and an assessment of their impact, sustainability and seal-ability.

Sector-specific research reports that inform constituents within this ecosystem.

Policy recommendations for government officials and legislators.

WISH and the International Finance Corporation (IFC) are together facilitating a comprehensive mapping of Inclusive Business Models in Healthcare in India, to identify high impact enterprises and disseminate this knowledge for public good.

3 SCALE Rajasthan

Wadhvani Initiative for Sustainable Health (WISH) and State Institute of Health & Family Welfare (SIHFW) through a joint- program State Consortium for Accelerating, Leveraging & Economizing Innovative Approaches in Healthcare in Rajasthan (SCALE Rajasthan) working to strengthen, expand and optimize existing interventions of the state government in Rajasthan by addressing its priority healthcare needs using evidence-based, equitable, innovation-led, low cost healthcare delivery strategies.

SCALE is a transformational program with innovative system solutions designed to tackle health challenges amongst mothers and children in economically vulnerable populations. It

uses integrated approaches to wellness and health services over the course of a woman's pregnancy and the first years of her infant's life. It works at three levels:-

- It combines best practices for maternal and newborn care with proper nutrition and breastfeeding, immunization, and clean water interventions in unified packages, delivered primarily by ASHAs, AWWs and ANMs operating from local sub centers — and makes sure that these interventions happen and can be measured in real time.
- It strengthens the government health delivery system i.e. PHCs/CHCs and district hospitals through Public Private Partnership strategies (PPPs) to address the problems of qualified manpower shortage, infrastructural deficiencies and inefficient management systems so as to ensure those who need medical care are provided with quality care at an affordable cost at the right time.
- It will build and empower the ecosystem of hybrid value chain suppliers at the last mile to make healthcare delivery efficient, effective and sustainable.
- Over the 5 year period (2014-2019) SCALE Rajasthan will bring on board collective strengths of the public and private sector institutions. The consortium comprising of government, private sector, technical and civil society organizations and social enterprises will bring skills and expertise at three levels: management and overall coordination, service delivery and technical expertise in the RMNCH+A strategy.

Currently SCALE Rajasthan partners are:

Narayana Health (NH)

Karuna Trust

SRL Diagnostics

Save the Children

IIHMR Jaipur

Access Health/Max Institute of Healthcare Management

Micronutrient Initiative

4 SCALE Platform

The SCALE Healthcare Innovations Summit will bring together over 300 national, state, community and international leaders from government, private sector, funders and development partners, social enterprises, healthcare innovators, academia and media as part

of the healthcare ecosystem, to bring out specific action points to address the challenges of scaling up promising healthcare innovations.

The Summit will also showcase promising innovations targeted to increase access, quality, affordability and efficiency of primary healthcare service delivery for the base of the pyramid populations.

6 Enterprise Acceleration System

This system will work to scale up potential high impact innovations and social enterprises, through blended capital solutions - grants, equity and debt funds. It will facilitate technical assistance and capacity building by connecting the innovators with a strong team of high impact incubators and accelerators and executive workshops. This vertical will work on the following:

Building a national database of healthcare innovations, implementation partners and impact investors

WISH will maintain a national database of individuals and organizations that either have innovative solutions to healthcare needs or, the ability to implement them. This database will serve as a reference for the WISH Healthcare Delivery System when it is looking for innovative solutions for a particular issue in the WISH states. WISH will use the Innovation Impact Index, an evaluation tool that is being developed in collaboration with relevant stakeholders, to select high potential innovations and innovators for rapid scale up.

Helping innovators and social entrepreneurs become implementation-ready

WISH will work to address critical scale up issues like demand generation, value chain support and adequate funding. It will identify impact accelerators, funders and investors who are aligned with the WISH objectives and connect them to innovators so that the latter become implementation ready at the earliest.

Assisting innovators and service providers to adapt their interventions to the local context

WISH will connect innovators to implementation partners, government, NGOs and private healthcare facilities, to create an efficient healthcare delivery mechanism at the local level.

Inclusive Business Models of healthcare in India is a compilation of brief profiles organizations, NGOs, healthcare services and hospitals who have implemented innovative solutions to address healthcare challenges in India. Read the brief profiles of the innovators [here](#).