



**Making
big ideas,
bigger-
transforming
healthcare
in India**



Scaling up innovations. Transforming healthcare.

Indian healthcare - a system in search of effective innovations

For much of India's over 900 million* Base of Pyramid (BoP) population, living on or below the poverty line, basic healthcare is beyond their means. The public healthcare system has not been able to keep up, leaving little choice but to access costly private healthcare, pushing people deeper into poverty.

To address this, the government is drawing up its future healthcare plans under the broad principles of the Universal Health Coverage (UHC). Innovations e.g. product-based, process or technological, can play a very critical role in making this possible, as can public private partnerships (PPPs).

To support the government initiative, the Wadhvani Initiative for Sustainable Healthcare or WISH Foundation, envisioned by IGATE Chairman and Co-Founder Sunil Wadhvani is working towards scaling up innovations to build an equitable healthcare system, making quality healthcare accessible to the underserved population in priority states.

*997 million BoP forecasted by 2015, Mckinsey, 2007

Mission

To improve the health of poor families across the world by building a demand driven ecosystem that can deliver scaled up approaches to healthcare



Vision

By 2020, we want to facilitate a demand-led ecosystem for healthcare innovations, reach 10 million underserved people with quality healthcare services and scale up 20 high-impact healthcare innovations

SCALE - our guiding principle

Serving the BoP: Stay focused on BoP needs in top priority states

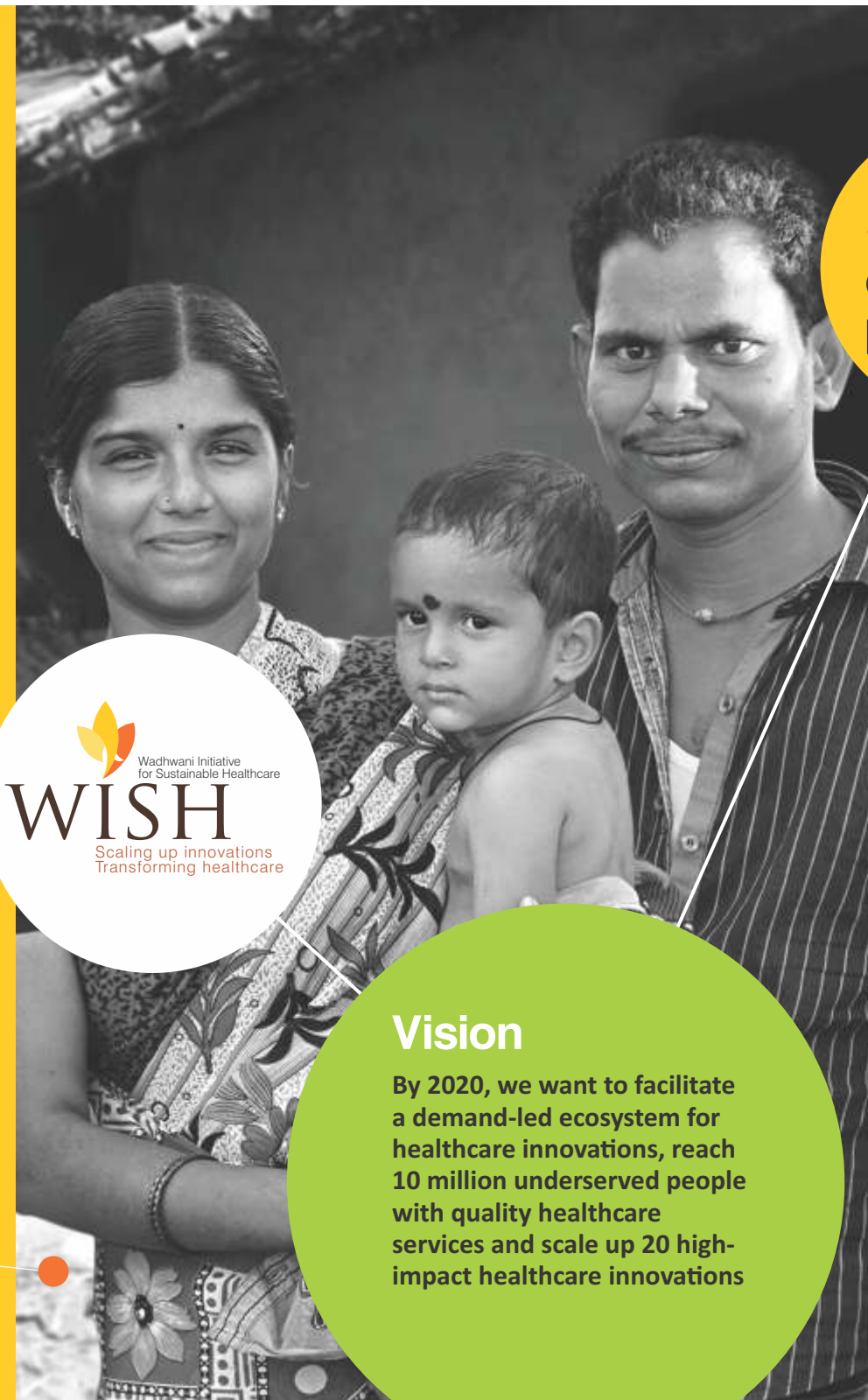
Contextualization: Adapt innovations and enterprises to the local BoP needs

Alliance: Work through the right alliances for success

Low Cost: Work to make innovative solutions affordable, accessible and sustainable

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

WISH pursues the People-Power-Planet way - pivoted on the belief that empowering people helps them lead responsible lives in harmony with the planet. WISH is not just about health it is about well-being and happiness of all.





Giving wings to big ideas

Scaling up promising innovations for maximum impact



Mining of promising innovations

Building a repository of promising healthcare innovations across the country through development of an open-source database of stakeholders in the healthcare ecosystem, a database of high-impact healthcare innovations in private and government system and scale up frameworks to identify and assess high potential innovations.

Mapping of Inclusive Business Models of Healthcare in India in partnership with World Bank / International Finance Corporation.

Acceleration of promising innovations to be scale-ready

Curate innovations and enterprises through nurturing and incubating promising innovations with funding, management capacity and technical assistance, shared services platform and mentoring.

Partnership with Millennium Alliance, Sankalp Forum, Indian School of Business, Max Institute of Healthcare / D Labs to support promising healthcare innovations.

On-ground demonstration of scalable innovations

On-ground demonstration of impact of the scalable innovations within the government system as well as the private market using variety of partnership strategies.

Partnership with Government of Rajasthan to demonstrate the impact of low cost innovations and PPPs to improve primary healthcare delivery.

Replication and scaling up of successful innovations

Replicate and scale up successful innovation by showcasing through knowledge hub and strategically organized ecosystem platforms engaging government, private sector, funders, NGOs and technical experts

SCALE summit builds healthcare innovation ecosystem to develop multisectoral platforms at national and state level to showcase game changing innovations.



Funding and connecting innovations to strengthen primary health delivery

Promoting health-seeking behavior through Health ATMs at the grassroots

Health ATM, with automated diagnostic centre, which provides or an online health profile manager, the Kiosk has been designed to be a One- Point Stop for most primary healthcare needs.

Early diagnosis of diseases using low cost diagnostic devices through health workers

Low cost glucometer, non invasive anemia screening, and portable urine analyzer bringing costs of diagnosis to Rs. 3/- to Rs. 6/- per test to improve access to quality, affordable primary and preventive healthcare at the door-step.

Low cost primary healthcare delivery models

Shortage of doctors and other medical staff is a major deterrent to equitable healthcare. WISH Foundation addresses the challenge by managing such PHCs in partnership with the private sector partners through against agreed deliverables.

E-Health Centers a asset-light primary healthcare delivery model constructed in shipping containers with cloud connectivity and integrated diagnostic offer quality primary care at affordable costs in low resource sitting of the priority states.

Putting big ideas in action



Trusting innovations, believing in change:

“WISH evolved due to my passion in two areas innovation and quality healthcare for all. I have been proactively engaged for over 30 years, through the innovation-based companies I have started or co-funded, and the innovation-focused institutions I have been involved with, like Carnegie-Mellon University, George Washington University etc. I wanted to find a way to channel these two personal passions – innovation and healthcare – in a way that would help underserved families in India and other developing countries.”

— **Sunil Wadhvani**
Principal Donor

