



B2B VENTURES  
& PARTNERSHIPS  
'Make-IT in Africa'

# B2B NETWORKING SESSION: Scaling Access to Quality Healthcare Through B2B Partnerships.

by 'Make-IT in Africa'



Venue: **Virtual Networking Session**

Date: **Thursday, May 28th, 2020**

Duration: **11:00am - 1:30pm**



## About Tech Entrepreneurship Initiative ‘Make-IT in Africa’.

‘Make-IT in Africa’ promotes digital innovation in sub-Saharan Africa for sustainable and inclusive development. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements this project on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of BMZ’s Digital Africa Initiative. In close collaboration with more than 30 corporate and financing partners, social enterprises, hubs, and networks, ‘Make-IT in Africa’ supports an enabling environment for young entrepreneurs – to enable better access to finance, markets and skills.

### The Context

It’s been over two months since the World Health Organization (WHO) declared the COVID-19 virus as a global pandemic. In this time, many healthcare businesses have had to put down their playbook and navigate an ever-changing landscape to respond to the rising demand that has come as a result of the rapid spread of the virus. In Nigeria, the situation has further exposed the vulnerabilities of the healthcare system which is already hindered by several notable challenges including limited public funding, a patient-to-doctor ratio of 2500:1, high rate of out-of-pocket payment as only 10% of the population have health insurance, and ever-rising high communicable diseases and non-communicable diseases burden.

Now more than ever there is a need for healthcare business stakeholders to think about responsive and adaptive ways to drive innovation that can improve the availability, accessibility, affordability and quality of health services. As people become more comfortable with using health tech services, we see significant opportunities for digital innovation through B2B partnerships between enterprise stakeholders - including the payors (HMOs), the providers (Hospitals, Clinics, Labs) and the producers (retail pharmacies). This comes in the midst of the Central Bank of Nigeria’s (CBN) directive to provide an additional N100b intervention in healthcare loans in order to boost their efforts to respond to and combat the rapidly spreading virus.

In light of the above points, GIZ’s Tech Entrepreneurship Initiative ‘Make-IT in Africa’ in collaboration with Made Culture is delivering an intimate Business-to-Business networking session for business stakeholders in the healthcare sector titled “Scaling Access to Quality Healthcare Through B2B Partnerships”. The session will explore the current opportunity landscape across the health care value chain and how B2B partnerships between health-tech enterprise stakeholders can offer more Nigerians with access to quality and affordable healthcare.

The session will focus on two key areas:

### 1. Increasing Access To Affordable Healthcare Service:

How can digital technology (e.g. mobile, mHealth, remote monitoring and telemedicine enable) increase the number of people that have access to quality healthcare services, provide more accurate data to guide financial risk protection and reduce the overall cost of health care.

### 2. Optimizing The Distribution Supply Chain:

Developing optimal partnerships, networks and platforms that facilitate the effective, safe and timely movement of medical goods and services from production to distribution and consumption in order to improve not just access to healthcare, but also the quality of care while controlling costs.

## Agenda

Time	Agenda
10.45 - 11.00	<b>Participant login and Event Introduction</b> By Malaika Toyo - Lead Consultant, Made Culture
11.10 - 11.20	<b>Introduction to B2B Matchmaking Services Initiative</b> by Chiemelie Umenyiora - Program Coordinator, Tech Entrepreneurship Initiative "Make-IT" in Africa
11.20 - 12.20	<b>Open Discussion 1: Increasing Access To Affordable Healthcare Service</b>  <b>Presentations by:</b> <b>Chinny C. Ogunro</b> - CEO, WellSpring Health <b>Dr. Jimi Coker</b> - CEO, Lagoon Hospital  <b>Moderated by Mayowa Alli</b> - Partner at Traction Venture Partners
12.20 - 12.25	<b>Coffee Break</b>
12.25 - 01.25	<b>Open Discussion 2: Optimizing The Distribution Supply Chain</b>  <b>Presentations by:</b> <b>Bosun Tijani</b> - CEO, Co-creation Hub <b>Obinna Ukachukwu</b> - Divisional Head, Healthcare & Education - Sterling Bank  <b>Moderated by Dolapo Adejuyigbe</b> - Partner at Partner at Traction Venture Partners
01.25 - 01.30	<b>Next Steps:</b> by Malaika Toyo - Lead Consultant, Made Culture