

UNJANI CLINICS NPC

Dr Iain Barton

Group Strategy Executive: Healthcare

Imperial Logistics



Cape Town
16 -19 July 2017

Private sector embracing universal healthcare

The
18th Annual
**BHF Southern
African Conference**



QUALITY • AFFORDABLE
PRIVATE HEALTHCARE

IMPERIAL 

Founding Theorems

Accessible
Quality
Capacity

Women's
Empowerment

Mothers &
Young
Women

Undeniable
Need

Entrepreneurs
– Role Models

Task Shifting

Sustainable



Cape Town
16 -19 July 2017

The
18th Annual
BHF Southern
African Conference

Private sector embracing universal healthcare

The Model & Impact



- 31 empowered business owners
- Reversing the professional “diaspora”
- Central NPO
- > 100+ jobs
- > 11,000 consultations per month
- Fee for service “all in” model
- Lower rates for “smaller” services
- Centralised quality admin, IT systems, and procurement
- MDoH STGs and formulary
- Integration to local GPs and clinics
- Assistance with campaigns – inc NGO



The Secret Sauce



- Remove the financial risk
 - Capex contributed
 - Income support
- Maximise skills and recipe for success
- BBBEE - ED
- Added revenue streams
- Minimised central overhead – NPC

Partnerships & Collaboration



M | MICHIGAN ROSS



**Gordon Institute
of Business Science**
University of Pretoria

BILL & MELINDA
GATES *foundation*



Johnson & Johnson



*Insert
Your Logo
Here!*



Cape Town
16-19 July 2017

The
18th Annual
**BHF Southern
African Conference**
Private sector embracing universal healthcare

So What's Next ?



QUALITY • AFFORDABLE
PRIVATE HEALTHCARE

75 ... and pause ?

Or

"A Clinic A Day" ?



Cape Town
16 -19 July 2017

The
18th Annual
BHF Southern
African Conference

Private sector embracing universal healthcare

UNJANI CLINICS NPC

ibarton@imperial.co.za

[Lynda Toussaint – CEO, Unjani Clinics NPC](#)

ltoussaint@unjani.org



Cape Town
16 -19 July 2017

Private sector embracing universal healthcare

The
18th Annual
**BHF Southern
African Conference**



QUALITY • AFFORDABLE
PRIVATE HEALTHCARE

IMPERIAL 