



DIGITAL HEALTH PARTNERSHIPS

Unlocking health access in low-and middle-income countries



DHP is a boutique consulting firm harnessing the power of digital technologies to improve universal health coverage in low- and middle-income countries (LMICs).

Our Beliefs & Values

BELIEFS

Reducing inequalities
Social Impact
Inclusiveness
Building bridges
Collective intelligence

VALUES

Trust
Care
Authenticity
Creativity
Agility



Our Focus : Digital Health in LMICs

“If we want a world where equity is a reality, not an aspiration, we must (...) harness the power of science, data, digital technologies”

Dr. Tedros Ghebreyesus, WHO Director-General, January 2022

Covid-19 acceleration

- Increased adoption
- Unprecedented growth & investments
- Surge in data usage / tracking / AI

Benefits of digital health

- Improves access
- Reduces costs
- Increases efficiency



Our work

We build digital health strategies & initiatives and guide their implementation in LMICs

We advance the global digital health agenda through advocacy & public affairs

Working with:

Donors

Private sector

Investors

International institutions

Foundations

Governments

Startups

NGOs & civil society

Think-tanks



Our work

We build digital health strategies & initiatives and guide their implementation in LMICs

- Built **African digital health strategy** for a large diagnostics manufacturer (CEPHEID/GeneXpert; 2021-2022)
- Built a **digital health strategy** for **the global health department** of a **large pharmaceutical company** (Merck KGaA; 2021-2022)
- **Acted as Senior Digital Health Advisor** to a large **pharma foundation** (Novartis Foundation; 2016-2018)
- **Co-wrote the Senegal National Digital Health Strategy** with the Senegalese government (funding from the Novartis Foundation, FHI360 & K4Health; 2018)
- **Conducted a strategic analysis** of a digital solutions provider for **diagnostics data** (Savics; 2018)
- **Built strategy** for a scale-up **telemedicine company** and led its **international development** (H4D; 2018-2019)
- Developed **a strategy** for a Senegalese virtual pharmacy service **start-up** (JokkoSanté; 2020)



Our work

We advance the global digital health agenda through advocacy & public affairs



- **Triggered and co-organized** the Smart Africa digital health hub (Transform Africa; 2018)
- Supported **ITU** and **WHO AFRO** in **building partnerships** and **mobilizing resources** for the expansion of national Digital Health Platforms or Information Infrastructures in Africa (2018)
- Provided **direction and built working groups for digital health to the UN Ad-Hoc Broadband Commission** (2017, 2018, 2021-2022)
- **Advocated for French government** stronger **international involvement in digital health** and **co-wrote a policy brief** with an influential think-tank (Santé Mondiale 2030; 2021)
- Impulsed multiple **workshops and panels** for digital health at the **World Health Assembly, Mobile World Congress, UN General Assembly**, with **World Bank, EU, Inter-American Development Bank, French Development Bank**
- Supported **the organization of a digital health conference** in France (Université d'Été de la E-Santé; 2018)
- Sit on **advisory boards** such as **Women in Tech, IT4Life, Pierre Fabre Foundation digital health, Commonwealth Center for Digital Health**

Example of project: Cepheid



Building an African digital health strategy for a large diagnostics manufacturer

In 2021, CEPHEID hired DHP to build their **digital health strategy in Africa**, leveraging CEPHEID's strong market position with their GeneXpert machines in the fast-growing digital diagnostics space.

The main objectives of this digital strategy were two-fold:

1. Improve maintenance, inventory and increase machine efficiency/usage
2. Enhance collaboration with public stakeholders for improved disease surveillance systems by **sharing diagnostic data**

Results:

- A comprehensive **Africa digital health ecosystem mapping and landscape** (funders, international institutions, NGOs and civil societies, alliances, data players, digital health maturity, data governance etc.)
- A realistic and aligned **strategy with a detailed action plan on potential data partnerships, business model scenarios, concrete opportunities on the ground and recommendations** to integrate the African digital health ecosystem

Key methodological aspects

- **61 external interviews** conducted with governments representatives, funders, experts across Africa, US and Europe & **17 internal interviews**
- **Thorough desk research** on the digital health landscape in Africa
- **Deep dive into three countries** identified as steppingstones to implementing an Africa-wide strategy
- **Bi-monthly meetings** with the core operational team and **monthly executive team updates**

Example of project: Broadband Commission

Provided direction on the UN Broadband Commission's Digital Health reports and working groups with the Novartis Foundation

DHP instigated the formation of the Broadband Commission Digital Health Working Groups by **assembling over 30 governments and NGOs, private companies or foundations** in 2017, 2018 and 2021.

DHP built the working groups, co-wrote or co-lead some of the reports.

Working Group Members in 2018

Chairs



Broadband Commissioners

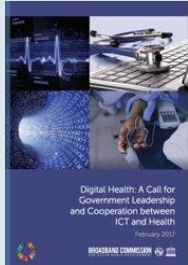


External Experts



3 influential reports

2017 : Shaped the Working Group and co-wrote the report
Digital Health - A Call to Action for Government Leadership and Cooperation between ICT & Health



2018 : Formed the Working Group and co-led the report
The Promise of Digital Health: Addressing NCDs to Accelerate UHC in LMICs



2021-2022: Triggered the initiative & formed the working group of report
The Future of Virtual Health & Care: Driving Access and Equity through Inclusive Policies

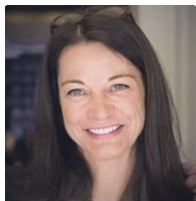
Report
to be
issued in
July
2022

They Trust Us



Our Team

Core team



Florence Gaudry-Perkins
FOUNDER & CEO



Céline Fleischmann
MANAGING DIRECTOR -
CONSULTING



Marie Ollivier
MANAGING DIRECTOR -
ADVOCACY

3 women entrepreneurs
passionate about digital health,
social innovation & access to care



Partner consultants

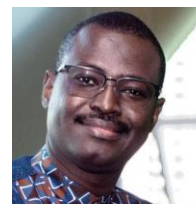
We believe in collective
intelligence and have
built a unique team
of global consultants
spread across the
continents



ETHIOPIA
Dr. Maraki Fikre Merid



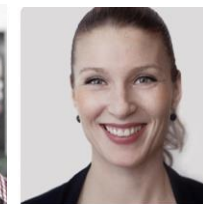
SENEGAL
Nils Kaiser



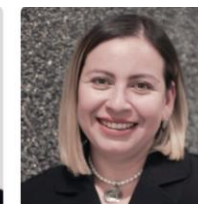
CANADA
Dr. Ousmane Ly



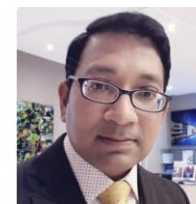
UNITED STATES
Anthony Connor



GERMANY
Dr. Aline Menden



GUATEMALA
Joseline Carías Galeano



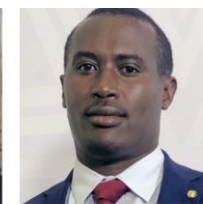
INDIA
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NETHERLANDS
Femke Smeets



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