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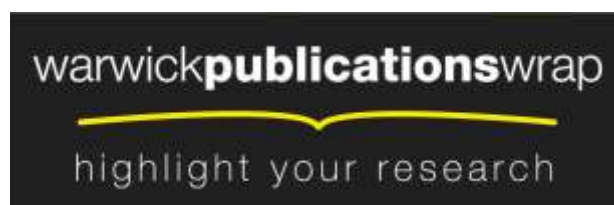
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Working with Bill & Melinda Gates Foundation: What and how

Peter Ward

What I did

- I wrote a report:
 - Patient-Centric Healthcare Supply Chains in sub-Saharan Africa: State of the Art and Possible Implications
 - 27 pages (including 10 pages of references)
 - Literature review and implications
 - Drug product design
 - Drug supply chain
 - ICT enablement
 - Business models
 - Main conclusion
 - Further research required into patient drug adherence in SSA
- Gates Foundation paid for 10 days of my time, plus travel to healthcare conference in Addis Ababa



BILL & MELINDA
GATES *foundation*

How did it happen – 1

- Almost 10 years of experience working on supply chain projects in sub-Saharan Africa
 - SMS for Life, Tanzania
 - iTSCi, DR Congo
 - eZICS, Zambia
- Presented on SMS for Life at Global Health Supply Chain Summit (GHSCS), Rwanda, in Nov 2012
 - Attended a session on how to improve the conference
 - As well as offering my ideas, started talking about my PhD research to the chair



How did it happen – 2

- I provided further ideas and information later
- He took a job as Senior Program Officer at the Bill & Melinda Gates Foundation in early 2013
- In July 2013 he emailed:
 - As part of our Foundation strategic review for public health supply chains we could do with a literature review in topics that may overlap somewhat with your own PhD research. If it did would you be available to prepare something for us...
- I arranged a 3-way call with my supervisor to agree terms



How did it happen – 3

- We agreed a price for 10 days' work, including being funded to attend the GHSCS in Nov 2013
 - I drove the legal and contractual aspects...
- I wrote and delivered the report
- At the GHSCS we reviewed it and it was accepted
 - It should be included in a Foundation report in Spring 2014
- Funding may also be provided for my field research in sub-Saharan Africa



Lessons

- Find opportunities to speak to people who might be interested in your work, whether academic or not
- Offer them information which is useful to them, and share your research ideas
- Keep in touch with them!
 - LinkedIn, Facebook, Twitter, etc
- Be ready to do some extra work to deliver what they ask for, but don't do it for free



Blog post here: <http://www.businessinnovationgroup.org/working-with-the-gates-foundation/>

Report should be on WRAP soon

Thank you



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