



# QUARTERLY IMPACT REPORT

Q4 of FY 2014

05.01.2014-07.31.2014

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# LETTER FROM THE CEO

I'm excited to be sharing our second Quarterly Impact Report with you.

This report, which gives you an open look at our quarterly performance across impact, talent, and finance, covers the 4th quarter of our Fiscal Year 2014 from 05.01.2014–07.31.2014.

As you'll see, it was a quarter of notable progress.

We expanded from three to six clinics, added a set of remarkable senior leaders, and secured a \$1 million USD matching commitment from the Nepali government to renovate and expand our current hospital to become Nepal's first rural teaching hospital and a model for the country.

We also treated our 200,000th patient. For a community that believes in putting the patient first, that's a milestone we didn't want you to miss.

If you have questions or feedback, please write me at [mark@possiblehealth.org](mailto:mark@possiblehealth.org).

Thank you,

A handwritten signature in black ink, appearing to read 'Mark', with a stylized, cursive script.

Mark

P.S. Don't forget to download the additional documents that provide deep insight at the end of each section, from line by line financials to our full data set in our impact dashboard.

# IMPACT

## TOTAL PATIENTS TREATED:



6%: inpatient care  
8%: emergency care  
86%: outpatient care

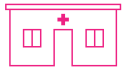
207,131

total patients treated to date

\$29.74

cost per patient treated

## CLINIC EXPANSION UPDATE:



We expanded from our initial 3 clinics into 6, hitting our Q3 missed goal.



We secured district- and national-level agreements to expand to 14 VDCs.



We provided solar power, equipment, and staff support & training

## KEY PERFORMANCE INDICATORS:

\*Marginalized defined as dalit (low-caste) or janajati (indigenous) according to MoHP classification.



SURGERY ACCESS  
(measured quarterly)

% of days surgical services are fully available to patients



EQUITY  
(measured quarterly)

Ratio of service utilization of marginalized\* patients vs. general catchment population



SAFE BIRTH  
(measured yearly)

% of women giving birth in a healthcare facility with a clinician



FOLLOW UP  
(measured quarterly)

% of chronic disease cases followed-up successfully



OUTPATIENT USE  
(measured quarterly)

Frequency of healthcare service utilization among our catchment population



FAMILY PLANNING  
(measured yearly)

% of contraceptive use among women of reproductive age

## KPI RESULTS\*:

\*The data for the remaining 2 KPIs will be analyzed after completion of a bi-annual household survey.

### SURGICAL ACCESS

87% vs. target of 95%

The full set of resources and people needed to perform surgeries were available 87% of the quarter.

### EQUITY

1.5 vs. target of 1

Marginalized patients are accessing our healthcare system 50% more frequently than the non-marginalized.

### FOLLOW-UP

27% vs. target of 90%

27% of the indicated follow-up interactions occurred for chronic disease patients from our catchment population.

### OUTPATIENT UTILIZATION

1.5 vs. target of 1.3

On average, each person in our catchment area visited one of our healthcare facilities 1.5 times this quarter.





## DOWNLOAD ADDITIONAL INSIGHT: IMPACT






Dive into our complete set of quarterly data, published openly.

# MILESTONES

Our team identified four high-level milestones for Q4 at the start of FY 2014.

 Expand from operating 3 to 6 clinics	 Involve 5 new Nepali companies in our work
 Complete annual household survey of our catchment area	 Initiate construction for first phase of Bayalpata Hospital expansion

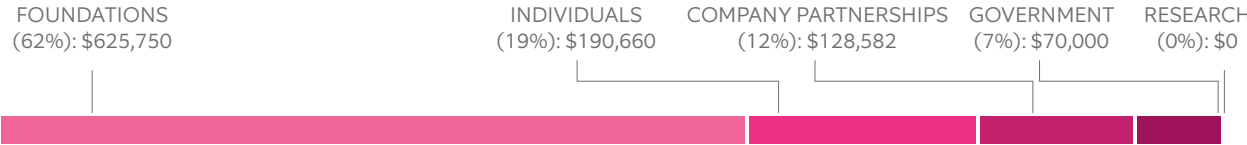
-  **ACCOMPLISHED INSIGHT:** We expanded our operations from 3 to 6 clinics and received local approval to move to 14 in FY15. Our first ever household survey was completed which provides a baseline to measure our Key Performance Indicators.
-  **MISSED INSIGHT:** We anticipated needing more in-kind partners from the Nepali private sector for our hospital expansion. These partnerships were not yet needed.
-  **SHIFTED INSIGHT:** Because the monsoon season ran all of Q3, construction will start in Q1. This was poor planning to initiate construction pre-monsoon in Q3.

# INCOME

TOTAL INCOME:

\$1,014,993

43% restricted, 57% unrestricted



\$51,401

in-kind value for 501 c3

11

letters of inquiry & nominatons submitted

\$34,751

in-kind value for NGO

7

applications submitted

\$1,104,791

total \$ applied for

5

reports submitted

NEW IN-KIND PARTNERS:



Rotary donated a digital x-ray machine to make our highly used x-ray machine more efficient and cost-effective.



Karma donated their portable wifi devices so our team can stay connected and work effectively while on the move.

## ADDITIONAL INSIGHT: INCOME



Possible put forward a \$1 million dollar matching funding proposal to Nepal's government to build our hospital into the country's first rural teaching hospital. The \$1 million proposal, which is part of a \$2 million overall project, was approved as part of the country's budget process in July.

# EXPENSES

\$458,922

total Q4 expenses

109%

% of expected Q4 budget spent

## DOWNLOAD ADDITIONAL INSIGHT: EXPENSES

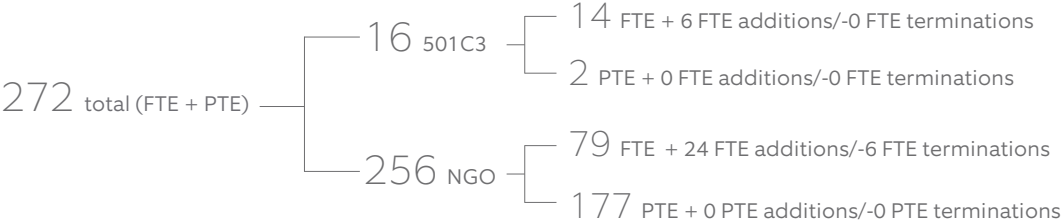


View our 501c3 Quarterly Expense Summary and full line-by-line detail.



View our NGO Quarterly Expense Summary and full line-by-line detail.

# TALENT



## TALENT SPOTLIGHT:



ISHA NIROLA (bio)  
Community Health Director

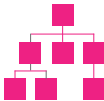


LAURA SCHWECHERL (bio)  
Marketing Director



SP KALAUNEE (bio)  
Operations Director—Nepal

## SEE ADDITIONAL INSIGHT: TALENT



View our organizational chart.



Share our top hiring priority: Managing Director—Nepal.



Learn why we wrote the For-Impact Culture Code.

# AUDIENCE

## WEBSITE:

21,854

vs. 10,115 visits  
(116% increase)

68,289

vs. 38,882 pageviews  
(76% increase)

965

vs. 202 donation page visits  
(80% increase)

## FACEBOOK:

18,752

likes

5%

engagement increase  
vs. last quarter

## TWITTER:

2,204

followers

74%

engagement increase  
vs. last quarter



## ADDITIONAL INSIGHT: AUDIENCE

Significant updates and press:



Our For-Impact Culture Code was featured in First Round Capital, the first nonprofit they've covered to date.



Our CEO Mark Arnoldy presented his first TEDx talk on durable healthcare and redesigning healthcare for the world's poor.



We designed and launched our manifesto, a statement of our core principles and a bold, dignified call to action.

# BOARD

We added a Board member to bring the total to 8, and one Board member ended his term to bring the Board back to 7.

## BOARD ADDITION SPOTLIGHT:



SANDRO LAZZARINI ([bio](#))  
Analyst, SRS Investment Management

## DOWNLOAD ADDITIONAL INSIGHT: BOARD



Possible is seeking a Board Chair.  
Read about and share the position.

Have questions after reading our report? We will do our best to answer them. Just write us at [answers@possiblehealth.org](mailto:answers@possiblehealth.org).