



QUARTERLY IMPACT REPORT

Q1 of FY 2015

08.01.2014–10.31.2014

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LETTER FROM THE CEO

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

It was a quarter in which several long-term investments bore their fruit.

Our investment in building a world-class impact evaluation team was boosted by the news of our Co-Founder and Chief Programs Officer, Duncan Maru, being awarded the prestigious Early Independence Award from the National Institutes of Health.

We welcomed back Dr. Bikash Gauchan as our Medical Director for the second time, after investing three years in his education so he could lead our team with deeper clinical experience.

And we started building Nepal's first rural electronic medical record system—another long-term investment that will bear fruit for our patients and well beyond.

If you have questions or feedback, please write me at mark@possiblehealth.org.

Thank you,

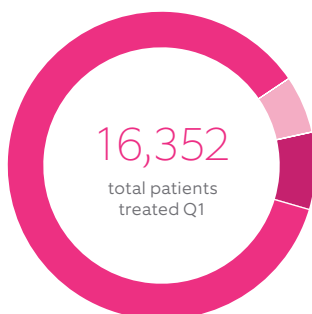
A handwritten signature in black ink, appearing to read 'Mark', with a stylized, cursive script.

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:



4%: inpatient care
8%: emergency care
88%: outpatient care



222,499

total patients treated since 2008



\$20.22

cost per patient treated



We began using computed radiography at Bayalpata Hospital.



Customization and design of our integrated EMR platform is underway and we will begin implementation in Q2.



The Healthcare Systems Design Group—Possible's implementation research team—convened the first meeting of its Scientific Advisory Board.

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. non-marginalized patients



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 reproductive age women in our catchment area

KPI RESULTS*:

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

SURGICAL ACCESS

100% vs. target of 95%

The full set of resources and staff needed to perform surgeries were available every day this quarter.

EQUITY

1.4 vs. target of 1

Marginalized patients accessed our healthcare system 40% more frequently than the non-marginalized.

FOLLOW-UP

39% vs. target of 90%

39% of indicated follow-up interactions occurred for chronic disease patients from our catchment population.

OUTPATIENT UTILIZATION

1.7 vs. target of 1.3

On average, each person in our 36,000-person catchment area visited a healthcare facility 1.7 times this quarter.



SURGICAL ACCESS SPOTLIGHT

In Q1, we performed 1,374 surgeries, including life-saving procedures for appendicular perforation peritonitis and traumatic pneumothorax.

“While discharging our patient, I felt that our team gave him the wonderful gift of possibility.”

—Dr. Bikash, Medical Director

DOWNLOAD ADDITIONAL INSIGHT: IMPACT



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



Possible's Co-Founder and Chief Programs Officer, Dr. Duncan Maru, was awarded the National Institutes of Health's Early Independence Award. This five-year award will help him build a research program focused on the design, implementation, and evaluation of rural health care delivery interventions.

MILESTONES

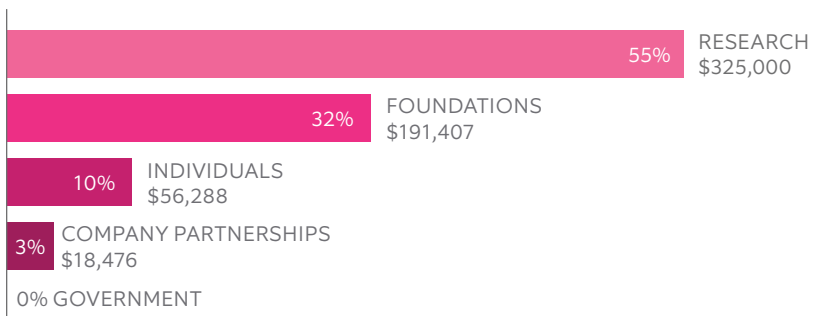
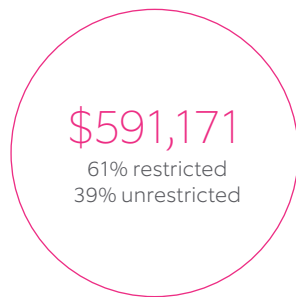
Our team identified six high-level milestones for Q1 at the start of FY 2015.

✓ Complete costing model for scaling our programs across entire district.	✓ Win and start utilizing National Institutes of Health research funding to advance our work.
✓ Launch electronic medical record partnership through a site visit with ThoughtWorks.	✗ Start Phase I of construction for hospital infrastructure master plan.
✓ Execute our first NGO Board meeting with new Nepal Board members.	➡ Find and onboard new Managing Director in Nepal.

- ✓ **ACCOMPLISHED INSIGHT:** We completed costing for scaling our model to the entire district, were awarded our first National Institutes of Health research award, built a new Board of Directors for our Nepal NGO, and launched our electronic medical record partnership with ThoughtWorks through a site visit.
- ✗ **MISSED INSIGHT:** We failed to break ground on Phase I of our infrastructure master plan due to delays in government funding reaching our bank account and contract structuring. Responsibilities for delays rests with both our team and the other parties. This has shifted to Q2 of Fiscal Year 2015.
- ➡ **SHIFTED INSIGHT:** We shifted our strategy away from finding a Managing Director in Nepal. Instead, we've identified a new structure where an existing team member will become our Governance and Partnerships Director based in Kathmandu, and we are hiring for an Operations Director and Finance Director within Nepal.

INCOME

TOTAL INCOME:



\$60,073

in-kind value for 501c3

7

letters of inquiry &
nominations submitted

\$13,290

in-kind value for NGO

9

applications submitted

\$1,851,968

total \$ applied for

5

reports submitted

NEW IN-KIND PARTNERS:



Marriott provided donated hotel rooms and discounted services so members of our team could visit Qatar and build key partnership opportunities.

ADDITIONAL INSIGHT: INCOME



Possible **launched a partnership** with the social payment app Venmo through the end of 2014 that allows anyone to instantly fund our work with a simple tap.

EXPENSES

\$587,545.47

total Q1 expenses

71%

% of expected Q1 budget spent

DOWNLOAD ADDITIONAL INSIGHT: EXPENSES

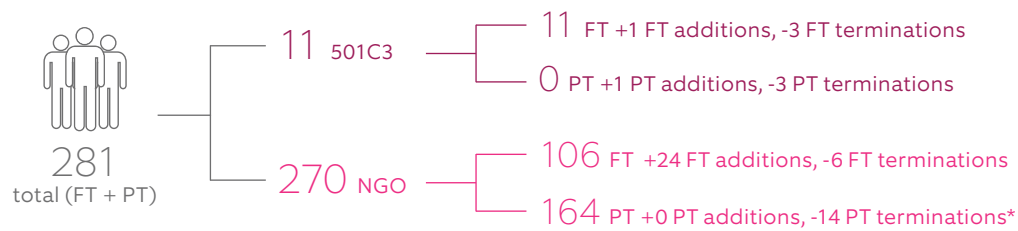


View our 501c3 Quarterly Expense Summary and full line-by-line detail.



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

TALENT



*Note: Our 14 Community Health Worker Leaders moved from being PT to FT this quarter. We have subtracted 14 PTEs and added 14 FTEs to reflect this.

TALENT SPOTLIGHT:



BIKASH GAUCHAN (bio)
Medical Director

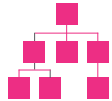


ANDREA MORIN (bio)
Creative Director



ANANT RAUT (bio)
Healthcare Systems Engineer—Nepal

SEE ADDITIONAL INSIGHT: TALENT



View our organizational chart.



Share our top hiring priority:
Operations Director—Nepal.



Take a look inside our
For-Impact Culture

AUDIENCE

WEBSITE:

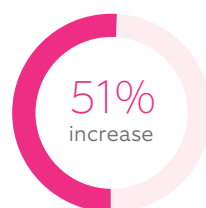
18,768

vs. 21,854 visits
(14% decrease)

804

vs. 965 donation page views
(16% decrease)

BLOG SPOTLIGHT:



1,992 views
vs. 1,321 views

PROJECT MANAGEMENT WHERE IT MATTERS MOST

July 01, 2014 - Laura Schwecherl

What place does Asana, an online project management tool used by many tech companies and entrepreneurs throughout the developed world, have in rural Nepal?

A really important one, actually.

[Read It Now](#)

FACEBOOK:



19,852
likes



6%
engagement increase
vs. last quarter



Possible

Posted by Laura Schwecherl [?] · September 24



“Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.”

—Dale Carnegie

Unlike · Comment · Share

120 15 Shares

TWITTER:



2,500
followers



12%
engagement increase
vs. last quarter



Possible

@possiblehealth



Following

Big news! We've partnered with @Venmo to provide life-changing healthcare with one easy tap: bit.ly/possiblevenmo



RETWEETS
10

FAVORITES
7



8:00 AM - 3 Sep 2014

ADDITIONAL INSIGHT: AUDIENCE



Our SunFarmer partnership was featured in FastCompany, showing how solar power is saving lives.



Our durable healthcare model was featured in the prestigious Stanford Social Innovation Review magazine.



We ran a 10-day matching campaign with Watsi to provide life-saving treatments for 20 of our patients.

BOARD

We added one Board member to bring the total to 7.

BOARD ADDITION SPOTLIGHT:



ESWAR PRIYADARSHAN ([bio](#))
CEO & Co-Founder Of Almond Systems Inc.

DOWNLOAD ADDITIONAL INSIGHT: BOARD



Possible is seeking a Board Chair.
[Read about and share the position.](#)

Thank you.

Have questions after reading our report? We will do our best to answer them. Just write us at answers@possiblehealth.org.