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,

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:

16,352

\[ \text{4\%: inpatient care} \]
\[ \text{8\%: emergency care} \]
\[ \text{88\%: outpatient care} \]

\[ \text{222,499 total patients treated since 2008} \]

\[ \text{$20.22 cost per patient treated} \]

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.

<table>
<thead>
<tr>
<th>KPI</th>
<th>Target</th>
<th>Result</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>SURGERY ACCESS</td>
<td>95%</td>
<td>100%</td>
<td>The full set of resources and staff needed to perform surgeries were available every day this quarter.</td>
</tr>
<tr>
<td>EQUITY</td>
<td>1</td>
<td>1.4</td>
<td>Marginalized patients accessed our healthcare system 40% more frequently than the non-marginalized.</td>
</tr>
<tr>
<td>SAFE BIRTH</td>
<td></td>
<td>1.4</td>
<td>% of women giving birth in a healthcare facility with a clinician.</td>
</tr>
<tr>
<td>FOLLOW UP</td>
<td>90%</td>
<td>39%</td>
<td>39% of indicated follow-up interactions occurred for chronic disease patients from our catchment population.</td>
</tr>
<tr>
<td>OUTPATIENT USE</td>
<td></td>
<td>1.7</td>
<td>On average, each person in our 36,000-person catchment area visited a healthcare facility 1.7 times this quarter.</td>
</tr>
</tbody>
</table>

KPI RESULTS*:

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

**TOTAL PATIENTS TREATED:**

222,499

\[ \text{4\%: inpatient care} \]
\[ \text{8\%: emergency care} \]
\[ \text{88\%: outpatient care} \]

**TOTAL PATIENTS TREATED Q1:**

16,352

\[ \text{4\%: inpatient care} \]
\[ \text{8\%: emergency care} \]
\[ \text{88\%: outpatient care} \]

**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.
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.

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.

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
INCOME

TOTAL INCOME:

$591,171
61% restricted
39% unrestricted

$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**

**TALENT SPOTLIGHT:**

BIKASH GAUCHAN (bio)  
Medical Director

ANDREA MORIN (bio)  
Creative Director

ANANT RAUT (bio)  
Healthcare Systems Engineer—Nepal

*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.

**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:**

51% increase  
1,992 views vs. 1,321 views
FACEBOOK:

- 19,852 likes
- ▲ 6% engagement increase vs. last quarter

**Quote:**

“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

TWITTER:

- 2,500 followers
- ▲ 12% engagement increase vs. last quarter

**Post:**

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

**Image:**

CASH OUT FOR A CAUSE

**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.